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|-----------------------------------------------------------------------------------------|----------|-------------|

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Strategy – Kendal Power Station  
Lubricants**

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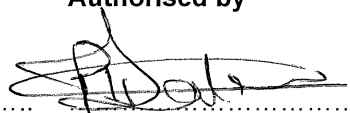
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|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------|
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## **CONTENTS**

|                                                             | <b>Page</b> |
|-------------------------------------------------------------|-------------|
| <b>1. INTRODUCTION .....</b>                                | <b>3</b>    |
| <b>2. SUPPORTING CLAUSES .....</b>                          | <b>3</b>    |
| 2.1 SCOPE .....                                             | 3           |
| 2.1.1 Purpose .....                                         | 3           |
| 2.1.2 Applicability .....                                   | 3           |
| 2.2 NORMATIVE/INFORMATIVE REFERENCES .....                  | 3           |
| 2.2.1 Normative .....                                       | 3           |
| 2.2.2 Informative .....                                     | 3           |
| 2.3 DEFINITIONS .....                                       | 4           |
| 2.3.1 Classification .....                                  | 4           |
| 2.4 ABBREVIATIONS .....                                     | 4           |
| 2.5 ROLES AND RESPONSIBILITIES .....                        | 4           |
| 2.6 PROCESS FOR MONITORING .....                            | 4           |
| 2.7 RELATED/SUPPORTING DOCUMENTS .....                      | 4           |
| <b>3. TENDER TECHNICAL EVALUATION STRATEGY .....</b>        | <b>4</b>    |
| 3.1 TECHNICAL EVALUATION THRESHOLD .....                    | 4           |
| 3.2 TET MEMBERS .....                                       | 5           |
| 3.3 MANDATORY TECHNICAL EVALUATION CRITERIA .....           | 6           |
| 3.4 QUALITATIVE TECHNICAL EVALUATION CRITERIA .....         | 7           |
| 3.5 TET MEMBER RESPONSIBILITIES .....                       | 10          |
| 3.6 FORESEEN ACCEPTABLE / UNACCEPTABLE QUALIFICATIONS ..... | 10          |
| 3.6.1 Risks .....                                           | 10          |
| <b>4. AUTHORISATION .....</b>                               | <b>11</b>   |
| <b>5. REVISIONS .....</b>                                   | <b>11</b>   |
| <b>6. DEVELOPMENT TEAM .....</b>                            | <b>11</b>   |
| <b>7. ACKNOWLEDGEMENTS .....</b>                            | <b>11</b>   |

## **TABLES**

|                                                          |    |
|----------------------------------------------------------|----|
| Table 1: TET Members .....                               | 5  |
| Table 2: Mandatory Technical Evaluation Criteria .....   | 6  |
| Table 3: Qualitative Technical Evaluation Criteria ..... | 7  |
| Table 4: TET Member Responsibilities .....               | 10 |
| Table 6: Unacceptable Technical Risks .....              | 10 |

## **CONTROLLED DISCLOSURE**

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## **1. INTRODUCTION**

The intent of this document is to align the procurement process on how potential suppliers will be assessed based on the technical requirements for the capability to Supply and deliver lubricants on and as when required for a period of 5 years at Kendal Power Station.

## **2. SUPPORTING CLAUSES**

### **2.1 SCOPE**

The scope is to perform tender technical evaluation for the supply of required lubricants to Kendal Power Station as stipulated in the procurement strategy.

#### **2.1.1 Purpose**

The purpose of this tender technical evaluation strategy is to define the Mandatory Evaluation Criteria, Qualitative Evaluation Criteria and TET member responsibilities for tender technical evaluation. The technical evaluation strategy serves as basis for the tender technical evaluation process.

#### **2.1.2 Applicability**

This document is applicable to Kendal Power Station engineering.

### **2.2 NORMATIVE/INFORMATIVE REFERENCES**

Parties using this document shall apply the most recent edition of the documents listed in the following paragraphs.

#### **2.2.1 Normative**

- [1] 240-48929482: Tender Technical Evaluation Procedure

#### **2.2.2 Informative**

- [1] 240-56063935: Turbine Oil Standard
- [2] 240-56064544: Diesel Engine Oil Specification
- [3] 240-56064548: Rotary Air and Gas Compressor Oil Standard
- [4] 240-56064555: Extreme Pressure Gear Oils Standard
- [5] 240-56064565: Rust and Oxidation Inhibited Hydraulic Oil Standard
- [6] 240-56064567: High Viscosity Index (HVI) Hydraulic Oils Standard
- [7] 240-56064571: Anti-Wear Hydraulic Oils Standard
- [8] 240-56064574: Rust and Oxidation Inhibited Circulating Oil Standard
- [9] 240-56064624: High Temperature Greases Eskom Standard
- [10] 240-56064653: Extreme Pressure (EP) General Purpose Greases Minimum Standard
- [11] 240-56064701: General Purpose Greases Minimum Standard

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## **2.3 DEFINITIONS**

### **2.3.1 Classification**

**Controlled Disclosure:** Controlled Disclosure to external parties, either enforced by law or discretion.

## **2.4 ABBREVIATIONS**

| <b>Abbreviation</b> | <b>Description</b>             |
|---------------------|--------------------------------|
| <b>N/A</b>          | Not Applicable                 |
| <b>OEM</b>          | Original Equipment Manufacture |
| <b>TET</b>          | Technical Evaluation Team      |

## **2.5 ROLES AND RESPONSIBILITIES**

N/A as per 240-48929482: Tender Technical Evaluation Procedure

## **2.6 PROCESS FOR MONITORING**

N/A

## **2.7 RELATED/SUPPORTING DOCUMENTS**

- [1] \*1037767: Kendal Power Station Procurement Purchase Requisition Compliance Checklist.
- [2] 32-1034: Eskom Procurement and Supply Chain Management Procedure.

## **3. TENDER TECHNICAL EVALUATION STRATEGY**

### **3.1 TECHNICAL EVALUATION THRESHOLD**

The minimum weighted final score (threshold) required for a tender to be considered from a technical perspective is 70%.

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### **3.2 TET MEMBERS**

**Table 1: TET Members**

| <b>TET number</b> | <b>TET Member Name</b> | <b>Designation</b>          |
|-------------------|------------------------|-----------------------------|
| TET 1             | Raymond Nkosi          | System Engineer             |
| TET 2             | Sanda Sithole          | Senior Technician           |
| TET 3             | Sipho Nhlapo           | Turbine Engineering Manager |
| TET 4             | Ndumiso Mzobe          | Mills Maintenance Manager   |

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### **3.3 MANADATORY TECHNICAL EVALUATION CRITERIA**

**Table 2: Mandatory Technical Evaluation Criteria**

|    | <b>Mandatory Technical Criteria<br/>Description</b>                           | <b>Reference to Technical Specification / Tender<br/>Returnable</b>                                                                    | <b>Motivation for use of Criteria</b>                                          |
|----|-------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------|
| 1. | Proof from the original lubricant manufacture, listed as the distributor      | Provide a confirmation (letter/ certificate from the lubricant manufacture), this is not applicable to original lubricant manufacture. | To ensure that the lubricant is original, and trustworthy.                     |
| 2. | The supplier must have access to suitably laboratories for lubricant testing. | Provide the confirmation letter/s for the laboratories used for testing (indicating their name/s)                                      | To enable testing of lubricant, at reasonable timelines with reliable results. |

### 3.4 QUALITATIVE TECHNICAL EVALUATION CRITERIA

**Table 3: Qualitative Technical Evaluation Criteria**

|           | Qualitative Technical Criteria Description                                                                                         |                                                                                                                                                                  | Reference to Technical Specification / Tender Returnable                                                                           | Criteria Weighting (%) | Criteria Sub Weighting (%) |
|-----------|------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------|------------------------|----------------------------|
| <b>1.</b> | <b>Supply the lubricant that is currently in-service (Requested Specification) at Kendal Power Station (Provide the following)</b> |                                                                                                                                                                  | <b>Scoring will be done as per submission for the 28 items on the scope of work and table 4</b>                                    | <b>50</b>              |                            |
|           | 1.1                                                                                                                                | Material Safety Data Sheets                                                                                                                                      | Provide documentation on tender returnable                                                                                         |                        | 50                         |
|           | 1.2                                                                                                                                | The supplier must indicate all pack sizes available for all products. Eskom will select appropriate pack size/s                                                  | Provide documentation on tender returnable                                                                                         |                        | 10                         |
|           | 1.3                                                                                                                                | Full technical performance data sheets. The supplier must list all relevant performance standards that the product is approved to. E.g. DIN, ISO, OEM standards. | Provide documentation on tender returnable                                                                                         |                        | 20                         |
|           | 1.4                                                                                                                                | A full list of the types of performance additives used in the lubricant, for all products                                                                        | Provide documentation on tender returnable                                                                                         |                        | 20                         |
| <b>2.</b> | <b>Experience for supplying Power Plant or similar industries with lubricants of similar quantities.</b>                           |                                                                                                                                                                  | List company experience with verifiable references, mentioning such experience and relevant to required lubricants in this tender. | <b>10</b>              | 100                        |
| <b>3.</b> | <b>Supplier Capability Assessment at Supplier Premises</b>                                                                         |                                                                                                                                                                  | Provide documentation on tender returnable                                                                                         | <b>40</b>              |                            |
|           | 3.1                                                                                                                                | Stock holding check at supplier premises                                                                                                                         | Assessment to be done at the supplier premises                                                                                     |                        | <b>35</b>                  |

|  |     |                                                        |                                                |                   |           |
|--|-----|--------------------------------------------------------|------------------------------------------------|-------------------|-----------|
|  | 3.2 | Non-conformity Management                              | Assessment to be done at the supplier premises |                   | <b>30</b> |
|  | 3.3 | Handling, Storage, Tagging and Preservation procedure. | Assessment to be done at the supplier premises |                   | <b>35</b> |
|  |     |                                                        |                                                | <b>TOTAL: 100</b> |           |

**Table 4: Qualitative Technical Evaluation Criteria Scoring**

| <b>Criteria Number</b> | <b>Score Percentage Description</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
|------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>1 &amp; 3</b>       | <p><b>5 (100% of weight) COMPLIANT</b></p> <ul style="list-style-type: none"> <li>• Meet technical requirement(s) AND;</li> <li>• No foreseen technical risk(s) in meeting technical requirements.</li> </ul> <p><b>4 (75% of weight) COMPLIANT WITH ASSOCIATED QUALIFICATIONS</b></p> <ul style="list-style-type: none"> <li>• Meet technical requirement(s) with;</li> <li>• Acceptable technical risk(s) AND/OR;</li> <li>• Acceptable exceptions AND/OR;</li> <li>• Acceptable conditions.</li> </ul> <p><b>2 (40% of weight) NON-COMPLIANT</b></p> <ul style="list-style-type: none"> <li>• Does not meet technical requirement(s) AND/OR;</li> <li>• Unacceptable technical risk(s) AND/OR;</li> <li>• Unacceptable exceptions AND/OR;</li> <li>• Unacceptable conditions.</li> </ul> |

**Tender Technical Evaluation Strategy – Kendal Power Station  
Lubricants**

Unique Identifier: **\*1037818**

Revision: **N/A**

Page: **9 of 11**

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|          |                                                                                                                                                  |
|----------|--------------------------------------------------------------------------------------------------------------------------------------------------|
|          | <b>0 (0% of weight) TOTALLY DEFICIENT OR NON-RESPONSIVE</b>                                                                                      |
| <b>2</b> | 0% of weight will be allocated for zero experience, 50% of weight allocated for $\leq 1$ year, 100% of weight will be allocated for $1 >$ years. |

### 3.5 TET MEMBER RESPONSIBILITIES

**Table 5: TET Member Responsibilities**

| Mandatory<br>Criteria Number   | TET 1 | TET 2 | TET 3 | TET 4 |
|--------------------------------|-------|-------|-------|-------|
| 1.                             | X     | X     | X     | X     |
| 2.                             | X     | X     | X     | X     |
| Qualitative<br>Criteria Number | TET 1 | TET 2 | TET 3 | TET 4 |
| 1.                             | X     | X     | X     | X     |
| 2.                             | X     | X     | X     | X     |
| 3.                             | X     | X     | X     | X     |

### 3.6 FORESEEN ACCEPTABLE / UNACCEPTABLE QUALIFICATIONS

#### 3.6.1 Risks

**Table 6: Unacceptable Technical Risks**

| Risk | Description                                                                                                                                                                                                                                                                                                                                                                                                   |
|------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1.   | Purchasing the lubricants that are not compatible with the currently in-service at Kendal Power Station, as this may result in having to empty the current lubricants before topping up. This could have a great negative financial impact and compatibility tests will be required to be conducted by the potential supplier at their cost where an alternative lubricant to the currently used is proposed. |

#### **4. AUTHORISATION**

This document has been seen and accepted by:

| <b>Name</b>   | <b>Designation</b>          |
|---------------|-----------------------------|
| Raymond Nkosi | System Engineer             |
| Sanda Sithole | Senior Technician           |
| Sipho Nhlapo  | Turbine Engineering Manager |
| Ndumiso Mzobe | Mills Maintenance Manager   |

#### **5. REVISIONS**

| <b>Date</b> | <b>Rev.</b> | <b>Compiler</b> | <b>Remarks</b>                                                            |
|-------------|-------------|-----------------|---------------------------------------------------------------------------|
| June 2026   | N/A         | R Nkosi         | Compiled for evaluating of the Kendal power Station Lubricants suppliers. |

#### **6. DEVELOPMENT TEAM**

The following people were involved in the development of this document:

1. Raymond Nkosi
2. Sand Sithole
3. Sipho Nhlapo
4. Ndumiso Mzobe

#### **7. ACKNOWLEDGEMENTS**

None.

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