

Industrialisation Strategy

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Mandate

Our mandate is to achieve maximum and sustainable local development impact through leveraging Eskom's procurement spend in a manner that allows flexibility within the business in order to accommodate government local development initiatives and policies



SD&L measures impact along 5 key performance areas

Key performance areas	Definition
Skills development	Increasing the skill base (number and skill level) of South African workers in areas relevant to the energy sector and where there is a national scarcity of skills
Local content	Utilisation of Transmission spend to develop South African based manufacturers/suppliers by ensuring that local content in line with DTI designated commodities is adhered to and advanced
Industrialisation	Utilisation of Eskom and suppliers' spend to foster the establishment of new competitive industries in the Transmission sector
Employment and job creation	Creation of <u>new</u> jobs by suppliers as a direct result of Transmission business
Supplier development	Providing a platform to develop emerging suppliers, and further contribution to local developmental opportunities for national and international suppliers

- The 90:10 OR 80:20 rule will apply in this project:
- B-BBEE = 10 /20
- Price = 90 /80

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Preference Points B-BBEE

B-BBEE Status Level of Contributor	Number of points (90/10 system)	Number of points (80/20 system)
1	10	20
2	9	18
3	6	14
4	5	12
5	4	8
6	3	6
7	2	4
8	1	2
Non-compliant contributor	0	0

- The certificate must be valid.
- Verification Agency must be SANAS accredited.
- There should be a logo of SANAS on the certificate.
- QSEs and EMEs – Sworn affidavit is acceptable

Key Elements of B-BBEE Sworn Affidavits

Tenderers submitting B-BBEE Sworn Affidavits must ensure that the affidavits meet the following key pointers to ensure their validity:

- a) Name/s of deponent as they appear in the identity document and the identity number.
- b) Designation of the deponent as the director, owner or member must be indicated in order to know that person is duly authorized to depose of an affidavit. (Underline or circle Whichever is applicable).**
- c) Name of enterprise as per enterprise registration documents issued by the CIPC, where applicable, and enterprise business address.
- d) Percentage of black ownership, black female ownership and designated group. In the case of specialised enterprises as per Statement 004, the percentage of black beneficiaries must be reflected. **(No blank spaces to be left).**
- e) Indicate total revenue for the year under review and whether it is based on audited financial statements or management account. (Underline the applicable option).**
- f) Financial year end as per the enterprise's registration documents, which was used to determine the total revenue. (Financial year end to be stipulated by day/month/year).**
- g) B-BBEE Status level. An enterprise can only have one status level.
- h) Empowering supplier status must be indicated. For QSEs, the deponent must select the basis for the empowering supplier status.
- i) Date deponent signed and date of Commissioner of Oath must be the same. (The sworn Affidavit must be signed in the presence of the Commissioner of Oath).**
- j) Commissioner of Oath cannot be an employee or ex officio of the enterprise because, a person cannot by law, commission a sworn affidavit in which they have an interest

1. **BBBEE requirements:** All tenderers must at a minimum maintain their BBBEE status throughout the contract period.
2. **Jobs.** Tenderers are required to submit proposals for the type and number of jobs that will be created and retained in South Africa as a direct result of being awarded a contract.

Type of Jobs to be created	Number of Jobs to be created

Type of Jobs to be retained	Number of Jobs to be retained

Skills development

Tenderers are required to submit proposals in the table below for developing the skills of unemployed candidates in the country. Skills development is intended to address Eskom's core, scarce and critical skills and the scarce and critical skills. These skills are also included in a 2020 list of occupations in high demand as stipulated in the Government Gazette 43937. Candidates shall be from all provinces in the country, and their composition shall be representative of the population demographics of South Africa

Criteria	Eskom Target	Tenderer Commitment
Junior Strategy Developer	3	
Senior Strategy developer	2	

The process of developing these skills shall involve the participation by tenderers directly and through their supply network. In certain cases, the SETA's accredited training providers can be approached to participate in developing critical and scarce skills.

Note: That these targets for skills development candidates categorically exclude Eskom employees and registered learners. The tenderers are required to take full responsibility for the total cost of developing the requisite skills, and Eskom shall not make any financial contribution towards the fulfilment of this obligation. Tenderers also are advised to approach their relevant SETAs to access grants, subsidies, and incentives as well as South African Revenue Services for tax rebates that are earmarked for skills development initiatives

- Implementation schedule to be submitted within a month of contract signing.
- Quarterly or monthly reports on progress of implementation of SD&L to be submitted to the PM.
- SDL&I penalty (2.5% retention / Performance Bond)

QUESTIONS

