



FOSKOR (PTY) LIMITED

SCOPE OF REQUIREMENTS

TO

SUPPLY SERVICE KITS FOR CAT (BARLOW) BRANDED EQUIPMENT

1. INTRODUCTION

Foskor (Pty) Ltd. is an opencast mining and beneficiation operation situated in Phalaborwa. The core business of the Phalaborwa operation is the mining and beneficiation of phosphate rock. (The Foskor operation situated in Richards Bay is primarily a producer of phosphoric acid, phosphate-based fertilizers and lower volumes of sulphuric acid)

As part of its mining and operational efforts, Foskor owns and makes use of a large fleet of CAT (Barlow Equipment) branded earth moving machines. As part of its business operations Foskor has fully equipped maintenance workshops where these machines are maintained inhouse. To ensure maximum availability, machines are serviced according to the CAT recommended service intervals.

2. SCOPE

This scope covers the minimum specifications and requirements for the supply of standard CAT service kits for the following models of machines:

- CAT 789D Haul Truck Fleet size 4
- CAT D10T Dozer Fleet size 1
- CAT 140K Grader Fleet size 1

3. BASIC REQUIREMENT

This is a parts supply contract; it is expected from the service provider to keep on hand service kits complete with all required parts and consumables for the above-mentioned models of machines as per CAT (Barlow) specification.

It is expected that the service provider will within 24 hours after receiving an official request, issue to the requesting Foskor official the requested service kit.

4. MINIMUM PRE-BID QUALIFICATION CRITERIA AND -REQUIREMENTS

The bidder/supplier (Company) must be an industry recognized dealer in the supply of OEM (Original Equipment Manufactured) spares and components for CAT branded earth moving machines- and equipment and must comply with the following mandatory pre-qualification criteria and -requirements before any bid will be considered for technical- and/or commercial evaluation and assessment.

Provide the following supporting information on an official company letterhead, -brochure or similar document:

- a) Be a recognised dealer in the supply of CAT branded spares and components.
(Provide company details)

NOTE: ALL NON-OEM (Original Equipment Manufacturer) DEALERS OR BIDDERS MUST INCLUDE AND ATTACH TO THE OFFICIAL TENDER SUBMISSION A LETTER FROM CAT SOUTH AFRICA THAT:

- 1. BIDDER/SUPPLIER IS A CAT SOUTH AFRICA APPOINTED DEALER OR AGENT FOR THE SUPPLY OF CAT BRANDED SPARES AND COMPONENTS.**
- 2. CAT SOUTH AFRICA WILL CARRY FULL WARRANTY AND RESPONSIBILITY OF ALL SPARES AND SERVICE KITS SUPPLIED.**
- 3. HAS BEEN AWARDED AT LEAST TWO (2) OF THE SAME OR SIMILAR CONTRACTS TO SUPPLY CAT BRANDED SPARES AND SERVICE KITS IN THE PAST THREE (3) YEARS
(Provide contract description, client, contact person, date of award, etc)**
- 4. HAS LOCALLY (SOUTH AFRICA) AVAILABLE IN STOCK 100% OFF REQUIRED SPARES AND COMPONENTS TO IMMEDIATELY UPON REQUEST SUPPLY REQUESTED SERVICE KITS**

5. SERVICE KIT SUPPLY REQUIREMENTS

- a) Supply requested service kit within 24 hours after receiving an official request from a Foskor official (Workshop supervisor, planner or their appointed representative)
- b) All spares, parts and components that make up a complete service kit must be packaged together in a single suitable container.
- c) Containers must be clearly marked with the make and model of the machine.
- d) All spares, parts and components must be delivered in its original (Factory applied) sealed packaging.
- e) All service kits must be delivered to site at Foskor mine, Phalaborwa

6. MANDATORY SUPPLY ITEMS AND INFORMATION

<p>As per PRE-BID QUALIFICATION CRITERIA: Supply company details as a recognised dealer in the supply of CAT branded spares and components.</p> <p>(Supply company description/profile, photos, list of services and products, address, number of employees, organogram structure, turnover, etc)</p> <p>NOTE: 1) Non-OEM supplies to attach a letter from CAT South Africa stating that they are an appointed dealer/agent and that CAT South Africa will carry fully warranty of spares delivered, provide description of previous contracts and confirmation of 100% stock availability.</p> <p>2) Failure <u>not</u> to provide for <u>all mandatory</u> requested items or information will result in immediate <u>rejection</u> of quote or bid</p>	<p><i>Attach and reference if space insufficient</i></p>
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7. TECHNICAL EVALUATION

		% WEIGHTING	INFORMATION PROVIDED MUST BE <u>DETAILED, CLEAR</u> AND CONTAIN <u>SUFFICIENT</u> INFORMATION FOR BID EVALUATION COMMITTEE TO MAKE A <u>DECISIVE</u> ASSESSMENT. <u>DO NOT</u> ONLY TICK (✓), USE THE WORD YES OR SIMILAR SHORT STATEMENT
1.	<p>Provide confirmation that upon receiving an official request, the requested service kit will be delivered to site within 24 hours.</p> <p>Provide exact time in hours/days that a requested service kit will be delivered to site: <input type="text"/></p> <p>WEIGHTING: No information = 0.0 Delivery > 5 working days = 0.0 Delivery 3 – 5 working days = 0.5 Delivery 1 - 3 working days = 0.8 Delivery within 1 day/24 hours = 1.0</p>	30%	
2.	<p>Provide confirmation that all spares, parts and components that make up a complete service kit will be packaged together in a single suitable container and clearly marked with machine make and model.</p> <p>WEIGHTING: No information / Not Comply = 0.0 Yes / Comply = 1.0</p>	20%	
3.	<p>Provide confirmation that a full OEM specified service kit will be supplied for each the following machines (Tick appropriate box):</p> <ul style="list-style-type: none"> • CAT 789D Haul Truck <input type="checkbox"/> YES <input type="checkbox"/> NO • CAT D10T Dozer <input type="checkbox"/> YES <input type="checkbox"/> NO • CAT 140K Grader <input type="checkbox"/> YES <input type="checkbox"/> NO <p>WEIGHTING: No information / Not comply / Not supply = 0.0 Yes / Comply / Can supply = 1.0</p>	25% 15% 10%	
		100%	

NOTE: Failure to confirm compliance or not to provide requested information will result in a reduced technical evaluation score that could adversely affect the bidders chance of being awarded this contract/order.

Any bid/quotation with a technical score of less than 70% will not be considered

8. COMMERCIAL AND PRICING SCHEDULE

- a. **The provided PRICING SCHEDULES will be regarded at the primary quotation. Failure to complete the PRICING SCHEDULES in full or to provide a similar compiled quotation may result in rejection of the submitted tender.**
 - 1. SERVICE KIT : CAT 789D HAUL TRUCK
 - 2. SERVICE KIT : CAT D10T DOZER
 - 3. SERVICE KIT : CAT 140K GRADER
 - 4. PRICE ESCALATION FORMULAE
- b. All quoted process to be exclusive of VAT (Value Added Tax)
- c. If any minimum requirements may alter or be added for whatever reason, it will be brought to the attention of the contractor before the closing date for the submission of tenders
- d. Contract period of **36 months** from date of acceptance.
- e. Quoted process must include delivery to Foskor mine, Phalaborwa
- f. The service provider will compile a monthly invoice of all transactions and present it to the Foskor official for verification and approval. The service provider shall submit the approved invoice to the Foskor creditors department for payment.
- g. Detailed description of any items or conditions that the bidder does not meet to be attached to the official quotation
- h. The bidders standard service warranty agreement to be attached to the official tender.
- i. Any other optional support, spares, training or guarantee not mentioned in this scope may be noted on the official tender.
- j. If any minimum requirements may alter or be added for whatever reason, it will be brought to the attention of the bidder before the closing date for the submission of the tender.
- k. Foskor reserves the right to remove any listed item.
- l. Foskor reserves that right to purchase only individual items.

1. PRICING SCHEDULE : SERVICE KIT CAT 789D HAUL TRUCK

1000 HOURS				
PART NUMBER (COMPLETE KIT)	DESCRIPTION (COMPLETE KIT)			TOTAL AMOUNT (Excl VAT)
				R
PART NUMBERS (INDIVIDUAL ITEMS)	PARTS DESCRIPTION	QUANTITY	AMOUNT EACH	TOTAL AMOUNT
			R	R
			R	R
			R	R
			R	R
			R	R
			R	R
			R	R
			R	R
			R	R
			R	R
			R	R
			R	R
			R	R
			R	R
			R	R

500 HOURS				
PART NUMBER (COMPLETE KIT)	DESCRIPTION (COMPLETE KIT)			TOTAL AMOUNT (Excl VAT)
				R
PART NUMBERS (INDIVIDUAL ITEMS)	PARTS DESCRIPTION	QUANTITY	AMOUNT EACH	TOTAL AMOUNT
			R	R
			R	R
			R	R
			R	R
			R	R
			R	R
			R	R
			R	R

250 HOURS				
PART NUMBER (COMPLETE KIT)	DESCRIPTION (COMPLETE KIT)			TOTAL AMOUNT (Excl VAT)
				R
PART NUMBERS (INDIVIDUAL ITEMS)	PARTS DESCRIPTION	QUANTITY	AMOUNT EACH	TOTAL AMOUNT
			R	R
			R	R
			R	R
			R	R
			R	R

2. PRICING SCHEDULE : SERVICE KIT CAT D10T DOZER

1000 HOURS				
PART NUMBER (COMPLETE KIT)	DESCRIPTION (COMPLETE KIT)			TOTAL AMOUNT (Excl VAT)
				R
PART NUMBERS (INDIVIDUAL ITEMS)	PARTS DESCRIPTION	QUANTITY	AMOUNT EACH	TOTAL AMOUNT
			R	R
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500 HOURS				
PART NUMBER (COMPLETE KIT)	DESCRIPTION (COMPLETE KIT)			TOTAL AMOUNT (Excl VAT)
				R
PART NUMBERS (INDIVIDUAL ITEMS)	PARTS DESCRIPTION	QUANTITY	AMOUNT EACH	TOTAL AMOUNT
			R	R
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			R	R

250 HOURS				
PART NUMBER (COMPLETE KIT)	DESCRIPTION (COMPLETE KIT)			TOTAL AMOUNT (Excl VAT)
				R
PART NUMBERS (INDIVIDUAL ITEMS)	PARTS DESCRIPTION	QUANTITY	AMOUNT EACH	TOTAL AMOUNT
			R	R
			R	R
			R	R
			R	R
			R	R

3. PRICING SCHEDULE : SERVICE KIT CAT 140K GRADER

1000 HOURS				
PART NUMBER (COMPLETE KIT)	DESCRIPTION (COMPLETE KIT)			TOTAL AMOUNT (Excl VAT)
				R
PART NUMBERS (INDIVIDUAL ITEMS)	PARTS DESCRIPTION	QUANTITY	AMOUNT EACH	TOTAL AMOUNT
			R	R
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500 HOURS				
PART NUMBER (COMPLETE KIT)	DESCRIPTION (COMPLETE KIT)			TOTAL AMOUNT (Excl VAT)
				R
PART NUMBERS (INDIVIDUAL ITEMS)	PARTS DESCRIPTION	QUANTITY	AMOUNT EACH	TOTAL AMOUNT
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			R	R

250 HOURS				
PART NUMBER (COMPLETE KIT)	DESCRIPTION (COMPLETE KIT)			TOTAL AMOUNT (Excl VAT)
				R
PART NUMBERS (INDIVIDUAL ITEMS)	PARTS DESCRIPTION	QUANTITY	AMOUNT EACH	TOTAL AMOUNT
			R	R
			R	R
			R	R
			R	R
			R	R
			R	R

4. PRICE ESCALATION FORMULAE	
Months 7-12	
Months 13-18	
Months 19 - 24	
Months 25 - 30	
Months 31 - 36	