

REQUEST FOR PROPOSAL FOR THE SUPPLY AND DELIVERY OF COAL TO GROOTVLEI POWER STATION(MWP 2269GX): NON- COMPULSORY CLARIFICATION MEETING

Primary Energy

16 November 2023



No	Time	Detail	Presenter
1	10:00 – 10:05	Welcome and Safety	Rakgomo Setshedi
2	10:05 – 10:10	Introduction	Rakgomo Setshedi
3	10:10 – 10:30	Commercial	Phumzile Malape
4	10:30 – 10:50	Technical	Sunjay Andhee
5	10:50 – 11:10	Supplier Development Localisation & Industrialisation (SDL&I)	Phinda Ndabula
6	11:10 – 11:30	Environmental	Shumani Mavhungu
7	11:30 – 11:50	Safety and Health	Eric Mohlodine
8	11:50 – 12:10	Quality	Nontobeko Tikana /Dinah Mahlangu
9	12:10 – 12:30	Common mistakes made by tenderers	Rakgomo Setshedi
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The objective of this session is to present and clarify Enquiry No: MWP2269GX for the supply and delivery of an estimated 4.8Mt of coal to Grootvlei Power Station for an estimated period of five (5) years, at the quality specification below:.

Parameters	Unit	Quality Specification	Measurement basis
Total Moisture content	%	≤ 9.0	As received
Inherent Moisture content	%	NA	Air Dried
Ash content	%	≤ 23.5	Air Dried
Calorific Value	MJ/kg	≥ 21.7	Air Dried
Volatile Matter content	%	≥ 22.5	Air Dried
Sulphur content	%	≤ 1.42	Air Dried
Abrasiveness Index	mgFe/4kg	≤ 450	Air Dried
Ash Fusion Temperature (Initial def.)	°C	≥ 1140	As received
Particle Size distribution			As received
+60mm	%	0	
+50mm	%	≤ 5.0	
-3mm (cumulative)	%	≤ 25.0	
-1mm	%	≤ 10.0	
Indicative parameters			
Hard-grove Grindability Index	-	≥ 55	As received
Nitrogen content	%	≤ 1.41	Air Dried

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Eskom Representative and contact person

- Name : Phumzile Malape
- E-mail : malapepe@eskom.co.za
- Landline : +27 11 800 5395
- Enquiry closing Date : **08 December 2023**
- Enquiry closing time : 10:00 am (SAST)
- Enquiry Price : Free of Charge

The place for delivery of the tenders is the **Eskom Tender Box**, situated at the following delivery address:

The Tender Office

Retail Centre

Megawatt Park

1 Maxwell Drive

Sunninghill

Sandton

All enquiries during and after the tendering process shall be directed only to the Eskom representative as stipulated in the enquiry document MWP2269GX

- **The tender/proposal shall be submitted as follows:**
 - ❖ **one (1) complete original file;**
 - ❖ **one (1) complete hard copy of the original file**
 - ❖ An additional soft copy may be included in the submission. Hard copies take precedence over the soft copies
- Where a tenderer does not submit an original tender and one complete hard copy of the original tender at the tender deadline, **the tenderer will be disqualified.**
- The original and complete hard copy of the tender must be clearly divided into the following sections:
 - Commercial (As per Commercial Tender Returnable)
 - Technical (As per Technical Tender Returnable)
 - Finance (As per Finance Tender Returnable)
 - SDL&I (As per SDL& I Tender Returnable)
 - Environmental (As per Environmental Tender Returnable)
 - Safety and Health (As per Safety and Health Tender Returnable)
 - Quality (As per Quality Tender Returnable)
- Tenderers are advised to submit the tender in the above order

Tendering - Mandatory Requirements (MWP2269GX)



- All mandatory **TENDER RETURNABLES** must be submitted with the tender submission in order to be responsive
- Please ensure that the following returnables are fully completed before submission:

Returnable	Required at Tender closing (disqualifiable)	Required at Tender closing. (non-disqualifiable)
Basic Compliance: 2 (two) separate files i.e. 1 (one) original and 1 (one) copy of the original	✓	
Annexure A Acknowledgement Form		✓
Annexure B Tenderers Particulars		✓
Annexure C Integrity Pact Declaration form		✓
Annexure E SBD 1 -Invitation to Bid	✓	
Annexure F SBD 6.1- Preference Points Claim Form in terms of PPPFA 2022 regulations		✓
Annexure G SBD 4 – Bidders Disclosure		✓
Annexure I Status of Tenderer - Mining Right Holder or Value Adder		✓
Additional Documents required in event of JV:- x 3		✓
Proof of B-BBEE status level of contributor		✓
Shareholding organogram and detailed breakdown (for each individual company/JV member)		✓
Multiple Bidding Declaration		✓
Annexure J Proposed Coal Quantity and Quality Specification	✓	
Annexure K Complete Competent Persons Report or Technical Report	✓	
Annexure T Price Schedule	✓	

- Tenderers who do not submit the **MANDATORY TENDER RETURNABLES** at the stipulated submission deadlines will be disqualified

BASIC COMPLIANCE

Failure to submit the following will render the submission as “non-responsive” and will be disqualified from further evaluations:

- A complete original tender and a copy of the original tender,
- Meet the eligibility criteria and;
- Submit mandatory tender returnables for evaluation

Responsive tenders will be evaluated further

FUNCTIONALITY

Criteria:	Weightings
Technical (Refer to the Functionality Evaluation Criteria)	100%
Overall minimum threshold for qualification	60%

NB: Tenderers who do not meet the above threshold of 60% will not be evaluated further

- This functionality evaluation criteria will be used to evaluate suppliers' technical capability in terms of the services tendered for
- **Tenderers that are qualified from this process will be subjected to the next evaluation stage**

PRICE & B-BBEE EVALUATION

- All tenders will be evaluated and scored in accordance with the PPPFA
- B-BBEE status will be scored out of 10 points in accordance with PPPFA.
 - If a tenderer fails to submit proof of B-BBEE status level, the tenderer will not be disqualified. The tenderer will be awarded points for price (out of 90) and will score 0 points for B-BBEE level/status (out of 10)
- Prices will be scored out of 90 points in accordance with PPPFA.

Adjudication Criteria	Points
$P_s = 90 \left(1 - \frac{P_t - P_{\min}}{P_{\min}} \right)$	90

- where:
 - P_s = Points scored for price of the tender
 - P_t = Rand value of tender
 - P_{\min} = Rand value of lowest acceptable tender

- Eskom will then add the score from Pricing and the B-BBEE level together and rank the suppliers from the highest to the lowest.

The prices being tendered should be excluding VAT

A shortlisted tender will be further evaluated on, including but not limited to, the following contractual requirements:

Functional Area	Returnables / activities
1. Technical	<ul style="list-style-type: none">• Reserve and Resource Statement• Coal Process Flow Diagram• Geological Model• Mine plan/schedule• Combustion test sample• Site visits
2. Safety and Health	<ul style="list-style-type: none">• Returnables as indicated in the RFP (COIDA, SHE policy etc)• Site visits
3. Environmental	<ul style="list-style-type: none">• Returnables as indicated in the RFP (Mining right/permit, Water use authorisation etc)• Site visits
4. Quality	<ul style="list-style-type: none">• Returnables as indicated in the RFP (QMS Manual, Quality policy etc)• Site visits
5. SDL&I	<ul style="list-style-type: none">• SDL&I Matrix• Subcontracting requirements• Site visits
6. Commercial & Financial	<ul style="list-style-type: none">• Cost model and financial statements• Site visits• Negotiations: agreement on terms and conditions of supply

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FUNCTIONALITY CRITERIA FOR TECHNICAL SCORING

1. Tenderers who do not meet the threshold of 60% for technical scoring will be disqualified.
2. The criteria for scoring is as shown in the following slides

Criteria:	Weight
KPA 1: Returnables	5%
KPA 2: CPR/Completed Technical Report information	45%
KPA 3: Quality Specification Offered	50%
Threshold	60%

Mandatory Returnables – Technical Evaluation Report / Competent Person's Report (CPR) – Required for KPA 1 and KPA 2 Scoring



Annexure K: Competent Person's Report (CPR) or Technical Report Guideline

No.	Information contained in Competent Person's Report and or Technical Report	Score %	
		Provided	Not Provided
1	Background	1	0
2	Locality of source	6	0
3	Mining Rights /Permits/ Application for Mining rights (Legal)	6	0
4	Information on Exploration / Drilling	6	0
5	Information on Geological Structure	6	0
6	Lithology/ Stratigraphy/ Seam present	6	0
7	Information on Coal Qualities -Raw and/or washed qualities	18	0
8	Coal Quality contours	4	0
9	Coal Thickness Contours	4	0
10	Coal Quality Cut off parameters (eg. Volatiles <16%)	6	0
11	Coal Tonnage Cut off parameters (seam thickness <0.5m)	6	0
12	Reserve / Resource statement	18	0
13	Coal Beneficiation / Processing crushed and screened/ washed/ blended	5	0
14	Geotechnical	3	0
15	Risks	3	0
16	Conclusion /Summary/ Recommendations	2	0
Total		100	0

- **75% and above scores 5% under KPA1 – Returnables**
- **Less than 75% scores 2.5% under KPA1 – Returnables**

KPA 1: RETURNABLES AS PER GUIDELINES PROVIDED IN ANNEXURE K

Evaluation Parameter	Weight (%)	0	1	2
Completeness of Competent Person's Report or Technical Report as per the guidelines provided in Annexure P	5%	0%	2.5%	5.0%
		Not Submitted	Incomplete	Submitted Complete

- **Presentations will not be considered as Competent Persons Report (CPR) / Technical Report**
- The information in the CPR / Technical Report returnable will be scored as per Annexure K for completeness.
- 75% and above scores 5% under KPA1 – Returnables
- Less than 75% scores 2.5% under KPA1 – Returnables

KPA 2: COMPETENT PERSONS REPORT (CPR) / COMPLETED TECHNICAL REPORT INFORMATION

KPA 2 : INFORMATION CONTAINED IN THE COMPETENT PERSON'S REPORT / TECHNICAL REPORT			0%	3%					
2	2.1	Information on seams present / stratigraphy is contained in the report	3%	Not contained in report	Contained in report				
	2.2	Information on seam cut off / discount factors applied for tons is contained in the report	3%	Not contained in report	Contained in report				
	2.3	Information on seam cut off applied / discount factors for Coal Qualities is contained in the report	3%	Not contained in report	Contained in report				
				0%	18%				
	2.4	Information on Reserve / Resource Tonnage Categories GTIS/TTIS, MTIS is contained in the report	18%	Not contained in report	GTIS or TTIS or MTIS				
			0%	4.5%	9.0%	13.5%	18.0%		
2.5	Information on Coal Quality Parameters; Calorific Value, Ash content, Volatile matter content and Sulphur content is contained in the report	18%	None	1 parameter	2 parameters	3 parameters	4 parameters		

For the reserve / resource tons to score 18%, the Gross Ton In-situ (GTIS) or the Total Tons In-situ (TTIS) or Mineable Tons In-situ (MTIS) must be provided

Mandatory Returnables for KPA 3 - Proposed Coal Quality Specification



Tenderers are required to complete Annexure J with their proposed coal quality specifications and quantities:

RESPONDENT NAME:			
Source:			
Product Description (e.g. ROM, Middlings, Dump Re-wash, etc.):			
Monthly Quantity Offered:			
Duration of Supply:			
Total Quantity Offered:			
Please indicate if there is slurry in the Coal, if yes state percentage (%):			
Beneficiation Method:			
Parameters	Unit	Proposed Quality	Measurement basis
Total Moisture	%		As received
Inherent Moisture	%		Air Dried
Ash	%		Air Dried
Calorific Value	MJ/kg		Air Dried
Volatiles	%		Air Dried
Sulphur	%		Air Dried
Abrasive Index	mgFe/4kg		Air Dried
AFT (Initial def.)	°C		As received
Particle Size distribution			As received
+60mm	%		
+50mm	%		
-3mm(cum)	%		
-1mm	%		
Indicative parameters			
Hard-grove Index	-		As received
Nitrogen content	%		Air Dried

KPA 3: COAL QUALITY SPECIFICATION (ANNEXURE J)

KPA 3 :COAL QUALITY SPECIFICATION OFFERED (ANNEXURE J)				0%	10%	20%	30%	40%		
3	3.1	Number of main coal quality parameters offered that meet Eskom coal quality specifications (Calorific Value, Ash content, Volatile matter content and Sulphur content)	40%	No parameter meets Eskom Quality Specification	1 parameter meets Eskom Quality Specification	2 parameters meet Eskom Quality Specification	3 parameters meet Eskom Quality Specification	4 parameters meet Eskom Quality Specification		
				0.0%	1.7%	3.3%	5.0%	6.7%	8.4%	10.0%
	3.2	Number of other coal quality parameters that meet Eskom coal quality specifications (Total Moisture, Ash Fusion Temperature, Abrasiveness Index, Hardgrove Index, Nitrogen and Particle Size Distribution (meet all size fractions))	10%	No parameter meets Eskom Quality Specification	1 parameter meets Eskom Quality Specification	2 parameters meet Eskom Quality Specification	3 parameters meet Eskom Quality Specification	4 parameters meet Eskom Quality Specification	5 parameters meet Eskom Quality Specification	6 parameters meet Eskom Quality Specification

If coal quality ranges are given in the coal quality specification offered, then the worse value will be used for scoring as follows:

- Lower range value for calorific values, volatiles, ash fusion temperature and Hargrove index will be used
- Higher range value for sulphur, ash, total moisture, abrasive index, nitrogen and size fraction will be used

Technical Returnables from shortlisted tenderers – Reserve and Resource Statement



Annexure L: Coal Reserve and Resource Statement Template

Please use the following template for each category (SAMREC) of reserve and resources (ie measured, Indicated, Inferred and resources)

Reserve/Resource	Category	Seam/Block	No.of Boreholes	BH/100Ha	Area m2	Thick m	RD g/cm ³	RD g/cm ⁴	BH/100Ha	GTIS tons	Geol. Loss %	TTIS tons	Area m2	Thick m	RD g/cm ³	MTIS tons	Mining Loss %	Mining Extract. %	ROM unct.	Contam. %	Total Moist. %	ROM ct. as del.	Screen Yield %	Wash Yield %	Total Yield %	SALES tons
Reserves	Probable																									
	Proved																									
	Total																									
Resources	Measured																									
	Indicated																									
	Inferred																									
	Total																									
TOTAL																										

Data for each seam to be supplied individually

GTIS - Gross tons in-situ

TTIS - Total tons insitu

MTIS - Mineable tons insitu

ROM - Run of Mine

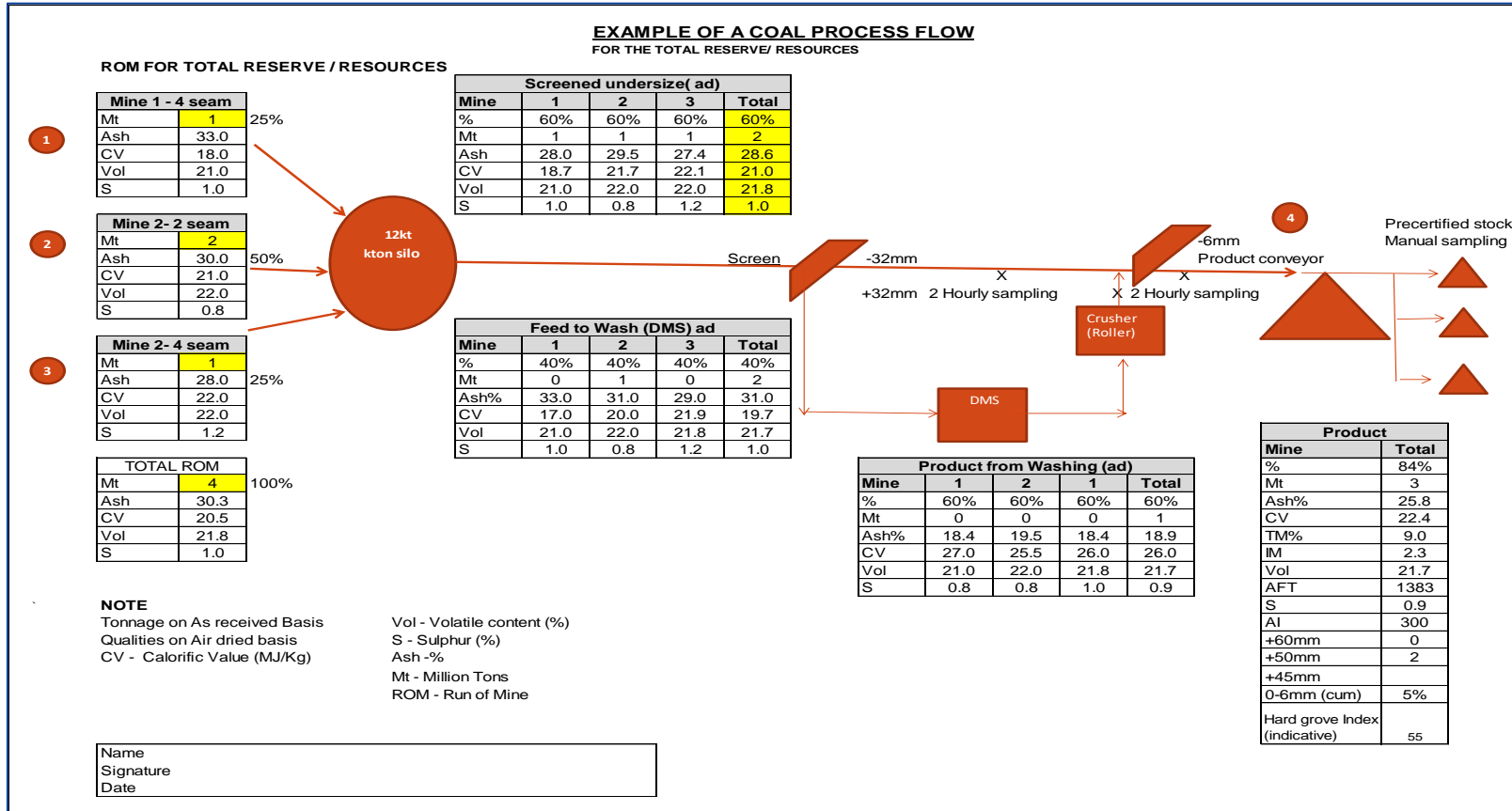
COAL QUALITY (air dried basis)																													
TTIS							MTIS					ROM (uncontaminated)					ROM (contaminated)					SALES							
Ash		CV	Vol	S		IM	Ash	CV	Vol	S	IM	Ash	CV	Vol		S	IM	Ash	CV	Vol	S	IM	Ash	CV	Vol	S	IM		
Ave.																													

- To be completed for each reserve category i.e. Measured, Indicated, Inferred, Resources.
- Supplier to sign off the reserve and resource statement

Technical Returnables from shortlisted tenderers – Coal Process Flow Diagram



Annexure M: Coal Process Flow



A signed Coal Process Flow Diagram to be submitted showing the tonnage and qualities for each stage of the process to arrive at the Eskom product

Annexure N: Geological model information/validation of geological model

Information required the Geological Model (MINEX/Geological software)

- Collars (Borehole ID, X, Y and Z coordinates, the depth of the BH) and type if there is variation in the borehole data
- Pick File (Seams names, From and To for each seam, Borehole ID aligned to each seam)
- Sample File (with sample ID align to From and To of each sample taken) From and To Sample Name
- Raw qualities for each sample taken (if available) From To Same Name Qualities
- Wash qualities for each sample taken (if available)
- DTM if available (borehole collars could be used as DTM) (*dxf or dwg*)
- Farm Boundaries, Mineral Rights boundaries, Layout of mining, infrastructure (e.g. roads, buildings, rails, power lines, dams, pans, rivers etc.). All in the same coordinates system as boreholes (*dxf, dwg*).
- Any geological structures such as dykes, faults burnt cola if known or mapped (also in the same coordinates system as others) (*dxf or dwg*)
- Mined out masks or polygons (same coordinates system as others) (*dxf or dwg*)

Validation / Verification of supplier geological model will be conducted

MINE PLAN AND SCHEDULE

- Mine Plan /Schedule to demonstrate the capacity (equipment) relating to production rates and coal qualities – 24 monthly schedule and annual for the offered duration.
- Mine Plan to indicate the progress plots for each of the seams (years/months it will be mined).

COMBUSTION TEST SAMPLE

- Bulk sample for combustion test or borehole sample for drop tube furnace test where applicable to determine Power Station suitability.
 - Bulk sample for combustion test for operational mines. Minimum sample mass of 3 tons
 - Sample for drop tube furnace test where bulk sample is not available prior to commencement of mining.
- Collection of sample to be arranged between shortlisted tenderer and Eskom.

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Category	Eskom's requirements
<p>Subcontracting: EME/QSE that are at least 51% owned by:</p> <ul style="list-style-type: none"> • Black People • Black Women • Black Youth • Black People Living with Disabilities 	<p>30% subcontracting to EME/QSE entities that are at least 51% owned by:</p> <ul style="list-style-type: none"> (i) Black people (ii) Black people who are youth (iii) Black people who are women (iv) Black people with disabilities
<p>Skills development: the following level of skills need to be developed:</p> <ul style="list-style-type: none"> • Expert skills • Skilled • Unskilled • Other 	<ul style="list-style-type: none"> • Safety Officers – 5 • Environmental Management Officers - 5 • Logistics/Distribution - 5 • Contract/ Operations Management – 3 • Engineers – 5 • Technicians - 20
<p>Job Creation: the following level of jobs need to be created:</p> <ul style="list-style-type: none"> • Managerial positions • Expert jobs • Skilled jobs • Unskilled jobs 	<p>Supplier should provide proposal.</p>

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Annexure P: Environmental requirement for the Coal Suppliers

Table A. Requirement for areas within approved mining right or permit (tenderer is the mining right/permit holders)

Valid Mining Authorisation e.g. Mining Right, Mining Permit or any other applicable mining authorisation approved by the applicable Minister.

Approved Environmental Management Plan or Environmental Management Program Report: linked to the valid mining authorisation (same company name, property description unless there is a Section 11 transfer), in terms of the Mineral and Petroleum Resources Development Act, Act 28 of 2002 (MPRDA) or an environmental authorisation in terms of National Environmental Management Act, Act 107 of 1998 (NEMA).

Valid Water Use Authorisation: either in the form of Water Use License, General Authorisation or any other applicable authorisation approved by the applicable Minister.

Table B. Requirement for areas outside approved mining right or permit: coal storage and handling, coal beneficiation

Air Emission License (if applicable), or a letter from a Quantity Surveyor or Bulk Material Handler indicating a carrying capacity of less than 100000 tons.

Valid Water Use Authorisation: either in the form of Water Use License, General Authorisation or any other applicable authorisation approved by the applicable Minister, if applicable.

Environmental Authorisation (if applicable).

- The tenderer is to complete (table A and/or table B) and return this form as part of contracting requirements, together with the specified documents.
- Site visits will be conducted for shortlisted tenderers only.

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	Description
1	COIDA – Valid letter of good standing or proof of application issued by the Compensation Fund (COID) or a licenced mutual company
2	Company's SHE policy, signed by CEO or the most senior person in the company.
3	Health and Safety Plan based on the scope or proposal - (must address the project /scope of work OHS risk(s) and aligned with the health and safety specification or requirements)
4	Baseline Risk Assessment (BRA) of activities based on the scope or proposal - Identification, assessment and management of OHS risks related to the scope of work. The methodology used for the risk assessment must be provided together with the BRA.
5	Signed Health and Safety costing/budget - Tenderer must submit detailed costing/budget for OHS (the cost should be broken down not provided as a lump sum).
6	SHE Legal required appointments and competencies/qualifications - Consider scope of work, risks and OHS plan. The following will be required as a minimum: <ul style="list-style-type: none">• Safety officer• Safety Health and Environmental (SHE) representatives• First aider
7	Annexure M: Signed acknowledgement form for Eskom's OHS, legal and other requirements to be submitted by the tenderer (form will be provided by Eskom)

Evaluation criteria used is ALL OR NOTHING

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- ISO 9001:2015 certification or QMS Manual or a document that defines and describes the QMS and its scope that includes:
- Documented information for Internal audits
- Documented information for defined roles, responsibilities and authorities (organogram accepted)
- Quality Policy signed by the Senior Management
- Documented information for Control of Externally Provided Processes, Products and Services.
- Latest copy of an internal management system audit report (with Nonconformity, Correction and/ or Corrective Action Reports)
- Records of Management Review meetings (minutes, attendance registers etc)
- Contract/project Quality Plan specific to the scope of work as described in the tender documents (Contract Quality Plan: (a document of the supplier's process for delivering the level of quality required by the contract. It is a framework for the contractor's process for delivering quality. Purpose of a CQP is to outline how the results defined in the specifications will be achieved) or QCP /Checklist/ ITP (Quality Control Plans) as per Scope of Work /may be a process flow showing all quality check/intervention points).

Tender and Contract Quality Requirements Form A (Annexure S) is completed and signed before contract award

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Requirements on the Enquiries/Requests for Proposals (RFPs)

- Enquiries have **mandatory requirements for evaluation** and mandatory requirements for contracting
- **Mandatory requirements for evaluation** should be submitted with the tender documents by the closing date otherwise the tender is non-responsive and it is not evaluated further

Common Mistakes by tenderers

- | | |
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| <ul style="list-style-type: none">• Submitting only 1 (one) original copy of their proposal and not an original and a copy (i.e. 2 (two) separate files) as required• E-mailing the tender documents to the Eskom representative. Tenders must be submitted as file/s to the tender office• Submitting documents that are not signed as well as submitting incomplete/not completed documents• Submitting documents that are not relevant to the tender while omitting to submit the mandatory documents• Tenderers submitting alternative tenders to the ones specified by the enquiry• Tenderers submitting documents in formats that are different to the ones issued in the RFP. This may lead to errors in the re-created templates | <ul style="list-style-type: none">• Tenderers not supplying mandatory documents for one enquiry because they had already submitted the information in another RFP when responding to multiple tenders• Not checking the tender bulletin regularly for updates. The RFPs are updated from time to time before closing date and the tenderer should ensure they check for any updates before the closing date• Sending clarification questions after the deadline has passed (deadline is 5 (five) days before tender closure)• Submitting tenders after closure time. Tenders close exactly on the time indicated in the RFPs• Tenderers not attending clarification meetings (although they may not be compulsory)• Not providing a National Treasury Central Supplier Database registration number |
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No	Time	Detail	Presenter
1	10:00 – 10:05	Welcome and Safety	Rakgomo Setshedi
2	10:05 – 10:10	Introduction	Rakgomo Setshedi
3	10:10 – 10:30	Commercial	Phumzile Malape
4	10:30 – 10:50	Technical	Sunjay Andhee
5	10:50 – 11:10	Supplier Development Localisation & Industrialisation (SDL&I)	Phinda Ndabula
6	11:10 – 11:30	Environmental	Shumani Mavhungu
7	11:30 – 11:50	Safety and Health	Eric Mohlodine
8	11:50 – 12:10	Quality	Nontobeko Tikana /Dinah Mahlangu
9	12:10 – 12:30	Common mistakes made by tenderers	Rakgomo Setshedi
10	12:30 – 13:00	Questions	All



Questions?