



commission south africa

Form CC 1

About this Form

This form issued in terms of section 49B of the Competition Act.

This Form must be completed to the best of your ability, and submitted to the Competition Commission for consideration of your complaint.

If this complaint is lodged by a person other than individual, please provide contact details of the person authorised to discuss the complaint.

This form is a public record. However, the attached description of conduct, and other information relating to this complaint is not part of the public record unless the Commission refers the complaint to the Competition Tribunal. You have a right to identify information that you believe is confidential by completing Form CC 7 and submitting it with this Form.

Contacting the COMMISSION

The Competition Commission
Private Bag X23
Lynnwood Ridge
Pretoria 0040
Republic of South Africa
tel: 27 012 3943226
fax: 27 012 3940166
e-mail: ccsa@compcom.co.za

Complaint

To: The Competition Commission

From:

Ms Stefani Lockman on behalf of **MZANSIWOAN** which group of four Non-Profit Organizations namely Progressive Blacks in ICT (PBICT), Youth Economic Alliance (YEA) and South African Internet Service Providers Association (SABISPA).

Concerning:

Anti-competitive behaviour by:

1. ICASA
2. the National Treasury;
3. The Parliament of the Republic of South Africa'
4. Department Communications, Telecommunications and Postal Services

Description of the Complaint:

1. ICASA through *inter alia* its non-regulation of competition of licensees and license costs,
2. the National Treasury via its exclusionary procurement practices,
3. The Parliament of the Republic of South Africa through its inability to process, finalize, review and amend legislation and the
4. Department Communications, Telecommunications and Postal Services through its lack of consistency and appropriate policy making that encourages participation of black and historically disadvantaged SMMES

Please attach to this form any relevant documents, as well as a typed statement describing the conduct that is the subject of this complaint, including

- the names of each party involved in the conduct;
- the dates on which the conduct occurred;
- a statement indicating when and how you became aware of the conduct, and
- any other information you consider relevant.

Is the conduct continuing?

Yes ☒ NO ☐

If not, when did the conduct end? _____

Name and Title of Person authorized to sign:

Ms Stefani Lockman

Authorised Signature:

Date:

8TH MAY 2020

For Office
Use Only:

Commission file number:

Date filed:



COMPETITION COMMISSION

77 MEINTJIES ST, TREVENNA, PRETORIA, 0002

PER EMAIL: ccsa@compcom.co.za

8th MAY 2020

RE: MZANSIWOAN LETTER OF COMPLAINT WITH ANNEXURES

1 REQUEST TO THE COMPETITON COMMISSION AND CHECKLIST

Item Number	Page	Complaint	Institution	Action requested
4.1 – 4.4	4-8	4.1 Problems with licensing which creates anti-competitive environments and prevents new entrants to the market; 4.2 License Costs 4.3. Moratorium on issuing of individual licenses 4.4 Turnaround times and response rates of license applications	ICASA	1.1 Investigate and if necessary, prosecute restrictive horizontal and vertical practices; 1.2 Conduct formal enquiry in respect of general state of competition in a particular market;
5	8	Electronic Communications Act (hereafter “ECA”)	Parliament	Conduct legislative review.
6	9	Transversal Contracts	National Treasury	Conduct formal enquiry in respect of general state of competition in a particular market
7	9	Department Communications, Telecommunications and Postal Services Processes Which Creates Legislative and Policy Uncertainty	Department Communications, Telecommunications and Postal Services	Conduct legislative review.

2 PREAMBLE

The Constitution provides a vision of a united, prosperous, non-racial and non-sexist society; a country that belongs to all who live in it, united in its diversity. The Constitution also obliges the country to heal the divisions of the past, recognising that South Africa emerged from a system where the majority of its citizens were robbed of opportunity. We lost the land, how it began we will never know. The battle for the air or spectrum as we know it is no different to the blood that has been spilt for the land since the arrival of the first ship on African soil.

Under the previous apartheid system, a plethora of policies and legislation was promulgated with the sole objective of denying black people, including black women, access to and control of South Africa’s economic productive resources and skill based





purely on race and gender considerations.¹ More than two decades after the demise of this apartheid system, and in spite of the promulgation of a broad range of policy and legislative instruments introduced by the democratic Government aimed at redressing the imbalances of the past, the majority of South Africans are still excluded from ownership and control of economically productive assets and possession of strategic skills to the detriment of economic development, employment creation and poverty-eradication.

Since the dawn of our democracy we served the air "Spectrum" on a silver platter and again on a gold platter 14 (fourteen) years ago giving birth to current data monopoly controlled by the 4 (four) Telco's today. We have made it impossible for smaller black owned companies to enter the space, hence the high data cost today. There is no guarantee that they will drop the data prices should spectrum be given to them.

In support of the National Development Plan, 2030 the objective is that the country can create 11 million jobs by 2030 by:

- Improving economic policy coordination and implementation;
- Building partnerships between the public sector, business and labour to facilitate, direct and promote investment in labour-intensive areas;
- **Raising competitiveness and export earnings through better infrastructure and public services, lowering the costs of doing business, improving skills and innovation, and targeting state support to specific sectors;**
- Strengthening the functioning of the labour market to improve skills acquisition, match job seekers and job openings, and reduce conflict.

Meeting the objectives of the plan requires leadership to drive implementation, and to convince South Africans of the need to make mutual sacrifices for longer-term benefits. It will also require a change in the structure of the economy and the pace at which it grows.²

Over the next several years the world economy is expected to grow at a modest pace. In these circumstances, South African businesses need to think carefully about what they produce, for which markets, using what capabilities. As a small open economy, South Africa can develop niche products. Capturing a small share of global demand in areas where local firms can compete can have a big impact.³ Regional economic integration can boost economic growth in all countries in southern Africa. The region has grown rapidly over the past decade, with strong performances in minerals, agriculture, telecommunications and tourism. Achieving economic integration requires identifying practical opportunities where cooperation can offer mutual benefits;

¹ BBBEE Sector Code 2016
² National Development Plan 2030:29.
³ National Development Plan, 2030. 34.



investment in infrastructure; strengthening regional trade-blocs; lowering tariffs; and addressing nontariff barriers, such as inefficient border posts.⁴

South Africa needs to implement its economic policy priorities effectively. Coordination failures, split accountability and overlapping mandates hinder the implementation of existing policies.

Compared with the best international standards, South Africa's ICT infrastructure is abysmal. Efficient information infrastructure that promotes economic growth and greater inclusion requires a stronger broadband and telecommunications network, and lower prices. The economic and employment benefits outweigh the costs.⁵

3 INTRODUCTION AND BACKGROUND OF COMPLAINANTS

MZANSIWOAN is group of four Non-Profit Organizations namely:

PROGRESSIVE BLACKS IN ICT (PBICT): The Progressive Blacks in Information and Communication Technology also known as PBICT is a registered NPC who are active in the ICT and Communication sectors through employment, business and education. Our main objective is to lobby for ACCESS and advocate for OWNERSHIP to ensure that black people and designated groups of people fully benefit from mainstream ICT economy. Through our radical economic transformation mantra, we wish that a variety of opportunities for our members are opened. **For more info: www.pbict.co.za.**

YOUTH ECONOMIC ALLIANCE (YEA): The Youth Economic Alliance Non-profit Company (YEA) is an entity established to drive the development and advancement of youth entrepreneurship. YEA champions youth entrepreneurship through targeted programmes that collectively address the unemployment problem among youth by providing them with opportunities to develop their businesses, as well as providing access to resources and linkages needed to realize their potential as young social and economic entrepreneurs. **For more info: <https://yea.africa>.**

SOUTH AFRICAN INTERNET SERVICE PROVIDERS ASSOCIATION (SABISPA): South African Black Internet Service Providers' Association (SABISPA) is a registered non-profit organisation representing the interests of Black ISPs within the telecommunications sector. Our mandate is to advocate, educate and support Black ISP's and maintain fair internet related policies in South Africa. furthermore, we aim to enforce economic inclusion in the SA telecoms sector on behalf of our members. Our membership consists of ISP's, MVNO's, SMME, ICT & Telecommunications Professionals as well as Tertiary Students. **For more info: <https://www.sabispa.net>.**

⁴ National Development Plan, 2030. 34.

⁵ National Development Plan, 2030: 36.



Collectively we speak for our 4 000 members who are Africans in general and Blacks and Designated Groups in particular, and who operate in the ICT sector. These 4 000 members have an interest in participating in the process to respond to the WOAN memorandum. We wish to see the scale tilt correctly to fairly include Black people, Women, Youth and people with disabilities as key to the economic transformation aspirations of South Africa in order to reverse the injustices of apartheid economy.

As representatives of different SMME and entrepreneurship organizations, our position is clear - **Access and Ownership of WOAN** is critical to an inclusive economy in this fourth industrial world. We wish to see the scale tilt correctly to fairly include Black people, Woman, Youth and people with disabilities.

The current status quo in South African telecommunications sector has dismally failed to create economic growth as it is monopolized.

4 ICASA

The Independent Communications Authority of South Africa is an independent regulatory body of the South African government, established in 2000 by the ICASA Act to regulate both the telecommunications and broadcasting sectors in the public interest. CASA regulates the electronic communications, broadcasting and postal industries in the public interest. Its key functions are to:

- Make regulations and policies that govern electronic communications, broadcasting, and postal industries
- Issue licenses to providers of electronic communications services, broadcasters and postal services
- Monitor the environment and enforce compliance with rules, regulations and policies
- Hear and decide on disputes and complaints brought by the industry or members of the public against licensees
- Plan, control and manage the frequency spectrum
- Protect consumers from unfair business practices, poor quality services and harmful or inferior products

4.1 Problems with licensing which creates anti-competitive environments and prevents new entrants to the market

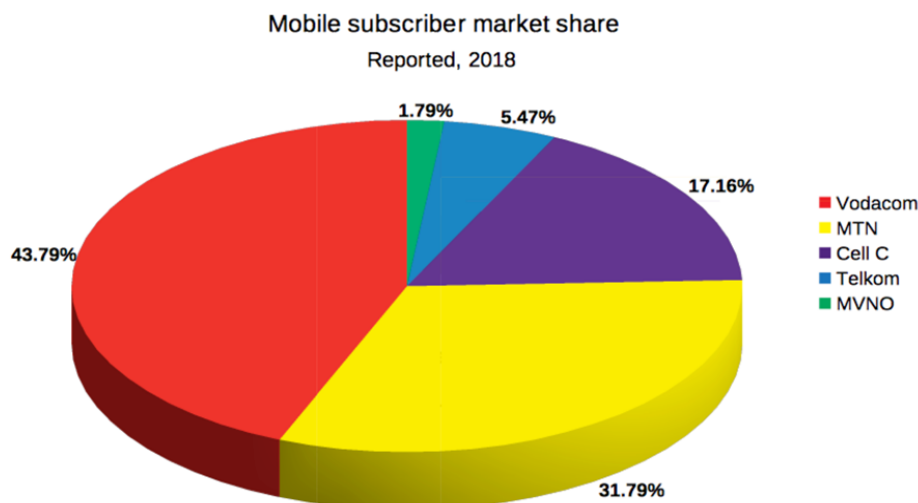
There are currently 505 issued IECS and IECNS licensees and this list was prepared by ICASA 10 (ten) years ago and has since not been updated. Many of the licenses are dormant. We attach this list as **Annexure “A.”** On the annexed list one only sees a description of “National” and no information is given about licenses held per district.





A article published by Business Tech⁶ reports the following: “All four of South Africa’s mobile network operators have published their latest local subscriber data, with Cell C announcing on Tuesday that it has added 600,000 new customers to a total of 16.3 million subscribers. While this figure is up from the 15.7 million subscribers the network had in June 2017, it is flat from the same 16.3 million reported in December of that year. MTN recently reported that its subscriber base hit 30.2 million subscribers in South Africa, adding 700,000 new customers, while Telkom and Vodacom both announced increases in their most recent full year results. Vodacom added 1.5 million new customers, taking it to 41.6 million users in South Africa, while Telkom saw its user base jump to 5.2 million customers – up by 800,000 customer. South Africa also has a growing mobile virtual network operator market, which is more difficult to track. The MVNO market includes the likes of Me&You Mobile, Pick n Pay, MRP Mobile and others. Most of these networks run on the Cell C network, however, and the mobile operator pegged the number of subscribers tied to these networks at 1.7 million in its latest report.”

Diagrammatically the market share can be expressed as follows;



In a country with 95 million mobile connections we are perplexed with how we are to connect all underserved areas and 25 000 schools with only 4 (four) Telco companies (MTN, Vodacom, Cell C, Telkom) that are for many years monopolizing the industry. Rain and Liquid Telecom have also entered this elite list.

The Electronic Communications Act of 2005 Chapter 3, section 5 (9) states that:

“the Authority must, in granting a licence—

⁶

<https://businesstech.co.za/news/mobile/266423/south-african-mobile-market-share-vodacom-vs-mtn-vs-cell-c-vs-telkom/>



(a) ensure that electronic communications network services, broadcasting services and electronic communications services, viewed collectively, are provided by persons or groups of persons from a diverse range of communities in the Republic; and

(b) promote the empowerment of historically disadvantaged persons including women and the youth and people with disabilities, in accordance with the requirements of the ICT charter

Chapter 10 titled Competition Matters, section 5 provides in section 67(5) that:

“A licensee has significant market power with regard to the relevant market or market segment where the Authority finds that the particular individual licensee or class licensee—

(a) is dominant;

(b) has control of essential facilities; or

(c) has a vertical relationship that the Authority determines could harm competition in the market or market segments applicable to the particular category of licence.”

Chapter 10 Section 6, 7 and 8 provides further that ICASA must assess the market, its pro-competitive terms and whether there is market dominance by one or a few license holders.

It is against this background that we request an investigation into restrictive horizontal and vertical practices of license holders and whether ICASA has done this review as prescribed by the Act. We request further that the commission conduct a formal enquiry in respect of general state of competition in the ICT market from the side of the Regulator (ICASA).

4.2 License Costs

The license costs for an individual IECS license is R 12 187.00 which enables you to register a network however to operate and build a network you need an additional IECNS license which costs an additional R 12 187.00. A new entrant would thus have to cough up R 24 000.00 for a license which only lasts for 2 (two) years then has to be renewed. These costs have become unaffordable for SMMEs who wish to enter the market.

A class license costs R 12 187.00 which is equally ridiculous. With a 65% youth population we are seeing an influx of SMMEs who have no inherited wealth to afford the costs of these licences. This creates a barrier to entry. The short validity period of such an expensive license discourages financial success of a SMME as profits are only seen after three years. Class licenses will allow operators to deploy networks in the rural townships where they live. A practical solution would be to waive the fee for 3 months or create a 12 – 24 month payment mechanism for a SMME.





A license transfer cost for an individual license is R 63 804.00 which probably explains why there are so many unused/ dormant licenses.

We take into cognisance that at this stage a black SMME faces a plethora of challenges i.e. it still has to access funding which has its own red tape and hefty requirements that it might not meet, it costs money facilitating all these applications and tender applications in order to survive, the owner has to live, feed his family and survive on current small income and it has no inherited wealth. The SMME has not even started operating but is burdened.

4.3. Moratorium on issuing of individual licenses

Chapter 3, Section 5 (10) of the ECA provides that Individual licences—

- (a) *“may be issued for a period not exceeding twenty (20) years unless a shorter period is requested by the applicant or determined by the Authority at the time such applicant applies for the licence; and*
- (b) *may be renewed in accordance with the provisions of this Act.”*

ICASA has placed a moratorium on individual licenses which prevents issuing and has not lifted this moratorium. An individual license allows licensees to apply for allocation of licensed spectrum as many of our SMME ISPs are currently using unlicensed spectrum. A layman's explanation of the impacts of using unlicensed spectrum means that users are competing with other users for priority. As an unlicensed user, you have no protection from interference on the part of other parties. Companies using unlicensed bands for IoT deployments run into reliability and performance issues more frequently than those using licensed spectrum, in part because they simply can't control what other people do. (It may work today but it might not tomorrow because a baby monitor was placed in the vicinity of your smart meter, for example.) That makes it a risky choice, particularly for companies concerned with liability and security issues. Using your own licensed spectrum, you can, for example, transmit for three seconds (instead of the unlicensed limit of 400 ms) and send the signal ten times farther, thanks in part to the lower noise level and less competition.

Therefore, besides all other barriers to market access a SMME has to overcome, once it is eventually able to deploy and operate a wireless network it only has access to unlicensed spectrum which means more operational expenses due to disturbances and less profits than the elite counterparts who have licensed spectrum allocation.

The process for issuing an individual license is set out in Chapter 3, section 9 of the ECA.⁷

⁷

Electronic Communications Act of 2000





The ripple effects of the moratorium are clearly felt by potential new entrants generally and black and Historically Disadvantaged SMMEs particularly.

4.4 Turnaround times and response rates of license applications

When a new application is submitted, ICASA takes more than 3 (three) months to respond to an application. As stated above the licensee list was update 10 (ten) years ago and it is not clear why ICASA does not have the capacity to issue licenses and why their regulations have prevented entry to the mainstream market.

In summation of the issues with the Regulator we quote from the Mid Term Strategic Framework (MTSF) 2014-2019: Pg 9 where it states the following:

“Government recognises the need to consider the compliance burden and complexity of laws and regulations, and the need to improve consistency and remove unnecessary obstacles to business development. Capacity is being created in the Presidency to carry out thorough impact assessments of both new and existing legislation and regulations, in order to ensure alignment with the NDP and reduce the risk of unintended consequences.

Government will also streamline and improve the efficiency of regulatory processes, in areas such as building licences, environmental impact assessments, company registration, tax compliance, work permits for scarce skills, mining licences, water licences and access to municipal infrastructure services.”

If one sees the direction Government is taking with regards to unnecessary regulatory burdens, we find it fitting that ICASA adopts the same approach.

5 ELECTRONIC COMMUNICATIONS ACT (hereafter “ECA”)

The Electronic Communications Act (ECA) was published for public comment to be amended to which we provided commentary as industry stakeholders. We were then informed via the media that this amendment process was put on hold by Parliament and no new date has been communicated for this process to be finalized. The importance of the amendment, *inter alia*, was that it streamlined license processes and placed several regulatory duties onto the Authority (ICASA) to ensure new entrants have access to the market and it tasked the Regulator with the duty to conduct a market analysis every 12 (twelve) months so as to prevent dominance of operators.

We attach our commentary on the amendment of the ECA as “**Annexure B**”.

We herewith call for legislative review on the current ECA as it lacks the ability to fully transform the ICT sector and does not encourage competition, alternatively we request that the amendment process continue and be finalized so that the amendment can be gazetted and promulgated.





6 TRANSVERSAL CONTRACTS

The current structure is that Government Departments obtain contracts from appointed network providers for e.g. Vodacom or MTN. The weaknesses in appointing one network provider is that over years prices will reduce so having a fixed contract means that prices cannot be amended to save Government money. Treasury must create an open platform per province and open up the opportunities for all SMMEs in all Provinces. This means that money is spread and the economy is stimulated Nationally.

We request an enquiry into these contracts for a determination on whether they are inclusive and whether they stimulate competition.

We attach our response to Treasury with regards to the latest Request for Information on Transversal contracts as **Annexure "C and D"**.

7 DEPARTMENT OF TELECOMMUNICATIONS AND POSTAL SERVICES PROCESSES WHICH CREATES LEGISLATIVE AND POLICY UNCERTAINTY

We wish to highlight **5 extremely important State Led Processes (Documentation)** which are under way that affect mobile (IMT) services in South Africa which in turn require the **National Treasury's attention and alignment** in order to achieve bigger government objective of transformation of the telecommunications sector and address economic injustices of the past as well as **diversification of procurement of mobile data and voices services** in South Africa.

#	Process Related and Impact all National Mobile Services	Hyperlink
1	Minister's Directive to ICASA - Notice 42597 – Policy on High Demand Spectrum and Policy Direction on the licensing of the Wireless Open Access Network (WOAN) – 26 July 2019	http://bit.ly/2SMRQwq
2	ICASA Notice 597 of 2019: (Notice 42820) - Notice On The Licensing Process For International Mobile Telecommunications (IMT) Spectrum, Inviting Comments In Respect Of Provisioning Of Mobile Broadband Wireless Open Access Services For Urban And Rural Areas Using Complimentary Bands, IMT700, IMT800, IMT2300, IMT2600 And IMT3500. - 1 November 2019	http://bit.ly/38mQqPI
3	55 x Telecoms Industry Responses to ICASA Notice 42820 - 31 January 2020	https://www.icasa.org.za/pages/imt-spectrum
4	Competition Commission Data Market Inquiry - Data Services Market Inquiry - Summary of Findings and Recommendations Non-Confidential (Final Report) – 2 December 2019	http://bit.ly/2UWxaqx
5	MzansiWOAN Responses to ICASA Notice 597 (42820) – 31 January 2020	http://bit.ly/2SMMx05

We request that the commission investigate legislative review to make sure these processes align with a growing society and that they are indeed transformative.





MZANSI
WOAN

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Yours in economic transformation of the South African telecommunications sector

MRS SB LOCKMAN

NATIONAL CHAIRPERSON OF PBICT



PROGRESSIVE
BLACKS IN
INFORMATION &
COMMUNICATION
TECHNOLOGY



South African Black Internet Service Providers' Association



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WOAN

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Building 3 Culross on Main, Bryanston,
Sandton, 2191

ANNEXURE A



PROGRESSIVE
BLACKS IN
INFORMATION &
COMMUNICATION
TECHNOLOGY



Individual Electronic Communications Service ("IECS") and Individual Electronic Communications Network Service ("IECNS") Licences						
Licencee name	Contact Person	Tel Number	Fax Number	E-mail	Nature of service	Licence Area
45 Degrees Holdings	Bruce Croza	011 333 9889	011 523 2887	info@45degrees.co.za	IECS & IECNS	National
Abilia Trading 202 CC	Abilia Wesselink	0312050550	0312050550	abli@openmb.co.za	IECNS	National
About IT Online (Pty) Ltd	Killip Swart	082 468 4447	012 460 1001	ks@aboutit.co.za	IECS & IECNS	National
ABSA Group Limited	Frans van Zyl	011-350 6811	011 350 6323	fransvz@absa.co.za	IECNS	National
Accessglobal Communication (Pty) Ltd	Nissim Ben Ahar	051 436 9637/073 165 1505	086 566 2270	accessglobal@iekomisa.net	IECS & IECNS	National
Adept Internet (Pty) Ltd	J J C Petersen	021 888 6600	021 888 6600	jac@adept.co.za	IECNS	National
Advanced Online Systems (Pty) Ltd	Gaith A Coester	(011) 380-7600	(011) 978-6070	gcoester@aoon.co.za	IECNS & IECNS	National
Advertising Services and Promotions (Pty) Ltd	Antony Fitter	011-483-5397/0833200718	086-503-2326	help@asap.co.za or legal@asap.co.za	IECNS	National
Advine Technologies (Pty) Ltd	Lionel Swarts	010-130-0010	011-514-0930	swarts@advine.com	IECS & IECNS	National
African Access Telecoms (Pty) Ltd	Momabisi Ludonga	011 699 2000	011 699 2029	momabisi@access.co.za	IECS & IECNS	National
African Paradigm Communications (Pty) Ltd	Jason Graff	011 589 9000	086 695 1538	jason@onecom.co.za	IECS & IECNS	National
AIC Telecoms (Pty) Ltd	Praise R. Zuma	084 957 8743	011 331 2184	prazr@wemail.co.za	IECS & IECNS	National
Air Communications (Pty) Ltd	David Meintjes	082 389 5000	086 631 9814	david@astcom.co.za	IECS & IECNS	National
Airpark Beaufort West (Pty) Ltd	Zwngil Holzapfel	023 414 4434	066 631 9814	mail@woodapple.com	IECS & IECNS	National
AL Cell	Amwal Aarif Batavia	015 297 8666	015 297 8677	alcell@mweb.co.za	IECS & IECNS	National
Alazon Connexion (Pty) Ltd	Petrus Olivier Mounjon	113.126.626	866.838.259	office@alazon.co.za	IECS & IECNS	National
Alexandre Miller cc	Robert Hertzberg	046 603 4010	080 001 1101	info@matinet.co.za	IECS & IECNS	National
Alink Telecom South Africa (Pty) Ltd	Yegen Modely	079 910 4390	011 319 7260	yegen.modely@alinktelecom.net	IECS & IECNS	National
Alitech Fleetcall (Pty) ltd	Nico Eis	126.793.000	828.948.016	nico@litecall.co.za	IECS & IECNS	National
Alitech Autopage Cellular (Proprietary) limited	Chairmanne Wenzel	0116502200		cwenzel@autopage.alitech.co.za	IECS & IECNS	National
Altivex 295 (Pty) Ltd	Ruaan Nel	011 972 5120	087 941 0335	ruaan@theunitegroup.co.za	IECS & IECNS	National
Altivex 705 (Pty) Ltd	Mr Fikile Frans Holomisa	(011) 315 8166	(011) 315 8167	fikile@opticonsa.co.za	IECS & IECNS	National
Altonet (Pty) Ltd	Mandla MadiGareth Tudor	010-500-1515/0836750500	086-543-8278	mmadi@altonet.net/tudor@altonet.net	IECNS & IECNS	National
Amatbie Telecommunications (Pty) Ltd	Mark Alexander Gray	853.005.000	435.550.003	mark.gray@eastel.co.za	IECNS & IECNS	National
Amber Falcon Properties 187	Nelly Kamblie	011 883 7943	011 883 7935	nohkosid@safrica.com	IECS & IECNS	National
Ambroxex (Pty) Ltd	Sarala Naidoo	012-687-2039/0795048912	086-665-2782	Sarala722@gmail.com	IECNS & IECNS	National
Amobha Communications (Pty) Ltd	Johan Meiring	0861 266242	(0861) 266329	accounts@amobha.com	IECS & IECNS	National
Amnette de Beer	Amnette de Beer	034 315 1925	086 515 2230	amnette@snanwork.co.za	IECS & IECNS	National
Arakhnet (Pty) Ltd	Andrew Wehnar	011 463 0067	086 634 1674	andrew@arakhnet.co.za	IECS & IECNS	National
Arvia Kom (Pty) Ltd	B Schmidt	083 400 7976	011 203 0508	billy.schmidt@arvia.co.za	IECS & IECNS	National
Asrhumane Communications (Pty) Ltd	Sibusiso S Chonco	035 772 3666	086 668 1782	info@asrhumane.co.za	IECS	National
AT&T South Africa (Pty) Ltd	Mike Conkery	+44 (0) 7711 793937	(0) 20 7663 5220	mconkery@emea.att.com	IECS & IECNS	National
Atec Systems Technologies (Pty) Ltd	Gerhard Loots	012-991-0960/0728779775	021-850-0950	gethard@atec.co.za	IECS	National
Atlantic Broadband (Pty) Ltd	Doug Reed	011 808 0000	011 808 0200	dou.reed@atlantic.co.za	IECS & IECNS	National
Ato Z Vaal Industrial Supplies (Pty) Ltd	Tony Doubell	011 285 0048	011 886 1381	Tony.Doubell@infoib.com	IECS & IECNS	National
Avox (Pty) Ltd	Mairinda Pretorius	011 461 6300/072 737 3455	0866955575	mairinda@avox.com	IECS & IECNS	National
Axxess DSL (Pty) Ltd	Franco Barbailch	041-583-4441/0826112758	086-130-0901	franco@axsl.co.za	IECNS & IECNS	National
Banzinet (Pty) Ltd	Portia Nulli	012 347 3427	012 347 1080	tiiaan.olivaggen@bt.com	IECS & IECNS	National
Barnes Computer Centre	Anton Barnes	013 243 4187/0847017676	013 243 1333	anton@midcom.co.za	IECS & IECNS	National
BCS Connect (Pty) Ltd	Bianca Gruen	011-353-3000	011-353-3124	Bianca.Gruen@bcsgroup.co.za	IECNS & IECNS	National
BCS -Net (Pty) Ltd	Bianca Gruen	011-353-3000	011-353-3124	bdcc@whitemail.co.za	IECS & IECNS	National
BDC Wireless Solutions	Rochelle van den Berg	028-316-4270/0846163722	086-678-6147		IECS	National
Bemwest Internet Services (Pty) Ltd	Jenny Knidd	011 214 7600	011-214-7609	jenny@imagine.co.za	IECS	National
Black Bridge Communications (Pty) Ltd	Sugen John Neir	837 818 905	866 816 335	sugeter@30base.co.za	IECS & IECNS	National
Bloomberg Value-Added Network Services SA	Daniel Pretorius	011-669-9381/0832712962	011-669-9001	d.pretorius@bownman.co.za	IECNS & IECNS	National
Blue Sky Satellite Communications	Pedro M G Camacho	011 432 0075	011 432 0502	info@blueskytel.com	IECS & IECNS	National
Blue IQ Investment Holdings	Jamnel Chand	011 689 1600	011 689 1601	jamneic@bluihq.co.za	IECS & IECNS	National
Bokamoso Consortium	Sathakoe	057 352 6515	057 352 6515	owen@net.co.za	IECS	National
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Sibanye DotNet (Pty) Ltd	Andie Fourie	021 552 4214	021 552 4210	andrie@siibayne.net	IECS & IECNS	National
Sid Telecom (Pty) Ltd	Audrey Ndlovu	078 456 6966	086 613 4627	sidtelecomms@gmail.com	IECS & IECNS	National
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Simigex Pty Ltd	Neil Barnard	118 488 201	115 507 770	neib@cellind.co.za	IEC & IECNS	National
SingaTel (Pty) Ltd	Alex Mkhonto	113 185 685	113 185 685	alec@nets.co.za	IECS & IECNS	National
Skycall Networks	Mario Pretorius	861 112 001	866 156 309	mrmd@nmsis.co.za	IECS & IECNS	National
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Smart Village (Pty) Ltd	Johannes Hendrik	082 775 3015	012 679 3400	iohan@smartvillage.co.za	IECS & IECNS	National
Smartcall Technology Solutions (Pty) Ltd	Fitzo Dawood	011-507-4779 /0829940368	086-565-4567	fitz@smartcalltech.co.za	IECS & IECNS	National
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Smile Telecoms SA (Pty) Ltd	Thabo Mahapa	0829682959	086 632 0620	thabo.mahapa@smilecoms	IECS & IECNS	National
SMS Portal Pty Ltd	Charles Streich	832.297.911	862.181.634	charles@smsportal.co.za	IECS & IECNS	National
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Snowball Effect (Pty) Ltd	Eugene van der Merwe	(021) 880 2228	021 880 2229	eugene@snowball.co.za	IECS & IECNS	National
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Songimail Communications (Pty) Ltd	Rolf Schumk	012 940 2000	087 940 4200	rolf@songimail.co.za	IECS & IECNS	National
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South African Post Office	Mmapeu Manyaka	082 335 0072	012 401 7755	Mmapeu.manyaka@postoffice.co.za	IECS & IECNS	National
South African Revenue Services	Ronnie Slabberts	012 422 6048	012 422 5319	rslabberts@slabberts.gov.za	IECS & IECNS	National
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Spescom Special Resources (Pty) Ltd	Thomas Makore	011 266 1719 /082 574 9874	012 661 725	tmakore@za.sescom.com	IECS & IECNS	National
Standard Bank Group Limited	Neville Crosby	011 636 9112	01 1631 6130	neville.crosby@standardbank.co.za	IECS & IECNS	National
State Information Technology Agency (SITA) (Pty) Ltd	Albert Tlabela	012-672-1407	012-997-6206	ishwene.tlabela@sita.co.za	IECNS	National
Stream Broadband Communications	Tammie Dammis	117 159 059	117 159 159	tammie@streamtech.co.za	IECS & IECNS	National
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Swiftnet (Pty) Ltd	John Meyers	012 686 3116 /082 375 5003	088 12 686 3116	john@fastnet.co.za	IECS & IECNS	National
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Tech Tle Data (Pty) Ltd	Musawenkosi Wiseman Phunzula	0865134799	0865134799	online@techtledata.com	IECS & IECNS	National
Telechoice Services cc	Johnson Alayi	012 323 5413	012 344 6337	johnson@telechoice.co.za	IECS & IECNS	National
Telemedia (Pty) Ltd	Peter F Brethrick	011 803 3353 /082 562 1535	011 803 2534	peter@telemedia.co.za	IECNS	National
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Telefree Communications (Pty) Ltd	Khamisa				IECS & IECNS	National
Telekom SA Limited	Walter Beitschel	087-750-0000 /0794997631	012-460-1538	walter@telefree.co.za	IECS & IECNS	National
Tertiary Education And Research Network Of South Africa	Sivabonga Mahlanu	0123113398	012 311 3314	sivabonga@telkom.co.za	IECS	National
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The Innovation Hub Management Company (Pty) Ltd	Hamneke Johana Louder Raas Petro Dednam	086 117 2275 /084 511 8870	086 690 1171	accounts@paadonline.co.za	IECS & IECNS	National
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Tribal Zone Telecommunications CC	William Fordred	(015) 793 0855	(080) 6285384	operations@radioactivewifi.co.za	IECS & IECNS	National
Tru Trade 105 CC	Sham Boris	031 538 4546	086 642 7796	sham.boris@omvint.co.za	IECS & IECNS	National
True Technologies CC	Tina Ehemans	042 293 4168	042 293 1851	tina@true.co.za	IECS & IECNS	National
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Tsamma Telecoms (Pty) Ltd	Mr C.J. Hefer	083 281 5727	086 532 3993	cj@blueust.co.za	IECS & IECNS	National
Twin Peak Technologies cc	Moss Motokeng	082 671 2932	058 713 0555	twimpeak@telkomsa.net	IECS & IECNS	National
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U-Network Telecoms (Pty) Ltd	Poniso Tabeleiso	011 883 8605 / 083 347 3212	011 883 8675	poniso@nessenergy.co.za	IECNS & IECS	National
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Universal Pulse Trading 92 (Pty) Ltd	Sethana Moleleli Dougough Southern	082 374 1469	086 672 1455	southern@uninet.co.za	IECS	National
Unlimited Connections cc	Seemole Mphofo	011 739 5544/084 662 8288	011 814 1680	mphofo@uninet.co.za	IECS & IECNS	National
Urban Brew Studios (Proprietary) Limited	I/N Ferreira	011 285 6000	011 781 0911	sakke@urbanbrew.co.za	IECNS & IECS	National
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UTS Connect (Pty) Ltd	Taha Versi	865 512 775	446 950 873	hah@uts-ai.co.za	IECS & IECNS	National
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Victory Parade 223 (Pty) Ltd	Zolani Mabelese	0115754420	0115766000	zolani_mabelese@quintiletelecoms.com	IECNS & IECS	National
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Virtual Alliance (Pty) Ltd t/a Linkinc Telecommunications (Pty) Ltd	Maxmillian Herman	011 469 4352	011 469 4407	maxd@virtualalliance.co.za	IECS & IECNS	National
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Vodacom (Pty) Ltd	Nkateko Nyoka	011 546 1200	086 591 8236	Nkateko.nyoka@vodacom.co.za	IECNS	National
Vois T telecom	Motsamai Malcom	011 985 1539	086 591 8236	malcolm@voismobile.co.za	IECS & IECNS	National
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Vox Telecommunications (Pty) Ltd	Murray Steyn	087 805 1534	115 100 001	murray@voxtelecom.co.za	IECS & IECNS	National
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Walking on Water Television (Pty) Ltd	Luyanda Manguku	011 463 2636	086 512 7736	luyanda@wvotv.co.za	IECS&IECNS	National
Wandata (Pty) Ltd	Derrek Swanepoel	082 372 1221	086 512 7736	dereks@wandata.com	IECS & IECNS	National
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Web Data Services (Pty) Ltd	E. Coetzee	021 200 1505	086 611 5017	erussus@theweb.co.za	IECS & IECNS	National
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Webstorm (Pty) Ltd	Brits van Wyk	031-767-1223/ 0836754847	086-522-6977	brits@webstorm-hsp.co.za	IECNS & IECS	National
Wifiza Communications (Pty) Ltd	Spidey Knepschild	056-213-2057	086 213 2064	wifiza@act.co.za	IECS & IECNS	National
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Wispernet cc	Amette Carfoot	071 674 9349	086 542 6341	amette@combusys.co.za	IECS & IECNS	National
X-D-SSL Networking Solutions (Pty) Ltd	Martin van Dyk/Lynette	012-4230400/ 086 100 9375	086 67 3 8150	martin@xdsi.co.za	IECS & IECNS	National
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ANNEXURE B



PROGRESSIVE
BLACKS IN
INFORMATION &
COMMUNICATION
TECHNOLOGY





The Chairperson
National Assembly Portfolio Committee
Telecommunications and Postal Services
PO Box 15
Cape Town
8000

Attention: Ms Hajiera Salie

ELECTRONIC COMMUNICATIONS AMENDMENT BILL [B31-2018]

Honorable Chairperson and member of the committee, firstly I sincerely thank you for giving us as PBICT the opportunity to come and present the inputs from our members on the ECA amendment bill.

We have examined the various inputs from the various industry players from across the Country and must note our members' disappointment and total shame. We witnessed the amount of lies and total insult on the committees' intelligence as the current privileged presented their bedtime stories about the ferry land they live in. We believe that failure to pass this bill based on powerless constitutional threats from those who want to protect their monopoly and collusion tendencies will be a serious violation of your mandate to protect the people. Their actions have to a large extent given rise to high profit margin and high data costs at the expense of the poor.

The current legislation has been misinterpreted and used to give spectrum to four, if not six minority controlled privileged organisations. They failed to bring coverage to the poor and today they appropriate the blame to Government. They were silent when the bill was written to favor them but today they come with guns blazing supported by their lawyers who have been mandated to oppose the bill and the WOAN. There is nothing unconstitutional about the bill. The Constitution does not only talk about investment but also about inclusivity which in our view is much more important. The billions invested have been returned tenfold and that is more than enough.

We are the majority in this Country and we have been left out for way too long. The bill states very clearly in its objective that it wants to promote inclusivity and this cannot be achieved by us groveling at their doors requesting supplier development or whatever scheme they use to exclude and manage us. We call them on their lies more especially Vodacom that claims to have our people interest at heart and yet they are refusing to pay the Black innovator of the "please call me" despite the Constitutional Court ruling ordering them to make payment. It is no wonder they can present lies to parliament.



We request an opportunity for the committee to invite us as SMME's that have been tortured, excluded and deprived of opportunities by these Telco's so that the committee can understand the beasts we have to deal with.

The bill is our last hope to balance the scale of inequality. We find it very difficult to fight the very Government that brought us freedom and do not understand why our interests must always be put last. We cannot continue to enter into these compromised negotiations for the benefit of the few for whatever reason. Segregation comes in many forms by using race, economic status and material conditions. We are currently segregated and it so happens that it is the Black people African in particular that are suffering as other races seem to strive in this sector.

We appeal to the committee and the Department to do the right thing and promulgate a policy and/or legislation that for once since the dawn of democracy protects us as Black people. There is no rush in issuing the spectrum to them so that they can totally take over the air, leading to our children and grandchildren fighting for expropriation of air just like we fighting for land today.

Honorable Chair and members of the committee we await your invite for us as SMMEs to come and paint the real picture on the ground. We promise you it is a horror movie compared to the lies presented to you the entire week.

One can only hope that this humble request reaches your office and we look forward to receiving your invite at your earliest convenience. Once again thank you in advance.

Thank you and kind regards.

Leon Rolls

President

PBICT

leonr@pbict.org.za

060 547 4880

ANNEXURE C & D



PROGRESSIVE
BLACKS IN
INFORMATION &
COMMUNICATION
TECHNOLOGY





national treasury

Department:
National Treasury
REPUBLIC OF SOUTH AFRICA

REQUEST FOR INFORMATION

RFI NUMBER RT15-2020

THE SUPPLY AND DELIVERY OF MOBILE COMMUNICATION SERVICES TO THE STATE

**CLOSING DATE FOR SUBMISSION OF
INFORMATION IS 14 FEBRUARY 2020**

CLOSING TIME IS AT 15H00

**NATIONAL TREASURY
TRANSVERSAL CONTRACTING**

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1. BACKGROUND

- 1.1 The Office of the Chief Procurement Officer (OCPO), within the National Treasury recognised the need to conduct an assessment of the former exorbitant mobile communications spend category. The outcome of that investigation identified various improvement opportunities and specific benefits that were aimed to be achieved through the development and implementation of a specific commodity strategy for the mobile communication services spend category.
- 1.2 The National Treasury embarked on a different procurement mechanism to reduce the State total cost of ownership on this category of procurement. The different procurement mechanism required an enterprise bundled solution that was aimed at taking care of all the State's voice and data requirements. The solution departed from the traditional manner of procurement which is a consumer centric approach and which entails buying consumer packages, to procurement of an enterprise centric approach, which entails buying a single solution for the State.
- 1.3 As the journey continues for the National Treasury to modernise the state procurement system, in addition to other continuous interventions, the identification of numerous projects to reduce the State spending is also on the rise. It is against this background that the National Treasury seeks to understand the progress and level of market maturity since the first transversal contract RT15-2016 for mobile communication services was established.

2. REQUEST FOR INFORMATION QUESTIONS

Potential suppliers are requested to respond to the questions raised below. Any additional information over and above the requested should be clearly marked "additional information" and indexed appropriately.

- 2.1 How can the current transversal contract be improved?
- 2.2 How can the current scope of mobile communication services be improved?
- 2.3 Which alternative procurement strategy or strategies you can propose that will still meet the cost containment objectives?
- 2.4 How will you charge for your proposed alternative procurement strategy/strategies?
- 2.5 If the current procurement strategy does not change, what would be your contribution in improving the current scope of mobile communication services?

- 2.6 On the proposed alternative procurement strategy/strategies, what will be your proposed scope of mobile communication services?
- 2.7 What would be your proposed methodology that will allow transition from the current to the alternative procurement strategy/strategies considering the existing different subscription periods?
- 2.8 Does your company directly manufacture or assemble mobile devices in South Africa?
- 2.9 If your response is **NO** on 2.8 above, is there a third party that your company partners with to manufacture or assemble mobile devices in South Africa?
- 2.10 Does your company directly manufacture or assemble mobile device accessories in South Africa?
- 2.11 If your response is **NO** on 2.10 above, is there a third party that your company partners with to manufacture or assemble mobile device accessories in South Africa?
- 2.12 If you have answered **NO** on 2.8 and 2.10 above, does your company have any plans for local manufacturing of mobile devices and/or accessories?
- 2.13 Which goods or services in the value chain can your company source in South Africa and in which Province/s?
- 2.14 Can any of those goods or services you would have mentioned on 2.13 above be subcontracted and how?
- 2.15 Is there a possibility that you could create innovative mobile communication packages as an alternative to traditional voice or SMS or data?
- 2.16 If the response is **YES** on 2.15 above, who is the network provider of that package or those packages?
- 2.17 Based on your response on 2.16 above, what kind of a relationship or agreement do you have with the network provider of that package or those packages?
- 2.18 Is your company able to offer dual SIM card mobile devices? If **YES**, is your company able to restrict to dual SIM card mobile device not to utilize two (2) different networks from the single mobile device? **OR** is your company willing not to restrict dual SIM card mobile device to utilize more than one (1) network?
- 2.19 What kind of coverage agreement or agreements do you have?
- 2.20 What are your current black economic empowerment transformation initiatives?
- 2.21 If you were to be one of preferred suppliers, what would be your contribution in terms of black economic transformation? What would you do differently?
- 2.22 If you were to be one of preferred suppliers, how will your company contribute to job creation in reducing the unemployment rate?
- 2.23 In dealing with related State service and support, are you as a potential supplier in a position to use a subcontractor/subcontractors¹ as a mobile administrator to deal with all service and support on behalf of a State institution as part of cost containment than the State to hire additional mobile administrators to manage the mobile affairs of the potential supplier.
- 2.24 Is your company in a position to fully sponsor repair centres (mobile technical centres) nationally that will be managed by subcontractors as part of mobile device repairs?
- 2.25 As a potential supplier will you fully assist subcontractors to run repair centres on your company's behalf as part of job creation, skills development and transfer?

¹ Subcontractor refers to a Small Medium and Micro Enterprise

3. REQUEST AND FORMAT FOR SUBMISSION OF INFORMATION

In responding to the RFI, potential suppliers are requested to complete the following table as a cover page.

COVER PAGE TO BE COMPLETED BY SUPPLIER			
To	Department of National Treasury (Transversal Contracting)	Date	14 February 2020
Attention	Ms Nancy Ravhandalala		
RFI no	RFI RT15-2020		
Tel no	<i>Insert the contact details of the company</i>	E-mail address	<i>Insert the email address of company</i>
From	<i>Insert the registered full legal name of the company</i>	Address	<i>Insert registered address of the company</i>
Address	<i>Insert the physical address of the company</i>		
Sender	<i>Insert the full name of the sender at the company</i>		
Description of the good & services	<i>The supply and delivery of mobile communication services to the state</i>		
No of copies for submission and mode of submission	1 x original RFI to be submitted at transversal.contracting2@treasury.gov.za		

4. ENQUIRIES

All enquiries should be in writing to transversal.contracting2@treasury.gov.za. The closing date for receipt of all enquiries is **12 February 2020**. All enquiries beyond the closing date will not be considered.

Transversal Contract : Ms Nancy Ravhandalala
National Treasury
transversal.contracting2@treasury.gov.za

COVER PAGE TO BE COMPLETED BY SUPPLIER

To	Department of National Treasury (Transversal Contracting)	Date	14 February 2020
Attention	Ms Nancy Ravhandalala		
RFI no	RFI RT15-2020		
Tel no	+27 71 762 04 96	E-mail address	NATIONAL CHAIRPERSON AND ATTORNEY stefanil@pbict.org.za
From	MZANSIWOAN AN ALLIANCE OF PBICT, YEA AND SABISPA 2017/114563/08	Address	190 STALWART SEMELANE STREET, NORTHE BEACH, DURBAN
Address	190 STALWART SEMELANE STREET, NORTHE BEACH, DURBAN , KWA ZULU NATAL		
Sender	MAIN SENDER DETAILS: PBICT NPO <u>WITH SUPPORT OF:</u> SABISPA NPO YEA NPO		
Description of the good & services	- ISP AND INTERNET - INFRASTRUCTURE LFOR NETWROKS - DEVICE MANUFACTURING AND DISTRIBUTION - LEGAL AND COMPLIANCE FOR THE ICT SECTOR – POPI, CYBERCRIME, POLICY - TRAINING FOR SOFTWARE AND HARDWARE - BRAND MANAGEMENT AND DESIGN - FEASIBILIY STUDIES NATIONALLY		
No of copies for submission and mode of submission	1 x original RFI to be submitted at transversal.contracting2@treasury.gov.za		

2.1 How can the current transversal contract be improved?

The current structure is that Government Departments obtain contracts from appointed network providers for e.g. Vodacom or MTN.

The weaknesses in appointing one network provider is that over years prices will reduce so having a fixed contract means that prices cannot be amended to save Government money.

What we propose is that Treasury must have an open access system - As PBICT we can let our SMMEs have partnerships with different Network Providers in different Provinces so that Government has options between different providers and so that it is not forced to use on one network provider. This means that money is spread and the economy is stimulated Nationally.

We propose further that Treasury must create an open platform per province and open up the opportunities for all SMMEs in all Provinces.

2.2 How can the current scope of mobile communication services be improved?

Firstly, we take note of **RFI -RT15-2020** and **we support and commend all Austerity Measures by our National Government** to save on costs and the efforts to create efficient procurement vehicles that help the government to save costs and improve efficiency of the state's daily operations. **However, we wish to express a major concern on misalignment on various government initiatives related to matters that affect consumption of Mobile Telecommunications (data and voice) services in South Africa.**

#	Process Related and Impact all National Mobile Services	Hyperlink
1	Minister's Directive to ICASA - Notice 42597 – Policy on High Demand Spectrum and Policy Direction on the licensing of the Wireless Open Access Network (WOAN) – 26 July 2019	http://bit.ly/2SMROwq
2	ICASA Notice 597 of 2019: (Notice 42820) - Notice On The Licensing Process For International Mobile Telecommunications (IMT) Spectrum, Inviting Comments In Respect Of Provisioning Of Mobile Broadband Wireless Open Access Services For Urban And Rural Areas Using Complimentary Bands, IMT700, IMT800, IMT2300, IMT2600 And IMT3500.- 1 November 2019	http://bit.ly/38mOqPl
3	55 x Telecoms Industry Responses to ICASA Notice 42820 - 31 January 2020	https://www.icasa.org.za/pages/imt-spectrum
4	Competition Commission Data Market Inquiry - Data Services Market Inquiry - Summary of Findings and Recommendations Non-Confidential (Final Report) – 2 December 2019	http://bit.ly/2UWxa0x
5	MzansiWOAN Responses to ICASA Notice 597 (42820) – 31 January 2020	http://bit.ly/2SMMx05

We wish to highlight **5 extremely important State Led Processes (Documentation)** which are under way that affect mobile (IMT) services in South Africa which in turn require the **National Treasury's attention and alignment** in order to achieve bigger government objective of transformation of the telecommunications sector and address economic

injustices of the past as well as **diversification of procurement of mobile data and voices services** in South Africa.

We urge The National Treasury, ICASA and the Minister (Stella Ndabeni-Abrahams) to study all the documents below and respond to this letter and advise if you believe that processes below have any material impact on RT15-2020 or not.

With the implementation of the WOAN we will see many new MVNOs which will be extremely positive because it will mean more competition and reduction in costs.

2.3 Which alternative procurement strategy or strategies you can propose that will still meet the cost containment objectives?

We propose a distributed procurement strategy; meaning that Treasury must have an ecosystem that can procure from various options and using varies SMMEs and leveraging off existing network infrastructure like that of Vodacom, MTN and Cell C.

This encourages a shared management approach which is an open access model/ shared economy model that uses a distributed ledger system with technologies like Block chain technology which can show you costs, market, comparison show Treasury where they are saving

2.4 How will you charge for your proposed alternative procurement strategy/strategies?

- ✓ We looking at around **2 million** to develop the strategy and build ecosystem.
- ✓ For implementation i.e. – testing, training, integration etc. we estimate to costs around **15 million**.
- ✓ The above system runs on open source technologies.
- ✓ To integrate we use Minimum Inter-operability standards (MIOS)
- ✓ For security we can use Security Minimum Info Security System Standards.
- ✓ We also propose that we can take advantage of technology like big data analytics.

2.5 If the current procurement strategy does not change, what would be your contribution in improving the current scope of mobile communication services?

- (d) maximise the efficient use of the radio frequency spectrum, including technical considerations such as carrier aggregation; ecosystems, availability of user devices etc.;
- (e) promote competition within the ICT sector with the emphasis on service-based competition through the WOAN;
- (f) promote an environment of open, fair and non-discriminatory access to electronic communications networks and to electronic communications services;
- (g) promote the empowerment of historically disadvantaged individuals, in particular women, youth and persons with disabilities;
- (h) ensure that electronic communications services, viewed collectively, are provided by persons or groups of persons from a diverse range of communities in the Republic;
- (i) promote the interests of consumers with regard to the price, quality and the variety of electronic communications services; and
- (j) develop and promote SMMEs and cooperatives.

On the proposed alternative procurement strategy/strategies, what will be your proposed scope of mobile communication services?

- ✓ VOICE AND DATA ON LTE AND MOVING TO 5G
- ✓ INTERNET OF THINGS
- ✓ BROADBAND CONNECTIVITY - FIBRE AND WIRELESS

2.7 What would be your proposed methodology that will allow transition from the current to the alternative procurement strategy/strategies considering the existing different subscription periods?

- ✓ We will have an agile approach which means a contract on contract approach so that you have that flexibility for the customer/ Treasury.
- ✓ Use of existing facilities of sim swop, service migrations, number porting
- ✓ Use of MVNO's under the WOAN.

What is critical is the Distributed Procurement System which includes contract management through migration.

Our advantage and proposed approach will allow for a technology and service provider diagnostic which is independent of service provider technology and allows for the open access platform. The flexibility is that when client procures a device they aren't forced to use a specific network provider. This means that cheaper networks providers can be sourced and stimulates an open free market.

In summation our proposal is that Treasury should not only appoint one network provider rather they must appoint ISP's that will have the ability to provide the same service better and cheaper but using the existing networks operators and this depends on client preference and costs for that area. There must be some diversity in the system.

2.8 Does your company directly manufacture or assemble mobile devices in South Africa?

YES

2.9 If your response is NO on 2.8 above, is there a third party that your company partners with to manufacture or assemble mobile devices in South Africa?

N/A

2.10 Does your company directly manufacture or assemble mobile device accessories in South Africa?

NO

2.11 If your response is NO on 2.10 above, is there a third party that your company partners with to manufacture or assemble mobile device accessories in South Africa?

YES

2.12 If you have answered NO on 2.8 and 2.10 above, does your company have any plans for local manufacturing of mobile devices and/or accessories?

N/A

2.13 Which goods or services in the value chain can your company source in South Africa and in which Province/s?

We are able to offer the service below in all 9 Provinces:

- ISP AND INTERNET
- INFRASTRUCTURE LFOR NETWROKS
- DEVICE MANUFACTURING AND DISTRIBUTION
- LEGAL AND COMPLIANCE FOR THE ICT SECTOR – POPI, CYBERCRIME, POLICY
- TRAINING FOR SOFTWARE AND HARDWARE
- BRAND MANAGEMENT AND DESIGN
- FEASIBILIY STUDIES NATIONALLY

2.14 Can any of those goods or services you would have mentioned on 2.13 above be subcontracted and how?

YES. By appointing another smaller SMME or company to partner on the project either via a JV, Co-operative or Consortium.

2.15 Is there a possibility that you could create innovative mobile communication packages as an alternative to traditional voice or SMS or data?

YES

2.16 If the response is YES on 2.15 above, who is the network provider of that package or those packages?

All these companies are 100% black owned companies:

1. MOJAJI NETWROKS – 100% black youth female owned
2. SBL TRADING – 100% black youth female owned
3. MZANSI COMNET – 51% black female owned
4. SIGMA IT - 51% black female owned
5. UDY NET
6. JOXI CRAFT
7. VOIMAR
8. MLANKA TELECOMS
9. VIC COMM & TECH
10. UDINI TELCOMMUNICATIONS
11. MLR BRADOBAND SERVCES (MRL Wireless)
12. NJINJICOM
13. SIFI NET
14. VULA ACCESS DIGITAL – 100% Black youth owned
15. NET TECH INDUSTRIES
16. MOMOZAR
17. TECHNOCHANGE SOLUTIONS
18. ZAMOKUNENE CONSULTING
19. MORXONLINE
20. KUNGAM GROUP
21. SOLISCOM
22. XHUMA IT SOLUTIONS
23. KAMOTSUMI INTERNET
24. EC INTERNET – 100% black youth female owned

2.17 Based on your response on 2.16 above, what kind of a relationship or agreement do you have with the network provider of that package or those packages?

These companies are all 100% black owned ISP and internet service providers and are PBICT and SABISPA members in good standing in all provinces so once infrastructure is installed and available they offer a range of data services ranging from capped to uncapped internet and fibre.

2.18 Is your company able to offer dual SIM card mobile devices? If YES, is your company able to restrict to dual SIM card mobile device not to utilize two (2) different networks from the single mobile device? OR is your company willing not to restrict dual SIM card mobile device to utilize more than one (1) network?

YES. Company able to restrict to dual SIM card mobile device not to utilize two (2) different networks from the single mobile device.

YES. Company is willing not to restrict dual SIM card mobile device to utilize more than one (1) network.

2.19 What kind of coverage agreement or agreements do you have?

- ✓ Nationwide coverage agreements.
- ✓ Data/ Voice Agreements.
- ✓ Roaming agreements in Africa (excluding Swaziland), North America and Europe.

2.20 What are your current black economic empowerment transformation initiatives?

1. INTERNET FOR ALL

PBICT believes that #DATA MUST FALL as it has become of the essential services especially to the Youth. We are of the view that DATA MONOPOLY which is controlled by the few needs new players which are BLACK and SMME's. Our programme which is aimed at addressing the DATA issues is directed at Government and ICASA, we call all Black SMME's in the area of ICT to join us in partitioning government to do the following:

Issue spectrum licenses to Black SMME's which will assist Government in rolling out the SA Connect project.

Government must ensure that Black SMME's are in the forefront of the internet of things project and not the Digital Monopoly which already controls the lion share of the ICT spend.

ICASA must be transformed and re-structured to better perform its role as a regulator and must be called to investigate why South Africans are paying so much for data

Black SMME's must roll out the free Wi-Fi project supported by Government and this roll out must empower and develop the skills of Black SMMEs in the space of networking from design to implementation and maintenance of the networks

ICASA must revoke all licenses which are not in use by the time of expiry date which will then give an opportunity to those who can use it to do so. This will prevent the current situation where you have 27 licenses issued and only 25 are not used for 10 years or more and our people are the ones on the wrong end of the stick.

Project Timeline/Budget Timeline

DESCRIPTION	MONTHLY	ANNUAL PER PROVINCE	TOTAL FOR 9 PROVINCES
Internet4All boot camps and telco setup programme		150 000.00	1 350 000.00
Equipment and license funding for start-ups @R30 000 per District for 5 Districts per Province		150 000.00	1 350 000.00
Community Network design and deployment @ R 250 000.00 per Consortium. 5 Consortium per Province.		1 250 000.00	11 250 000.00
Data 100mbps per month for first six months	15 000.00	180 000.00	1 620 000.00
Tools, sundries, material @ R 50 000.00 per Consortium. 5 Consortium per Province.		250 000.00	2 250 000.00
TOTAL		R 1 980 000.00	R 17 820 000.00

Revenue Generation will be through the Sustainable Consortiums that provide connection to every house within reach.

- ✓ Capacity 1000 clients per high sites paying R 650 per month.
- ✓ Selling of uncapped data bundles @ R5 per bundle, per day to individual customers.

2. LOCAL IS MOJA

Technology is the solution to many challenges faced daily by business and people in general. In South Africa the technology is colonised by technology from foreign countries. PBICT wants to localise the design and manufacturing of technology and content to South Africa. Our position on the matter is that foreign OEM's must bring design and manufacturing of their technology to South African and 70% of their design and manufacturing team must be South Africans at the offset leading to 100% in the next 5 years. We further committing to organise our Local innovators that PBICT will push for Government to have open labs in every Province and centres of Technology manufacturing in strategic Provinces to ensure that our innovators can manufacture their technologies and get them ready for market.

The PBICT also resolved that Government is the major client for our technology and as such SITA must focus on setting standards for both Software and Hardware to be used in Government with the main focus being the technology designed and manufactured in South Africa particularly by Africans. We are also petitioning SITA to change the transversal systems

and use Black SMME's to develop and support the new systems for Government this includes having one IFMS systems run in National, Provincial and Local Government even the SOE.

It's time we develop our own technology and issue our own certifications, we also want the development of our home grown technology to start from early childhood education in that way we secure their future and allow them to join the society of great inventors of technology.

DESCRIPTION	MONTHLY	ANNUAL PER PROVINCE	TOTAL FOR 9 PROVINCES
Establishment of PBICT black distribution company. Funds to be used for travel, admin, legal fees, marketing.		200 000.00	1 600 000.00
Development of e-commerce platform and development of systems, website etc.		500 000.00	4 500 000.00
Launch and breakfast engagements with SMMEs and potentials resellers and clients.		50 000.00	450 000.00
Software Engineering boot camps and robotics master classes		120 000.00	1 080 000.00
Establishment of invention hubs using schools 1 per Municipality @ R 100k per Municipality. There are 278 municipalities in South Africa, comprising eight metropolitan, 44 district and 226 local municipalities.			27 800 000.00
TOTAL		R 870 000.00	R 35 430 000.00

Sustainability plan is that a % of royalties, go to market value chain for inventions.

3. SCHOOL BY DAY VARSITY BY NIGHT

The PBICT support the # FEES MUST FALL initiative and to assist Government in partially resolving the issue we have resolved that every high school in the Country must be a digital university after 15:00. The PBICT consortium and our database of innovators together with our network of Academic institutions which are Progressive will roll out this project with support from Government. The idea is to ensure that our tertiary institutions extend their reach to areas where they are needed most at minimum cost to the student.

Project Timeline/Budget* Timeline

We plan to setup 1 school per Province. The cost is as follows.

DESCRIPTION	MONTHLY	ANNUAL PER PROVINCE	TOTAL FOR 9 PROVINCES
Once off setup		30 000.00	270 000.00
Monthly Internet	12 500.00	150 000.00	1 350 000.00
Screen, sound, web camera, laptop, TV box		50 000.00	450 000.00
Learning material setup		60 000.00	540 000.00
Fees for first 10 learners - 6 month cause cell phone and laptop repair.	85 000.00	510 000.00	4 590 000.00
TOTAL		R 800 000.00	R 7 200 000.00

*Budget is an estimation for 9 Provinces. The Projects can be piloted in major provinces like Gauteng, Kwa Zulu Natal, Eastern Cape and Free State.

PBICT ORGANIZATIONAL ACHIEVEMENTS SINCE LAUNCHING IN 2017

- ✓ Successfully negotiated participation of SMME members on SA Connect rollout in all Provinces
- ✓ Successfully negotiated subsidised training for over 400 of our members provided by SITA, ZADNA, CISCO and Microsoft
- ✓ Facilitated grant funding from SENtech for a few SMMEs and for member SMMEs to be on the database as service providers
- ✓ Facilitated grant funding from Multichoice which donated R 100 000 for Women in ICT event in KZN
- ✓ Secured access at Govtech for over 100 SMMEs to exhibit their products and services
- ✓ 5 PBICT NEC members form part of the National Industry Transformation Unit at SITA National to assist transformation policies in the ICT sector

YEA ORGANIZATIONAL ACHIEVEMENTS SINCE LAUNCHING

- ✓ Hosted Start-up Gate in Tunisia (SMME start-up conference with Venture Capitalist funds from UAE, North Africa and Europe)
- ✓ Took an All youth 16 member delegation to Start-up Gate 2019 in Tunisia
- ✓ Hosted an Entrepreneurship Eco-system Building in Turkey with an international attendance of 30 Youth business leaders
- ✓ Hosted Entrepreneurship Seminar in Durban with 120
- ✓ Initiated and ran procurement workshops with various mining houses through DMR
- ✓ Through partnerships with Ithala, Masisizane Fund, IDC, Land Bank and SEDA – Facilitated loan funding for young entrepreneurs of over R94 million.
- ✓ Partner and co-host of BRICS Youth Summit
- ✓ Hosted the Youth in Mining Summit
- ✓ Co-partner in the first ever WOAN Conference for black SMMEs
- ✓ Supported and Distributed over 35, 000 sanitary pads as part of the YEA Social Entrepreneurship programme

2.21 If you were to be one of preferred suppliers, what would be your contribution in terms of black economic transformation? What would you do differently?

The service provider must fit the following categories if we really want to see any impact:

- i) Must be a consortium of persons at least 70% owned by Black South Africans, that participate voluntarily
- ii) Must comply with empowerment requirements contemplated in section 9(2)(b) of ECA
- iii) Must include diversity of ownership to ensure meaningful participation of all entities involved including SMMEs and to prevent monopolistic behaviour;
- iv) Must include effective participation by targeted groups, including women, youth and persons with disabilities; and
- v) May include public entities as shareholders provided that the WOAN may not be a public entity under Public Finance Management Act 199 (Act No. 1 of 1999)

We must further align to the following Ministerial Objectives below:

3. OBJECTIVES

3.1 The main aim of licensing IMT700, IMT800, IMT2300, IMT2600 and IMT3500 is to ensure nationwide broadband access for all citizens by 2020. This will be achieved by:

- 3.1.1 promoting the empowerment of historically disadvantaged groups (“HDGs”), in particular women, youth and persons with disabilities;
- 3.1.2 increasing universal service and universal access through prioritising rural connectivity and inclusivity;
- 3.1.3 promoting the interest of consumers with regard to the price, quality and variety of electronic communications services;
- 3.1.4 making provision for wireless open access network (“WOAN”);
- 3.1.5 promoting investment in the sector and economic growth;
- 3.1.6 encouraging infrastructure sharing;
- 3.1.7 promoting competition and innovation by licensing spectrum on a technology neutral basis; and
- 3.1.8 Reducing cost to communicate specifically data cost.

2.22 If you were to be one of preferred suppliers, how will your company contribute to job creation in reducing the unemployment rate?

Our organizations have over 3000 members collectively and about 1500 of these members are SMMEs who currently provide between 3 – 8 jobs per SMME. The problem is that they do not receive enough work to financially sustain a large salary bill.

If one does the numbers we see that if SMMEs can receive a cut of this highly monopolised industry we can push up employment numbers to between 10 – 12 employees per SMME seeing job creation of 15 000 – 18 000 just on this one contract.

The only way to create more jobs is to appoint, support and stimulate SMMEs.

Most importantly is that payments from government must also be made within 30 days for financial sustainability and so that companies can pay salaries monthly and on time.

2.23 In dealing with related State service and support, are you as a potential supplier in a position to use a subcontractor/subcontractors¹ as a mobile administrator to deal with all service and support on behalf of a State institution as part of cost containment than the State to hire additional mobile administrators to manage the mobile affairs of the potential supplier.

YES, we are in a position to use subcontractors as mobile administrators. We have Project Managers on our SMME database that we can propose for consideration.

2.24 Is your company in a position to fully sponsor repair centres (mobile technical centres) nationally that will be managed by subcontractors as part of mobile device repairs?

YES. Once we have an appointment letter for a contract like this funding is easy to obtain because there is work that will be done and there is return on investment for any funder.

2.25 As a potential supplier will you fully assist subcontractors to run repair centres on your company's behalf as part of job creation, skills development and transfer?

YES. We have more or less 200 SMMEs in our organisations that can come on board to offer skills and skills transfer.

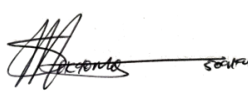
FOR ENQUIRIES CONTACT DETAILS

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Email: stefanil@pbict.org.za
cc: leonr@pbict.org.za

Yours in economic transformation of the South African telecommunications sector

Kind Regards

As per collective endorsement:

For PBICT	For YEA	For SABISPA
		
Dr. Leon Rolls President	Afrika Mkhangala President	Motsamai Mokhomoto President