



**BOTSWANA POWER CORPORATION**

**Tollfree: 0800 600 146 OR 16266**

Motlakase House, Macheng Way, Industrial Site, Gaborone  
P.O Box 48 Gaborone, Botswana

[www.bpc.bw](http://www.bpc.bw)

## **Notice to All Bidders**

Your Ref;

Our Ref;7561/25

Date; 13 January 2026

### **RE: REQUEST FOR CLARIFICATION No. 1**

Good day

Kindly receive below Botswana Power Corporation response regarding your request of clarification.

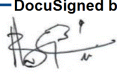
### **TENDER 7561/25: REQUEST FOR PROPOSAL FOR THE PROCUREMENT OF E-SIGNATURE SOLUTION AND SUPPORT SERVICES TO BOTSWANA POWER CORPORATION FOR A PERIOD OF THREE (3) YEARS**

<b>Question</b>	<b>Feedback to Bidder/ BPC Response</b>
1. The RFP does not provide any internal user count - this is required for us to provide license and commercial accordingly.	1. The internal user count is 1414. The solution should allow future user additions or enrollments.
2. SaaS or On-Premises deployment model is not explicitly specified in the RFP. If on premises, it could be our key differentiator. Commercial shall also be arrived based on this information.	2. Deployment model is SaaS.
3. The pricing schedule explicitly specifies 210,000 Digital Document Licenses for 3 years, which can be treated as the baseline document volume. However, if SaaS, our offering can be based on users or transactions. We need the volumetric estimate for each year.	3. The volumetric estimate for each year is 70,000 for each year.
4. The RFP only mandates API compatibility and workflow integration capability. No specific business applications or systems are listed for integration. It will be helpful to get to know their integration requirements, based on which we can provided API,	4.The following business applications are listed for integration. Relevant integration requirements should be observed. <ul style="list-style-type: none"> <li>• ERP – SAP, SAP Success Factors</li> </ul>

or in few cases pre-build connectors can be utilized.	<ul style="list-style-type: none"> <li>• DMS/ECM – Microsoft Sharepoint</li> <li>• CRM – SAP C4C (Cloud for Customer) and Microsoft Dynamics</li> <li>• Custom applications</li> <li>• Microsoft Solutions</li> </ul>
<p>5. Systems requiring integration with the e-signature platform:</p> <ul style="list-style-type: none"> <li>• ERP (SAP, Oracle, etc.)</li> <li>• DMS / ECM</li> <li>• CRM</li> <li>• Custom applications</li> </ul>	<p>5.The following system require integration with the e-signature solution</p> <ul style="list-style-type: none"> <li>• ERP – SAP, SAP Success Factors</li> <li>• DMS/ECM – Microsoft Sharepoint</li> <li>• CRM – SAP C4C (Cloud for Customer) and Microsoft Dynamics</li> <li>• Custom applications</li> <li>• Microsoft Solutions</li> </ul>
6. Is Hardware Security Module (HSM) required? If yes, specify whether HSM is available or needs to be supplied.	6.The HSM may be supplied in line with the proposed solution and best practice.
7. Please could you confirm whether the <b>210,000 documents</b> refer to the total over <b>three years</b> , effectively <b>70,000 documents per year</b> ?	7. The 210,000 documents refer to a total for three years. 70,000 documents per year.
8. We kindly request if it would be possible to extend the tender submission deadline by two weeks.	8. Regrettably there cannot be an extension as the service is required as soon as possible.
<p>9. We require more clarity on the Quantities and Pricing Schedule.</p> <ul style="list-style-type: none"> <li>• Does the quantity mentioned against Digital Document Licenses refer to the number of documents that will be signed through the solution over the 3 year time period?</li> </ul>	<p>9.</p> <ul style="list-style-type: none"> <li>• The quantity mentioned against Digital Document Licenses refers to the number of documents that will be signed through the solution over the 3-year time period. That is 210,000 Digital Document Licenses.</li> </ul>

<ul style="list-style-type: none"><li>Does Single Sign-On refer to the number of users that will be onboarded onto the system?</li></ul> <p>If yes, then what is the quantity of users?</p>	<ul style="list-style-type: none"><li>Single Sign On refers to the number of documents that will be signed through the solution.</li></ul>
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Yours Faithfully

DocuSigned by:  
  
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**Mokgadi Noble Barupile**  
**Supply Chain Manager**