

PANEL CLUSTER CONTRACT - FIBRE OPTIC INSTALLATION E3011DXKZNOU TENDER CLARIFICATION - TECHNICAL

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This presentation provides an overview of the technical evaluation criteria for the tender submissions of external contractors for the installation, commissioning, and repair of fibre optic cable infrastructure (including OPGW, ADSS, and DUCT) within the Central East Cluster.

The key areas covered include:

- **Mandatory Evaluation Criteria**
- **Functional Scoring Criteria**

Understand the full breadth of work before you prepare your submission — this contract covers installation, commissioning, and repair across three fibre types.

Cable Types in Scope



OPGW

Optical Ground Wire



ADSS

All-Dielectric Self-Supporting



DUCT

Underground Duct



Applicable throughout **Eskom Distribution Central East Cluster**

Key Activity Categories



Stringing & Aerial Hardware Installation

Erection of aerial fibre with full hardware fitment



Patch Panels & Sarel Boxes

Supply and installation of termination and distribution equipment



Trenching Labour

Underground duct route excavation and reinstatement



Splicing

Fibre fusion splicing at joints and terminations



End-to-End Testing

Patch panel to patch panel — full link verification



As-Built Deliverables

Drawings, test results, GPS positions of all joint boxes

Your submission is assessed in a strict sequential order — failing any earlier stage eliminates further consideration.

1 Stage Mandatory Criteria



- **Yes / No** gatekeeper — no partial credit
- Nine mandatory returnables must **all** be submitted correctly
- A single '**No**' = non-responsive submission



2 Stage Functional Scoring



- Scored against **six weighted criteria**
- Maximum score: **100 points**
- Minimum threshold: **80%** required to proceed



3 Stage Contracting Requirements



- Triggered only upon **successful award**
- Additional documentation required before contract signing
- Not evaluated during tender — ensure items are ready in advance

FAIL = NO FURTHER EVALUATION

SCORE < 80% = ELIMINATED

AWARD STAGE ONLY

Stage 1 — Mandatory Criteria Overview

All nine mandatory items must be submitted correctly — a single 'No' disqualifies your tender entirely.

⚠ YES / NO GATEKEEPER — Missing or non-compliant returnable = Non-Responsive Submission. No further evaluation will occur.

- | | | |
|----------|--|---|
| 1 | Organogram + Annexure I
Consent forms for each resource listed on organogram |  |
| 2 | Project Experience Register — Annexure B
Past 5 years; signed by MD/CEO/Owner |  |
| 3 | Tools and Equipment Register — Annexure C
Complete register; signed, dated, not modified |  |
| 4 | Vehicle Register — Annexure D
All vehicles listed; hired from contractors NOT accepted |  |
| 5 | Technical Compliance Schedule AB — Annexure E
Fully completed; do not modify table structure |  |
| 6 | Fibre Optic Installation Methodology
Three separate documents required: ADSS, OPGW, and DUCT — each on own template |  |
| 7 | HV Accredited Linesman — Annexure A
Minimum 1 resource; Eskom or accredited provider; "Awareness Courses" NOT accepted |  |
| 8 | Splicer and Commissioning Technician/Engineer
Training certificates required; minimum 1 resource; SETA or equivalent accreditation |  |
| 9 | Affidavit — Declaration Form — Annexure H
Commissioner of Oaths or Justice of Peace sign-off required |  |

i All items must be submitted at tender stage

⚠ *Certification errors are a common cause of disqualification — ensure all returnables that requires Commissioner of Oaths sign-off are completed correctly.*

Stage 1 — Mandatory Criteria - Returnables

No	Criteria	Returnable	Minimum Requirement
1.	Organogram and Annexure I	Organogram signed by the Managing Director/CEO/Owner. Annexure I to be fully completed for each resource listed in the organogram.	Organogram must be signed by the director/CEO/owner and certified by a Commissioner of Oaths in last three months prior to tender close. Organogram should include the names and ID numbers of the members as well as their job title in the related work. Annexure I to be completed for each employee in organogram.
2.	Previous recent experience (past 5 years) with installation of Fibre Optic cables.	Completed Experience Register in the required format– See format Annexure B	Must be signed and certified by a Commissioner of Oaths in last three months prior to tender close.
3.	Tools and Equipment Register	Specific equipment must be listed on register – See format Annexure C	Register not older than three months
4.	Vehicle Register	Vehicle registration documents indicating who is the owner of the vehicles or hiring (contracts/agreements) – See format Annexure D	Completed, Dated and signed Vehicle Register in the required template by the CEO/Managing Director/Owner (see template in Annexure D). Vehicle hiring/contracts/agreements from a bona fide hiring company to be provided if applicable. Register not older than twelve months
5.	Technical Compliance Schedule AB	Completed register in Annexure E	To be completed in full.

Stage 1 — Mandatory Criteria - Returnables

No	Criteria	Returnable	Minimum Requirement
6.	Fibre Optic cable Installation Methodology	Installation methodology for the following types of fibre optic • ADSS • OPGW • DUCT	Fibre optic installation methodology needs to be completed for all three types of fibre (ADSS, OPGW, DUCT) as per relevant NRS 061-2, NRS 078-2 and NRS 088-2 standards. The tenderer can complete the methodologies in their own template.
7.	HV Accredited Linesman	Completed Linesman Register in the required format– See format Annexure A Min 1 resource	Completed accredited courses plus 2 years relevant experience or five years' experience with RPL (recognition of prior learning) process or qualified Electrical Line Mechanic
8.	Splicer and commissioning technician/engineer	Training Certificates Min 1 resource	Certificates from SETA or equivalent registered service providers must be certified by a commissioner of Oaths, with a signature and date not older than three months from the issue date of this tender. Training certificates or permits are to be valid on the date of tender close. Certificates that have expired prior to this date will not be accepted as valid evidence.
9.	Affidavit - Declaration Form	Completed and signed Affidavit - Declaration Form in the required template (see template in Annexure H) Signed by the Managing Director/CEO/Owner and in the presence of a Commissioner of Oaths/ Justice of Peace "Completed" means that the relevant information is filled in, AND the affidavit is not left blank.	1 Affidavit - Declaration Form

Stage 1 — Mandatory Criteria - Key Completion Rules



Do NOT Modify Template Forms

Annexures must not be altered in any way — **only populate the designated data fields**. Any structural change to tables or forms voids the returnable.



Definition of "Completed"

A returnable is only complete when the company name and **all relevant fields are filled in** and no tables are left blank. Partial completion is treated as non-submission.



Registers Must Be Dated and Signed

Registers without a date, without a signature, or with incomplete entries **will not be accepted as valid evidence** — no exceptions.



Methodology: Own Template Required

Installation methodologies for ADSS, OPGW, and DUCT must each be a **separate document on the tenderer's own template**. Annexure F is a guide only — do not submit it as the methodology.



Vehicle Hiring — Contractors NOT Accepted

Vehicles may only be sourced from **bona fide hiring companies**. Hiring vehicles from other contractors is strictly prohibited and will result in rejection of the vehicle register.



Fraudulent Evidence Referred to Forensics

Any suspected fraudulent documentation or misrepresentation will be **referred to Eskom's forensic departments**. Ensure all evidence submitted is authentic and verifiable.

Stage 2 - Functional Criteria Returnables & Weightings

Six criteria are scored out of 100 — you must achieve at least 80 points to qualify for further consideration.

Minimum Pass Threshold

80 / 100

Eskom may reduce to 70% if insufficient tenderers reach 80%

Criterion (Annexure)	Weight	Max Pts	Raw Score
Related Project Experience (Ann. B)	40%	40	/ 5
Installation Methodology — ADSS/OPGW/DUCT (Ann. F)	20%	20	/ 46
Tools and Equipment (Ann. C)	10%	10	/ 25
Vehicles (Ann. D)	10%	10	/ 5
Technical Compliance (Ann. E)	10%	10	/ 10
Skills and Training	10%	10	/ 9

 All items must be submitted at tender stage

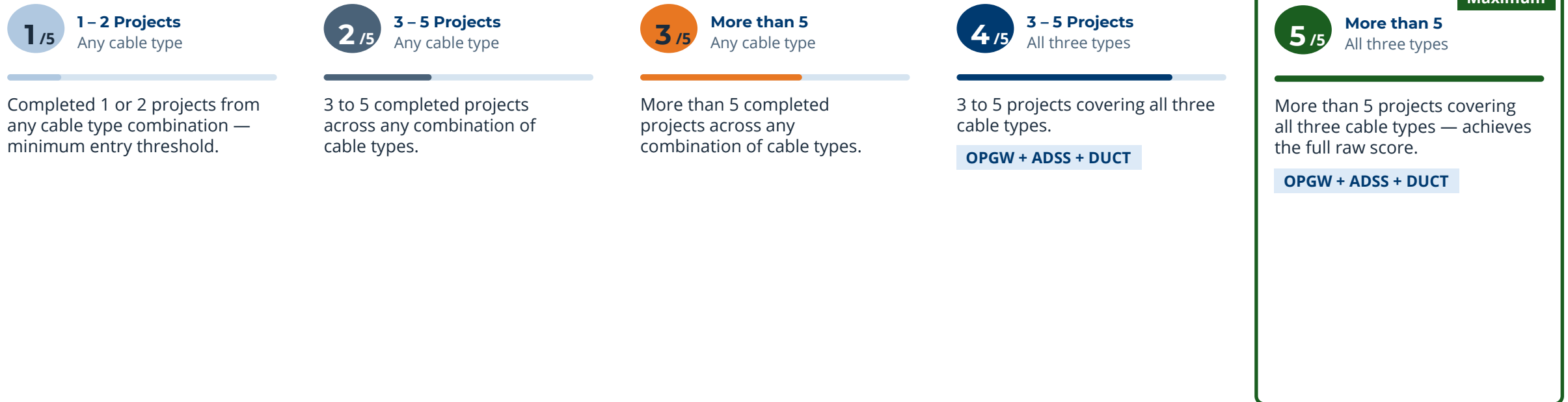
Stage 2 - Project Experience Scoring Detail



Project Experience carries the heaviest weight at 40% — the more projects across all three cable types, the higher your score.

- Return a **COMPLETED AND SIGNED** Contractor's related project experience register in accordance with the provided template in Annexure B which includes all project details and compliance with criteria stated above.
- Listed projects will undergo verification and it is thus advisable to include alternative contact numbers for the Client and/or Project Manager if possible.

Score Tiers — Annexure B (40 pts max | Raw score out of 5)



i Register must be **signed by Managing Director / CEO / Owner** . Listed projects will be verified — include alternative client contact numbers where possible.

Stage 2 — Installation Methodology Requirements

Methodology accounts for 20% of your score — each of the three cable types requires a separate, comprehensive document covering four key areas.

Provide complete detailed installation and repair methodologies, the areas of importance and scoring are shown in Annexure F. Include Cable Installation, Patch Panel/Joint Box Installation, Fibre Testing and Commissioning and Fibre Repair in the methodologies.

Three Methodology Documents



OPGW

NRS 061-2

Max 16 raw pts



ADSS

NRS 078-2

Max 16 raw pts



DUCT

NRS 088-2

Max 14 raw pts

1 Cable Installation

- Safety measures
- Drum handling
- Pulling tension & bending radius
- Specialised equipment
- Joint box connectivity

2 Patch Panel / Joint Box Installation

- Equipment used
- Site preparation
- Splicing procedure
- Waste handling

3 Fibre Testing

- Testing equipment
- Pre-haul testing
- Splicing procedure

4 Fibre Repair

- Equipment used
- Site preparation
- Splicing procedure



Submit on your own template — Annexure F is a guide only, not the submission document

Stage 2 - Skills, Vehicles, and Technical Compliance

The remaining three criteria together contribute 30% of your score — ensure all registers and certificates are ready at tender submission.



Skills & Training

10% Weight — max 10 pts

The following functional evidence must be submitted:

- **Truck-mounted / mobile crane operator** (Training certificate (C32/F32 cert) or operator from bona fide hiring company)
- **ORHVS certificate** — Eskom or Eskom-accredited provider only; "Awareness Courses" not accepted
- **Splicer / commissioning technician** — SETA or equivalent accredited training; certificates must be valid at tender close



Vehicles

10% Weight — max 10 pts

Return a **CORRECTLY COMPLETED, DATED AND SIGNED** Vehicle Register in Annexure D which includes all items stated below, indicating on the submission if the vehicle is **owned** or being **hired**.

- Minimum fleet required: **1 Bakkie/LDV, 1 Truck with crane** (8T min, crane load test cert per 240-69125290), **1 People carrier**
- **Owned vehicles score higher** than hired vehicles
- Vehicle owner must appear on the organogram if vehicle is not in the company name
- Hiring from other contractors is **NOT accepted** — bona fide hiring companies only



Technical Compliance

10% Weight — max 10 pts

Complete Annexure E (Technical Documentation Compliance Schedule) confirming compliance with applicable standards

- Standards covered: **SANS, ISO, IEC, and Eskom** specifications
- Items declared: HDPE sleeve, Sprague tubing, patch panels, patch leads, and fibre optic system installation methods
- Do **NOT modify** the template — populate data fields only; blank tables will not be accepted

**Use technical submission pack**

Organize submissions clearly and systematically using the Technical Submission Pack to streamline evaluation

**Do NOT modify Eskom templates**

Only populate data fields in Annexures — any structural modification = rejection

**All evidence at tender stage only**

No post-submission additions accepted unless clarification is requested under 32-1034

**Technical Evaluation Thresholds**

The minimum weighted final score (threshold) required for a tenderer to be considered from a technical perspective is 80% in compliance. Eskom reserves the right to reduce the functionality threshold to 70% in the event that less than the required number of tenderers meet the stipulated functionality threshold of 80%.

**Ensure correct Commissioner of Oaths Certification**

Where certification by a Commissioner of Oaths is required, copies must be clearly legible and not older than three months from the date of tender close. The Commissioner must provide their name, date, position and address, with signature and date must be clearly visible.



Thank You!