



Good to Great Together



Registration number: LR2/6/6/1
275 Kent Avenue, Ferndale, Randburg 2125
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REQUEST FOR PROPOSAL (RFP)

Request for proposal to/for: Dell SAN & Host Servers

RFP Issued: 2026-02-25

Submissions close: 2026-03-25



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Contents

REQUEST FOR PROPOSAL (RFP).....	1
INTRODUCTION	3
MIBCO INFRASTRUCTURE LANDSCAPE.....	3
RFP Purpose.....	3
SCOPE OF WORK (CUSTOM).....	3
ANNEXURE A: TECHNICAL SPECIFICATIONS	4
SUBMISSION OF PROPOSAL.....	4
DEADLINE FOR SUBMISSION	4
REJECTION OF PROPOSALS.....	4
EVALUATION PROCESS	5
SUB-CONTRACTING	6
VALIDITY PERIOD OF PROPOSAL.....	6
CONTRACT	6
QUESTIONS REGARDING THE RFP	7
TERMS AND CONDITIONS.....	7
DISCLAIMER	7
Annexure A - Technical Specifications.....	8
DELIVERABLES.....	9



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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.

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.

RFP Purpose

Supply of Dell PowerStore 500T & 2 x Dell PowerEdge R660xs Host Servers

SCOPE OF WORK (CUSTOM)

- Required hardware and services as specified in Annexure A.
- Costing must include all applicable installation, delivery, configuration, and commissioning.
- Equipment installation locations: 275 Kent Ave, Ferndale, Randburg, Jhb, 2194.
- Include project management costs where applicable.
- Deliverables as per Annexure A
- Delivery by 15th June 2026

ANNEXURE A: TECHNICAL SPECIFICATIONS

See attached Annexure A

Supply of 1 x Dell PowerStore 500T configured as per Annexure A (See page 9)

Supply of 2 x Dell PowerEdge R660xs Servers configured as per Annexure A (See Page 7)

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.
- Both a vendor quote and completed Annexure B in the provided format 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.

DEADLINE FOR SUBMISSION

Submit electronic copy to Dan Mkwanazi at Dan.Mkwanazi@mibco.org.za by 2026-03-25 at 15h00

Virtual meetings for clarification can be arranged with Dan Mkwanazi at Dan.Mkwanazi@mibco.org.za between 2026-03-02 and 2026-03-13.

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.



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
Interpretation of the scope of work (Points will be awarded for the completeness of the proposal)	10
Company experience (Determined by successful implementations and support as per the required references.)	20
Capacity and expertise (Number of qualified resources for implementation and support)	10
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%

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.

VALIDITY PERIOD OF PROPOSAL

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

CONTRACT

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.
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.



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QUESTIONS REGARDING THE RFP

Submit enquiries to Dan Mkwanzani at Dan.Mkwanzani@mibco.org.za with subject "Dell SAN & Host Servers".

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.

DISCLAIMER

This RFP is issued in good faith. No warranties are made regarding its accuracy or completeness. Submission of a proposal implies acceptance of all terms and conditions.

Annexure A - Technical Specifications

Technical specs for the required hardware:

Description	Quantity
PowerEdge R660xs	1
Trusted Platform Module 2.0 V6	1
Intel® Xeon® Silver 4514Y 2G, 16C/32T, 16GT/s, 30M Cache, Turbo, HT (150W) DDR5-4400	1
Intel® Xeon® Silver 4514Y 2G, 16C/32T, 16GT/s, 30M Cache, Turbo, HT (150W) DDR5-4400	1
Heatsink for 2 CPU configuration (CPU less than or equal to 150W)	1
Performance Optimized	1
5600MT/s RDIMMs	1
64GB RDIMM, 5600MT/s, Dual Rank	16
Dual, Fully Redundant(1+1), Hot-Plug Power Supply,1100W MM(100-240Vac) Titanium	1
Rack Power Cord 2M (C13/C14 10A)	2
Riser Config 1, Low Profile, 1x16 LP Slots (Gen4) + 2x8 LP Slot (Gen4), 2CPU	1
PowerEdge R660xs Motherboard with Broadcom 5720 Dual Port 1Gb On-Board LOM, MLK	1
Intel X710-T4L Quad Port 10GbE Base-T, OCP 3.0 Version 2	1
Broadcom 57416 Dual Port 10GbE BASE-T Adapter, PCIe Low Profile	1
Standard Bezel for x8 and x10 chassis	1
BOSS-N1 controller card + with 2 M.2 480GB - (RAID 1)	1
iDRAC9, Enterprise 16G	1
Dell Connectivity Client - Enabled	1
No Quick Sync	1
iDRAC,Factory Generated Password	1
iDRAC Service Module (ISM), NOT Installed	1
iDRAC Group Manager, Enabled	1
ReadyRails A11 drop-in/stab-in Slide Combo Rails Without Cable Management Arm	1
Basic Next Business Day 36 Months, 36 Month(s)	1
ProSupport and Next Business Day Onsite Service, 36 Month(s)	1

Description	Quantity
PowerStore 500T Base Dell Customer Racked	1
192GB Appliance DIMM 96GB Per Node	1
1.92TB NVMe SED NON-FIPS SSD	6
PowerStore Base SW	1
25GBE Optical 4 Port Card Pair (SFPs not included)	1
10GBASE-T 4 Port IO Module Pair (SFPs not included/not needed)	1
16GB FC 4 Port IO Module Pair (SFPs included)	1
Dual 1450W (200-240V) HIGH Line Only Lot 9 Power Supply	1
PowerStore Field Install Kit, includes C20/C19, C14/C13 pairs	1
Smart Selection Storage	1
Parts Only Warranty 36Months, 36 Month(s)	1
ProSupport and Next Business Day Onsite Service, 36 Month(s)	1
No Field Deployment Customer Install Required	1

DELIVERABLES

1. Delivery and of all specified hardware. (MIBCO will rack & install)
2. Configuration of systems and network components.
 - a. Connectivity Validation:
 - i. Ensure SAN connectivity to core switch is tested and validated.
 - ii. Confirm IP addressing, VLAN tagging, and throughput benchmarks
 - b. Storage Provisioning:
 - i. Create and present sample LUNs or volumes
 - ii. Demonstrate access from host servers (e.g., via iSCSI or SMB/NFS if applicable).
 - c. Monitoring Setup
 - i. Configure basic monitoring or alerting (e.g., SNMP traps, email alerts).
 - ii. Provide guidance on integrating with existing tools (if any).
3. Sample migration of existing workloads to new infrastructure.
4. Handover of documentation.
5. Warranty & Support Activation
 - a. Confirmation that hardware warranty is registered with OEM (Dell)
 - b. Provide support\warranty details and escalation paths.
6. 2 Hours basic training on how to manage hardware.
7. Delivery by 15th June 2026.