

The Provision of Supervision, Labour, Equipment, Material (except for the Eskom Free Issue material, i.e Wooden Poles, Concentric Cable, Meters and Pole Top Split Meter Boxes) for the Electrification of 60 Off-Grid Connections at Maqhashiya Village using Solar PV and a further 12-month post installation maintenance in the KZN Operating Unit, Central East Cluster

COMMERCIAL PRESENTATION :

Yvonne Hadden

Date: 16 September 2026



Topic	Presenter
Welcome & Opening	Yvonne Hadden
Safety Talk	All
Background & Expectations	Zetu Nciza
Commercial	Yvonne Hadden
Technical Scope	Nkosinathi Gasa
Telecomms	Enver Naidoo
Civil and Structural	Buhlebezwe Hlophe
Earthing & Lightning	Sebenzile Dlamini
Post Installation Maintenance	Mohammed Rashid
Technical Evaluation Criteria	Nomfundo Zondi
SDL&I Criteria	Derna Edmund

Topic	Presenter
Contracts Management & Price Evaluation	Akani Masinge
Safety Criteria	Khumbuzile Mkhasibe
Quality Criteria	Asanda Msomi
Environmental Criteria	Benito Williams
Financial Criteria	Thandi Mbanjwa

- **All presentations will be uploaded onto the Eskom Tender Bulletin and National Treasury e Tender Portal.**
- **The Presentations will serve as Minutes of Tender Clarification Meeting.**

- As per the Invitation to Tender - Please note that for this tender enquiry E3480DXKZNOU the clarification meeting is mandatory/compulsory, tenderers **must attend the online and the on- site meeting.**
- Tenderers that do not attend both the clarification meetings will be disqualified and will not be evaluated.
- Compulsory Online Tender Clarification Meeting – 16 September 2026
- Compulsory On-site Tender Clarification Meeting – 22 September 2026
- An Attendees list will be published of all contractors that attended both meetings and qualify to submit a Tender.

- To assist the Tenderers on the requirements pertaining to this tender
- Is to explain the implications of the evaluation process and the evaluation phases which the tender will be subjected to
- To assist the Tenderers with how to compile the tender documents
- All clarifications and questions with answers will be published on the portal.
- To Inform all Tenderer that queries must **ONLY** be addressed in writing to the buyer – Yvonne Hadden - Email Address – yvonne.hadden@eskom.co.za.
- Clarification Questions and Answers will be published on the Eskom Tender Bulletin and National Treasury Website
- To inform all tenderers to continuously check the Tender Portals for Addendums & Clarification Question and Answers.

- Enquiry Number: E3480DXKZNOU
- Closing Date: **30 September 2026 – 10:00AM**
- Contract Completion Date : 31 March 2027
- Contract Duration : 3.5 Months
- There will be no reading out of rates at tender closing.
- **Tenders are to be submitted electronically via Eskom E- tendering site by the stipulated closing date and time.**
- **NO LATE TENDERS WILL BE ACCEPTED – Tenders must be uploaded by the stipulated closing date and time.**
- Only tenders submitted via the Eskom E-Tendering platform will be accepted. **NO HARDCOPY TENDERS WILL BE ACCEPTED** Refer to tender invitation.
- Tender Validity Period : 12 Weeks from Closing Date and time
- CIDB Grading required: **6EP or Higher**

- It is the responsibility of the tendering party to ensure all the required documentation is downloaded and completed and submitted via E-Tendering as follows:

SECTION	TENDER INFORMATION TO BE SUBMITTED	NAME OF FOLDER THAT INFORMATION MUST BE UPLOADED TO
COMMERCIAL & SDL&I	✓	COMMERCIAL
TECHNICAL	✓	TECHNICAL
SAFETY	✓	SHEQ
QUALITY	✓	SHEQ
ENVIRONMENTAL	✓	SHEQ
FINANCIAL	✓	FINANCIAL

Basic Compliance and Mandatory Evaluation

- Basic Compliance (As per page 10 of the invitation to tender)
- Mandatory Tender Returnable (As per page 11 -12 of the invitation to tender):

Functionality:

- Technical Folder – Folder 2 on the Eskom Tender Portal. Functionality will be evaluated as 100% Technical Requirements
- Contractors must meet the threshold of 80% in order to Pass
- Contractors that pass must meet 100% compliance

Proposal of Rates

- Rates will be evaluated only for Tenderers that 100% Technically Compliant.

PPPFA

- Preference Points Scoring System (ranking of tenderers)
- As per Item 3.18 & 3.19 on page 14 -16 of the Invitation to Tender

Contractual Requirements

- Quality
- Safety
- Environmental
- Financial

Evaluation of Prices

Please refer to the Contract Management Presentation and to 3.15 of the Invitation to Tender.

*All items on the Price list to be priced - Should there be blanks on your price list – **Your Tender will be disqualified.**

*Prices will be scored out of **80** points

- **Evaluation of Specific Goals**

- Specific goals will be scored out of 20 points in accordance with PPPFA.
- If a tenderer fails to meet Specific goals and submit proof, the tenderer will not be disqualified. However, be awarded 80 points for price and will score 0 points for Specific goals (out of 20)
- **Note: Failure on the part of the supplier to submit supporting documents/proof of specific goals for purposes of evaluation and scoring by tender closing will not result in disqualification (if tenderer is otherwise deemed to be responsive/acceptable in all other aspects). The tenderer will, however, be scored zero for Specific goals for purposes of PPPFA scoring and ranking.**
- Eskom will then add the score from Pricing and Specific goals together and rank the suppliers from the highest to the lowest.

THIS IS VERY IMPORTANT TO NOTE:

- The top ranked Tender identified in terms of the 80/20 preferential point scoring will be evaluated for SHEQ & Financial
- Should the Contractor not pass the initial evaluation they will be advised of their shortcomings and have 7 days in which to correct their shortcomings.
- **It is important to submit the SHEQ criteria at Tender Closing and try and get your SHEQ criteria 100% compliant upfront.**

- Once all evaluations are completed, the results will be finalised and the top ranked tenderer will be identified and recommendation will be submitted to the Procurement Tender Committee for approval.
- If two or more tenderers score equal total points in all respects, the award will be decided by the drawing of lots.
- **Only 1 Contractor** will be required to execute the scope of work.

- All certificates submitted must be valid at the Tender Closing Date
- All queries to be addressed to the Buyer in writing via email. No telephone calls will be accepted for queries regarding this tender
- Closing Date for all queries is **5 days** prior to tender Closing Date.

- All tendering companies will be subjected to the same evaluation criteria. Do not assume that because you have worked for Eskom prior to this, the Eskom team will know your company and know whether you have the necessary requirements in order to perform the required scope. In the functionality stage of the evaluation Eskom will ONLY evaluate what documents you provide in the tender submission.
- **Eskom reserves the right to negotiate with preferred bidders after a competitive bidding process or price quotations, should the tendered prices not be deemed market related.**

- Please note that Vendor Management (For companies with no vendor number) evaluations will still need to be done prior to the company being able to sign a contract. Only once all the required evaluations are done and passed successfully will the company be able to sign the contract and legible to receive work.

- Tenderers are encouraged to ensure they double check their documents before submitting their tender
- Tenderer are to ensure tender document meets all the requirements for the Tender.
- Tenderers are encouraged to upload their tender documents before the closing date and not wait to submit on the day of tender closing
- What do the suppliers need to submit in the Commercial Pack? Submit documents as per the interleaves in Commercial Pack 1
- Do we complete all documents, incl Invitation to tender forms? **YES and include the completed Invitation in your Commercial Pack.**



Conclusion