

Supply and Delivery of Overhead Phase Conductors for the Cape Coastal Cluster (Eastern Cape), within the Distribution Division, for a Period of Two (2) Years on an “As and When Required” Basis

1. MEETING DETAILS

Item	Details
Tender number	E3547DXECOU
Meeting date	5 October 2026
Meeting time	11:00 am
Platform	Online meeting
Employer	Eskom Holdings SOC Ltd
Tender issuing date	15 September 2026
Tender closing date	20 October 2026 at 10:00
Tender validity	120 days from the tender closing date and time
Contract duration	Two (2) years
Procurement method	Open tender
Contract arrangement	As and when required

2. ATTENDANCE

Eskom representatives introduced themselves during the meeting:

Suppliers attending the meeting were requested to introduce themselves by providing their names, roles and declarations of interest in the meeting chat.

Declarations of interest: The buyer declared that there was no interest to declare. The Eskom representatives who verbally declared their interests indicated that they had no conflicts of interest. Supplier declarations were requested through the chat function.

3. PURPOSE OF THE MEETING

The meeting aimed to guide prospective tenderers on the tender conditions, submission process, mandatory commercial documentation, technical requirements, NEC3 Supply Contract provisions, pricing and evaluation methodology, local content requirements, and the applicable quality, environmental, financial and contractual requirements.

4. TENDER OVERVIEW

The buyer confirmed that the tender had been issued on 15 September 2026 and would close on 20 October 2026 at 10:00. Tender submissions would remain valid for 120 days from the closing date and time.

The tender is an open tender, and all prospective suppliers are welcome to submit bids, provided they meet the eligibility criteria and comply with the requirements stipulated in the tender documentation.

5. ELIGIBILITY CRITERIA

The buyer explained the eligibility requirements that tenderers must satisfy. Failure to comply with the stipulated requirements may result in disqualification.

The buyer reiterated that all tenderers are responsible for ensuring that they meet the eligibility criteria before submitting their bids.

6. TENDER SUBMISSION REQUIREMENTS

The buyer explained the electronic submission process through Eskom's e-tendering platform.

Tenderers were instructed to submit the required documents under the applicable folders, namely:

- Technical
- Commercial
- Financial
- Supplier Development, Localisation and Industrialisation (SDL&I)
- Quality
- Environmental

Tenderers were encouraged to organise their documents under the correct folders to facilitate the evaluation process.

7. CLARIFICATION QUERIES

Tenderers were advised to submit clarification questions to the buyer before the stipulated clarification deadline, which is five working days before the tender closing date.

Questions should preferably be submitted by email to ensure that they can be recorded and addressed appropriately.

8. MANDATORY COMMERCIAL REQUIREMENTS

The buyer highlighted the mandatory commercial documents that tenderers must submit with their bids.

Tenderers were reminded that the documents listed as mandatory must be completed and submitted in accordance with the tender requirements.

9. NEC3 SUPPLY CONTRACT AND CONTRACT DATA

QS presented the main provisions of the NEC3 Supply Contract and explained the responsibilities of the purchaser and the supplier.

9.1. Completion of the contract documents

Tenderers must complete the applicable supplier sections of the NEC3 Supply Contract, including the Contract Data, Offer and Acceptance, pricing information and other relevant fields.

Tenderers were advised to read the contract documentation carefully and ensure that the required information was accurately provided.

9.2. Contract commencement date

The proposed contract commencement date had not been finalised during the meeting. The representative explained that the date would be confirmed at a later stage.

Although the initial intention was to award the contract around November 2026, this was not confirmed as a final award or commencement date.

9.3. Programme and acceptance

The representative explained that the programme for acceptance would be ten working days in accordance with the contract provisions discussed.

Tenderers were encouraged to familiarise themselves with the applicable contractual requirements and timelines.

9.4. Defective goods and correction period

The contract provides for a defect correction period of ten working days, as discussed during the presentation, should the supplied conductor be defective or fail to meet the applicable requirements.

Suppliers must ensure that goods conform to the specified quality and technical requirements.

9.5. Assessment date

The assessment date for the contract was indicated as the 25th day of each successive month.

The applicable contract provisions will govern performance assessment and the management of contractual obligations.

9.6. Price adjustment for inflation

The representative discussed the price adjustment for inflation provisions under the NEC3 Supply Contract, including the applicable X1 clause.

It was explained that the relevant price adjustment indices and the material cost components used in the calculation would be discussed with the successful tenderer before contract award.

The representative noted that the composition of conductor costs needed to be understood, rather than relying only on generic components such as transport and labour. The relevant cost components and indices would therefore be finalised through engagement with the successful tenderer.

9.7. Parent company guarantee and performance bond

The contract provides for alternative security arrangements, depending on the successful tenderer's company structure.

These include:

- A parent company guarantee under the applicable X4 clause; or
- A performance bond under the applicable X13 clause.

The representative explained that a parent company may provide a guarantee where the supplier forms part of a larger corporate group. Alternatively, the supplier may obtain a performance bond from a bank.

These requirements would apply to the successful tenderer at the contract award stage, in accordance with the applicable contract provisions.

9.8. Delayed damages

The delayed damages provision under clause X7 was discussed.

The representative indicated that delayed damages would be calculated at 1% per day, up to a maximum of 15% per purchase order. Continued non-performance may result in further contractual action, including termination where permitted under the contract.

9.9. Low-performance damages

Tenderers were advised to review the applicable clauses in the NEC3 Supply Contract to understand the consequences of non-performance.

9.10. Other contract provisions

The presentation also referred to changes in law, insurance, compensation events, termination, adjudication, arbitration and other standard Z clauses.

Tenderers were encouraged to read the full NEC3 Supply Contract because the presentation did not cover every clause in detail.

10. COLLECTION AND TRANSPORTATION OF CONDUCTORS

The contract management representative clarified that Eskom would arrange for the collection of the conductors from the successful supplier.

The supplier would not be required to deliver the conductors directly to Eskom stores under the arrangement described during the meeting.

The supplier's responsibilities include:

10.1. supplying the conductors in accordance with the contract requirements.

10.2. Ensuring that the conductors are available and ready for collection within the applicable purchase order timelines.

10.3. Notifying the Eskom Service Manager when the conductors are ready for collection.

10.4. Ensuring that all goods are in good condition and that packaging is not damaged at the time of collection.

10.5. Cooperating with Eskom to facilitate the collection arrangements and transfer of materials to Eskom stores.

The representative explained that the delivery dates would be stipulated in the relevant purchase orders.

Tenderers should therefore price and plan their submissions in accordance with the contract's stated responsibilities for supply and collection.

11. PRICING SCHEDULE

The pricing schedule was discussed as part of the NEC3 Supply Contract presentation.

Tenderers were instructed to enter their prices against the applicable conductor descriptions and drum sizes as specified in the pricing schedule.

The unit of measurement was indicated as **per metre**.

Tenderers must ensure that:

- Prices are entered against the correct items and descriptions.
- The pricing schedule is completed in full.
- The relevant totals are correctly calculated.
- The submitted pricing information is consistent across the applicable tender documents.
- The completed pricing schedule is submitted in the required format.

Tenderers were reminded to review the pricing information carefully before submitting their bids.

12. TECHNICAL EVALUATION REQUIREMENTS

The buyer explained that functionality and technical evaluation would be conducted in accordance with the technical requirements contained in the tender documentation.

The following documents were identified as the basis for the technical evaluation:

- Technical Evaluation Standard for Overhead Phase Conductors.
- Eskom Standard for Overhead Lines – Phase Conductors.
- The applicable scope of work and technical requirements attached to the tender.

The buyer advised that these documents were made available with the tender on the relevant Eskom and National Treasury tender platforms.

Tenderers must ensure that the conductors offered comply with the applicable technical specifications and requirements.

It was further explained that Eskom reserves the right not to repeat technical or functional evaluation for products already included in the TEAP product database where those products have previously been found technically compliant.

Eskom also reserves the right to add technically compliant products to the relevant product database, subject to meeting the required technical or functional evaluation threshold.

Note: The technical representatives were not present during the meeting. Detailed technical questions not addressed in the presentation should be directed to the buyer for referral to the relevant technical personnel.

13. PRICE EVALUATION AND PREFERENCE POINTS

The buyer explained the price evaluation and preference points methodology that would be applied in accordance with the applicable preferential procurement requirements and the tender documentation.

13.1. Price evaluation

Tender prices would be evaluated after consideration of applicable arithmetic corrections, excluding contingencies in the bill of quantities or activity schedule, and adjusted for acceptable variations, deviations or other relevant factors as provided for in the tender.

The price component would be scored using the applicable 80/20 or 90/10 preference point system, depending on the relevant item prices and total contract value.

13.2. Specific goals

Tenderers may claim preference points for the specific goals identified in the tender documentation.

The buyer explained that tenderers must submit valid supporting evidence for the specific goals claimed.

The supporting documentation discussed included applicable B-BBEE certificates, sworn affidavits or other acceptable evidence, as specified in the tender documentation. Joint ventures must submit the relevant evidence in the required format, including documentation issued in the name of the joint venture where applicable.

13.3. Ranking of tenders

The price and specific-goal scores would be combined to rank tenderers from the highest to the lowest total score.

The applicable preference point system would be determined in accordance with the tender requirements.

13.4. Multiple awards

The buyer confirmed that the intention was to appoint **six suppliers** under the contract.

If the required number of successful suppliers could not be achieved, Eskom would award to the suppliers who met the stipulated requirements.

Where no supplier met the requirements for specific items, an enquiry would be issued for those items, as explained during the meeting.

The intended award arrangement remains subject to tender evaluation, compliance with the tender requirements and the applicable procurement processes.

14. SUPPLIER DEVELOPMENT AND LOCALISATION (SDL&I) – LOCAL CONTENT

SDL&I rep presented the local content and designated sector requirements applicable to the tender.

She explained that the relevant requirements are intended to encourage local production, support employment and contribute to the South African economy.

14.1. Minimum local content threshold

The presentation referred to a minimum local content threshold of 90%.

Tenderers must comply with the confirmed threshold specified in the tender documentation or obtain the required exemption where applicable.

14.2. Exemptions

Where a tenderer is unable to meet the prescribed local content threshold, the presenter explained that an exemption must be applied for through the relevant authority, with reasons provided.

Where an exemption is granted, the supporting approval must be submitted with the tender in accordance with the applicable requirements.

14.3. Local content returnable documents

The presentation referred to the designated sector documentation, including:

- SBD 6.2 Local Content Declaration.
- The applicable Annexure C, D and E forms.
- Annexure B and C documentation for manufacturers, as applicable.
- Other supporting documentation stipulated in the tender.

The presenter emphasised that the relevant forms must be completed fully, without leaving required fields blank. Where information is not applicable, tenderers should indicate “Not Applicable” where permitted.

14.4. Authorised signatories

The presenter explained that SBD 6.2 and the applicable Annexure C must be completed by a person in an executive position who is authorised to bind the entity legally.

Where the signatory does not hold the required executive authority, a delegation-of-authority letter issued by an appropriately authorised executive must be submitted, identifying the person authorised to sign.

14.5. Manufacturers and imported content

Manufacturers were advised to complete the applicable manufacturer-specific annexures to demonstrate the calculation of local content and the composition of the product price.

The presenter also discussed the requirements relating to imported content and the need to engage the relevant authority where applicable.

The presentation referred to an anticipated import-content value of US\$5 million as a threshold for further requirements. Tenderers must consult the official tender documents to confirm the applicability and precise requirements.

Tenderers were reminded that local content declarations must be accurate, complete and supported by the prescribed documentation.

15. QUALITY REQUIREMENTS

The buyer advised that the quality representative was not present at the meeting. Tenderers were informed that the applicable quality requirements were included in the tender documentation.

The documents identified during the meeting included:

- Form A.
- Supplier Quality Management Specification.
- Quality Control Plan or Inspection and Test Plan.
- CPCQP template.
- The latest applicable Supplier Quality Management returnables.

Tenderers must review the quality documentation and submit the applicable returnables in accordance with the tender requirements.

The absence of the quality representative meant that no further detailed clarification of the quality requirements was recorded during the meeting.

16. ENVIRONMENTAL REQUIREMENTS

The environmental representative was not present during the meeting.

The buyer identified the environmental documents attached to the tender, including:

- Environmental Policy.
- Environmental Risk and Opportunities Register.
- Environmental Emergency Preparedness and Response Plan.
- Acknowledgement and Declaration of Understanding of Eskom environmental documents.

Tenderers were advised to review the environmental requirements and submit the applicable documents in accordance with the tender documentation.

Any detailed environmental questions requiring technical clarification should be referred to the relevant environmental representative through the buyer.

17. FINANCIAL REQUIREMENTS

The buyer outlined the financial documentation required as part of the tender submission.

Tenderers must submit the latest **approved annual financial statements**. Draft annual financial statements are not acceptable.

The financial documents discussed included:

- Company background information, where required.
- Signed directors' report.
- Auditor, reviewer, compiler or accounting officer's report, as applicable.
- Statement of financial position.
- Statement of comprehensive income.
- Statement of changes in equity.
- Statement of cash flows.
- Notes to the financial statements.
- Signed Public Interest Score documentation, where applicable.
- Applicable ITA34C documentation for the current and previous years of assessment, where required by the tender.

The buyer explained that the Public Interest Score documentation should reflect the actual score and indicate whether the company is owner-managed and whether the annual financial statements were externally prepared, as applicable.

For an incorporated joint venture or special-purpose vehicle, the applicable partners must submit their annual financial statements and the other required supporting documents, in accordance with the tender requirements.

Tenderers were advised to ensure that the financial documentation is complete and meets the requirements specified in the tender.

18. CONTRACTUAL REQUIREMENTS

The buyer clarified that contractual requirements are not evaluation criteria and are assessed after the evaluation and ranking of tenders.

The tenderer recommended for award must provide proof of compliance with the stipulated contractual requirements before contract award.

Failure to meet the contractual requirements within the stipulated deadlines may result in the tender being regarded as non-responsive and the tenderer becoming ineligible for award.

Tenderers were advised to familiarise themselves with the contractual requirements and prepare the required supporting evidence in advance.

19. PAYMENT TERMS

The buyer explained Eskom's standard payment terms as discussed during the meeting:

- **Contracts below R50 million:** Payment within 30 days of receipt of an undisputed invoice.
- **Contracts above R50 million, including VAT:** Payment within 60 days of receipt of an undisputed invoice.

The buyer also indicated that Eskom reserves the right to negotiate with preferred bidders after the competitive bidding process, in accordance with the applicable procurement requirements and tender conditions.

Tenderers were encouraged to take these payment provisions into account when preparing their bids.

20. SUBCONTRACTING

The buyer advised suppliers and manufacturers against subcontracting with their own subsidiary companies where this could be interpreted as contracting with themselves or using subsidiaries for purposes of circumventing the applicable requirements.

Where the main contractor intends to subcontract to a subsidiary, this arrangement must be declared in the tender submission.

Tenderers must comply with the applicable subcontracting and disclosure requirements stipulated in the tender documentation.

21. DOCUMENTATION AND FINAL REMINDERS

The buyer reiterated that the tender documents, including the NEC3 Supply Contract and pricing schedule, were available through the applicable tender platform.

Tenderers were reminded to:

- Read the complete tender documentation.
- Meet all eligibility criteria.
- Complete the mandatory commercial returnables.
- Submit the required technical, commercial, financial, quality, environmental and SDL&I documents.
- Ensure that the pricing schedule is correctly completed.
- Submit their bids before 20 October 2026 at 10:00.
- Ensure that their electronic submission status is marked **Complete**.
- Direct any further clarification questions to the buyer by email.

The buyer confirmed that the meeting minutes and relevant clarification responses would be published through the applicable Eskom and National Treasury tender channels.

22. KEY DECISIONS AND CLARIFICATIONS

No.	Matter	Clarification / Outcome
1	Tender method	The tender is an open tender. Eligible suppliers may submit bids.
2	Tender closing	20 October 2026 at 10:00. Late submissions will not be accepted.
3	Tender validity	120 days from the closing date and time.
4	Contract duration	Two years on an as-and-when-required basis.
5	Clarification meeting	Attendance was non-compulsory.
6	Alternative tenders	Alternative tenders are not permitted.
7	Tender opening	Tender submissions will be downloaded electronically; there will be no public opening.
8	Submission format	Documents must be uploaded to the applicable folders and generally submitted in PDF, subject to permitted exceptions.
9	Mandatory documents	The NEC3 Contract Data and Offer and Acceptance, together with the other mandatory returnables, must be completed.
10	Technical evaluation	Evaluation will be based on the technical standards and requirements attached to the tender.
11	Product database	Eskom may rely on existing TIP product database compliance where permitted under the tender requirements.

12	Collection of conductors	Eskom will arrange collection. DBR
13	Pricing	Prices must be entered against the specified conductor items, with the unit of measurement indicated as per metre.
14	Local content	The minimum threshold was discussed,
15	Quality and environmental requirements	The relevant returnables are included in the tender documents; the respective representatives were absent.
16	Financial requirements	Latest approved annual financial statements are required; draft statements are not acceptable.
17	Payment terms	30 days for contracts below R50 million and 60 days for contracts above R50 million, including VAT, from receipt of an undisputed invoice.
18	Contract commencement	The commencement date remains to be confirmed.
19	Clarification publication	Minutes and relevant questions and answers will be published through the applicable tender channels.

23. ACTION ITEMS

No.	Action	Responsible Party	Due Date / Timing
1	Prepare and publish the meeting minutes.	Buyer – Ezile Pupane	Following the meeting
2	Submit any further tender clarification questions by email.	Prospective tenderers	No later than five working days before the tender closing date
3	Review and complete all mandatory commercial documents, including the NEC3 Contract Data and Offer and Acceptance.	Prospective tenderers	Before tender closing
4	Submit the required technical documentation in accordance with the applicable technical standards.	Prospective tenderers	Before tender closing
5	Complete the applicable local content declarations and supporting annexures.	Prospective tenderers	Before tender closing
6	Submit the applicable quality, environmental and financial returnables.	Prospective tenderers	Before tender closing

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Group Technology & Commercial	

24. CLOSURE

The buyer thanked the Eskom representatives and suppliers for their attendance and participation.

Tenderers were reminded to review the tender documentation carefully, ensure that all required information and supporting documents were submitted, and comply with the tender closing date and time.

The buyer confirmed that the minutes and relevant clarification responses would be made available through the applicable tender publication channels.

The meeting was adjourned in the absence of further questions.

Prepared by: Ezile Pupane

Designation: Buyer

Organisation: Eskom Distribution – Cape Coastal Cluster

Tender number: E3547DXECOU