



Procurement reference no : **G/OIB/NBC-01/2022**

## **EXECUTIVE SUMMARY OF BID EVALUATION REPORT**

[Issued in terms of section 7(1) (i) of the Public Procurement Act, 2015]

**Namibian Broadcasting Corporation**  
**PO BOX 321**  
**Windhoek**  
**NAMIBIA**  
Website: [www.nbc.na](http://www.nbc.na)

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*It's Ours*

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**Directors Stanley B. Similo**  
*Director General*

**Lazarus Jacobs**  
*Chairperson*

**Tim Ekandjo**  
*Vice Chairperson*

**Inonge Mainga-Sisamu**  
*Director*

**Moses Matyayi**  
*Director*

**Michael Jimmy**  
*Director*

**Monalisa Jacobs**  
*Director*

*Company Secretary*  
**Hambeleleni Kawedi**

## **Executive Summary of Bid Evaluation Report for Headend Upgrade.**

### **Bid reference number. G/OIB/NBC-01/2022**

1. Scope of contract: Supply, Delivery & Installation of Headend Upgrade.
2. Procurement Method: Open International Bidding (OIB)
3. Date of Invitation of Bids: 19 October 2022
4. Closing Date for submission of bids: 02 December 2022 at 12:00noon
5. Date and place of opening of Bids: 02 December 2022 at NBC HQ Tataleni Boardroom, Windhoek.
6. Number of Bids received at closing date: Two (2) bids.



NAMIBIAN BROADCASTING CORPORATION  
PO Box 321  
Windhoek  
NAMIBIA

**BID OPENING – 02 DECEMBER 2022**  
**BID OPENING SCHEDULE**

**G/OIB/NBC-01/2022: HEADEND UPGRADE**  
**CLOSING DATE: 02 DECEMBER 2022 AT 12:00 NOON - NBC HQ TUTALENI BOARDROOM**  
**BIDS RECEIVED AT TIME OF OPENING**

NO	Bidder Identification Name	Bid Declaration Signed	Statutory Documents	OFFER (NAD)	Bid form Signed
1.	AUCOM PTY (LTD)	YES	YES	N\$ 17 408 519.91 VAT EXC.	YES
				N\$ 2 647 686.24 SLA VAT EXC.	
2.	TELEMEDIA	YES	YES	N\$ 12 364 870.94 VAT EXC.	YES
				SLA EXC.	

PROCUREMENT MANAGEMENT UNIT

**Evaluation Score Cards**

3	<b>HEADEND UPGRADE W/OIB/NBC-01/2022</b>															
4	<b>Evaluation Rating on a scale of 1 - 5</b>			<b>Average Score</b>		<b>AFRICAN UNOIN COMMUNICATIONS (AUC)</b>					<b>TELEMEDIA (TM)</b>					
5	<b>Category</b>	<b>Points</b>	<b>Evaluation Criteria</b>	<b>AU</b>	<b>TM</b>	<b>LvD</b>	<b>PS</b>	<b>NM</b>	<b>MM</b>	<b>MS</b>	<b>LvD</b>	<b>PS</b>	<b>NM</b>	<b>MM</b>	<b>MS</b>	
6	<b>Technical Offer</b>	5	Compliance with procurement requirements	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	
7		5	Validity of the quotation	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	
8		5	Bid Declaration	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	
9		5	1) Degree of technical compliance of project 2) Letter of Warantee 3) Data Sheet 4) Proof of Authorised Reseller	5.0	1.8	5.0	5.0	5.0	5.0	5.0	2.0	2.0	0.0	3.0	2.0	
10		5	References supplied and checked	4.8	2.7	5.0	4.0	5.0	5.0	5.0	3.0	2.0	2.5	3.0	3.0	
11		5	Delivery	5.0	3.0	5.0	5.0	5.0	5.0	5.0	3.0	3.0	3.0	3.0	3.0	
12	<b>Commercial Offer</b>	5	Price	3.5	4.8	4.0	3.0	3.5	3.0	4.0	5.0	4.0	5.0	5.0	5.0	
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15	<b>Evaluation Team Members:</b>															
16	Number of team members:	<b>5</b>														
17	Lutz Von Dewitz	<b>LVD</b>														
18	Parata Shindimba	<b>PS</b>														
19	Nico Mwiya	<b>NM</b>														
20	Marina Matundu	<b>MM</b>														
21	Martin Spangenberg	<b>MS</b>														
22																

**HEADEND UPGRADE - W/OIB/NBC-01/2022**

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				AFRICAN UNOIN COMMUNICATIONS (AUC)	TELEMEDIA (TM)		
Category	Weight %	Points	Evaluation Criteria	Evaluation	Result	Evaluation	Result
Technical Offer	5%	5	Compliance with procurement requirements	5.0	5.0%	5.0	5.0%
	5%	5	Validity of quotation	5.0	5.0%	5.0	5.0%
	5%	5	Bid Declaration	5.0	5.0%	5.0	5.0%
	50%	5	Degree of technical compliance of project includes (1) Itemised bill of all required equipment (2) Letter of Warantee (3) Data Sheet/ Manual (4) A list giving full particulars spare parts and special tools	5.0	50.0%	1.8	18.0%
	10%	5	Reference (1) Supply history in the past three years.	4.8	9.6%	2.7	5.4%
	10%	5	Delivery	5.0	10.0%	3.0	6.0%
<b>Total Technical Offer</b>	<b>85%</b>				<b>84.6%</b>		<b>44.4%</b>
<b>Commercial Offer</b>	<b>15%</b>	<b>5</b>	<b>Financial</b>	<b>3.5</b>	<b>10.5%</b>	<b>4.8</b>	<b>14.4%</b>
<b>Total Assessment</b>	<b>100%</b>				<b>95.1%</b>		<b>58.8%</b>


**Tender Evaluation Schedule**

**EVALUATION SCORE CARDS RESULTS: HEAD END UPGRADE - W/OIB/NBC-01/2022**

				AFRICAN UNOIN COMMUNICATIONS (AUC)	TELEMEDIA (TM)
Category	Weight %	Points	Evaluation Criteria	Score	Score
Technical Offer	5%	5	Compliance with procurement requirements	5	5
	5%	5	Validity of quotation	5	5
	5%	5	Bid Declaration	5	5
	55%	5	Degree of technical compliance of project includes (1) Itemised bill of all required equipments (2) Letter of Warantee (3) Data Sheet/ Manual ,Design & Specification (4) Proof of Authorise reseller	5	2.
	10%	5	Reference: Supply history in the past 5 years.	5	3
	10%	5	Supply,Delivery ,Install, Training and Commissioning	5	3
<b>Total Technical Offer</b>	90%				
<b>Commercial Offer</b>	10%	5	Financial	4	5
<b>Total Assessment</b>	<b>100%</b>			<b>34</b>	<b>28</b>

**Name** Lotz van Dawitz

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**Signature** 

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**Date** 24-2-23.


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**Tender Evaluation Schedule**

**EVALUATION SCORE CARDS RESULTS: HEADEND UPGRADE - W/OIB/NBC-01/2022**

				AFRICAN UNION COMMUNICATIONS (AUC)	TELEMEDIA (TM)
Category	Weight %	Points	Evaluation Criteria	Score	Score
Technical Offer	5%	5	Compliance with procurement requirements	5	5
	5%	5	Validity of quotation	5	5
	5%	5	Bid Declaration	5	5
	55%	5	Degree of technical compliance of project includes (1) Itemised bill of all required equipments (2) Letter of Warantee (3) Data Sheet/ Manual ,Design & Specification (4) Proof of Authorise reseller	5	2
	10%	5	Reference: Supply history in the past 5 years.	4	2
	10%	5	Supply,Delivery ,Install, Training and Commissioning	5	3
<b>Total Technical Offer</b>	<b>90%</b>				
<b>Commercial Offer</b>	<b>10%</b>	<b>5</b>	<b>Financial</b>	<b>3</b>	<b>4</b>
<b>Total Assessment</b>	<b>100%</b>			<b>32</b>	<b>26</b>

**Name** Parata Chindimba

**Signature** 

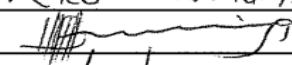
**Date** 24/02/2023

**Tender Evaluation Schedule**

**EVALUATION SCORE CARDS RESULTS: HEADEND UPGRADE - W/OIB/NBC-01/2022**

				<b>AFRICAN UNOIN COMMUNICATIONS (AUC)</b>	<b>TELEMEDIA (TM)</b>
<b>Category</b>	<b>Weight %</b>	<b>Points</b>	<b>Evaluation Criteria</b>	<b>Score</b>	<b>Score</b>
<b>Technical Offer</b>	5%	5	Compliance with procurement requirements	5	5
	5%	5	Validity of quotation	5	5
	5%	5	Bid Declaration	5	5
	55%	5	Degree of technical compliance of project includes (1) Itemised bill of all required equipments (2) Letter of Warantee (3) Data Sheet/ Manual ,Design & Specification (4) Proof of Authorise reseller	5	0
	10%	5	Reference: Supply history in the past 5 years.	5	2.5
	10%	5	Supply,Delivery ,Install, Training and Commisioning	5	3
<b>Total Technical Offer</b>	<b>90%</b>				
<b>Commercial Offer</b>	10%	5	Financial	3.5	5
<b>Total Assessment</b>	<b>100%</b>			<b>33.5</b>	<b>25.5</b>

**Name** Nico NINJA

**Signature** 

**Date** 24/02/2023

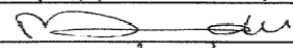
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**Tender Evaluation Schedule**

**EVALUATION SCORE CARDS RESULTS: HEADEND UPGRADE - W/OIB/NBC-01/2022**

Category	Weight %	Points	Evaluation Criteria	AFRICAN UNOIN COMMUNICATIONS (AUC)	TELEMEDIA (TM)
				Score	Score
Technical Offer	5%	5	Compliance with procurement requirements	5	5
	5%	5	Validity of quotation	5	5
	5%	5	Bid Declaration	5	5
	55%	5	Degree of technical compliance of project includes (1) Itemised bill of all required equipments (2) Letter of Warantee (3) Data Sheet/ Manual ,Design & Specification (4) Proof of Authorise reseller	5	3
	10%	5	Reference: Supply history in the past 5 years.	5	3
	10%	5	Supply,Delivery ,Install, Training and Commisioning	5	3
<b>Total Technical Offer</b>	<b>90%</b>				
<b>Commercial Offer</b>	<b>10%</b>	<b>5</b>	Financial	3	5
<b>Total Assessment</b>	<b>100%</b>			<b>33</b>	<b>29</b>

**Name** Marina Matundu \_\_\_\_\_  
**Signature**  \_\_\_\_\_  
**Date** 24/02/23 \_\_\_\_\_

Tender Evaluation Schedule					
EVALUATION SCORE CARDS RESULTS: HEADEND UPGRADE - W/OIB/NBC-01/2022					
				AFRICAN UNOIN COMMUNICATIONS (AUC)	TELEMEDIA (TM)
Category	Weight %	Points	Evaluation Criteria	Score	Score
Technical Offer	5%	5	Compliance with procurement requirements	5	5
	5%	5	Validity of quotation	5	5
	5%	5	Bid Declaration	5	5
	55%	5	Degree of technical compliance of project includes (1) Itemised bill of all required equipments (2) Letter of Warantee (3) Data Sheet/ Manual ,Design & Specification (4) Proof of Authorise reseller	5	2
	10%	5	Reference: Supply history in the past 5 years.	5	3
	10%	5	Supply,Delivery ,Install, Training and Commisioning	5	3
<b>Total Technical Offer</b>	<b>90%</b>				
<b>Commercial Offer</b>	<b>10%</b>	<b>5</b>	<b>Financial</b>	<b>4</b>	<b>5</b>
<b>Total Assessment</b>	<b>100%</b>			<b>34</b>	<b>28</b>

**Name** MARTIN SPANGENBERG  
**Signature** *M. Spangenberg*  
**Date** 24/02/23

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## Offers after clarifications.

In the re-submission of bids following the clarifications, the financial offers were revised as follows:

<b>CAPEX Costs excluding VAT (Namibian Dollars)</b>		
	<b>AUCom</b>	<b>Telemedia</b>
Equipment and spares	14,760,117.47	11,694,881.90
Decommissioned equipment buyback	- 436,500.00	0.00
Multi-decryption CAMs and licences incl. commissioning	736,358.04	to be advised
Installation and training	2,449,949.79	841,142.86
Shipping and insurance	676,497.81	50,000.00
<b>Total CAPEX Costs</b>	<b>18,186,423.11</b>	<b>12,586,024.76</b>
<b>OPEX SLA Costs excluding VAT (Namibian Dollars)</b>		
3-year SLA	2,647,686.24	2,804,810.01
<b>OPEX SMS Service Fees excluding VAT (Namibian Dollars)</b>		
0 to 5,000 subscribers	see Note 2 below	106,800.00
50,000 subscribers	see Note 2 below	747,600.00
100,000 subscribers	992,508.53	854,400.00

## Price Comparison for bids that are substantially responsive:

<b>Bid no.</b>	<b>Bidder(s)</b>	<b>Financial Offer (Excl. Vat) N\$</b>	<b>Corrected offer (Excl. Vat) N\$</b>
1.	African Communication Union (AUCom)	17 408 519.91	18 186 423.11
2.	TeleMedia	12 364 870.94	12 586 024.76

## Calculations of bid weighted Scores (Financial & Technical) in terms of BDS 5.7

<b>Bib no</b>	<b>Bidder s name</b>	<b>Technical Score (%)</b>	<b>Financial Score (%)</b>	<b>Total Score</b>	<b>Bid Rank</b>
1.	African Communication Union (AUCom)	84.6	10.5	94.1	2
2.	TeleMedia	44.4	14.4	58.8	1

## Best evaluated bid

Based on the evaluation criteria and the outcome obtained by the above bidders, African Communication Union (AUCom) was recommended for award based on proven competency offered a more comprehensive submission with design details down to individual modules, interconnection diagrams and has extensive experience in satellite uplink systems.