REQUEST FOR QUOTATION (RFQ) TO PERFORM A MARKET FEASIBILITY STUDY FOR CYBERSECURITY EARLY WARNING SYSTEM (CEWS)

RFQ No 5987/13/12/2022

Date of issue	29 November 2022
Closing Date and Time	13 December 2022 at 16h30
For submission of quotations and enquiries	**tender@csir.co.za** Mail size is limited to 25MB, if the document exceeds this limit, please send multiple mails. Cloud submissions will not be accepted

1   INVITATION FOR QUOTATION

Quotations are hereby invited to perform a market feasibility study as an output for Cybersecurity Early Warning System (CEWS), a technology comprises of software and hardware for the early detection of cyberattacks on internal computer networks and the subsequent notification of a manager to the CSIR.

BACKGROUND

1.1   Cybersecurity Early Warning System (CEWS)

1.1.1   Overview - Cybersecurity Early Warning System (CEWS)

1.1.1.1   The technology comprises software and hardware for the early detection of cyberattacks on *internal computer networks* and the subsequent notification of a manager.

1.1.1.2   The technology grants a time window wherein the manager may take steps to respond to the cyberattack, thereby preventing it from reaching it terminal phase

where illegitimate access to or modification of sensitive information occurs, or where network services are disrupted.

1.1.1.3 By mitigating these attacks, the organization avoids additional investment in equipment and manpower costs for the recovery of its IT infrastructure post attack, as well as lost revenue due to downtime and disclosure of sensitive information.

1.1.2 Functionality - Cybersecurity Early Warning System (CEWS).

1.1.2.1 End user: The technology addresses a domestic need for effective technology for detecting and preventing cyberattacks with a low total cost of ownership and that is easy to manage and maintain.

1.1.2.2 Low total cost of ownership refers not only to the initial cost of the technology, but also manpower with regards to installation, maintenance and monitoring.

1.1.2.3 It is important to note that existing technology in this class is developed outside of South Africa and does not address the challenges that exist in the domestic context.

1.1.2.4 These technologies require expensive and powerful hardware, as well as an information technology (IT) expert to install, configure and manage the system. This puts these solutions outside the reach of smaller domestic businesses with limited budgets and which frequently do not employ a dedicated IT professional.

1.1.2.5 The proposed technology uses modest, low-cost computing resources and does not need IT expertise to install and use.

1.1.2.6 Potential licensee: The technology may possibly be licensed to cybersecurity solution developers for integration into their existing platforms or products, or customization and further development into a new product / service offering.

1.1.3 Proposed competitive advantage of Cybersecurity Early Warning System (CEWS).

1.1.3.1 In addition to using fewer computational resources than existing solutions, the system is able to detect slower attacks and attacks wherein legitimate users are impersonated by the attacker to evade detection at an acceptable false positive rate.

1.1.3.2 The inability to detect these attacks is a critical flaw of existing systems. In addition, testing has revealed that the proposed technology has a significantly lower false positive rate in networks where packet loss occurs due to congestion.

2   QUOTATION REQUIREMENTS

2.1 Output – Study Report

2.1.1 The study must result in a report for the project.

2.1.2 The specification is mainly the minimum expected contents of the reports, which are:

- Market needs Assessment
- Market Benefits
- Analysis of the market segments including size, growth rate, and competitive environment
- Market saturation analysis
- Potential Licensees
- Potential investors
- Possible Marketing Approach/Strategies
- Possible revenue streams and models
- Possible licensing approaches
- Price Determination (including a comparison to similar technologies)
- Likelihood of success

2.1.3 The following further information will be useful to use:

- Demand analysis
  - Where does the demand lie?
  - Market segmentation
  - Factors affecting customer's need
  - Typical customer procurement process (this will require more input from our side on CEWS and the intended use cases)
- Market size
  - Domestic market size and distribution
  - Initial market for CEWS
  - Key variables in buying decision
- Market growth
  - General trends
  - The trend of business failures/successes in this market
  - Economic variables that can affect the market for the product
  - Industry performance and outlook
- Supply analysis (industry)
  - How is the industry structured in terms of geographical locations, product lines, channels of distribution, pricing policies, degrees of integration, and type of customers?
  - Who are the major/dominant players in this industry?
  - Degree of competitive rivalry in the industry?
  - Price elasticity in the market
  - What are the threats of potential new entrants to the market?

- o Competition
  - Breakdown of major competitors (i.e., with similar product offerings) – name, annual sales, pricing strategy, market share, target customers, distribution channels
  - Regularity of new products being introduced in the market
  - Indirect competitors
  - Competing products (this will require more input from our side on CEWS)

3 EVALUATION CRITERIA

3.1   Selection of suppliers will be based on the 80/20 preference point system.

3.2   Provide valid original or certified copy of the B-BBEE Certificate issued by an accredited verification agency and bearing a SANAS logo; or
• Valid sworn affidavits made on DTIC designed templates; or
• DTIC issued sworn affidavit; or
• CIPC issued B-BBEE certificate.

3.3   No order will be issued, or no contract will be signed without a valid CSD number.

4 ELIMINATION CRITERIA

4.1   Submission after the deadline;
4.2   Proposals submitted at the incorrect email address
4.3   Bidders that are registered on the National Treasury Register of Tender Defaulters
4.4   Bidders that do not submit a fully completed and signed declaration by tender.
4.5   Incomplete proposal submission
4.6   National Treasury Restricted suppliers
4.7   Failure to submit fully completed and signed SBD 4 and SBD 1.

5 PRICING QUOTATION

5.1   Price needs to be provided in South African Rand (excl. VAT), with details on price elements that are subject to escalation and exchange rate fluctuations clearly indicated.
5.2   Price should include additional cost elements such as freight, insurance until acceptance, duty where applicable, etc.
5.3   Payment will be according to the CSIR Payment Terms and Conditions.

6 OTHER TERMS AND CONDITIONS

6.1 The supplier shall under no circumstances offer, promise, or make any gift, payment, loan, reward, inducement, benefit or other advantage, which may be construed as being made to solicit any favour, to any CSIR employee or its representatives. Such

an act shall constitute a material breach of the Agreement and the CSIR shall be entitled to terminate the Agreement forthwith, without prejudice to any of its rights.

6.2   A validity period of 90 days will apply to all quotations except where indicated differently on the quote.

7   CSIR RESERVES THE RIGHT TO

7.1   Extend the closing date;
7.2   Verify any information contained in a submission;
7.3   Request documentary proof regarding any tendering issue;
7.4   Give preference to locally manufactured goods;
7.5   Appoint one or more service providers, separately or jointly (whether or not they submitted a joint proposal);
7.6   Award this RFQ as a whole or in part;
7.7   Cancel or withdraw this RFQ as a whole or in part.

8   No goods and/or services should be delivered to the CSIR without an official CSIR Purchase order. CSIR purchase order number must be quoted on the invoice. Invoices without CSIR purchase order numbers will be returned to supplier.

9   Note: This is not a Purchase Order.

DECLARATION BY TENDERER

Only tenderers who completed the declaration below will be considered for evaluation.

RFQ No: 5987/13/12/2022

I hereby undertake to render services described in the attached tendering documents to CSIR in accordance with the requirements and task directives / quotation specifications stipulated in RFQ 5987/13/12/2022 at the price/s quoted. My offer/s remains binding upon me and open for acceptance by the CSIR during the validity period indicated and calculated from the closing date of the quotation.

I confirm that I am satisfied with regards to the correctness and validity of my quotation; that the price(s) and rate(s) quoted cover all the services specified in the quotation documents; that the price(s) and rate(s) cover all my obligations and I accept that any mistakes regarding price(s) and rate(s) and calculations will be at my own risk.

I accept full responsibility for the proper execution and fulfilment of all obligations and conditions devolving on me under this quotation as the principal liable for the due fulfilment of this quotation.

I declare that I have no participation in any collusive practices with any tenderer or any other person regarding this or any other quotation.

I accept that the CSIR may take appropriate actions, deemed necessary, should there be a conflict of interest or if this declaration proves to be false.

I confirm that I am duly authorised to sign this quotation.

NAME (PRINT) …………………………

CAPACITY ……………………….

SIGNATURE ……………………………

NAME OF FIRM ……………………….…..

DATE   ………………………………

WITNESSES
1   …………………………………
2   ………….………………………
DATE: …………………………..