

	SDL&I Strategy Setting for Bidders	Document Identifier	240-6860265	Rev	2
		Effective Date	17 September 2024		
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Description/ Scope of Work	The design, detailed engineering, manufacture, testing at works, supply, shipping, transportation, delivery, installation, erection, site-testing and commissioning of class 1 power transformers on an “as and when” required basis over a five (5) year period for Distribution Division
Duration of the Project	5 Years

Section 1: Pre-qualification Criteria for set aside Procurement (Not Applicable)

SDL&I will apply the following pre-qualification criteria as a set aside for this transaction

a) Is the transaction a set aside?

YES	NO
☐	☐
☒ Not applicable	

Please tick below the designated group targeted for this transaction.

- ☐ an EME or QSE which is at least 51% owned by black people;
- ☐ an EME or QSE which is at least 51% owned by black people who are youth;
- ☐ an EME or QSE which is at least 51% owned by black people who are women;
- ☐ an EME or QSE which is at least 51% owned by black people with disabilities;
- ☐ an EME or QSE which is 51% owned by black people living in rural or underdeveloped area or townships;
- ☐ a cooperative which is at least 51% owned by black people;
- ☐ a EME or QSE which is at least 51% owned by black people who are military veterans

Section 2: Specific Goal

A maximum of 10/20 points may be awarded to a tenderer for the specific goal specified for the tender. The points scored for the specific goal must be added to the points scored for price and the total must be rounded off to the nearest two decimal places. Subject to section 2(1)(f) of the Preferential Procurement Policy Framework Act, the contract must be awarded to the tenderer scoring the highest points.

B-BBEE Status Level of Contributor	Number of points (90/10 system)	Number of points (80/20 system)
1	10	20
2	9	18
3	6	14
4	5	12
5	4	8

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6	3	6
7	2	4
8	1	2
Non-compliant contributor	0	0

NB: The following documents are required to claim preference points,

- Valid B-BBEE certificate issued by a SANAS accredited verification agency / sworn affidavit / CIPC affidavit.
- Electronic signature on the sworn affidavit will not be accepted.

Tenderer failing to provide documentation for the allocation of preference points will not be disqualified, but'

- May only score point out of 90/80 for price.
- Scores 0 points out of 10/20 for specific goals.

Section 3: SDL&I Objective criteria

The inclusion of objective criteria in an enquiry is not mandatory but a condition for contract award, and if included, this must align with the requirements of the PPPFA [clause 2(1)(f)] and be clearly stated in the enquiry together with the consequence of such objective criteria (i.e., if the tenderer does not meet objective criteria; it may lead to the second-ranked tenderer being recommended for award).

3.1 CIDB (Not Applicable)

3.2 Designated Sectors

When applicable the following stipulated minimum threshold for Local Production and Content must be achieved in full by the tenderer

a) Is this Commodity or part of it a Designated Sector?

YES	NO
☒	☐

Please indicate below Designated Components

Commodity	Components	Local Content Threshold
Power Transformers	Class 1: 1MVA to 160 MVA, 11kV to 1322kV	80%

NOTE: SBD 6.2 Declaration Form and Annex C (Local Content Declaration-Summary Schedule) are therefore **mandatory tender returnable for contract award**.

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NOTE:

Where local content threshold (80%) for local designated products cannot be met due to shortages in raw materials or inputs or items not available locally.

- The tenderers are to obtain written exemption from the Department of Trade Industry and Competition (the dtic) if there is a requirement to import the raw materials or inputs.
- Find below details of the contact people at the DTIC for application local content exemption:
- MsCathrine Matidza: CMatidza@thedtic.gov.za(012 394 5598/ 066 471 8982)
- Mr Raphael Kitiaka: MRKitiaka@thedtic.gov.za(012 394 3500 / 073 497 2051)
- Ms Mamosai Seleka: MSeleka@thedtic.gov.za(012 394 1213 / 060 705 0677)
- Ms Rendani Raluthaga: RRaluthaga@thedtic.gov.za(012 394 1412 / 060 705 1690)
- Ms Miyelani Masinga: MMasinga@thedtic.gov.za(012 394 1664)
- Ms Girily Mahlambi: GMahlambi@thedtic.gov.za(012 394 1394)

If the tenderer has applied for an exemption for certain raw materials with the DTIC, the DTIC exemption letter will be mandatory for contract award.

3.3 Enterprise Development

3.3.1 National Industrial Participation Programme (NIPP)

Eskom will implement the NIPP requirement, which determines that the contractor/supplier must contact the Department of Trade, Industry and Competition (dtic) to arrange for support and development of local businesses. Eskom is required to inform the tenderers of this requirement. NIPP will only be applicable for contracts with an FGN component or content of USD 5 million or more.

The following narrative must be captured in all tenders that have import/foreign content equal to or in excess of USD 5 million:

“NIPP is a programme that seeks to leverage economic benefits and support the development of South African industry by effectively utilising the instrument of government procurement. The NIPP programme is mandatory for all government and parastatal purchases or lease contracts (goods and services) with an imported content equal to or exceeding USD 5 million.

“The programme targets South African and foreign industries, enterprises, and suppliers of goods and services to government/parastatals, where the imported content of such goods and services equals to or exceeds USD 5 million. The first customer of NIPP is the South African industry that benefits through the NIPP business plans, which, when implemented, generate new or additional business activities through one or more of the following: investment, export opportunities, job creation, increased local sales, SMME and BEE promotion, R&D, and technology transfer.

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“Companies with an NIPP obligation must sign this obligation agreement with the Department of Trade, Industry and Competition (dtic) before the contract with Eskom Holdings SOC Ltd, as a purchasing entity, is signed. The obligation agreement governs the relationship between the dtic and the supplier. It defines the NIPP obligation value(s), requirements to fulfil the NIPP obligation, performance milestones, performance monitoring processes, and the NIPP credit allocation criteria.

“All tenders with an import content that is equal to or exceeds the threshold of USD 5 million compels the winning bidder to negotiate and enter into a NIPP obligation agreement with the dtic before signing the contract with Eskom.”.

3.3.2 Mandatory Subcontracting as condition of award

Where feasible, up to 30% subcontracting will be considered for contracts that are R30M and above.

The beneficiaries will be EMEs and or QSEs that are 51% Black owned or more. A progress report on this requirement will be required on a monthly basis by contract management which will include invoices paid to the subcontracting company.

Tenderers shall subcontract with the following designated groups:

- an EME or QSE which is at least 51% owned by black people.
- an EME or QSE which is at least 51% owned by black people who are youth.
- an EME or QSE which is at least 51% owned by black people who are women.
- an EME or QSE which is at least 51% owned by black people with disabilities.
- an EME or QSE which is 51% owned by black people living in rural or underdeveloped area or townships.
- a cooperative which is at least 51% owned by black people.
- a EME or QSE which is at least 51% owned by black people who are military veterans.

The following is possible scope for subcontracting:

- Shipping
- Transportation
- Delivery
- Installation and erection

Contractors are encouraged to propose more scope for subcontracting, on the tables below.

The following documents must be submitted before contract award:

- Proof of a sub-contract agreement/s
- CSD report of subcontractor/s
- Sub-contractor/s B-BBEE certificate / sworn affidavit.

Participating tenderer/s are required to populate the sub-contracting information on the table below:

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Sub – contractor details:

Name of contractor / Contractors	
Proposed Scope of work to be performed by sub-contractor	
Subcontractor B-BBEE status level	
% Subcontracting	
Sub-Contractor B-BBEE status Level	
Contact person	
Telephone number	
E-mail address	

Name of contractor / Contractors	
Proposed Scope of work to be performed by sub-contractor	
Subcontractor BBEE status level	
% Subcontracting	
Sub-Contractor B-BBEE status Level	
Contact person	
Telephone number	
E-mail address	

Name of contractor / Contractors	
Proposed Scope of work to be performed by sub-contractor	
Subcontractor BBEE status level	
% Subcontracting	
Sub-Contractor B-BBEE status Level	
Contact person	
Telephone number	
E-mail address	

Note: A supplier awarded a contract/purchase order may not subcontract more than 25% of the value of the purchase order to any other entity that does not have an equal or higher B-BBEE status level of a contributor than the supplier concerned unless the contract is subcontracted to an EME that has the capability and ability to execute the subcontract.

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3.3.3 Joint Venture

A joint venture (JV) agreement is also encouraged for this transaction. The JV agreement could be between two South African entities or between a South African entity and an overseas entity.

The following will be required for a JV agreement:

- Submission of a letter of intent by the two entities to form a JV at tender closing.
- Submission of a consolidated BBBEE certificate of the Joint Venture entity at tender closing (application of a consolidated BBBEE certificate of the JV entity should take between 3 to 5 working days to process).
- The JV agreement must also include a term that indicates the entity that will be the lead partner and a term that indicates the ratio according to which work and/or payment will be split.

Note:

It is acceptable for an unincorporated JV to submit a letter of intent. It must be followed up with a JV agreement should the tenderers be successful. That agreement should be assessed for its legal validity by Eskom, that it includes a term that the JV partners will mutually and severally be liable, that it indicates who will be the lead partner, and that it indicates the ratio in which work and/or payment will be split.

Section 4: SDL&I Objectives in line with Reconstruction and Development Programme (RDP) Goals

Tenderers who complete and submit the objectives as required, but who do not meet Eskom's targets, will not be disqualified. SDL&I objectives do not form part of scoring but commitments will form part of contractual obligations

1. Transformation – BBBEE Improvement or Retention Plan

Transformation remains an area of focus, where Eskom continuously strives to align itself with national transformation imperatives to unlock growth, drive industrialization, create employment and contribute to skills development.

Eskom encourages its suppliers to constantly strive to improve their B-BBEE rating. Whereas Tenderer/s will be allocated points in terms of a preference point system based on specific goals, Eskom also requests that tenderer/s submits their B-BBEE improvement or retention plan within 30 days of signing the contract.

Tenderer/s are therefore requested to indicate the extent to which they will **maintain** (only if the respondent is a BBBEE Level 1-3). Tenderer/s with a B-BBEE status level 4 at the time of contract award,

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shall migrate and achieve as a non-negotiable a milestone of B-BBEE Level 3 by the end of the first year of the contract and thereafter maintain their B-BBEE status level for the duration of the contract.

Tenderer/s with a B-BBEE recognition status of Level 5 to Level 8 or non-compliant at the time of contract award, shall migrate and achieve as a non-negotiable a milestone of Level 4 by the end of the first year of the contract and thereafter improve to BBEE level 3 and then maintain this BBEE status level for the duration of the contract.

Tenderer/s are requested to submit their B-BBEE Improvement Plan as an essential document within 30 days of signing the contract.

NB: A valid B-BBEE certificate or Sworn Affidavit is a condition for contract award, if your company's annual Total Revenue is R10 Million or less you qualify as an Exempted Micro Enterprise therefore you can submit Sworn Affidavit. If your annual Total Revenue is R50 Million or less, you qualify as Qualifying Small Enterprise and must comply with all of the elements of QSE score card relevant to your sector unless an entity is at least 51% Black owned you are required to obtain a Sworn affidavit. If your Annual Total Revenue is above R50m you need to submit a Valid B-BBEE certificate.

2. Local Procurement Content

"Local Procurement Content" refers to value added in South Africa by South African resources. Where a single contract involves a combination of local and imported goods and/or services, the tender response must be separated into its components as per the Price Schedule included with the tender documents. Local procurement content is total spending minus the imported component.

Tenderers are required to submit their proposals in the table below:

Local Procurement Content	Eskom target	Tenderer Proposal
	80%	

3. Procurement spend on entities with a minimum 51% black ownership

The winning tenderer/s is/are encouraged to procure/spend on designated groups on the following paid invoices for both:

- the indirect expenses (e.g. overheads) on goods and services supplied to the contractor/supplier by designated groups; and
- direct spend on goods and services supplied by the subcontractors for the execution of the scope of work.

Activities, as a proportion of the local procurement content, which may be subcontracted to designated black owned enterprises must be submitted in a table below.

Procurement Designated Group	from	Eskom Target	Tenderer Proposal
Black Owned		4.0%	

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Black Women Owned	3.0%	
Black Youth Owned	2.0%	
Black Persons with Disability	1.0%	

4. Jobs

Tenderers are required to submit proposals for the type and number of jobs that will be created and retained in South Africa as a direct result of being awarded a contract.

Type of Jobs to be created	Number of Jobs to be created

Type of Jobs to be retained	Number of Jobs to be retained

5. Skills Development

Tenderers are required to submit proposals of the skill types / occupations to be upskilled for this transaction. The candidates selected for skills development shall be currently unemployed graduates from university schools and technical, vocational, education and training (TVET) campuses of South Africa.

The threshold will be as follows to ensure successful implementation of this initiative:

- ✓ The successful tenderer will be obligated to **skill one** candidate for every **R10 Million** spend cumulatively through purchase orders/instructions awarded to the supplier.
- ✓ The tenderer will be expected to submit a letter of competence/proof of attendance/service contract/certificate of compliance as proof that a candidate has been appointed for work experience. The supplier will be required to implement this requirement a month after the threshold is reached.

Candidates shall be from all provinces in the country, and their composition shall be a representative of the population demographics of South Africa.

Skill type / Occupation	Tenderer Proposal		
	No	Skill Type	Quantity
Scope of work-related skill types/Occupation	1.		
	2.		

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	3.			
	4.			
	5.			
	6.			
	7.			
	8.			
	9.			
	10.			

The process of developing these skills shall involve the participation by tenderers directly and through their supply network. In certain cases, the SETA's accredited training providers can be approached to participate in developing critical and scarce skills

Note: Tenderers are required to take full responsibility for the total cost of developing the requisite skills, and Eskom shall not make any financial contribution towards the fulfilment of this obligation. Tenderers also are advised to approach their relevant SETAs to access grants, subsidies and incentives as well as South African Revenue Services for tax rebates that are earmarked for skills development initiatives.

Section 5: SDL&I Retention and Performance Security

Eskom will apply a retention of 2.5% of the invoice amount for failure to meet SDL&I obligations.

As security for the fulfilment of SDL&I obligations, Eskom will apply a retention of 2.5% on every invoice amount (excluding VAT) for failure to submit SDL&I performance reports every quarter; **or** failure to meet the SDL&I obligations in this contract. The 2.5% retention clause will be applied as follows:

- Submission of the tenderer's performance reports on a quarterly basis towards SDL&I obligations.
- SDL&I will assess the submitted performance report then issue a compliance report.
- Should the report yield a non-compliance outcome, Eskom will retain the 2.5%.
- Should the compliance results be positive, Eskom will release the retained funds to the tenderer.

Section 6: Reporting and Monitoring

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- The suppliers shall on a quarterly basis submit a report to Eskom in accordance with Data Collection Template on their compliance with the SDL&I obligations described above.
- Eskom shall review the SDL&I reports submitted by the suppliers within 60 (sixty) days of receipt of the reports and notify the suppliers in writing if their SDL&I obligations have not been met.
- Upon notification by Eskom that the suppliers have not met their SDL&I obligations, the suppliers shall be required to implement corrective measures to meet those SDL&I obligations before the commencement of the following report, failing which Retention clauses shall be invoked.

Section 7: General Information on Validity of Sworn Affidavits

The following must be considered when it comes to validity of Affidavits;

Tenderers submitting B-BBEE Sworn Affidavits must ensure that the affidavits meet the following key pointers to ensure their validity:

- Name/s of deponent as they appear in the identity document and the identity number.
- Designation of the deponent as the **director, owner** or **member** must be indicated in order to know that person is duly authorised to depose of an affidavit. **(Mark the applicable option).**
- Name of enterprise as per enterprise registration documents issued by the CIPC, where applicable, and enterprise business address.
- Percentage of black ownership, black female ownership and designated group. In the case of specialised enterprises as per Statement 004, the percentage of black beneficiaries must be reflected. **(No blank spaces to be left).**
- Indicate total revenue for the year under review and whether it is based on **audited financial statements** or **management account**. **(Mark the applicable option).**
- Financial year end as per the **enterprise's registration documents**, which was used to determine the total revenue. **(Financial year end to be stipulated by day/month/year).**
- B-BBEE Status level. An enterprise can only have one status level. **(Tick applicable level)**
- Empowering supplier status must be indicated. For QSEs, the deponent must select the basis for the empowering supplier status.
- Date deponent signed and date of Commissioner of Oath must be the same. **(The sworn affidavit must be signed in the presence of the Commissioner of Oath. Furthermore the Commissioner must also sign and stamp)**
- Commissioner of Oath cannot be an employee or ex officio of the enterprise because, a person cannot by law, commission a sworn affidavit in which they have an interest.

Name of bidder:

Bidder representative:.....

Representative signature:.....

Date:

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