



Strategy

Kusile Power Station

Title: **Tender Technical Evaluation Strategy: Scope of Work- Alterations and Additions to Existing Building Structures at Kusile Power Station**

Unique Identifier: **KUS - 20250643**

Alternative Reference Number: **N/A**

Area of Applicability: **Engineering**

Documentation Type: **Strategy**

Revision: **1**

Total Pages: **26**

Next Review Date:

Disclosure Classification: **CONTROLLED DISCLOSURE**

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### **CONTROLLED DISCLOSURE**

## **1. Introduction**

An invitation to tender will be issued to the open market calling for interested parties to participate in the tender process for Scope of Work: Alterations and Additions to Existing Building Structures at Kusile Power Station. This document sets out the method and criteria that will be used to evaluate the tenders that will result from this pre-qualification invite.

## **2. Supporting Clauses**

### **2.1 Scope**

This strategy defines the Technical Evaluation Team (TET) and their responsibilities regarding this scope. The mandatory and qualitative evaluation criterion used to evaluate the submitted tenders is also included in this report.

#### **2.1.1 Purpose**

The purpose of this tender technical evaluation strategy is to outline the process to followed in evaluating the tenders.

#### **2.1.2 Applicability**

This document applies to the Tender Evaluation Team for the project scope: Alterations and Additions to Existing Building Structures at Kusile Power Station.

## **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] 32-1034 Eskom Procurement Policy
- [3] 474-59 Internal Audit Procedure

### **2.2.2 Informative**

- [4] KUS-20250644- Scope of Work: Alterations and Additions to Existing Building Structures at Kusile Power Station

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## **2.3 Definitions**

### **2.3.1 Enquiry**

A competitive or non-competitive request for information, interest, quotations or proposals made to a supplier, a group of suppliers or the market at large.

### **2.3.2 Tender**

A tender refers to an open or closed competitive request for quotations / prices against a clearly defined scope / specification.

### **2.3.3 Tenderer**

One who tenders.

### **2.3.4 Classification**

**Controlled Disclosure:** Controlled Disclosure to external parties (either enforced by law, or discretionary).

## **2.4 Abbreviations**

**Table 1: Abbreviations Table**

<b>Abbreviation</b>	<b>Description</b>
CCTV	Closed Circuit Television
C&I	Control and Instrumentation
CV	Curriculum Vitae
ECSA	Engineering Council of South Africa
HVAC	Heating, Ventilation and Air-conditioning
ID	Identification Document
PA	Public Address
SACAP	South African Council for the Architectural Profession
SACPCMP	South African Council for Project and Construction Management Professionals
SAGC	South African Geomatics Council
TES	Technical Evaluation Strategy
TET	Technical Evaluation Team

## **2.5 Roles And Responsibilities**

The roles and responsibilities are as per the Tender Technical Evaluation Procedure [1].

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## 2.6 Process For Monitoring

This procedure shall be monitored by the Internal Audit Procedure [3].

## 2.7 Related/Supporting Documents

None.

## 3. Tender Technical an Strategy

### 3.1 Technical Evaluation Threshold

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

### 3.2 Weighted Scorecard

A weighted score card approach will be used to evaluate the tenders against the Employer's requirements. The following scoring method will be used. The individual scores from the TET members on each evaluation criteria will be added and averaged to obtain a final score.

**Table 2: Scorecard**

Score	Percentage	Description
5	100	<b>Compliant</b> <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>
4	80	<b>Compliant With Associated Qualifications</b> <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>
2	40	<b>Non-Compliant</b> <ul style="list-style-type: none"> <li>Does not meet technical requirement(s) AND/OR; Unacceptable technical risk(s) AND/OR;</li> <li>Unacceptable exceptions AND/OR;</li> <li>Unacceptable conditions.</li> </ul>
0	0	<b>Totally Deficient Or Non-Responsive</b>

### 3.3 Tet Members

**Table 3: Core TET Members**

TET number	TET member	Designation
TET 1	Lelethu Thipa	Civil Engineer
TET 2	Keoagile Kgaladi	Civil Engineer
TET 3	Vely Sondezi	Electrical Engineer

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<b>TET number</b>	<b>TET member</b>	<b>Designation</b>
TET 4	Boikobo Sikhosana	C&I Engineer
TET 5	Kunaal Dharamraj	Mechanical Engineer – HVAC System
TET 6	Dhiresb Ram	Mechanical Engineer – Fire Protection System

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### 3.4 Mandatory Technical Evaluation Criteria

**Table 4 Mandatory Technical Evaluation Criteria**

	<b>Mandatory Technical Criteria Description</b>	<b>Source of Evidence</b>	<b>Motivation for use of Criteria</b>
	<p><b>Relevant experience/ (track record):</b></p> <p>The Tenderer must submit verifiable reference letters and completion certificates for a minimum of two (2) projects completed within the past ten (10) years, directly related to building alterations and additions of comparable nature and complexity.</p> <p>For the purposes of this tender, “similar scope” refers to projects involving building alterations and additions of a comparable nature and complexity. Such projects may include, but are not limited to, the following activities:</p> <ul style="list-style-type: none"> <li>• Building alterations and additions to existing facilities including reconfigurations to electrical and/or structural and/or HVAC and/or fire protection and detection systems</li> <li>• Structural alterations to existing buildings, including partial demolitions, strengthening works and modifications to structural elements</li> <li>• Additions to existing facilities, such as extensions, additional floors or new building sections integrated with existing structures and systems</li> <li>• Internal renovations and reconfigurations, including changes to building layouts, building systems, finishes, ceilings and partitions</li> </ul>	<ol style="list-style-type: none"> <li>1. The Tenderer shall submit verifiable reference letters <b>AND</b> completion certificates for each project submitted under this criterion. All submitted documentation shall meet the following minimum requirements: <ul style="list-style-type: none"> <li>• Documents shall be issued on the official letterhead of the client or authorised referee.</li> <li>• Each reference letter and completion certificate shall clearly state the: <ul style="list-style-type: none"> <li>○ Project name</li> <li>○ Project description and scope of work</li> <li>○ Contract value</li> <li>○ Completion date</li> <li>○ Tenderer’s role and level of responsibility</li> <li>○ Client or referee contact details (name, position, and mobile and/or telephonic contact number)</li> <li>○ Confirmation of satisfactory performance</li> </ul> </li> </ul> </li> <li>2. The Tenderer submits a declaration letter confirming that all submitted references and certificates are authentic. The tenderer notes that forged or falsified documents will result in disqualification and may have legal consequences.</li> </ol> <p><b>Notes:</b></p> <ul style="list-style-type: none"> <li>• Only projects completed within the past ten (10) years from the tender closing date will be considered</li> <li>• Submitted projects must be directly related to the defined similar works and aligned with the Technical Scope Document;</li> </ul>	<p>This criterion is used to assess the tenderer’s demonstrated competence and capability in delivering works of a similar nature, complexity and scale to those required under this contract.</p> <p>Tenderers that cannot demonstrate relevant and recent experience present an unacceptable technical and delivery risk. This criterion therefore supports the selection of a contractor with a proven track record, reducing overall project risk.</p>

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	<b>Mandatory Technical Criteria Description</b>	<b>Source of Evidence</b>	<b>Motivation for use of Criteria</b>
	<ul style="list-style-type: none"><li>• Coordination and integration of multiple disciplines in construction work including architectural, civil, structural, mechanical, electrical and C&amp;I works</li></ul>		

### **3.5 Qualitative Technical Evaluation Criteria**

Notes to tenderer:

1. An undertaking is required that resources identified would not be changed on award of the Contract.
2. The CV's of Key Personnel should have experience which is comparable in nature to the Works specified in this tender.
3. It is a requirement that the key personnel, in particular, have good communication skills in the English language.
4. Where no information is offered by the Tenderer no points shall be scored.

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No	Qualitative Technical Criteria Description	Reference to Technical Specification / Tender Returnable	Criteria Weighting (%)	Scoring			
				0	2	4	5
<b>1. PROPOSAL FOR THE SCOPE OF WORKS</b>							
1.1	<p><u>Construction Proposal</u></p> <p>Tenderer shall submit a detailed Construction Proposal addressing:</p> <ul style="list-style-type: none"> <li>Overall construction methodology for planning, managing and executing the works. Key work activities, work phases, sequencing and interdependencies to be detailed etc.</li> <li>Resources and equipment to be utilised i.e. labour, trades and plant etc.</li> <li>Proposed mitigation measures to minimise disruption to plant personnel and ongoing operations</li> </ul>	<ul style="list-style-type: none"> <li>Construction proposal</li> </ul>	25%	<p>Submission is totally deficient and fails to demonstrate any understanding of the scope. No methodology, construction sequence, resources or mitigation measures provided. Technical risks are significant and likely to compromise project delivery.</p>	<p>Proposal poorly addresses the scope requirements. The methodology is vague or generic. The construction sequence is missing or illogical. Project resources, trades and mitigation measures unclear. Submission demonstrates significant technical risks that could affect delivery.</p>	<p>Proposal addresses most scope requirements. The methodology is generally clear but lacks detail in some areas. The construction sequence is partially defined and mitigation measures are partially described. Submission demonstrates minor technical risks in project delivery</p>	<p>Proposal fully addresses all scope requirements. Scope elements align completely with the Employer's Requirements. The construction methodology is detailed and comprehensive. Construction sequence is logical, phased and clearly identifies critical path elements. Project resources, trades and mitigation measures are well defined. Submission demonstrates no foreseeable technical risks</p>

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				0	2	4	5
<b>2. Experience of Key Project Personnel</b>							
2.1	<p><u>Structural Engineer Resource:</u></p> <p>The tenderer must submit particulars of a Structural Engineer or Technologist who is:</p> <ul style="list-style-type: none"> <li>Registered as a Professional Engineer/Technologist with ECSA</li> <li>Holds a formal engineering degree in the relevant discipline (BSc/BEng/BTech/MEng)</li> <li>Has a minimum of 5 years demonstrable experience in structural engineering design</li> </ul>	<ul style="list-style-type: none"> <li>CV demonstrating level of related design experience</li> <li>Certified ID copy of key personnel</li> <li>Certified ECSA registration certificate</li> </ul>	10%	<p>0 = 0%</p> <p>Missing CV, certified ID or ECSA certificate.</p>	N/A	<p>4 = 80%</p> <p>CV shows 5 years experience.</p> <p>Certified ID and ECSA certificate included.</p>	<p>5 = 100%</p> <p>CV shows more than 5 years relevant experience.</p> <p>Certified ID and ECSA certificate included.</p>

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				0	2	4	5
<b>2. Experience of Key Project Personnel</b>							
2.2	<p><u>Site Agent Resource:</u></p> <p>The tenderer must submit particulars of a Site Agent who:</p> <ul style="list-style-type: none"> <li>• Holds a degree or diploma in civil/structural engineering or Construction Management (BSc/BEng/BTech/National Diploma)</li> <li>• Has 5 years demonstrable experience in general building construction and site supervision</li> <li>• Registered with ECSA or SACPCMP</li> </ul>	<ul style="list-style-type: none"> <li>• CV demonstrating relevant site supervision and construction experience</li> <li>• Certified formal qualification (BSc/BEng/BTech/National Diploma)</li> <li>• Certified ECSA or SACPCMP registration certificate</li> <li>• Certified copy of ID.</li> </ul>	10%	<p>0 = 0%</p> <p>Totally deficient or non-responsive. CV is missing or does not demonstrate relevant experience. Certified qualification, ID and/or ECSA/SACPCMP certificate/s not submitted</p>	N/A	<p>4 = 80%</p> <p>CV submitted - resource has 5 years relevant experience. Certified formal qualification, ECSA/SACPCMP certificate/s and ID copy included.</p>	<p>5 = 100%</p> <p>CV submitted; resource has more than 5 years relevant experience. Certified formal qualification, ECSA/SACPCMP certificate/s and ID copy included</p>

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				0	2	4	5
<b>Experience of Key Project Personnel (cont.)</b>							
2.3	<p><u>Foreman / Construction Supervisor Resource (Ceiling &amp; Partitioning Works):</u></p> <p>The tenderer must submit particulars of a Foreman / Construction Supervisor who:</p> <ul style="list-style-type: none"> <li>• Holds a national or trade certificate in ceiling and partitioning installation</li> <li>• Has 5 years relevant experience in the related field</li> </ul>	<ul style="list-style-type: none"> <li>• CV demonstrating relevant experience in ceiling and partitioning installation</li> <li>• Certified national or trade certificate</li> <li>• Certified ID copy</li> </ul>	10%	<p>0 = 0%</p> <p>Totally deficient or non-responsive. CV is missing or does not demonstrate relevant experience.</p> <p>Certified national or trade certificate or ID copy is not submitted.</p>	N/A	<p>4 = 80%</p> <p>CV submitted - resource has 5 years demonstrable experience in ceiling and partitioning works. Certified national or trade certificate included. ID copy submitted.</p>	<p>5 = 100%</p> <p>CV submitted -resource has more than 5 demonstrable experience in ceiling and partitioning works. Certified national or trade certificate included. ID copy submitted.</p>

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				0	2	4	5
<b>Experience of Key Project Personnel (cont.)</b>							
2.4	<p><u>Foreman / Construction Supervisor Resource (HVAC Works):</u></p> <p>The tenderer must submit particulars of a Foreman / Construction Supervisor who:</p> <ul style="list-style-type: none"> <li>• Holds a national or trade certificate in HVAC construction</li> <li>• Has 5 years relevant experience in supervising teams engaged in HVAC construction activities including testing and commissioning of related installations i.e. ductwork, ventilation fans, thermostats etc</li> </ul>	<ul style="list-style-type: none"> <li>• CV demonstrating relevant experience in the specified discipline area</li> <li>• Certified national or trade certificate</li> <li>• Certified ID copy</li> </ul>	5%	<p>0 = 0%</p> <p>Totally deficient or non-responsive. CV is missing or does not demonstrate relevant experience.</p> <p>Certified national or trade certificate or ID copy is not submitted.</p>	N/A	<p>4 = 80%</p> <p>CV submitted - resource has 5 years demonstrable experience in HVAC works. Certified national or trade certificate and ID copy submitted.</p>	<p>5 = 100%</p> <p>CV submitted -resource has 5+ demonstrable experience in HVAC works. Certified national or trade certificate and ID copy submitted.</p>

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				0	2	4	5
<b>Experience of Key Project Personnel (cont.)</b>							
2.5	<p><u>Fire Alarm Technician Resource:</u> The tenderer must submit particulars of a Fire Alarm Technician who:</p> <ul style="list-style-type: none"> <li>• Holds a national or trade certificate in the field</li> <li>• Has 5 years' demonstrable experience in the installation and commissioning of fire detection and fire alarm systems.</li> </ul>	<ul style="list-style-type: none"> <li>• CV demonstrating relevant experience in the specified field.</li> <li>• Certified occupational/ trade certificate</li> <li>• Certified copy of ID</li> </ul>	5%	<p>0 = 0%</p> <p>Totally deficient or non-responsive.</p> <p>CV is missing or does not demonstrate relevant experience.</p> <p>Certified occupational/trade certificate and/or ID copy not submitted.</p>	N/A	<p>4 = 80%</p> <p>CV submitted; resource has 5 years' demonstrable experience in installation and commissioning of fire detection and fire alarm systems.</p> <p>Certified occupational/trade certificate and ID copy submitted.</p>	<p>5 = 100%</p> <p>CV submitted; resource has more than 5 years' demonstrable experience in installation and commissioning of fire detection and fire alarm systems.</p> <p>Certified occupational/trade certificate and ID copy submitted.</p>

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				0	2	4	5
<b>Experience of Key Project Personnel (cont.)</b>							
2.6	<p><u>Electrical Installation Electrician Resource:</u></p> <p>The tenderer must submit particulars of a Electrical Installation Electrician who:</p> <ul style="list-style-type: none"> <li>• Holds a national or trade certificate in the field</li> <li>• Has possession of a wireman's license</li> <li>• Has at least 5 years' demonstrable experience in the construction and/or reticulation electrical sector</li> </ul>	<ul style="list-style-type: none"> <li>• CV demonstrating relevant experience in the specified field.</li> <li>• Certified trade certificate</li> <li>• Certified wireman's license</li> <li>• Certified copy of ID</li> </ul>	5%	<p>0 = 0%</p> <p>Totally deficient or non-responsive.</p> <p>CV is missing or does not demonstrate relevant experience.</p> <p>Certified trade certificate, wireman's license and/or ID copy not submitted.</p>	N/A	<p>4 = 80%</p> <p>CV submitted - resource has 5 years' demonstrable experience in the field.</p> <p>Certified trade certificate, wireman's license and ID copy submitted.</p>	<p>5 = 100%</p> <p>CV submitted - resource has 5+ years' demonstrable experience in the field.</p> <p>Certified trade certificate, wireman's license and ID copy submitted.</p>

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				0	2	4	5
<b>Experience of Key Project Personnel (cont.)</b>							
2.7	<p><u>Commissioning / Testing Engineer Resource:</u> The tenderer must submit particulars of a Commissioning / Testing Engineer who:</p> <ul style="list-style-type: none"> <li>• Holds a diploma in Electrical Engineering</li> <li>• Has a minimum of 5 years hands-on commissioning experience in BMS and integrated systems</li> </ul>	<ul style="list-style-type: none"> <li>• CV demonstrating relevant experience in the specified field.</li> <li>• Certified national diploma/trade certificate</li> <li>• Certified copy of ID</li> </ul>	5%	<p>0 = 0% Totally deficient or non-responsive. CV is missing or does not demonstrate relevant experience. Certified occupational/trade certificate and/or ID copy not submitted.</p>	submitted/A	<p>4 = 80% CV submitted - resource has 5 years' demonstrable experience in the field. Certified qualifications/trade certificate and ID copy submitted</p>	<p>5 = 100% CV submitted - resource has more than 5 years' demonstrable experience in the field. Certified qualifications/trade certificate and ID copy submitted</p>

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				0	2	4	5
<b>Delivery Approach – Organisational Structure</b>							
2.8	<p>The tenderer must submit an organisational structure to demonstrate the proposed delivery model and approach, showing:</p> <ul style="list-style-type: none"> <li>Key project personnel with reporting lines and management responsibilities</li> <li>Whether the project will be executed via subcontractors or a JV/consortium</li> <li>Signed JV/consortium agreements or letters of confirmation for all works not performed by the Main Contractor (if applicable)</li> </ul> <p><b>JV/Consortium Submission Guidelines:</b></p> <ul style="list-style-type: none"> <li>Letters or agreements must be on the official letterhead of the JV partner or consortium member</li> <li>Letters or agreements shall be signed by an authorised representative (e.g. company director, CEO or legal officer) – the tenderer includes the name, title and contact details of the signatory for verification</li> </ul>	<ul style="list-style-type: none"> <li>Organisational chart</li> <li>Signed JV/consortium agreements or confirmation letters (if applicable)</li> </ul>	15%	<p>No organisational structure submitted or submission totally deficient. JV/subcontractor arrangements not provided or submitted documents are not on official letterhead or not signed by an authorized representative. Submission unverifiable</p>	<p>Organisational structure illogical or impractical. Roles/responsibilities and JV/subcontractor arrangements poorly defined or missing. High risk of project delivery issues.</p>	<p>Organisational structure mostly complete with minor gaps. Roles and responsibilities generally clear. JV/subcontractor arrangements adequately documented. Minor risks manageable.</p>	<p>Organisational structure fully defined. Roles, responsibilities and reporting lines fully detailed. JV/subcontractor arrangements well documented and confirmed. Minimal risk to project delivery.</p>

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				0	2	4	5
<b>3. Project Programme</b>							
3.1	<p>The tenderer submits a detailed project programme (Gantt chart or equivalent) showing phases, milestones and critical path activities. The programme details the following:</p> <ul style="list-style-type: none"> <li>• Resource allocation or loading plan (labour, equipment) across all project activities.</li> <li>• Sequencing and phasing of work</li> <li>• Contingency planning for schedule, resource or operational risks.</li> <li>• Monitoring, reporting and coordination mechanisms</li> </ul>	Detailed programme or schedule	10%	No programme submitted or submission totally deficient. Project duration missing or unrealistic	Programme incomplete or unclear; sequencing or phasing poorly defined. Resource allocation not fully considered. Limited contingency measures; schedule and resource risks may impact delivery. Project duration: >24 months. Programme demonstrates moderate to high technical risks	Programme mostly complete with minor gaps in sequencing, milestones or contingency measures. Resource allocation largely clear. Mitigation strategies adequately address potential risks. Project duration: 13–17 months. Programme demonstrates low technical risks.	Programme fully detailed, logical and comprehensive. Critical path, milestones, dependencies, resource allocation, and phasing clearly defined. Effective mitigation strategies are in place to manage potential delays and operational risks. Project duration: 8–12 months. Programme demonstrates full capability to deliver works efficiently with minimal risk.
TOTAL:			100%				

**A. Tet Member Responsibilities**

**Table 5: TET Member Responsibilities**

<b>Mandatory Criteria Number</b>	<b>TET 1</b>	<b>TET 2</b>	<b>TET 3</b>	<b>TET 4</b>	<b>TET 5</b>	<b>TET 6</b>
1	X	X	X	X	X	X
<b>Qualitative Criteria Number</b>	<b>TET 1</b>	<b>TET 2</b>	<b>TET 3</b>	<b>TET 4</b>	<b>TET 5</b>	<b>TET 6</b>
1.1	X	X	X	X	X	X
2.1	X	X				
2.2	X	X				
2.3	X	X				
2.4					X	
2.5						X
2.6			X			
2.7			X	X	X	X
2.8	X	X	X	X	X	X

**B Foreseen Acceptable / Unacceptable Qualifications**

**Risks**

**Table 6: Acceptable Technical Risks**

<b>Risk</b>	<b>Description</b>
1.	N/A

**Table 7: Unacceptable Technical Risks**

<b>Risk</b>	<b>Description</b>
1.	<ul style="list-style-type: none"><li>• Exclusion of proof/record of completed projects of similar scope with traceable references</li><li>• Exclusion of Professional Registration Certificates of key personnel allocated to perform the specified services</li></ul>

**Exceptions / Conditions**

**Table 8: Acceptable Technical Exceptions / Conditions**

<b>Risk</b>	<b>Description</b>
1.	N/A

**Table 9: Unacceptable Technical Exceptions / Conditions**

<b>Risk</b>	<b>Description</b>
1.	N/A

#### **4 Acceptance**

This document has been seen and accepted by:

<b>Name</b>	<b>Designation</b>	<b>Signature</b>
Kunaal Dharamraj	Mechanical Engineer – HVAC System	
Dhires Ram	Mechanical Engineer – Fire Protection System	
Vely Sondezi	Electrical Engineer	
Boikobo Sikhosana	C&I Engineer	

#### **5 Revisions**

<b>Date</b>	<b>Rev.</b>	<b>Remarks</b>
February 2026	1	First issue

#### **6 Development Team**

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

Vely Sondezi

Dhires Ram

Kunaal Dharamraj

Boikobo Sikhosana

#### **7 Acknowledgements**

Aluwani Maumela

**CONTROLLED DISCLOSURE**

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