



Good to Great Together



Registration number: LR2/6/6/1  
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## REQUEST FOR PROPOSAL (RFP)

Request for proposal for: Nationwide Private APN Service

RFP Issued: 2026/04/24

Submissions close: 2026/05/24

| <b>Abbreviation</b> | <b>Meaning</b>                                       |
|---------------------|--|
| APN                 | Access Point Name                                    |
| B-BBEE              | Broad-Based Black Economic Empowerment               |
| CIPC                | Companies and Intellectual Property Commission       |
| CPE                 | Customer Premises Equipment                          |
| ECS                 | Electronic Communications Service                    |
| ECNS                | Electronic Communications Network Service            |
| ICASA               | Independent Communications Authority of South Africa |
| IMSI                | International Mobile Subscriber Identity             |
| IoT                 | Internet of Things                                   |
| IPsec               | Internet Protocol Security                           |
| ISO                 | International Organization for Standardization       |
| LTE                 | Long Term Evolution                                  |
| MEC                 | Multi-access Edge Computing                          |
| MIBCO               | Motor Industry Bargaining Council                    |
| MNO                 | Mobile Network Operator                              |
| MVNO                | Mobile Virtual Network Operator                      |
| NOC                 | Network Operations Centre                            |
| POPIA               | Protection of Personal Information Act               |
| RAN                 | Radio Access Network                                 |
| RFP                 | Request for Proposal                                 |
| SA                  | Standalone (5G Standalone)                           |
| SCM                 | Supply Chain Management                              |
| SLA                 | Service Level Agreement                              |



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| <b>Abbreviation</b> | <b>Meaning</b>                  |
|---------------------|---------------------------------|
| VPN                 | Virtual Private Network         |
| WAN                 | Wide Area Network               |
| 5G                  | Fifth Generation Mobile Network |

## 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 ICT LANDSCAPE (MOBILE CONTEXT)

MIBCO utilises a combination of cloud-hosted and on-premises systems, with its primary data centre located at Head Office in Randburg and disaster recovery hosted in Microsoft Azure.

To support mobile staff, field operations, and secure access to internal line-of-business applications, MIBCO requires a **carrier-grade private mobile data service** capable of providing **secure, reliable nationwide connectivity** independent of the public internet.

## 3. RFP Purpose

The purpose of this Request for Proposal (RFP) is to solicit proposals from **Tier 1 Mobile Network Operators (MNOs)** to design, implement, and operate a **nationwide private Access Point Name (APN) service** for approximately **120 mobile users**.

The APN will support mission-critical applications and sensitive data transmissions, requiring enterprise-grade **availability, performance, and security**, and must integrate seamlessly with MIBCO's existing network and cloud environments.

The initial contract term will be **three (3) years**

The initial data bundle required is **One Terabyte** to be shared between all identified APN users.

## 4. SCOPE OF WORK

### Scope

Provide, implement, and operate a **dedicated private mobile APN service** with national coverage, supplying secure mobile data connectivity to approximately **120 SIM-based users** across South Africa.

Only service providers with a **national Tier 1 mobile network footprint** will be considered.



## Objectives

- Provide **nationwide mobile connectivity** with  $\geq 98\%$  population coverage
- Ensure **secure, private, non-internet-routed data transport**
- Deliver **high availability, low latency, and predictable performance**
- Support **enterprise and cloud application access** (Azure and on-prem)
- Enable **future scalability and 5G readiness**
- Provide **measurable SLAs, monitoring, and reporting**

## NETWORK & APN ARCHITECTURE REQUIREMENTS

### APN Design

- Dedicated, private APN (not shared with public internet APNs)
- Logical traffic isolation per customer
- Static private IP addressing
- IMSI-based SIM authentication and closed user group enforcement

### Connectivity Options

- Direct enterprise connectivity via:
  - MPLS
  - Private leased line
  - Encrypted IPsec VPN (minimum)

### Core Network

- APN hosted on the bidder's **own in-country mobile core network**
- Fully redundant, geographically separated core infrastructure
- No reliance on third-party or wholesale core platforms

## PERFORMANCE & SERVICE LEVEL REQUIREMENTS

| Metric           | Target        |
|------------------|---------------|
| Availability     | $\geq 99.9\%$ |
| National Latency | $\leq 50$ ms  |



| Metric      | Target |
|-------------|--------|
| Packet Loss | ≤0.1%  |
| Jitter      | ≤10 ms |

SLAs must be contractually enforceable and include service credits.

## SECURITY REQUIREMENTS

- Traffic segregation from public internet
- SIM-based authentication (IMSI)
- Firewalling at APN ingress points
- IPsec encryption support
- Alignment with ISO 27001 security practices
- POPIA-aligned data handling and logging controls

## SERVICE MANAGEMENT & SUPPORT

- 24x7x365 Network Operations Centre (NOC)
- Proactive monitoring and fault detection
- Incident response and escalation procedures
- Root Cause Analysis for major incidents
- Named Service Manager

## SCALABILITY & FUTURE READINESS

- Ability to scale beyond 120 users without redesign
- LTE and 5G access support
- IoT/low-bandwidth device support
- Roadmap for 5G Standalone, network slicing, and MEC

## ELIGIBILITY & MINIMUM REQUIREMENTS

Only bidders meeting **all** the following will be considered:

- Licensed Tier 1 Mobile Network Operator
- Ownership of licensed spectrum in low-band (<1 GHz) and mid-band frequencies
- Ownership and operation of a nationwide RAN
- Ownership and operation of an independent mobile core network
- Valid ICASA ECNS and ECS licences
- Not an MVNO, reseller, or roaming-dependent operator

#### ANNEXURE A: BIDDER RESPONSE SCHEDULE (MANDATORY RESPONSE TABLE)

Bidders must complete the table below as part of their proposal. Responses must be clear, concise, and reference supporting documentation where applicable. Failure to complete all items may result in disqualification or reduced scoring.

See attached spread sheet.

#### 5. SUBMISSION OF PROPOSAL

Proposals must include:

- Technical solution addressing all scope items
- Network architecture and APN design diagrams
- SLA schedules
- Coverage maps
- Commercial pricing
- Reference customers (minimum three APN implementations)
- OEM and regulatory certifications

Mandatory documentation:

- Company registration documents
- Valid SARS tax compliance status
- Valid B-BBEE status certificate
- ICASA licensing evidence

#### 6. DEADLINE FOR SUBMISSION

Submit electronic copy to Dan Mkwanzazi at [Dan.Mkwanzazi@mibco.org.za](mailto:Dan.Mkwanzazi@mibco.org.za) by 24 May 2026 at 15H00.

Virtual meetings for clarification must be arranged with Dan Mkwanzazi at [Dan.Mkwanzazi@mibco.org.za](mailto:Dan.Mkwanzazi@mibco.org.za) between 24 April 2026 and 24 April 2026.



## 7. 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.

## 8. EVALUATION PROCESS

### Stage 1 – Mandatory Compliance (Pass/Fail)

Failure to meet any mandatory requirement will result in disqualification.

### Stage 2 – Functionality (Technical)

Bidders must score a **minimum of 90 out of 100** on functionality to proceed.

| Criteria                        | Max Points |
|---------------------------------|------------|
| Network Coverage & Scale        | 25         |
| APN Architecture & Core Network | 25         |
| Performance & SLAs              | 20         |
| Security                        | 15         |
| Service Management & Support    | 15         |
| <b>Total</b>                    | <b>100</b> |

### Stage 3 – Price and B-BBEE

- 80/20 preference point system applies
- 80 points: Price
- 20 points: B-BBEE status (minimum Level 4)

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-Complaint | Less than 40 points                        | 0%                       |

## 9. 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 enterprises 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.

## 10. VALIDITY PERIOD OF PROPOSAL

Proposal must be valid for a minimum of 4 months from closing date.

## 11. CONTRACT

- 11.1.1 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.
- 11.2 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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## 12. QUESTIONS REGARDING THE RFP

Submit enquiries to Dan Mkwazi at [Dan.Mkwazi@MIBCO.org.za](mailto:Dan.Mkwazi@MIBCO.org.za) with subject "Nationwide Private APN Service"

## 13. TERMS AND CONDITIONS

- Right to amend RFP conditions and specifications.
- Right to verify information and request proof.
- Right to vary or cancel RFP without liability.

## 14. 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.