

RFI-00004-2015

**RFI to Investigate the Potential Positioning of B2B and B2B2C Wi-Fi Partners to Telkom Enterprise (System Integrators on BO basis).**

---

Publish Date : 16 March 2015  
 Closing Date : 7 April 2015  
 Time : 11:00am  
 Contact Person : Thena Smit  
 E-mail : [SmitT4@telkom.co.za](mailto:SmitT4@telkom.co.za)  
 Document Cost : R50  
 Method of Payment : **Cash Only** for purchase at the Tender office. In the event of payment at a TDS (Telkom Direct Shop) the original proof of payment to be submitted on collection.

---

**Description:**

RFP-00004-2015

RFI to Investigate the Potential Positioning of B2B and B2B2C Wi-Fi Partners to Telkom Enterprise (System Integrators on BO basis)

---

**1. Pre-Qualification Criteria (Phase 1)**

|   |   | Yes /No |
|---|---|---------|
| 1 | System can interoperate to a range of Wi-Fi enabled devices (access points) from multiple equipment manufacturers;  |         |
| 2 | Remote management of wireless devices (access points and switches) and routing, over multiple Service Provider access networks is possible                              |         |
| 3 | Solution can be customised for any form of patron login, including enterprise customer databases and social media, and provide various forms of reporting to enterprise |         |

**2. Bid Document Collection**

The bid document can be collected from the Telkom SA SOC Ltd Tender Office at the following address:

**Telkom Tender Office (below the overhead bridge)**  
**Lower ground floor of Telkom Tower South,**  
**179 Johannes Ramokhoase Street (formally known as Proes Street),**  
**PRETORIA CBD**

Contact Person: **Benji Ramatlakana**  
 Contact details: **(012) 311 3364**

# Telkom Tenders

## 1. TERMS OF REFERENCE/REQUIREMENTS

### **GENERAL BACKGROUND TO TENDER**

Telkom invites respondents to describe their capabilities and commercial models for enterprise Wi-Fi solution design, integration and support. Telkom is investigating sub-contracting on a non-exclusive, non-committal to pre-qualified partners to meet demand of its enterprise customers, in various verticals, on a build and operate level. Partners must demonstrate a breadth of technology options, operational footprint within South Africa and flexibility in supporting Telkom throughout the sales engagement, enterprise integration and service management, on a per contract basis.

Respondents should be conversant in network technologies for wireless network design and installation, centralised and on-site network management, data analytics and solution reporting, integration to enterprise systems (including loyalty management or point of sale applications) and flexibility in solution customisation per customer specific requirements.

| <b>Section B</b>  |   | <b>Minimum Requirements</b> |                |               |
|---|---|-----------------------------|----------------|---------------|
| <i>Please indicate compliance per minimum criteria – Comply / Do Not Comply – reasons (below)</i> |   |                             |                |               |
|   |   | Comply                      | Partial Comply | Do Not Comply |
| 1.  | Can interoperate to a range of Wi-Fi enabled devices (access points) from multiple equipment manufacturers; Attachment I  |                             |                |               |
| 2.  | Remote management of wireless devices (access points and switches) and routing, over multiple Service Provider access networks; Attachment J  |                             |                |               |
| 3.  | Solution can be customised for any form of patron login, including enterprise customer databases and social media, and provide various forms of reporting to enterprise; Attachment K |                             |                |               |
| 4.  | ITIL/ITSM based 24/7 Service Desk; Attachment L   |                             |                |               |
| 5.  | Can provide onsite support for enterprises in South Africa – must demonstrate resource capacity and skill; Attachment M   |                             |                |               |
| 6.  | Wireless system control should be hosted within South African data centre with the ability to demonstrate manage security policies and end-user internet profiles; Attachment N       |                             |                |               |
| 7.  | Provide valid B-BBEE certification; Attachment C  |                             |                |               |
| 8.  | Original copy of Tax clearance certificate; Attachment D  |                             |                |               |
| 9.  | Audited Financial Statements (2 years) Attachment E   |                             |                |               |