

# Transcript

November 27, 2025, 9:01AM

□ **Jackie Kwinika** started transcription

**JK** **Jackie Kwinika** 0:05

And then this will close on the 15th of December. And I am Jackie Quinica, SEM specialist responsible for this project. From the SEM side, I'm with my colleagues. Colleagues, please introduce yourself. Thank you.

**DP** **Dimpho Phungwayo** 0:22

Good morning, colleagues. I am Dimpo Pungwayo, the chairperson of the Bid Specification Committee. Thank you.

**SM** **Sharon Mokgwatheng** 0:35

Good morning, everyone. My name is Sharon Mokhwateng. I am a member on the Red Specification Committee. Thank you.

**JK** **Jackie Kwinika** 0:45

Thanks colleagues for the introduction and then to the prospective service providers, please capture your details on the chart, your company name, your name and your contact details. Then this is for recording purposes.

And this remember is not a compulsory briefing. Please do capture your information in the shots and then we will do the presentation and we'll take the questions at the end of the presentations if.

Come up with something you like clarity on. Please jot it down so we are able to attend to it at the end of the presentation. We'll try to be as quick as possible, try also and save you some time.

Also, they put over to you.

**DP** **Dimpho Phungwayo** 1:40

Thank you so much. Colleagues, welcome to the session. I will be taking you through the scope of work. So I'm sure you would have seen that we are looking for a service provider or service.

Providers to train workers within our sector and what the purpose of this is it's it's one of our our our targets. So the purpose of this project is for us to fulfill. Our responsibility as a sitter and also to meet one of our APP targets. Now you will see under the purpose and objectives of the project. As I have said, we are looking to to appoint a provider.

Or training providers to offer skills programs to workers. Now the potential service provider must be experienced and most importantly, accredited.

By the relevant accreditation institution to offer those skills programmes or skills programme and we also anticipate that the skills programme will be delivered online, especially because we are looking at workers.

I would like to then move to 3.4 for us to please focus on. In fact, let me move to 3.2. So we would like to appoint up to four service providers. We have 4 categories in this tender.

And so bidders are encouraged to bid for all or any of the categories depending on the accreditation that you have as a service provider. Now you must submit the technical.

Evaluation for each category being category ABC and D This for each category and the bidding. If you are bidding for more than one category, it must be done separately now.

Um, our.

Target is that we would like to have two intakes for this project being the current financial year 20252026 and then also Please note that this current financial year ends on the 31st of March 2026.

And then also the second intake being in the next financial year 20262027 starting on the 1st of April and we are anticipating to train 1616.

Any arrangements for contact session, it will be at the cost of the service provider.

And then I would like us to please focus on 3.4.1. There are 4 categories as you have alluded to earlier. Now we have identified 4 areas based on the needs within the sector and you will see that we are not specific.

On the titles and also the registration numbers of the skills programs, the first category being risk management, the second one being cyber security.

The third one being data management and the 4th one being business management. Now you will see in year one for each category we are planning to train 250 learners per category and then in year 2.

Same areas, risk management, cyber security, data management and business

management. But here we are looking at a 154 learners per category.

Now I would also like to focus on 3.6 that we are not limiting the training to only a CETA registered skills program or skills programs.

If there are skills programmes that you are accredited for and are registered by the QCTO, we will also accept those skills programmes we are looking at. I am now on 3.7.

Training across all nine provinces. The learners must receive certificates of competence at the end of training, so either issued by the CTA or by the QCTO, depending on the skills program that you will be training against.

And I would also just like to indicate that you are not limited to a bank CTA registered skills program. As you can see cybersecurity, there are those registered by other CTAs, MICT and so forth. So you are not only limited to your accreditation.

With the bank seat for those four areas. So looking at #4, the scope of work. So the in summary this project includes the service provider will plan and deliver the skills programs as.

Outline in this bid document and the service provider must allow for a registration process or booking process so that the learners can be referred to the service provider and the provider can schedule training accordingly. Please take cognisance of the.

Financial years as well and you are responsible or the successful provider is responsible for providing a registration platform for the learners and then also obtaining the relevant documents as required by the C club.

**Y** **Yolandie Van der Merwe** 8:13  
That's fine.

**DP** **Dimpho Phungwayo** 8:17

The bank sitter will request each stakeholders to nominate learners because we are training workers in the sector. The service provider will enroll learners, the learners on the lender management system.

And also provide the necessary enrollment documents, which includes an ID doc copy, a skills program agreement or a signed registration form, and then there will also be proof of employment.

And you will the successful bidder will submit or should submit project status reports to the Banksita project management team and this includes attendance assessments.

And also just general progress reports. The provider will ensure the retention of all data pertaining to the project for a period of five years and the provider should ensure provision of a comprehensive.

close out report including statistics on learner completions at the end of the program or after completion of the program. The provider must issue each learner who completes successfully with a statement of result and a certificate and these.

Will also depend as to whether it's a CTA program or a QCTO program. Would you like me to continue to competency, Jackie, or is that now your part?

**JK** Jackie Kwinika 10:02

Please continue.

**DP** Dimphe Phungwayo 10:04

OK, looking at the competency and expertise, the service provider should provide a minimum of one team leader or a project manager.

And also for facilitators to fulfil the roles as defined below. Importantly, please take note the team leader should be an employee or director.

Or the owner of the company that will be submitting the bid. Any other team member may be contractors or it can be the employees or owners or directors of the company submitting the bid, but you will see that the the the.

The team member, it can be contractors over and above that. It can also be the permanent employees of of the company. It's only the team leader where we are specific that it must be an employee of of the company.

Let us now look at the team leader. What do we require for the team leader? The team leader must have a qualification at NQF Level 6 or higher in any field and experience in managing a training project.

The team members or the four facilitators, they must have a qualification and you have level 6 or higher in any field how and also experience in the following occupations. Remember earlier on we mentioned to the four areas.

Risk management, cybersecurity, data management and then also business management, then the also accreditation of the training provider from a CTAL.

Or from the QCTO for these four, four, four areas that we have been talking about 5.3, the service provider should show its track record in training programmes.

Work or services through reference letters from your previous clients and it must be provided or is or that you have provided training for in the past or.

Where you are providing services or work or training related services. Currently the reference letter should be on the service provider's client's letterhead indicating the work that you have done or the service that you have provided.

In the four areas, it being risk management, cyber security or data management or business management, the duration of the contract, earlier on we mentioned that we are going to have two intakes, therefore the contract will be for a

Period of two years. Each program is expected to be completed within a year and also like to reiterate the the two intakes 2025/2026 financial year, which is the financial year that we are in currently.

Started on the 1st of April 2025 and ending on the 31st of March 2026, second intake 2026-2027 financial year starting on the 1st of April 2026 and ending at 31st of March 2026.

Seven and also because we are now in the first financial year for the intake, we expect that the start date should be no later than the 31st of March 2026.

So that we are still within the the the financial year and then intake for the the second intake or intake for the next financial year, we expect it to start from July 2026.

Thank you, colleagues. Over to you, Jackie. Or would you like us to take questions now for this section or you continue with your part and then we take all the questions in the end?

**JK** Jackie Kwinika 14:40

Let's continue. Let's continue this so we can quickly take the questions at the same time.

**DP** Dimphe Phungwayo 14:49

At the same time, all right.

**JK** Jackie Kwinika 14:51

Thanks so simple. Thanks for the presentation.

I'm continuing the pricing structure. Pricing to share you must be completed as the format on the attached annexure A with us who failed to comply with the requirement will be disqualified. I will quickly project the pricing.

OK. Please confirm if you are able to see the pricing.

**DP** **Dimpho Phungwayo** 15:24

I can see it on my site.

**JK** **Jackie Kwinika** 15:27

Thanks. This is the pricing. Thank you. If you you're doing risk management, you're going to indicate the cost per learner year. If it's 10,000 or 5000, you'll simply say your learner is 5000.

**PM** **Peter Mabote** 15:28

Yes, we can.

**JK** **Jackie Kwinika** 15:43

And then it will automatically calculate.

For year one and then 5200 for year 2 and then it will automatically calculate. If you are bidding for only risk management, it means you're going to capture the pricing only on risk management, but if you also.

Doing data management, it means you're gonna simply come and say also I do data management and leave it as is. But if you are bidding for all the categories, it means you will put your pricing or across.

The categories in in terms of factoring your your prices and.

If you believe there's something that is outstanding here that is not included, maybe some other arrangement from your side or you believe you're gonna need to.

Whatever you might need for this project, you will simply say, because some will just say they've got some displacement.

Yeah, and then that displacement will cause them  $100K \cdot 10 \cdot 1$ .

It's  $100K$  is  $10,000 \cdot 1$  and then that displacement will be calculated there and then 10,000.

Times one. Also it will be calculated there.

In case there is any other thing, I'm not sure whether it will be.

Because I don't think there's any need for you to be flying around here as this will be online. You are able to do this training anywhere you are as it's online. I believe it will be more convenient for you and maybe cost effective to also to us.

So.

If there's an additional costing that you need to include, please include ETA. If you

are not able to incorporate into the, let's say maybe you want to include learner registration or learner enrollment or learner counselling whatsoever you think you might require.

On the project, please, if you are not able to incorporate the price into the cost per learner, you can simply put additional pricing here. Do not tamper with the blue section. The only section that you are allowed to work on is the yellow section.

Please.

Only capture information on the yellow section. If there's anything that is not there, please do not tamper with this section. If your training is you call your training intervention, do not come here and change and say this is intervention.

I believe I'm cleared. Not tamper with the pricing schedule, only capture information on the yellow section. Whatever you believe you will require edit on this section here.

In case maybe you have a a physical meeting with the Banksita for whatsoever reason, I don't know. You might include that maybe meeting with Banksita if you believe you will need to come to the bankster offices.

Meeting with Ben Sita is gonna be 5000, but I don't know if that is required. You know better.

I believe I am clear, but any question, jot them down. We'll deal with them at the end of the session.

Yeah.

Please confirm if you are able to see my screen. I'm back on the TOR.

 **Dimpho Phungwayo** 19:49

Yes.

 **Jackie Kwinika** 19:49

Thank you. OK. The current prices will remain fixed for the period that's over two years.

You need to complete that next year A in full. No adjustment will be entertained.

Make sure that you price us correctly. Do not overprice us, do not under price us.

Pricing sheet should show vet separately if you are a vet vendor.

Able to capture your vet, but if you're not a vet vendor, you know what to do. The bidders are therefore required to indicate a total minimum price by completing the pricing in full. You need to give us sufficient details there to show us the overall pricing.

Maybe don't confuse that mark up. We don't want make up. You don't want to see how much profit you are making, but you just want to see your overall price and to see cost per learner is 100 grand, which will include any other thing that you might require there in case.

If you are enrolling the learners and the learner enrollment is 500, just add 500 to the 100 and make sure you cover all your pricing. If you believe you want to send something to your learners or material you will need to prepare for the learners, you believe you want to charge for that material, put that to run on top of that.

That 105 and say my course per Lena is 107. You know all the materials is included there, so you don't come back and say I did not include the course content or whatsoever you call it. I believe I'm clearer, but if I'm not clear.

You are free to ask at the end of this session. All pricing assumptions, excluded cost, estimated cost should be clearly documented. Bankster assumes that the pricing document as supplied is complete and covers all cost.

For this project.

Submission requirements. All submissions should be delivered in individual envelopes as per clause 8.4 and 8.5 below. Respondents should take particular care to ensure that there are no discrepancies. Because you have got those 3 envelopes, you need to give us the same information.

On the envelope cannot put the reference on the other side and then not put it on the other side. Please ensure that you have got the same information.

As document will be submitted as follows. We've got original one copied version of the original and a soft copy and then also we'll have your pricing. Please include your your pricing on the.

Soft copy. It does help. It might help you because you find some people missing out the pricing at all. They submit a nice proposal with everything, but there is no pricing and there's nothing that the committee can do.

Without the pricing sheet is a compulsory document and we cannot come back and say you omitted the price, give us the price. It's very important. At least please include it on your soft copy.

It might come to rescue one day. Each individual envelope must be clearly marked with the following the tender name, tender number and your your company name, the bidding company name or bidder name. Please submission that are fixed, sent via telex or electronic mail will not be accepted.

All submission received by Bankstar will become the pro party of Bankcita and we

won't return them. Submission must be inserted in the submission box. That is our address there. We are in Centurion.

However, the Baxter is situated in a very large office park with security office at the main gate. Please allow at least 30 minutes to clear security and navigate through the office park because we've got some gate. We've got two gates. One of the gate is not meant. There's no one at the gate who will help you.

We might find that you get stuck by that gate waiting for someone to come and open for you and no one is coming. And then we cannot entertain that I was standing by the gate X and there was no one by the gate. Please, we've got two gates. Come early.

Go to the correct gate so you are able to submit your documents on time.

If you are unsuccessful, you will be informed in writing. If you are successful, you will be informed in writing. A tender would be considered late if received after the specified date and time.

So the providers are therefore strongly advised to ensure that tenders are dispatched, allowing enough time for any unforeseen events that the delivery of the tender pardon dispatch allowing enough time for any unforeseen events that.

May delay your delivery. Please dispatch your things on time. Don't say I was stuck in Midland or there was traffic in Midland or there was an accident. It will not help you. It's just a waste of your time.

For contact you contact JGK at [bancita.org dot ZA](mailto:bancita.org.za) and then you copy SM at [bancita.org dot dot ZA](mailto:bancita.org.za) for any queries.

Ben.

We will take all your questions and answers. This will be posted on our website and then if you ask a question or you've got a query on this project, you send it the e-mail to Jackie K and SM and you're not finding a.

Any joy please escalate to Rabula S and copy info at [banksito](mailto:banksito) and you will be assisted. These are the time tender timelines.

Then final date for your questions and answers. Please ensure that by Monday.

You have gone through the tender documents, you have prepared whatever you are able to prepare and you have asked whatever you would like to ask. Please look at the tender document and then now we are busy.

Working on the tender documents with you, then if you've got any questions, ask those questions. Anything that we are not able to clarify now, we are able to clarify and upload on our website.

Maybe around Tuesday, Tuesday, Wednesday, this will be up on the website, but at least by Monday, all those other queries that maybe you come up or you pick up, please ensure that you raise those queries so.

So we are able to attend to them and upload them on the website.

Our wish is to have a signed contract by the 6th of February.

OK, tender evaluation will be 3 phases. Compliance, eligibility, evaluation, technical, functional evaluation, price and bank system preference point compliance status. You must be registered on CSD.

And before we make an award, we will check or whether the bidder or any of his directors are listed or indicated as restricted from doing business with the public sector or present prohibitor. The bidder's tax compliance will also be checked. The bidder is directors or management are not employees of the state.

Or if a director is an employee of the state assist provider and or directors have permission to do business with the state as provided for in the legislation, we will not award any bills to be that would not comply with the above. We will afford you a chance to clarify.

Or provide evidence where there's any adverse information on your submission. In information on your submission, you will be provided with a chance to provide clarity where we don't understand where it's not clear.

Then we also might provide you with a sample supplementary SBD for the declaration. So you are able to tell us that you are not employed by the state or if you are employed by state state also you are able to indicate that we might provide you.

With that document.

Compliance or eligibility evaluation in the phase one of evaluation. If you give us a pricing schedule and no submission, you've got a tick there on #1.

And then if you can't give us that pricing schedule also, you can get the zero there and you are out of the process.

#21 SBD 14 and 6.1 including the Banksita preference points claim form.

Special conditions that you need to sign. This is part of special conditions part of this document. I think at the end there are some 3-4 pages that are special conditions.

You need to answer them with with a yes or a no. Let me show you quickly.

What I'm referring to is the special conditions document. It's a compulsory submission. Please do complete this with a yes, no, yes, no. But where there is a no, you just advise and maybe this does not relate to this tender or whatsoever you

believe is the reason for the no, but if there is.

No other reason for the no. Just say yes, yes, yes, yes and remove and sign this document at the bottom name of the bidder signature and the date.

Um.

Oh, I'm more sad.

Yeah, still here #3 I've shown you what is a special conditions document #4 is CSD.

Please do attach those CSD report whether they are compliant or non compliant or whatever they say, please attach them. We'll just need to have that M triple.

A number for now in case we're able to pull reports, whatever report we might require, we're able to pull out those report. In case you are not able to provide, don't give us your SARS PIN or whatsoever document, at least provide us with an AAA number so we're able to do our checks.

And then if this document is not in the teller document.

The BEC will deal with you accordingly. I advised you that please attach whether compliant text status or non compliant text status. Please attach this document.

Better to submit valid accreditation documents from CTA or QCTO if you do risk management.

At NPF level 6, please give us that. Not NPF level 5 now. We're looking at level 6, which is our category A. You give us that cybersecurity level 6, category B, that's what you give us data management.

Level 6 category for whatever category you're bidding for. If you're bidding for only business management, give us business management only. It means who will evaluate you only on business management. If you give us a risk only, you're going to be evaluated on risk only.

And meaning if you apply for four, as an example, you apply for risk, cyber, data, business management, you apply for four, but only have certificate for risk. It means we're going to disqualify you on the three cyber, data and business.

You are out. We're going to evaluate you only on what you are giving us accreditation for. Do not waste your time there and you all you know you don't have accreditation or you've got an 11 two if it's there or a Level 3 or 11 four or a level 5 accreditation.

We are looking for level 6 here. You might have 5 for risk, 5 for cyber, 5 for data. I know some people like taking chances and let me send the BS will will decide other. There's no decision that they will make. They decide this is their bible that they work on.

If they said they want level 6 here, they cannot go into the corners and change to level 5. Please give us level 666 on each six on business. Then if you're applying for two categories, give us accreditation for those two categories.

Three, I believe I'm more than clear.

The functional technical evaluation, once you have given us those, you have given us all this information we require here.

Then we'll deal with this. Also, maybe to provide some clarity in case you want to work with your partner.

I'm not sure if it's ideal or not, but it might help. It might not help. If you do risk management and cyber security and you come with your partner who does data management and business management, it is allowed. You can do that. You can come bring.

Those expertise together and bid as one company or one entity. Let me suggest you can bid as one entity as a JV and then you know you get the job and then we appoint the JV and then you do 2 and then your other partner do the other two you you you are able to do that.

We're able to combine expertise on this project colleagues, but we are able to clarify at the end of the session where you do not understand and then also the requirements for JVI believe there are, yeah, JV.

You want to submit documents for both parties.

SBD one we need 2 SBD 1, two SBD 4 and then your preference claim form. We need to combine that into one and then CSD. You're going to give us two CSD.

Your special condition is going to give us two special conditions and then here it means partner one will say risk management and then partner 2 can do security. But you can also go alone. There's no need for partner here. If you do security risk management you can.

Apply only for risk management. Then if you do cyber security, you can apply for one, you are fine. You can apply for two, you are fine or three. Really no need for a partnership unless otherwise. OK on functionality, we've got 4 categories.

And then each and every category applying for it will be evaluated separately. On category A, we have risk management. It means we will look at the risk management references here.

Then your reference must be online letterhead, not write your let the letters yourself and say I did work for for for Ben Sita and then the work was good and I did the work on this day and this day.

Contact Jackie. He knows how good I am on risk management training. Please do not do that. Go to Bank Sita. Bank Sita. I did this work for you. Please do a reference for me on your letterhead.

Then the that line must sign and date. BEC is very strict on this one. That line must tell us the work you did because some of you you like giving us some blank check reference letters you just say.

The you the client will say you did exceptional work for them, but what work was it? It does not say the reference. It does not say what were you doing there, but they say you're doing you did a good job for them. Please tell us your client if maybe you've already references in place.

Do not say that that does not cover something here. Ask your client to correct it so it complies to this requirement. We need to see those contact details because we we do contact your clients. I need to at least make you aware.

That we do go to your clients and ask your clients, do you know James, did James do this work for you? And then we do try and do our own due diligence and one of the things that we do is checking those references.

And then for this we one reference will give you one point and then two reference, two points, three reference, three points, four reference, four points, 5 reference is five points. Then how do we convert them? Conversion there is going to be simple 111 point is is equals to six points.

Two points is equals to. When we convert it to 30, I think it's an easiest calculation.

Two points, 12182430. That's how we calculate it.

Then we're moving risk management to complied.

Give you five points for that, which is 30 and then team leader. We've got 4 categories and then we'll we're going to repeat team leader experience on all those four categories. If you have got John as your team leader across the four categories, you are allowed to give us John.

To mend the four categories, no need for for you to give us John, James, Eva, please.

Or or or or Nomsa or Sarah, please you can give us one person to.

Project manager for people, for facilitators. OK, what we've got to look for then as explained earlier on management of a training project, NPF level 6 or higher in any field. This NPF level 6 or higher in any field means even if you.

You are. You've got that PhD in theology. The theology PhD is acceptable or engineering PhD. Also we do accept that qualification as long as it's at NQF Level 6.

In any field and then one thing you need to remember is this NQF level alignment is

very important for those who have international qualification if you've got your qualification from.

The university, I can't remember the name there, but those international universities, maybe University of London, please bring us the SACWA alignment, even if we can see that it's a PhD from University of London.

Cannot give you the points unless it is Sakwa aligned so in the South South African. Qualification standard. We need to see what level is it because the levels are different from country to country. You might find level 6 in Malawi or level 6 in Zimbabwe and level 6 in South Africa. It's not the same thing. You might find that it is reduced to five or.

It is up to seven. Please, those with international qualification, please do assist us in bringing those SACWA alignment certificates so we are able to see what level you are in South Africa. We understand you are Level 9.

In that country you obtained your qualification, but what level you are in South Africa might be different. Please help us so you are able to score you correctly and without you helping us, you might find yourself being in trouble with the evaluations committee.

I believe I'm clear. We will want to see the list of project that the team leader has worked on. We have provided a table where you can capture these details for us the name of the team leader.

The bidder name or the employer name, whether we employed their position and role on the project, company or their client? When did they start? When did the project end? What were they actually doing at the project?

We use this. We don't want your CVS. We don't. We do not want your CVS. We have got this in place for you so you are able to capture the information and we can interpret it easily for us than you saying you have got a decade of experience in in management of training project. We don't want to see those decades of yours. We have capture this information in this table in this format.

Then if you believe that the the table maybe is small.

To capture all the information you require, you can expand it and put it on a A3 or a A whatever the bigger it is. So we are able to see all the information that you want to give us, but at least if.

We've done one project.

Which was over 10 years or over 7 years or it was a rerun for that one line. You did three years and then they give you another three years you did, which is 6 years, you

can simply say.

That line name and tell us the end date, start date and the end date and what we're doing there. We're able to give you 6 points. It's not a must for you to give you us the 100 clients that you have worked on if you've got two clients that can cover.

This experience, five years experience, please you can do that. If you want to show us 11 lines, feel free also to give us those 11 lines. This is how we're going to score the.

**NM** **Nandipha Madadasana** 42:19

But.

**JK** **Jackie Kwinika** 42:30

Points less than one year is a 01 to less than two is 1/2 to less than three is 2/3 to less than four is 3/4 to less than five is 4-5 or more will give you five points. I believe this is clear.

However, team leader must be an employee, director or owner of the bidder.

I believe it's clear. We don't want your employment contract because someone will be asking how do I prove that I work for the bidder. We don't want your implement contract. Don't attach your employment contract or whatsoever. Just say here, team leader, name of the bidder or name of the employer. We will see here.

Due diligence we'll do on our own. If we want to find out if they're working for you or not working for you, we've got tools to do that. No need for you to submit any other supplementary proof of employment document. Just say tell us the employer here you working.

It's Sarah. Sarah is working for bidder XYZ. We will see. And then XYZ is the one who is bidding. Then we are fine with that. If we want to do our due diligence, we know where to go, where to touch.

OK, moving clear, trying to be as clear as possible. Hence I we said should the team leader have worked on different projects at one company. Feel free to tell us the tables there for you to include that information. It's also important to tell us who is that your team leader here because.

You might find yourself in trouble with the evaluations committee if you don't tell us who is who, because some people will submit 20 CVS. We don't want even your 20 CVS. We've got a table for you where you need to capture what we want. You can attach those CVS. If you've got extra paper, you can attach them, but please complete our.

Our table that will be sufficient for us. The the CV will be bonus extra paper for. I'm not sure for what.

Experience and qualification of team member or facilitator #1. Facilitator #1 is the risk management facilitator #2 will be the other facilitator for cyber 3 will be the data management, 4 will be.

Business management. Please don't confuse those numbers. Service provider should provide a team member with experience in facilitation of risk management and then qualification at NQF Level 6.

And then you remember your qualification is very important. Without qualification at NQF level 6, we'll have a problem. We won't be considering your your decade of risk management facilitation. If you can't give us the dark paper, it's very important and you must attach that copy.

Submit that copy of certificate. Some of you you've got those PhDs, but you don't even submit them. But you expect us to say yes, I can see on the CV or on the table is showing the PhD, but it's not on file. Please ensure that you do submit those documents.

Those are supporting qualification document and then the scoring. There's a table provided for you to complete the experience and then the scoring same as up there. And that's it.

Google three criteria reference letter.

Uh, team leader.

And then your your facilitator this across the three.

The the the four categories cyber security same only changes that is will speak to cyber security then but for for for for your team leader we want training.

Project management across the board, whether they were training in agriculture, we do not care whether it was agriculture, water management, if it's there or whatever it is.

Please, we do not care the the about the the field, but the most important thing is for you to give us the reference in the field which is cyber security and then your facilitator will have also experience in the field of cyber security.

Requirements is the same. Give us MQF level 6 and have the that experience. Then people points scoring is the same allocation that data management same. Give us the reference for data management training.

Facilitator the same.

Uh.

Then the the facilitator will have the experience in data management, business management. You give us a reference for business management.

Team leader.

Same person can be the same person, same experience in training project.

Then business management management training experience on the facilitator. It's clear minimum we're looking for as a threshold across the four is 75. If you're applying for one, at least make sure that at least you are able to get the 75 minimum threshold if you're applying across the four also ensure that you.

Are able to achieve a 75% threshold across the board, so you are able to evaluate it further. We have added a table here so you can tell us who your team leader is, but if you've got different team leaders, you are able to give us those different team leaders.

Then we've got a table for team leader that you can just tell us. Team leader for risk is this one team leader for cyber? Is this one team leader for data? Is this one team leader for business management? Is this one provided they've got the requirements that we are looking for. They do qualify for that. That will be fine.

Team leader is there. It's fine, one person or you can bring two people.

Experience of team member.

It's this is just a table so you are able to capture the information there. Experience of team member or facilitator to cyber security, data management, business management. Yeah, OK, this is for I think is.

The service provider should provide a minimum of three team members in this one.

The minimum of five team members. There's an error here.

Is a minimum of five team members. It's not three team members looking for at least five people, which is the your team leader.

**NM** **Nandipha Madadasana** 49:42

And.

**JK** **Jackie Kwinika** 49:49

Team member one, team member two, team member three, team member four.

Yeah, it's five people we are looking for. There's an error who will correct this.

OK.

Then this is the functionality. This section 12 explain to you how do we calculate the points there. I've explained to you that on on on those references where there's 30.6.

Six points per reference.

And then 30 points out of the five references. That's how it's an explanation of the formula we use to convert the one point into the maximum points allocated.

Then the minimum threshold is 75 price and preference points at 80 for price 20 for the preference points. Then we have got banks specific preference points that we use then for.

Ownership by black person at 51% is 7 points. Women ownership without looking at the race at the 3% is 4 youth ownership. No race 33% is 3 empowerment of person with disabilities.

Say three small business and small and medium business promotion is a three and then.

This will explain further what a black person is, what you a youth is, disabled person is and small businesses or cooperative or non governmental organizations with an annual turnover of up to 10 million.

You are referred as a small business in this context. If you are recently incorporated and then you have been operating for less than a year, you are able to score this provided that ownership is 100% South African citizen.

Or entities owned 100% by South African citizens. I believe it's clear to explain to you provision of those false information there. If you falsify your information, should the banks are ascertained that any bidder is submitted to any false information, the banks may disqualify the bidder service provider.

Telling our work that push this to any other remedies available to banks and to put this to the NT.

**NM** **Nandipha Madadasana** 52:18

Shut up.

**JK** **Jackie Kwinika** 52:32

Sorry colleagues, just want to try and note Mandy panel. One second please.

OK. Thank you and apologies for that. The bid or service provider will be given an opportunity to give reason why the banks should not take actions detailed above workforce information and submitted. Please ensure that you submit to us.

The correct information. This is our review process. We evaluate adjudicate the proposal.

And then please give us.

Responsive applications.

Application will be lodged and will be evaluated in accordance with the stipulated evaluation criteria. We won't change be changing any criteria. Yeah, we'll be evaluating as per this document. Our proposal will go through the BAC, then the BAC.

We'll finalise the decision. A rejection application not contacted. Applicants should shall not contact Minster on any metapetry pertaining to the application from the time the application is closed to the time the application is adjudicated. The result of the tender will be published on the website.

Or or in for town.

Which this was advertised in.

Any effort by an applicant to influence the evaluation, application, comparison, application, our decision in any matter may result in rejection of the applicant concern.

We shall reject the submission if the applicant has committed a proven, corrupt or fraudulent act in competent for a particular contract. Conditions of the tender will reserve the right to withdraw or amendments of reference by notice in writing by advertising in the media in which the tender was originally.

Advertised prior to the closing date. Banks that reserve the right not to award this tender or partially award the tender. The cost of preparing shall not be reinvest. We reserve the right to do due diligence. We can do this as I've indicated there, we can check your references, we can show whatever.

We believe is required. We will do that.

We reserve the right to verify information submitted.

Shall not be liable for any direct indirect consecution or other losses or damages, including loss of profit that may be incurred by any person, including but not limited to an applicant, shortlisted applicant or successful applicant or any director, officer or associated company thereof.

As a result of any reliance on or use of information supplied in response to this tender or as a result of a tender process contemplated in this tender document.

Makes no representation undertakes warranties whatsoever to any person respect of the tender or information contained in the tender.

This tender is confidential and probitary to banksita and may not be used to reuse copied disregard for any purpose other than in relation to the tender process without banksita's priority and consent will comply with the pro P Act.

Then the validity period is 150 days after closing fraud alert and then also take note that we have the challenge of people being scammed to say.

Some they will send you an e-mail, they will impersonate our e-mail or my e-mail and send you an e-mail to say please contact the bankster CEO and then they will give you their cell number and then when you call their cell number maybe they will say hey let's meet here and there.

And then?

They ask you to pay whatever you are paying there, and then they run away with your money. Then you come and complain to us. Please do not pay any money. Do not pay anyone any money for you.

To get the job at Banksita, in case someone approaches you, please contact our fraud hotline number there and then people for the rocks or the police or.

Whoever you can to report those people, please. There's no need for you to contact any bankster official. Our process when we appoint you, we will send you an appointment letter, award letter, letter of intent. We call it letter.

Of intent at Banksita. So we're intending you to award you this contract and once you sign off that letter.

We'll prepare an SLA for you.

Then you will sign off that SLA and then after the SLA you start working. No need for you to give us even a a one plan for you to get job at Benzita. Then if in case you pay someone.

Money. Please do not inform me. I don't want to even know about that. I'm telling you now, do not pay anyone money. I am the run of this project from end to end.

Any communication is through me and I'm telling you now, do not pay any money. I will be sending you that award letter.

I'll be communicating with you on e-mail and if you see anything that requires you to call me or call someone or pay a fee to someone, please do not involve me in those things if I am clear.

On the joint venture, I've explained to you that you need to bring documents from both parties. This is SBD one that you need to fully complete and sign.

This SBD 4 you need to fully complete and sign off 6.1 you need to fully complete and sign off. There's a bank setup preference point claim form.

If it you say yes seven points and then you need to give IDs and the shareholding of those people then bring us a proof copy of IDs so we're able to see who is who and then we can cross check cross reference check this with Anna.

Statutory documents to see if you are the rightful owners and you are claiming the points correctly. Then women ownership will do the same and then you tell us which women are owning.

Part of your company, how much percentage youth, same disabled same and then small business it's the same and then you complete the special conditions and then. We're done.

And then I'm able to open up for questions. You can raise your hand if there is any question. Please do not type questions in the chat unless you have been challenges. I will not be looking at any questions in the chats. If you have put any question in the chat, please do raise your hand so we can clarify with all in the meeting.

I am clear for sure.

**DP** **Dimpho Phungwayo** 1:00:20  
Are you able to see the hints OK?

**JK** **Jackie Kwinika** 1:00:20  
OK, I see. Yes, I am able to see the hands. I am able to see the hands. I just see PNH.

**DP** **Dimpho Phungwayo** 1:00:28  
Perfect hot baby.

**JK** **Jackie Kwinika** 1:00:31  
The floor is open.

**PH** **Perfect Hadebe** 1:00:35  
Oh, thank you so much, RJK. Thank you so much, Will.

**JK** **Jackie Kwinika** 1:00:56  
It it it.

**DP** **Dimpho Phungwayo** 1:00:58  
OK.

**PH** **Perfect Hadebe** 1:00:58  
Yes, we are or I am receiving emails from Capele as it is as you are presenting.

**DP** **Dimpho Phungwayo** 1:01:04  
Hmm.

**PH** **Perfect Hadebe** 1:01:09  
And we don't know if this is legit. It's from no reply at order, but if I.

**DP** **Dimpho Phungwayo** 1:01:15  
Oh.

**JK** **Jackie Kwinika** 1:01:17  
Well, you you see you because the some of the problems are attending the session for sure.  
Some of those people are in here. You are listening to me while you are planning your things and you've already started to do your things. It's fine, your day will come. But my advice is communication on this project will only come from me.  
I'm the point of contact on this project and then I indicate that there's not any other person that will contact you on this project. I don't know on what circumstances it will never happen. Don't expect any communication from someone. I'm point of contact unless.

**PH** **Perfect Hadebe** 1:01:45  
Both.

**JK** **Jackie Kwinika** 1:01:58  
I'm taken out of the project and maybe I will maybe let you know because I haven't come across a a time where someone will take over project and start running. But so far I'm the point of point of contact and if I'm not the point of contact, my colleagues will be the point of contact and if their point of.  
No payment will be requested from you #1 #2 you will not be requested to call us. No call. You won't request you to call us. That's 1-2. We won't request you to pay a fee. Our communication will say please submit X document and then that's it.  
You will be submitting document through to me and then I will be maybe sending you in in case you want to clarify on something. I'll say OK please clarify on XY and Z. Maybe your text compliance is non-compliant. Please attend to it giving you 7 days

to attend to that and then.

That's it. That's the only communication I will clarity seeking, e-mail and no calls. And then I won't say please call me on the number I can't get hold of. No, no. Our communication is on e-mail and then no fee. If someone says please call this number, just no, it's not me, even if that e-mail is.

Because sometimes they impersonate these emails to a different level and things out of this world level. That e-mail will look like it's coming exactly from me because what they change, normally they will change my cell number there. They will change the cell number. They put their cell number on the.

On the subject, no, not subject on the signature. On the signature, they change the signature and put their number. That e-mail will come as if is directly from me. But if you see an e-mail saying please call that number one flag e-mail please meet.

X that's number two flag. I won't. I don't want to meet with you and that if if we do any meetings is online. I want to meet you at McDonald and when I meet you, the only meeting I have with you is in case there are we have challenges on the project in terms of your submission we want.

Clarity from you to say what's happening on X document. Maybe we might meet you but online for you to provide that kind of clarity. Then #2 e-mail, maybe some document that are.

We're not following or what's happening on those documents. Then we might need clarity on those documents to say what's happening on X&Y document. Not to say you must call us or you must pay a fee. If you pay a fee, I don't want to talk to you and don't don't inform me.

Because I I I've been clear and I've repeated. There are people who get scammed. They end up coming. Some of the people, they come to our office. I don't know how they stand outside or they go into the offices and call people and say, come, I'm outside.

And they meet those people, they pay money and then they will be claiming. I don't know if they use our names to to take people's money or what, but if someone asks for money and you pay that money, it's up to you, my sister. It's up to you, my brother. Do not involve being a sister into those things.

At Bensita, there is no payment for work. If if some of you have worked with us, you will know how we work here. If you pay for anything, you are not doing it for Bensita. It is for your own good. Don't involve us. Please. I have indicated what kind of communication you will receive from my side if I appoint you.

I won't even call you. I'll send you the letter of intent intending to appoint you. After that I'll send you a contract to say check the contract if everything's in order before we sign, then we send the contract, then we start working. If anywhere in that process you say it requires payment.

It's up to you. Here you provide the service. After service we'll pay you. That's how the and not the other way. I believe I am clear. Maybe any questions, colleagues. Any other questions are we covered?

**SM Sharon Mokgwatheng** 1:06:25

The the the hand from Trevor.

**DP Dimpho Phungwayo** 1:06:26

There's a hint.

**JK Jackie Kwinika** 1:06:28

OK, I'm sorry.

**SM Sharon Mokgwatheng** 1:06:29

So you can go ahead.

**TN Trevor Nkgapele** 1:06:32

Hey, good day Chair. Thank you for the meeting. I've just like to first before I ask the question, I want to respond to the person who say I sent an e-mail. I'm the one speaking about one thing that I did. I've received an e-mail.

Remember we asked for the link from you guys. I receive an e-mail and there was a reminder now just five minutes before 11. Then I was busy with other thing. I decline it the reminder that was even before 11:00. So this e-mail where it comes.

From how I do not know at all why will I be sending e-mail for extortion and whatever it is. But if you look at the e-mail is Otis. Otis is this the system that normally team are using.

When we're done with your presentation, normally it will send the e-mail to remind and what we have done on the e-mail. It's not necessary anyone was doing some extortion, nothing whatsoever.

I don't know if you are clear. You want any clarity? I'm still here before I ask my question.

**JK Jackie Kwinika** 1:07:41  
Let's deal with the question. I think that the issue of the emails are I'm sorted from my side.

**TN Trevor Nkgapele** 1:07:45  
Yeah.  
Yes, I did.

**JK Jackie Kwinika** 1:07:48  
Yeah.

**TN Trevor Nkgapele** 1:07:49  
OK, sure. Thanks. Secondly, I wanted to ask about the the JV. We want to go to JV because of some few reasons. You were talking about all documentation. All parties must come with their documentation.  
The SBD forms, we all need to do some, both of us, both companies.

**JK Jackie Kwinika** 1:08:13  
Yes, Company A will complete their forms and then Company B will also complete their own form separately.

**TN Trevor Nkgapele** 1:08:16  
Yeah.  
Oh, OK. OK. I think that part is clear because what I was thinking is only the CSD that you have to be for both in the text clearance and that and that and that. But if all CSD need to be for, no, that's fine. I'll do that one. Thanks.

**JK Jackie Kwinika** 1:08:37  
OK. You're welcome.  
It looks like the presentation was more clearer and comprehensive. I see Sharon Laurette. Yeah, Laurette, the floor is open.

**L Larreth Jimu - Melsoft Academy** 1:08:53  
Thank you so much. Can you hear me clearly?

**JK Jackie Kwinika** 1:08:58  
Yes, I can.

**L Larreth Jimu - Melsoft Academy** 1:09:01  
I just want to inquire on the NQF 6 requirement because when we looked at the QCTO and MICTCTA qualifications, the highest we could find was NQF 5, especially for cybersecurity. So which?  
Certifications are you looking for that are NQF 6?

**JK Jackie Kwinika** 1:09:30  
You maybe you may come in.

**DP Dimphe Phungwayo** 1:09:33  
OK, can you please just scroll up Jakey to to the the part. So we we the the NPF levels to the part that I was presenting. The NPF level 6 is for the facilitators.  
And also the team leader, they need to have a qualification at NQF level six, that is the the level 6 that we were referring to.  
Yeah, I think it's, I think you just missed it. So that's that's the NTF level six that we are referring to.

**JK Jackie Kwinika** 1:10:11  
Oh, also.

**DP Dimphe Phungwayo** 1:10:12  
And then also Oh yes, I see also on the on the on the qualifications apologies for that the the the there are other. Did you look at only the QCTO ones that that cybersecurity defender one or did you look at even the ones that are registered by the bank city?

**L Larreth Jimu - Melsoft Academy** 1:10:32  
No, we looked only at MICT, SITA and QCTO and they don't have any NQF 6 on those.

**DP Dimphe Phungwayo** 1:10:36

OK.

OK, I think. Can you please, um, just send an e-mail to Jackie so that we can send you a list of the bankseater ones?

**JK** Jackie Kwinika 1:10:49  
Yeah, ma, ma, maybe.

**L** Larreth Jimu - Melsoft Academy 1:10:49  
So does that mean?

**JK** Jackie Kwinika 1:10:52  
Do we have NQF level 6 at cybersecurity?

**L** Larreth Jimu - Melsoft Academy 1:10:54  
Sorry.

**JK** Jackie Kwinika 1:10:59  
444.  
Welcome.

**DP** Dimphe Phungwayo 1:11:05  
But we'll check once I download the the report.

**JK** Jackie Kwinika 1:11:06  
Welcome.  
OK. I think, yeah, it's clear. And then maybe we can provide that on our Q&A when we upload, we can provide that clarity to say banksita does have or does not have, but it will still have to.  
Double check as the employers indicator.

**L** Larreth Jimu - Melsoft Academy 1:11:29  
Sorry, can I just add a little bit, a little bit of emphasis because the the requirements are saying you need QCTO and Cita accreditation or for these specific qualifications like you mentioned and they they simply don't exist.

**JK Jackie Kwinika** 1:11:32  
Oh.

**DP Dimpho Phungwayo** 1:11:50  
OK. Remember Loreth, when we did the the the terms of reference because the four areas cut across, for example, you will find risk on we do have some risk programs in CTA is also.

**JK Jackie Kwinika** 1:11:51  
It.

**DP Dimpho Phungwayo** 1:12:10  
about some risk programs. So if you do not find them at the QCTO, then you will need to check with the sitas where the the areas reside. So whether it be us, whether it be in sita, whether it be facet.  
If they are not there at the QCTO, it is fine. That's why we we we were not as stringent to say only SITA or only QCTO. So it's either or. If there aren't any at the QCTO, then it would mean that you would then need to check with the sitters.

**L Larreth Jimu - Melsoft Academy** 1:12:47  
OK, I hope I'm not being a headache, but as as IT trainers, our, our body that accredits us is the MICT CTA. So does that mean we'll have to apply for accreditation with the bank CTA to be able to apply for this bid?

**DP Dimpho Phungwayo** 1:12:56  
Hmm.  
Correct.  
Yeah. So if, if, if you, if definitely there is no NQF level 6 cybersecurity skills program at MICT or at at the QCTO and we have it as Bankcita, then yes, you would then need to apply for extension of scope for that particular skills program.  
If it does, if we do have it at at the bank seat and vice versa.

**L Larreth Jimu - Melsoft Academy** 1:13:36

OK. All right. Well, we'll just wait to to hear from you. If you, if you guys have that certification, then we'll certainly apply because we have not seen a tiny one.

**DP** **Dimpho Phungwayo** 1:13:46  
OK.

**L** **Larreth Jimu - Melsoft Academy** 1:13:49  
Thank you so much.

**JK** **Jackie Kwinika** 1:13:51  
You're welcome.  
MMS the floor is open.  
I can't see the name. Apologies, Ms. Yeah, the floor is open.

**MS** **Makanaka Saurombe [Learner - Curro DigiEd New Road - High School]** 1:14:08  
Oh, thank you, Chair. OK, my question is on on accreditation. I understand there are full qualifications.  
With the with the QCTO for levels, but it's full qualifications. So would you allow a service provider to offer the full qualification? That's my that's my first question. Then my second question is on.  
Certifications. I understand international certifications. We we they allow any service provider to provide tuition, but not necessarily a credit, but you can still write the certification.  
An exam at the end. So do you allow like ourselves, we are accredited with QCTO for full qualifications, but we can also offer tuition for international certifications, like for example the cybersecurity one.  
And the kid then the candidates can still write their their certification exams.

**DP** **Dimpho Phungwayo** 1:15:29  
OK. Can I just just to get clarity? So, so your question is do we allow you to train the learners on international programs so that they can get an international certification? Did I understand you correctly? OK and no, we we are only looking at.

**MS** **Makanaka Saurombe [Learner - Curro DigiEd New Road - High School]** 1:15:42  
Yes.

**DP** **Dimpho Phungwayo** 1:15:48

Local certification. So we we are not looking at the the add-on. I know that in IT you would get your your qualification and then you can also write the the the external or the international certification. No we are not covering that. We are only covering the part of the actual training and the certification.

By the Quality Assurance Body.

The Certificate of Competence.

**MS** **Makanaka Saurombe [Learner - Curro DigiEd New Road - High School]** 1:16:13

OK.

OK, cool then.

**JK** **Jackie Kwinika** 1:16:21

Are you covered?

**MS** **Makanaka Saurombe [Learner - Curro DigiEd New Road - High School]** 1:16:27

Uh, but he did answer that one for the full qualification.

**DP** **Dimpho Phungwayo** 1:16:30

Oh, sorry, sorry, apologies. OK, also just to double check. So your question was if you have a full qualification, can you then extract modules or or or or unit standards if it's a unit standard based qualification and and and cluster it to be?

Skills program. Did I understand you correctly? OK, all right. No, because what we would like is for unless if that particular SITA will be able to register a skills program for you because we would like the learners to get an actual skills.

**MS** **Makanaka Saurombe [Learner - Curro DigiEd New Road - High School]** 1:16:52

Yes, correct.

**DP** **Dimpho Phungwayo** 1:17:10

Program certificate and not a statement of result.

**MS** **Makanaka Saurombe [Learner - Curro DigiEd New Road - High School]** 1:17:15

OK, yeah, I'm, I'm, I'm answered then.

**DP** **Dimpho Phungwayo** 1:17:18

OK. Thank you, Sir.

**JK** **Jackie Kwinika** 1:17:23

OK. Thanks.

I don't see any hand here. I think the only thing that we need to clarify in our and A will be the issue of cyber security or just indicate if we do have an F level 6.

**MS** **Makanaka Saurombe [Learner - Curro DigiEd New Road - High School]** 1:17:39

Yes.

**DP** **Dimpho Phungwayo** 1:17:42

OK.

Level 6 correctes.

**JK** **Jackie Kwinika** 1:17:44

At bank seater, even if it's not at bank seater, we'll also maybe check with other seaters or the we as you said the QCTO does not have, but we'll just need to to clarify and provide this information on on our Q&A maybe hopefully by Tuesday.

**DP** **Dimpho Phungwayo** 1:17:57

OK.

**JK** **Jackie Kwinika** 1:18:03

We'll have it online and also if you don't have that NQF level 6 in place as a service provider, you are at NQF level 5, you are able to still apply for risk.

**DP** **Dimpho Phungwayo** 1:18:03

OK.

**JK** **Jackie Kwinika** 1:18:18

Data and business management, they are still.

**DP** **Dimpho Phungwayo** 1:18:22

In fact, before before we close, JK, I I can confirm that at Banksita we do have one at NKF level 6 for 15 credits.

**JK Jackie Kwinika** 1:18:30

Oh, oh, that is proper. On my Q&A so far nothing to clarify. We have clarified. Bank Sita does have a cyber security at NQF level 6. I think I'm happy.

To hear that, I'm not sure if there is any other dealing that we need to sort out. The time of on my clock now is 20 past 12 and then without any other issues to discuss. Thanks everyone for making time to this meeting. Wishing you all the best with your proposals. Come 15 December, please ensure that we've got those proposals in the maintenance I chain.

**DP Dimphe Phungwayo** 1:19:18

Thank you. Thank you, colleagues. Thanks, Jackie.

**SM Sharon Mokgwatheng** 1:19:23

Thank you everyone. Goodbye.

**JK Jackie Kwinika** 1:19:26

Bye. Oh, I mean, I mean, what's happening? OK, OK, OK. Thanks. I just and I guess so I thanks. Bye everyone.

**HM Hamina Matusse** 1:19:35

No, sorry, Chase, a mistake.

□ **Jackie Kwinika** stopped transcription