

PRICING SCHEDULE

1. PRICE

- The price must be outlined per the scope of work requirements.
- Bidders must complete the pricing schedule below for each service category and contract period.
- Bidders must quote for all applicable services, including once-off costs, monthly recurring costs, annual costs, base-period costs and optional-extension costs. Failure to complete the required pricing lines may result in the bid not being evaluated further.
- The bid will be evaluated and awarded using the rates and prices submitted in the prescribed schedules. For evaluation purposes, W&RSETA may apply the stated baseline quantities, estimated volumes and contract periods to calculate a comparable evaluated price. These quantities and volumes are estimates only and do not constitute guaranteed order quantities, minimum purchase commitments or fixed consumption obligations.
- All prices must be quoted in South African Rand and must be inclusive of VAT and all costs necessary to deliver the service, unless expressly stated otherwise. Service fees and professional services rates must be completed separately. Any assumptions, exclusions, optional items, escalation conditions or dependencies must be clearly stated.

Materials and equipment: Where materials, equipment, licences or third-party products are required but cannot reasonably be quantified at bid stage, the successful bidder must submit a written quotation for W&RSETA approval before supply. The quotation must identify the item, quantity, unit price, applicable mark-up, delivery or installation charges and supporting supplier evidence where requested. No material or equipment may be supplied or charged without prior written approval, and such costs will be payable only as and when required.

Service Tower Pricing Schedule

Service Tower / Cost Item	Pricing Unit	Evaluation Quantity / Volume	Once-Off Transition or Implementation Cost	Year 1 Pricing	Year 2 Pricing	Year 3 Pricing	Total Price for 3 Years excl vat	Total Price for 3 Years incl vat	Option to Extend Year 4 Pricing	Option to Extend Year 5 Pricing	Year 4-5 Total Price for Additional 2 Years excl vat	Year 4-5 Total Price for Additional 2 Years incl vat
Network Services: SD-WAN, WAN, LAN connectivity, internet breakout and break/fix	Monthly service fee and usage-based unit rates	Baseline sites, links and bandwidth stated in the scope										
IT Security Services: firewall, SSL certificates, VPN/ZTNA, SASE/Zscaler, monitoring and reporting	Monthly fee / user / device / certificate, as applicable	Scope baseline and stated user/device volumes										
Hosting, IaaS, DR and hosted backup services	Monthly fee by environment, host, compute, memory, storage and backup capacity	Production, UAT, Development and DR baseline specifications										
Microsoft 365, Azure, Dynamics 365 and related licensing/subscriptions	Per user / licence / tenant / month or year	Stated licence and user quantities										

Video Conferencing, Collaboration and Cloud Voice Services	Monthly service fee / user / number / device, plus call rates where applicable	Stated users, numbers and office requirements										
Email Archiving and Continuity Services	Per user / month and storage unit	400 users and stated storage baseline										
Data Backup and Restore Services	Per server / endpoint / Microsoft 365 user / TB / month	Stated server, endpoint, user and capacity baseline										
APN Services	Per SIM / shared data bundle / GB / month	400 SIMs and estimated 2.5 TB monthly usage										
Applications Managed Support: Dynamics 365, LMS, Power Platform, SharePoint, website, APIs, databases, BI and reporting	Monthly managed service fee by application/service tower	Full stated application landscape										
Once-off LAN Refresh for eight regional offices	Once-off per site, itemised equipment, licences, cabling,	Eight sites using the stated per-site baseline										

	implementation and handover											
Future Serverless Regional Office Roadmap	Separately approved once-off project or unit rates	Evaluation allowance only; final scope subject to approval										
			Annual Grand Total excl vat									
			Annual Grand Total incl vat									

Part B: Professional Services and Resource Rate Card						
Resource Category	**Level / Basis**	**Hourly Rate Incl. VAT**	**Daily Rate Incl. VAT**	**Monthly / Full-time Rate Incl. VAT**	**After-hours / Weekend Rate Incl. VAT**	**Notes / Assumptions**
Service Delivery Lead	Senior					
Engineer / Technical Support	Junior Engineer					
Engineer / Technical Support	Engineer / Intermediate					
Engineer / Technical Support	Senior Engineer / Specialist					
Solutions Architect	Senior / Ad hoc					
D365 Functional Consultant	Full-time					
D365 Developer	Full-time / Senior ad hoc					
Full Stack / LMS Developer	Ad hoc					
Power Platform / SharePoint / Integration Specialist	Ad hoc					
Business Intelligence Developer	Full-time					

Part B: Professional Services and Resource Rate Card						
Resource Category	**Level / Basis**	**Hourly Rate Incl. VAT**	**Daily Rate Incl. VAT**	**Monthly / Full-time Rate Incl. VAT**	**After-hours / Weekend Rate Incl. VAT**	**Notes / Assumptions**
Database Administrator / Microsoft 365 and Identity Specialist	Ad hoc					
Business Analyst / Change Analyst	Ad hoc					
Project Manager / Programme Manager	Ad hoc or project-based					
TOTAL INCL. VAT						
Evaluation Allowance		For price-comparison purposes, W&RSETA may multiply submitted rates by predetermined evaluation hours or months stated in the final bid schedule. Actual work will be performed only after written approval and, for ad hoc resources, verified timesheets.				