

Request Details

PR No: 10253185

Type: ZDER - Deviation RQ

Cost Centre: 1073 - EduRad FNB Project (Be Financially Smart (RADIO: RADIO STRATEGY)

Vendor: 113497 - SAIL RIGHTS COMMERCIALISATION (PTY)

Description: Deviation request for SAIL

Practitioner: 933 - BIANCA NOMAZWE NYAMENDE

Amount: 4,800,000.00 ZAR

BACKGROUND

The SABC Education division has leased the hospitality suite at

different stadiums with the strategic objective of hosting key stake

holders for the specific events that will be held at the stadium or at any other location besides the stadium. The events will

range from soccer games, rugby, cricket and concerts.

The hospitality suite will accommodate a total of 31 clients per event

which allows the division to invite different categories of clients per

event. This approach aims to ensure that invited clients align with the

proposed experiential which will lead to a flow of conversation in

aligning with specific content from different platforms.

Further to the hospitality cost, SABC has had branding inside the

stadiums and continues to have the branding-up as spectators are back at

stadiums. This change follows the Covid break-out that happened in

January 2020. With the outbreak at the time, most of all global events

have been either cancelled or postponed, including the sporting and

events calendar in South Africa.

This has therefore had a direct impact on the outstanding events which

SMSA had planned on delivering during the months of February and March

2020. We are therefore required to activate the suite to conclude the

balance of the contractual obligation.

The events and sporting calendar has resumed and identified events and

activities in this fiscal period. The business will submit another

business plan for the year with new concerts or soccer games we would

like to partner with whilst the contract is in effect. The rest of the

events are not yet fully confirmed at this stage.

REASON

The SAIL Rights Commercialization (Pty) Ltd has the sole authority as

appointed by the National Stadium South Africa (or SMSA) to sell all

hospitality packages relating to all events at the stadium, as referred

to in annexure F of the supporting documents.

The contract between SAIL and SMSA is due to expire in 2027 as confirmed

in the annexure K of the supporting documents.

SCOPE OF WORK

The scope of work as part of the suite activation include hospitality packages with:

Catering Services (Food and Beverages)

Tickets

Security

Parking

COST EFFECTIVENESS

Currently there is no contract in place that expires in November 2023 at an on an as and when required basis, therefore no cost effectiveness can be determined.

LEGAL IMPLICATIONS

None.

RISK & MITIGATIONS

None.

RECOMMENDATION

Based on the motivation provided, it is recommended that:

- * The Head of SCM Governance, Compliance and Support approves the deviation request to appoint SAIL Rights Commercialisation (Pty) Ltd for the suite activations and branding on an as and when required basis for a period of 3 years, starting from date of approval to 31 December 2029 at an estimated amount of R4,800,000.00 including VAT.
- * The Head of SCM Governance, Compliance and Support to sign the letter of intent.
- * The Legal department to draft the agreement to this effect.

NATURE OF DEVIATION

Sole provider X

Impracticality X

Single Source

VENDOR SELECTION

PERIOD

From date of approval to 31 December 2029

PURPOSE

The purpose of this submission is to request to deviate from normal procurement processes and directly appoint SAIL Rights Commercialisation (Pty) Ltd for the suite activations and branding on an as and when required basis, starting from date of approval to 31 December 2029 at an estimated amount of R4,800,000.00 including VAT.

APPROVERS AND REVIEWERS

Date Actioned	User Name	Actioned By Full Name
24.07.2026	MHLABAH	HAPPY MHLABA
24.07.2026	VANROOYENJF	JOHANNES FREDERICK VAN ROOYEN
29.07.2026	MTHEMBUMS	MICHAEL SENZOSENKOSI MTHEMBU
07.08.2026	MTHEMBUMS	MICHAEL SENZOSENKOSI MTHEMBU