

2 June 2015

Telkom introduces electronic tender management system.

Telkom today announced major changes to its procurement process with all tender processes being moved onto an electronic portal.

Telkom is currently undertaking a multi-year turnaround strategy which has been driving, amongst others, the simplification of Telkom's business processes and systems.

"To streamline our business, we have to find better ways of working. Moving away from cumbersome paper-based processes towards increased business automation will help improve our efficiency, particularly in the Procurement environment," said Telkom's Managing Executive for Group Communication, Ms Jacqui O'Sullivan.

The development of the e-portal will affect all new tender submissions and will result in a better experience for suppliers.

"The new electronic tender portal will be more convenient for both suppliers and our Telkom people and we are encouraging all suppliers to self-register online," she said.

The online system will allow for Telkom to publish all tenders electronically so the existing tender office located on Johannes Ramokhoase Street in Pretoria has been closed. Suppliers will be required to submit bids electronically and Telkom will no longer accept paper bids.

The new system will ensure a more efficient end to end sourcing process that will lower costs for all those involved and will result in improved response times from Telkom. Turnaround time for tenders will be reduced from between three and nine months currently to approximately two months. The benefits include:

- Decreased overall turnaround times for evaluation and notification of tender outcomes;
- One single and electronic platform with access to tender opportunities;
- Free issuance of all tender opportunities; and
- Ability to submit bids online, eliminating the need to print and submit cumbersome paper copies

All tender requirements will be published on the online [Telkom Tender Bulletin board](#). Companies are able to [self-register online](#) and to review updated information on the [Procurement portal](#). Technical queries can be directed to ARS@telkom.co.za. All other queries can be directed to Telkom Procurement: ProcurementComms@telkom.co.za .

Links:

Telkom Procurement: <http://www.telkom.co.za/sites/aboutus/procurement/>
Self-registration portal: <http://apps.telkom.co.za/telkomros/telkomrosform.do>
The Telkom Tender Bulletin board: <http://www.telkom.co.za/sites/aboutus/procurement/tenderbulletins/>

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ABOUT TELKOM:

Telkom is a leading communications services provider in South Africa. We had consolidated operating revenue of R16.8 billion and normalised profit after tax of R1, 683 million for the period ended 30 September 2015. Total assets amounted to R41.9 billion and equity attributable to the owners of Telkom to R23.5 billion as of 30 September 2015. The group generated normalised free cash flow of R1.4 billion for the period ended 30 September 2015.

As of 30 September 2015, we had approximately 3.3 million telephone access lines in service and 1,030,441 ports connected via MSAN access. We offer business, residential and payphone customers a wide range of services and products, including:

- fixed-line retail voice services using PSTN (Public Switched Telephone Network) lines, including ISDN (Integrated Services Digital Network) lines, and the sale of subscription based value-added voice services and calling plans;
- fixed-line customer premises equipment rental and sales services both voice and data needs and these include PABX, Computers, Routers, Modems, Telephone handsets and other ancillary equipment;
- interconnection services, including terminating and transiting traffic from South African mobile operators, as well as from international operators and transiting traffic from mobile to international destinations;
- fixed-line data services, including domestic and international data transmission services, such as point-to-point leased lines, ADSL (Asymmetrical Digital Subscriber Line) services, packet-based services, managed data networking services and internet access and related information technology services;
- Data Centre Operations includes e-commerce, application service provider, hosting, data storage, e-mail and security services;
- W-CDMA (Wideband Code Division Multiple Access), a 3G next generation network, including fixed voice services, data services and nomadic voice services;
- mobile communication services, including voice services, data services and handset sales through our mobile navbar-brand called Telkom Mobile;
- information and communication services including cloud services, infrastructure services, workspace services, global service integration management and hardware and network

- equipment sales locally, in seven African countries, the UK and Dubai through Business Connexion Group; and
- other services including directory services, through Trudon (Pty) Ltd, wireless data services, through Swiftnet (Pty) Ltd.

Convergence is one of our key strategic initiatives in building a sustainable future for Telkom. We will lead the provision of converged services in South Africa in support of our mission statement: Seamlessly connecting people to a better life.