SD & L EXECUTION SUPPORT REPRESENTATIVE:	Mosa Makhubo	Tel: Date:	011 800 3809 31 August 2026
BUSINESS UNIT: **NAME OF END-USER:**	Gauteng Cluster	Document Revision no:	1
DESCRIPTION:	The Provision of Substations, Office Repairs and Facility Maintenance Contract on an “as and when required” basis within Gauteng Cluster for a period of 36 months		
DURATION:	Three (3) years		

Suppliers are obligated to contribute towards the six elements of SD&L, namely: B-BBEE, Localisation, Industrialisation, Skills Development, Job Creation and Supplier Development for the duration of the contract.

Supplier Development Localisation and Industrialisation Objectives is in line with Reconstruction and Development Programme (RDP) Goals.

1. B-BBEE

Eskom prefers to do business with companies that are more than 50% Black Owned; this includes Black Woman Owned (BWO), Black Youth Owned (BYO), and Black People Living with Disability (BPLwD).

In this contract the preference will be given to suppliers that are Black Owned and has a B-BBEE Level of 1 to 3 as per Eskom’s preference.

The existing Panellists members shall maintain or improve upon their current B-BBEE level to level 1-3 during the life contract. The Panellists members that are less than 51% BO will also improve on the Black Ownership of the companies/institutions as per Eskom preference (if applicable), for future business relationship with Eskom. The Panellists members will be required to submit a new certificate should ownership of the company change during the life of the contract.

Local suppliers shall be allocated points in accordance with the B-BBEE Evaluation Scorecard (figure 1) shown below:

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***Note:** the following element (A, 2, 3,4,5,6 & 7) will form part of the Eskom's objectives and they will be negotiated with the successful supplier(s)*

A. Specific goals

Specific Objective of Tender (Application of other criteria in terms of section 2(1)(d-f) of PPPFA)

The objective criteria for this tender are the following:

- Transforming this industry by appointing small emerging black businesses with 51% black ownership (further preference will be given to BYO/BPLwD),
- Job creation for previously disadvantaged people.

To achieve the above the following aspects will apply

- Appoint companies with 51% black ownership, or
- In the event where the contract is awarded to a **Generic firm**, 20% shall be sub-contracted/incubate to emerging BYO/BPLwD (100% shareholding) with the purpose of supplier development (where necessary) or
- Joint venture where the lead firm is 51% black owned.

NB. The joint venture may be:

i) Black Owned Company and Black Owned Company or

ii) Black Owned Company (Majority shareholder) and non- Black Owned Company or

iii) Black Women Owned Company and Black Owned Company or

iv) Black Women Owned Company(Majority shareholder) and non- Black Owned Company

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Figure 1: B-BBEE Evaluation Scorecard (90/10 application)

B-BBEE	Qualification	Number of Points (80/20 system)	Number of Points (90/10 system)
1	≥ 100 points	20	10
2	≥ 85 points < 100 points	18	9
3	≥ 75 points < 85 points	16	8
4	≥ 65 points < 75 points	12	5
5	≥ 55 points < 65 points	8	4
6	≥ 45 points < 55 points	6	3
7	≥ 40 points < 45 points	4	2
8	≥ 30 points < 40 points	2	1
Non-compliant	< 30 points	0	0

Note :

Eskom prefers to contract with but is not limited to compliant BBEEE level 1-3 contractors. Any tenderer who does not comply with this criterion should provide a migration plan that will form part of the contractual obligation. The terms and conditions will be negotiated ad agreed prior to contract award. The migration plan will be accepted based on partial fulfilment or as a whole depending on the time period allocated for the transaction/s.

Where there is a partial acceptance of a migration plan, should the same tenderer be awarded further contracts with Eskom the agreed migration plan must be shared with Eskom officials responsible for the tender for continued compliance monitoring.

Eskom will not contract with any supplier without a valid BBBEE certificate.

2 CIDB Skills Development

Continuation of Pre-qualification

	YES	NO
a) Is there CIDB compulsory training?	☑	☐
If *Yes,* what is the% of the Construction Skills Development Goal % (CSDG)	**0.25%**	

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If the answer above is Yes, it will then be mandatory for the supplier to match Eskom's targets

Criteria	Eskom Target	Tenderer Commitment
CSDG Percentage	0.25%	
Description		

Note 3: Failure by the Contractor/Service Provider/Supplier to meet the CIDB CSDG mandatory % will render their tender non-responsive.

2. Localisation

Eskom requires suppliers to purchase all their materials, products or any other services required within the borders of South Africa. The Local Content to South Africa will be 100% because Eskom do not expect any skills to be imported for these services and the industry is matured enough to possess all the skills required. It will form part subcontracting, skills development, and supplier development.

Commodity	Local Content Threshold
Transformers and Shunt Reactors class 0	90%
Electrical Cables	90%
Conductors	100%
Line hardware (Listed Appendix A)	100%
Concrete Structures	100%
Building construction material	100%
PPE Textile/ Leather/ Clothing	100%
Steel products and components for construction	100%
Transformers	90%
Vermin Proofing (wire Fence)	100%
Nails/ Bolts 100%	100%
Cement 100	100%
Concrete / Wood / steel poles	100%

NOTE 2: SBD 6.2 Declaration Form is therefore mandatory and must be a tender returnable.

Note: For this section (Special Conditions of Tendering) the following documents should also be completed and signed:

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A completed and duly signed SBD 6.2 – Local Content Declaration Certificate

Note: For this section (Special Conditions of Tendering) the following documents should also be completed and signed:

- A completed and duly signed SBD 6.2 – Local Content Declaration Certificate.
- A completed and duly signed Annexure C, D and E.
- Completed and duly signed Preference point Claim form.

NOTE:

When the above cannot be wholly sourced from South Africa (SA) based manufactures to achieve the designated local content threshold at any particular time, bidders should request and obtain written exemption from DTI. Such exemption application should be submitted and approvals should be obtained prior to the closure of the bid.

For local content related enquiries, please call the helpline on +27 (12) 394 1435.

For technical enquiries please contact Ms Cathrine Matidza:

Director: Fleet Procurement

Tel: +27 (12) 394 5598

E-mail: cmatidza@thedti.gov.za

3. Subcontracting

Subcontracting is mandatory on contracts above R30 million and is a condition for contract award.

Tenderers shall subcontract a minimum of 30% of the contract value to the following designated groups:

- an EME or QSE which is 51% owned by black people living in rural or underdeveloped area or townships.

NOTE 1: Tenderers shall submit the following mandatory returnable for Subcontracting:

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- Subcontracting agreement signed by both with subcontractors' company registration documents (CK and B-BBEE certificate or sworn affidavit) or
- Copies of sub-contracting contracts (agreements) or copies of letters from the tenderer to the sub-contractors, stating the intent to sub-contract. The Tenderer should sign both documents and the Sub-contractor(s) earmarked.

Potential scope to be subcontracted and/or outsourced but not limited to the following:

- Transport
- Trenching
- Supply of Building Material
- Decommission the existing of existing structures
- Quantity Surveyors
- Or any other related opportunity

A signed copy of the contract between parties with the implementation program will be send to Eskom for approval and monitoring purpose.

Subcontracting is a condition for contract award.

4. Industrialisation

There is no requirement for industrialisation as all resources are sourced from within South Africa.

5. Skills Development

Successful supplier will be obligated submit a proposal to train **1** candidate for every **2 Million Rand** cumulated through task order awarded to the supplier; this obligation will be for the duration of the contract. The duration of the task order will not be linked with the supplier's obligation to train; therefore the supplier will have to ensure that the skills committed are successfully achieved by the end of the contract period. Skills candidates shall be sourced from previously disadvantage groups in South Africa. The purpose is to provide these candidates with skills and workplace experience in order to increase the opportunity for them to be employable within the industry. The supplier may develop the candidates directly, through their supply network or through the SETA accredited training providers.

Skills development candidates should be currently unemployed graduates from FET Colleges and universities and/or matriculants. The composition of the candidates shall be representative of the population demographics of South Africa. The supplier will be provided will the list of skills as per

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respective discipline to choose from, this will mean this supplier will train candidate with skill type that is relevant to their area of expertise.

Skills type	Proposed no.	Intake	Outcome
Technicians / Electrician	1	Matric /Post / undergraduate	Certificate of completion
Artisan	1	Matric /Post / undergraduate	Certificate of completion
Engineers /	1	Post / undergraduate	Certificate of completion
Project Engineer's / Manager	1	Post / undergraduate	Certificate of completion
SHEQ	1	Post / undergraduate	Certificate of completion

6. Job Opportunities

Tenderer to indicate number of Jobs to be created and/or retained from this contract;

The existing Panellists members shall propose the number of jobs to be created as a direct result of this contract. Suppliers must also propose the number of jobs to be retained as a direct result of this contract. The proposals shall be recorded on the implementation schedule at contract award.
Tenderer to indicate number of Jobs to be created and/or retained from this contract

Number of Jobs to be created	Number of Jobs to be retained

Suppliers shall propose the number of jobs to be created as a direct result of being awarded this contract. Suppliers must also propose the number of jobs to be retained as a direct result of this contract. These proposals shall be made in the SD&L Compliance Matrices.

Job Opportunities

Tenderer to indicate number of Jobs to be created and/or retained from this contract;

Local employment opportunities

SEMI / UNSKILLED 100%

Type of jobs	Target set (local-to-site)	**Suppliers Proposal**
General workers	100%	
Semi-skilled	20%	

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7. Supplier Development

Supplier development programs are encouraged to empower 51% and above Black owned that are businesses that are EME / QSE, through holistic impactful business incubation programmes as a form of support. This could be in a form of financial support (loans or sponsorship), providing necessary tools/ equipment, rendering training opportunities or mentoring programmes that could enable growth in their business.

A signed copy of the contract between parties with the implementation program will be send to Eskom for approval and monitoring purpose.

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- **SDL&I Retention**

SDL&I has a mandate to achieve maximum and sustainable local development impact through leveraging Eskom's procurement spend in a manner that allows flexibility within the business to contribute towards addressing the socio-economic ills like unemployment, poverty, and economic growth, through government local development initiatives and policies.

Suppliers will be required to report progress towards achieving SDL&I's contractual obligations, on a quarterly basis. The SDL&I retention is to encourage and ensure that the Suppliers implement the agreed targets.

Failure to comply with the contracted SDL&I obligations will enforce the application of the 2% penalty at the end of the contract.

- **Monitoring and Reporting of SDL&I Commitments**

a. Panel suppliers that have been awarded task orders with SDL&I commitments shall submit reports on their SDL&I performance in accordance with the SDL&I function Data Collection Template.

b. Eskom shall review the quarterly reports submitted by the suppliers within fifteen (15) days of receipt of the reports and notify the suppliers in writing if their SDL&I obligations have not been met.

c. Upon notification by Eskom that the suppliers have not met their SDL&I obligations, suppliers shall be required to implement corrective measures to meet those SDL&I obligations.

8. Concluding

The commitment of any of SD&L elements will form part of the NEC contract and shall be monitored throughout the duration of the contract to ensure all the obligations and undertakings are fulfilled.

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Compiled by: Mosa Makhubo **Signature:** **Date:** 31 August 2026

Accepted by contractor: **Signature:** **Date:**

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