

Pricing Schedule

This section provides a detailed pricing schedule breakdown for the modernisation of the Legacy Telephony System with a cloud-based telephone Solution, inclusive of ongoing maintenance and support of the associated telephony infrastructure to the CSIR over a period of five (5) years. The costs are categorized into hardware, software licensing, installation, maintenance and support, training, and optional services.

Prices that are subject to escalation and exchange rate fluctuations are to be clearly indicated, with the currency and ROE used in the quotation must be clearly indicated. For prices subject to rates of exchange (ROE) variations, bidders must indicate the ROE used by 12:00 p.m. (South African Time) on the date of issuing this tender. Bidders must also indicate the source of ROE used. The bidder must provide a total cost breakdown and escalation formula.

Rate of Exchange used.....

The pricing submitted on **Annexure D** (pricing schedule) must be firm for each twelve (12) months of the contract. If the pricing schedule is subject to ROE, CSIR, and the appointed service provider will negotiate in the event of ROE fluctuations.

| Cost Component | Description | Unit Cost (ZAR) incl | Quantity | Total Cost (ZAR) excl |
|-------------------------|---------------------------------------|-----------------------------|--|------------------------------|
| Porting | Porting of numbers for all sites | | 6 Sites | |
| Setup and Configuration | To be determined by the supplier | | | |
| Hardware | To be determined by the supplier | | 1 Hardware solution | |
| | MS Teams compatible standard handsets | | 40 with an option to increase on an as and when required basis | |

| Cost Component | Description | Unit Cost (ZAR) incl | Quantity | Total Cost (ZAR) excl |
|----------------------------------|---|-----------------------------|--|------------------------------|
| | | | | |
| License | MS Teams compatible phone standards sub per user | | 40 | |
| To be determined by the supplier | Session Border Controller session license | | 500 base with an option to increase on an as and when required | |
| | Session Border Controller transcoding session license | | To be determined by the supplier | |
| | Annual Support for Session Border Controller | | To be determined by the supplier | |
| Maintenance & Support (Year 1) | Support | | 12 months | |
| Maintenance & Support (Year 2) | Support | | 12 months | |
| Maintenance & Support (Year 3) | Support | | 12 months | |
| Maintenance & Support (Year 4) | Support | | 12 months | |
| Maintenance & Support (Year 5) | Support | | 12 months | |
| Training | User/Admin Training | | training sessions for 5 individuals | |
| Sub-Total (excl. VAT) | | | | |
| VAT 15% (if applicable) | | | | |
| Trade discount | | | | |
| Total Price (incl. VAT) | | | | |

| Cost Component | Description | Unit Cost (ZAR) incl | Quantity | Total Cost (ZAR) excl |
|---------------------|-------------|----------------------|----------|-----------------------|
| Settlement discount | | | | |

Definition of Discounts

- A settlement discount is where a business offers the CSIR a discount when an invoice is paid on time or within 45 days from receipt of the statement.
- A trade discount is defined as a type of discount that is cut from the retail or proposal price of an item. The discount is immediately deducted from the proposal price.

Bidders are urged to complete the attached Cost Breakdown table to enable CSIR to understand the cost drivers.

| Cost Drivers | % breakdown |
|--------------------------------|-------------|
| Licensing and Software | % |
| Installation and Configuration | % |
| Porting | % |
| Annual Maintenance | % |
| Once-Off Training | % |
| Contingency/Miscellaneous | % |
| Profit | % |
| Other | % |
| Total cost | 100% |