



REQUEST FOR PROPOSAL (RFP)

Request for proposal to/for: Rubrik

RFP Issued: 2025-11-03

Submissions close: 2025-12-02



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1. INTRODUCTION

The Motor Industry Bargaining Council (MIBCO) is a bargaining council as envisaged in the Labour Relations Act, with the mission to create and maintain peace and stability in the South African motor industry. The parties to the council are employer parties, namely, the Retail Motor Industry Organisation (RMI) and the Fuel Retail Association (FRA) and employee parties, namely, the Motor Industry Staff Association (MISA) and the National Union of Metalworkers of South Africa (NUMSA).

MIBCO provides services to approximately 21 000 employers and 300 000 employees in the motor industry throughout South Africa. The services provided by MIBCO include a forum and facilities for collective bargaining, settlement of labour disputes, provision of social benefits to persons falling within the motor industry, i.e. Provident, Sick, Accident, Maternity and Holiday Pay Funds.

The Agreements negotiated by the Council are extended by the Department of Labour to the entire motor industry.

MIBCO employs over around 340 employees nationally with 7 main centres and 14 satellite offices. 78% of our employees are office bound while 22% are mobile.

2. MIBCO INFRASTRUCTURE LANDSCAPE

MIBCO runs combination of virtual physical servers on the Windows platform. The main datacentre is located at the MIBCO Head Office in Randburg with Disaster Recovery (DR) in the cloud (Azure). The network is an SDWAN that consists of fibre or wireless connections. The aim of MIBCO ICT is to create and deliver innovative solutions that foster a technology enabled organisation to best serve our staff and stakeholders.

The Regional and Satellite offices connect to line of business applications that are hosted in the Data Centre at MIBCO Head Office in Randburg, this Data Centre will replicate to a Disaster Recovery site in the cloud (Azure).

Internet break-out is at each regional office and satellite office. All branches host a Cisco Meraki firewall that provides network security and control for the MIBCO network.

3. RFP PURPOSE

To supply Rubrik solution and appoint support partner for 3 years.

4. SCOPE OF WORK

- Supply and delivery of the required hardware and services as specified in Annexure A.
- Costing must include all applicable installation, delivery, configuration and commissioning.
- Equipment installation location: 275 Kent Ave, Ferndale, Randburg, JHB, 2194.
- Include project management costs where applicable.
- Detailed description of the work or services required.
- Deliverables
- Project plan
- Payment milestones.

5. ANNEXURE A: TECHNICAL SPECIFICATIONS

Item	Specification	Item Code	Term	Quantity
1	Premium Support for R6000S Tier 2 hardware, Prepay	RS-HW-SVC-PE-S2	3 Year	1
2	Rubrik Professional Services, Remote Installation	RA-PS-INST-RMOT		1
3	One (1) month of Rubrik Data Security as a Service Foundation Edition for M365 - Unlimited per user, incl. Premium support	RS-UR-FE-MD-RSV-PE	Billed Monthly for 3 years	440
4	Rubrik Cloud Vault - Archive, consumption, Premium Support	RS-BT-CVA-PE-PE	Billed Monthly for 3 years	45
5	RSC Consumption, Foundation Edition; Edge; Premium Support	RS-TBT-FE-RSV-PE	Billed Monthly for 3 years	30
6	r6404s Appliance, 4-node, 48TB raw HDD, 1.6TB SSD,	RHA-6404S-01		1
7	Fiber Optic OM3 LC/LC Cable, 3M, pack of 4	RCA-F3M-CBL-01		2
8	10G/1G Dual Rate SFP+ Transceiver, pack of 4	RCA-SFP-TSR-01		2
9	Additional charges or costs not covered above			

6. SUBMISSION OF PROPOSAL

- In the assessment of submissions, consideration will be given to qualifications, certification by the OEM, demonstrated capabilities and general experience for similar implementations.
- MIBCO will award the contract to a qualified service provider(s) whose proposal is determined to be the most advantageous to MIBCO, taking into consideration the technical (functionality) solution, price and B-BBEE.
- Interested service providers should submit a proposal including references detailing relevant experience and details of similar work performed.
- Payment terms/payment milestones if applicable must be stipulated clearly in the RFP.
- A vendor quote is required in the submission.
- The following mandatory documentation must be submitted with your proposal:
 - Copy of company registration certificate.
 - Original valid Tax Clearance Certificate or Letter of Good Standing from SARS, and Evidence to support BEE status. For Large Enterprises and Qualifying Small Enterprises (QSE) this shall be in the form of a valid BEE Certificate produced by a SANAS approved verification agency. For an Exempted Micro Enterprise (EME) sufficient evidence of qualification is an auditor's certificate or similar certificate issued by an accounting officer or verification agency.
 - OEM certification of the resources that will perform the work.
 - Training certification of the resources that will provide training.
 - Sample contract and service level agreement.
 - A proposal addressing all the elements in the statement of work, including references detailing relevant experience and details of similar work performed.

7. DEADLINE FOR SUBMISSION

Submit electronic copy to Dan Mkwanzazi at Dan.Mkwanzazi@mibco.org.za by 02/12/2025 at 15H00.

Virtual meetings for clarification can be arranged with Dan Mkwanzazi at Dan.Mkwanzazi@mibco.org.za between 2025-11-03 and 2025-11-14.

8. REJECTION OF PROPOSALS

- Late submissions will be rejected.
- Non-compliance with RFP conditions will lead to rejection.
- The Motor Industry Bargaining Council reserves the right to accept or reject any application.

9. EVALUATION PROCESS

All proposals will be evaluated by an evaluation team for adherence to specification, demonstrated capability to implement, price and B-BBEE.

Based on the results of the evaluation process, MIBCO will approve the awarding of the contract to the successful service provider, in part or in full.

Pricing proposals will only be considered after specification adherence and demonstrated capability to implement solution has been adjudicated and accepted.

Pricing in proposals must be inclusive of VAT.

Proposals with specification adherence and demonstrated capability to implement, of less than the pre-determined minimum percentage of **90%** for items 1 to 3 in the table below, and 100% for item 4 shall be eliminated after this phase and will not be evaluated for price and B-BBEE.

The specification adherence and demonstrated capability to implement solution (**functionality**) evaluation criteria will be based on the following:

CRITERIA FOR THE EVALUATION OF FUNCTIONALITY	MAXIMUM OBTAINABLE POINTS
1. Interpretation of the scope of work (Points will be awarded for the completeness of the proposal)	10
2. Company experience (Determined by successful implementations and support as per the required references.)	20
3. Capacity and expertise (Number of qualified resources for implementation and support)	10
4. Technical requirements as per Annexure A of this RFP	60
TOTAL	100

The 80/20 preference point system will be used where 80 points will be dedicated to price and 20 points to B-BBEE status.

In terms of activities in the Preferential Procurement element of the scorecard, MIBCO will calculate its score based on code series 500 of the ICT Sector Code.

Only enterprises with a B-BBEE status from level four (4) to level one (1) will be considered.

Based on the overall performance of an enterprise using the scorecard, it receives one of the following B-BBEE statuses:

RECOGNITION LEVEL PER BEE CONTRIBUTOR		
B-BBEE Status	Qualification	B-BBEE recognition level
Level One	100 points or more	135%
Level Two	95 points or more but less than 100 points	125%
Level Three	90 points or more but less than 95 points	110%
Level Four	80 points or more but less than 90 points	100%
Level Five	75 points or more but less than 80 points	80%
Level Six	70 points or more but less than 75 points	60%
Level Seven	55 points or more but less than 70 points	50%
Level Eight	40 points or more but less than 55 points	10%
Non-Compliant	Less than 40 points	0%

10. SUB-CONTRACTING

A service provider will not be awarded points for B-BBEE status level if it is indicated in the proposal that such a service provider intends sub-contracting more than 25% of the value of the contract to any other enterprise that does not qualify for at least the points that such a service provider qualifies for, unless the intended sub-contractor is an exempted micro enterprise that has the capability and ability to execute the sub-contract.

A service provider awarded a contract may not sub-contract more than 25% of the value of the contract to any other enterprise that does not have an equal or higher B-BBEE status level than the person concerned, unless the contract is sub-contracted to an exempted micro enterprise that has the capability and ability to execute the sub-contract.

11. VALIDITY PERIOD OF PROPOSAL

Proposal must be valid for a minimum of 90 days from closing date.

12. CONTRACT

12.1 The contract will be awarded to an enterprise that scores the highest total number of points during the evaluation process, except where the law permits otherwise.

12.2 Appointment as a successful service provider shall be subject to the parties agreeing to mutually acceptable contractual terms and conditions. In the event of the parties failing to reach such agreement

within a mutually agreed date after a provisional appointment date, MIBCO reserves the right to appoint, or not appoint, the service provider who was rated second, and so on.

13. QUESTIONS REGARDING THE RFP

Submit enquiries to Dan Mkwanaazi at Dan.Mkwanaazi@mibco.org.za with subject “RFP Rubrik”.

14. TERMS AND CONDITIONS

- Only MIBCO has the right to amend RFP conditions and specifications.
- MIBCO has the right to verify information and request proof.
- MIBCO has the right to vary or cancel RFP without liability.

15. DISCLAIMER

MIBCO has produced this RFP in good faith however we do not warrant its accuracy or completeness. To the extent that MIBCO is permitted by law, MIBCO will not be liable for any claim whatsoever and howsoever arising (including, without limitation, any claim in contract, negligence or otherwise) for any incorrect or misleading information contained in this RFP due to any misinterpretation of this RFP. This RFP is a request for proposals only and not an offer document; answers to it must not be construed as acceptance of an offer or imply the existence of a contract between the parties. By submission of a proposal, tenderers shall be deemed to have satisfied themselves with and to have accepted all Terms & Conditions of this RFP. MIBCO makes no representation, warranty, assurance, guarantee or endorsements to a tenderer concerning the RFP, whether with regard to its accuracy, completeness or otherwise and MIBCO shall have no liability towards the tenderer or any other party in connection therewith..