

Clarification Meeting – Digital & Display Solution

Date: 22 May 2026

Time: 11:02

Presented by : Terrence Gama



HOUSE KEEPING RULES

- ❖ Attendees to ensure they remain on mute unless an opportunity is granted to unmute.
- ❖ No Video Streaming, only audio is permitted.
- ❖ Questions will be responded to at the end of the presentation, Attendees to allow the ERI team to present until completion.

- 1 Tender Brief overview
- 2 Commercial Requirements
- 3 Evaluation criteria
- 4 Scope of work
- 5 Contractual Requirements (SHEQ, Finance)

TENDER BRIEF OVERVIEW



Tender Description : Description : Digital & Signage Solution For Eskom Rotek Industries SOC

Tender Number: E0126TACTERI

Briefing Session: Non-Compulsory

Tender Document: e-tenders & Eskom Tender Bulletin

Tender closing date : 05 June 2026 10:00am

Bid Submission : Tenders are to be submitted electronically via Eskom E-tendering site by the stipulated closing date and time

Clarification Deadline: Strictly in Writing (Gamamt@eskom.co.za)

COMMERCIAL REQUIREMENTS (PAGE 13 ITT)

Reference	Returnable From Suppliers	Returnable required at Tender closing (disqualifiable)*	Returnable required at Tender closing. (Non-disqualifiable) **	Returnable required prior to Contract Award.
Basic Compliance	Electronic copy of the tender in a PDF format. The price list needs to be submitted in PDF (The upload size per document is 500 megabytes and total submission is restricted to 4 gigabytes)	√		
Annexure A	Authorisation Form	√		
Annexure B	Acknowledgement Form	√		
Annexure C	Tenderers Particulars	√		
Annexure D	Integrity Pact Declaration form	√		
Annexure E	CPA for local goods/services (if applicable)		√	
Annexure F	CPA(IG) for imported goods/services (if applicable)		√	
Annexure G1-G4	SBD 6.2 -Declaration certificate for local production and content and Annexures G2,G3,G4		√	
Annexure H (applicable for all suppliers including Foreign suppliers)	SBD 1- to be completed and submitted by all tenderers.		√	

Reference	Returnable From Suppliers	Returnable required at Tender closing (disqualifiable)*	Returnable required at Tender closing. (Non-disqualifiable) **	Returnable required prior to Contract Award.
	deadline or within 21 working days from the closing date of submission of tenders if this is agreed with the Employer			
NEC or other Contract	NEC or other Contract, completed.		√	
Additional documents required (ECSA/ SACPCMP/CVs/ permits/licenses/ specific registration documents (if applicable to scope of work)		√		
	MANDATORY CONTRACTUAL REQUIREMENTS SUPPORTING EVIDENCE <i>applicable to all tenders</i>			
Mandatory Contractual Requirement	CSD Registration (CSD number/CSD Report)			√

EVALUATION CRITERIA

1. Basic Compliance

This step will consider a potential contractor's basic compliance as follows:

- Submit a complete original tender with commercial information
- Submission of the mandatory commercial tender returnable/s as at stipulated deadlines.

2. Functionality Evaluation

- Proposals will be evaluated according to Technical (Functionality) criteria with a minimum threshold of 80%. Tenderers that do not meet the 80% threshold will not be evaluated any further.

3. Price & Preference Analysis

- Specific goals will be scored out of 10 points in accordance with PPPFA. If the tenderer fails to meet specific goals and submit proof, the tenderer will not be disqualified. However, be awarded 80 points for price and will score 0 points for Specific goals (out of 20)

4. Contractual Requirements

- Signed & Audited Financial statements to analyze and establish the tenderer's financial viability as well as the ability to meet all of its contractual obligations for the duration of the contract. Tenderers to submit two years Signed / audited financial statements
- Compliance to all applicable SHEQ requirements

5. Negotiations

- Price negotiations will seek to achieve Eskom's saving initiative

6. Contract Award

- The contract will be awarded to successful tenderer based on accepted prices

SCOPE OF WORK- ANNEXURE V

ERI Digital Display & Signage Scope of Work

1. Solution and Project Overview

The purpose of this tender is to procure a comprehensive digital signage solution for Eskom Rotek Industries SOC Ltd (ERI), encompassing both physical hardware deployment (screens and connectivity) and content creation/management. The solution will involve installing large signage screens across multiple office locations, indoors and outdoors, to display corporate information provided by ERI's Communications department and general information (e.g., weather, traffic, breaking news) sourced by the supplier. Content will be department-specific, requiring the system to support targeted content delivery. The supplier will be responsible for design, deployment, content creation, maintenance, and support, including training for internal staff. The contract duration is 5 years, with monthly maintenance and support required. All hardware assets, including screens, will be leased over the duration of the contract.

2. Scope of Services

2.1 Physical Hardware and Connectivity

2.1.1 Hardware Deployment

- **Screen Installation:**
 - Deploy high-quality digital signage screens at various indoor and outdoor locations across ERI's Rosherville Site.
 - Indoor screens: Minimum 43 inches (options for 55 inches or larger).
 - Outdoor screens: Minimum 55 inches (options for 65 inches or larger).
 - Minimum resolution: 1080p (Full HD).
 - Brightness: Indoor \geq 500 nits; Outdoor \geq 2500 nits for sunlight readability.
 - Outdoor screens: IP65 or higher weatherproofing, anti-glare coating, operating temperature range -20°C to 50°C .
- **Audio:**
 - Indoor: Optional built-in speakers (\geq 10W per channel) for select locations (e.g., lobbies).
 - Outdoor: No sound unless specified.
- **Operating Hours:**
 - Indoor: 12 to 18 hours/day (e.g., 6:00 AM–12:00 AM) with auto power-off.
 - Outdoor: 12 to 18 hours/day (e.g., 6:00 AM–12:00 AM) with auto power-off unless specifically stated as 24 hours/day with energy-saving modes (e.g., dimming post-midnight).

- **Supporting Hardware:**

- Media players:

- **Preferred Option:** Suppliers should propose screens with built-in media players (e.g., System-on-Chip solutions like Samsung Tizen-powered Smart Signage) to reduce device count, simplify installation, and minimize failure points. Built-in media players must support 4K playback, have \geq 4GB RAM and \geq 32GB storage, and be compatible with standalone 4G LTE (fallback to 3G) or VSAT connectivity. Suppliers must confirm 4G support and detail VSAT compatibility (e.g., connection to VSAT modem if required).
 - **Secondary Option:** If and where built-in media players are not feasible, separate media players may be proposed with \geq 4GB RAM, \geq 32GB

storage, and 4K playback support, compatible with 4G or VSAT connectivity.

- \geq 4GB RAM, 32GB storage, 4K playback support.
 - Mounting: Wall mounts (indoor); weather-resistant pole/wall mounts (outdoor).
 - Power: 100-240V AC, surge protection, UPS for outdoor screens (\geq 1-hour uptime).

- **Lease Agreement:**

- All assets (screens, media players, mounts, etc.) will be leased, not purchased.
 - Screens to be depreciated over the 5-year contract term.

TECHNICAL CRITERIA

Introduction

This document outlines the mandatory requirements and evaluation criteria for selecting a supplier for ERI's digital signage solution project. It ensures a fair and transparent selection process, prioritizing organizations with proven expertise in the digital display industry. The evaluation process is designed to identify a supplier capable of delivering a high-quality solution while meeting all compliance and technical standards.

Mandatory Requirements

To be eligible for evaluation, tenderers must submit the following documentation. All documents must be provided and valid at the time of submission. This section outlines the mandatory requirements that will be checked prior to any further evaluation.

Required Documentation

- **SACIA:** A valid Southern African Communications Industries Association or
- **AVIXA:** A valid Audiovisual and Integrated Experience Association Certificate

Compliance Table

The table below will be used to determine if the tenderer meets the mandatory requirements. "Compliant" indicates that the document is both provided and valid. A "No" in any row will result in disqualification.

Mandatory Document	Compliant (Yes/No)
Southern African Communications Industries Association (SACIA)	
Audiovisual and Integrated Experience Association Certificate (AVIXA)	

Note: "Compliant" means the document is both provided and valid. If any document is not provided or is invalid, the tenderer will be disqualified and will not be evaluated further.

Disqualification Clause

Tenderers must provide valid documentation for all the above requirements to proceed to the evaluation stage. If any document is missing or invalid, the tenderer will be disqualified and excluded from further consideration.

Evaluation Criteria

Only tenderers who meet all mandatory requirements will proceed to the evaluation stage. This section outlines the criteria used to score tenderers based on their technical expertise, planning capabilities, support structures, and industry experience.

Scoring System

Tenderers must achieve an overall score of at least 80% to qualify for consideration.

Each category is rated on a scale from 1 to 5:

- 5: Excellent
- 4: Good
- 3: Satisfactory
- 2: Poor
- 1: Inadequate

The categories are:

1. Technical Capability: 20%
2. CMS Capabilities: 20%
3. Implementation Plan & Design: 10%
4. Maintenance and Support: 10%
5. Experience and Track Record: 20%
6. Designer Capabilities: 20%

Cont...TECHNICAL CRITERIA

1. Technical Capability

This category evaluates the tenderer's technical expertise and ability to deliver a robust digital signage solution.

Sub-Criterion	Excellent (5)	Good (4)	Satisfactory (3)	Poor (2)	Inadequate (1)
Connectivity Solutions	Demonstrates advanced technical expertise in deploying and managing multiple connectivity technologies (e.g., 5G, 4G LTE, 3G, with redundancy and high bandwidth)	Strong expertise in 4G LTE and 5G with reliable redundancy and bandwidth	Basic expertise in 4G LTE with limited redundancy or 3G fallback	Limited expertise, relying solely on 3G or basic 4G	No expertise in modern connectivity or unreliable solutions
Digital Signage Hardware	Extensive experience with enterprise-grade hardware, including built-in media players	Good experience with mid-range hardware	Limited experience with basic hardware	Experience with consumer-grade hardware	No relevant hardware experience
Network Security and Manageability	Advanced security measures (e.g., end-to-end encryption, multi-factor authentication) and comprehensive management tools	Solid security protocols (e.g., basic encryption, firewalls) with standard management tools (e.g.,	Basic security (e.g., password protection) and limited management tools.	Minimal security and management capabilities.	No security or management tools in place.

	(e.g., real-time monitoring, automated alerts).	remote diagnostics).			
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2. CMS Capabilities

This category evaluates the tenderer's expertise and ability to deliver a robust CMS solution.

CMS Capabilities	Robust CMS with advanced features for department-specific content and analytics	Good CMS with standard content management features	Basic CMS with limited customization	CMS lacks key features	No CMS or inadequate solutions
CMS Content Control and Access	CMS provides full design access to both customer and supplier, with role-based permissions and user-friendly interface for collaborative content creation	CMS provides limited design access to customer (e.g., templates or pre-approved assets) with supplier retaining primary design control	CMS offers basic scheduling access to customer, with supplier managing all design aspects	CMS provides minimal customer access (e.g., view-only or basic updates), with supplier controlling most functions	CMS allows no customer access to design or content management, with supplier having exclusive control
CMS Compatibility with Multiple OEM Screen Manufacturers	CMS is fully compatible with multiple OEM screen manufacturers (e.g., Samsung, LG, and others), ensuring seamless integration without proprietary restrictions	CMS is compatible with at least two major OEM screen manufacturers (e.g., Samsung and LG) but may require additional configuration	CMS is compatible with one major OEM screen manufacturer but may not fully support others	CMS has limited compatibility with OEM screen manufacturers, possibly only supporting one specific brand with restrictions	CMS is not compatible with major OEM screen manufacturers or only supports a single, less common brand

Scoring Guidelines



- **Mandatory Requirements Check:** The evaluation team will first complete the Mandatory Requirements compliance table. Only tenderers with "Yes" in all rows will proceed to the evaluation stage.
 - **Rating Process:** Each sub-criterion is scored from 1 to 5 based on the descriptions provided.
 - **Weighting:** Category scores are weighted to reflect their importance:
 - **Technical Capability: 20%**
 - **CMS Capabilities: 20**
 - **Implementation Plan & Design: 10%**
 - **Maintenance and Support: 10%**
 - **Experience and Track Record: 20%**
 - **Designer Capabilities: 20%**
 - **Total Score:** The sum of weighted category scores determines the tenderer's overall score.
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Conclusion

These mandatory requirements and evaluation criteria ensure the selection of a qualified supplier with a strong track record in the digital display industry. By emphasizing compliance, technical

expertise, robust planning, reliable support, financial stability, and extensive experience, the criteria eliminate companies lacking the necessary qualifications or stability.

Contractual Requirements (Quality)

	Supplier Quality Management: List of Tender Returnables Documents	Unique Identifier	240-12248652
		Revision	7
		Effective Date	2022/01/26
		Specification	240-105658000
Category 4 : Quality Requirements		Deliverables to be evaluated indicator = 1	
SECTION A : Quality Management System Requirements ISO 9001 Objective evidence of documented QMS that is not certified but complies with ISO 9001			
		Apply =1	
A.1 Quality Method statement based on scope.(Method Statement Template-Ref 240-126469599)		1	
A.2 Quality Policy Approved by top management.		1	
A.3 Quality Objectives Approved by top management.		1	
Section A Score Option 2		3	
SECTION B : Evidence of QMS in operation (Tender Quality Requirements -Ref 240-105658000)			
		Apply =1	
B.1 Documented information for defined roles, responsibilities and authorities - Organization chart and Responsibility matrix (must include but not limited to quality management function/role) (Clause 5.3 of ISO 9001:2015)		1	
B.2 Documented information for Control of Externally Provided Processes, Products and Services - Must include criteria for evaluation, selection, monitoring of performance, and re-evaluation of external providers (Clause 8.4 of ISO 9001:2015)		1	
Section B Score		2	
SECTION E: User defined additional Requirements & miscellaneous (Ref 240-105658000) Customer specific requirements & other standards and required can be listed and evaluated here			
		Apply (Yes=1)	
E.1 Form A is completed and signed.		1	
Section E Score		1	
NAME OF ESKOM REPPRESENTATIVE		PS Pretorius	
DATE ISSUED		12/08/2025	
PROJECT: TENDER TITLE		Digital Signage & Display Solution	
SIGNATURE			

Cont... Contractual Requirements (OHS)

<u>Ref</u>	<u>OHS Tender Returnable</u>	<u>Submissi on</u> <u>Y = Yes</u> <u>N= No</u>	<u>Comments</u>
1	Annexure B Is the acknowledgement of Eskom's OHS legal and other requirements form signed and submitted by the tenderer?		
2	Baseline OHS Risk Assessment (BRA) Identification, assessment and management of OHS risks related to the scope of work. The methodology used for the risk assessment must be provided together with the BRA		
3	Valid Letter of Good Standing (COIDA or equivalent)		
4	OHS policy signed by CEO The submitted policy document must comply to OHS Act Section 7		
Recommendation			Recommended /Not Recommended

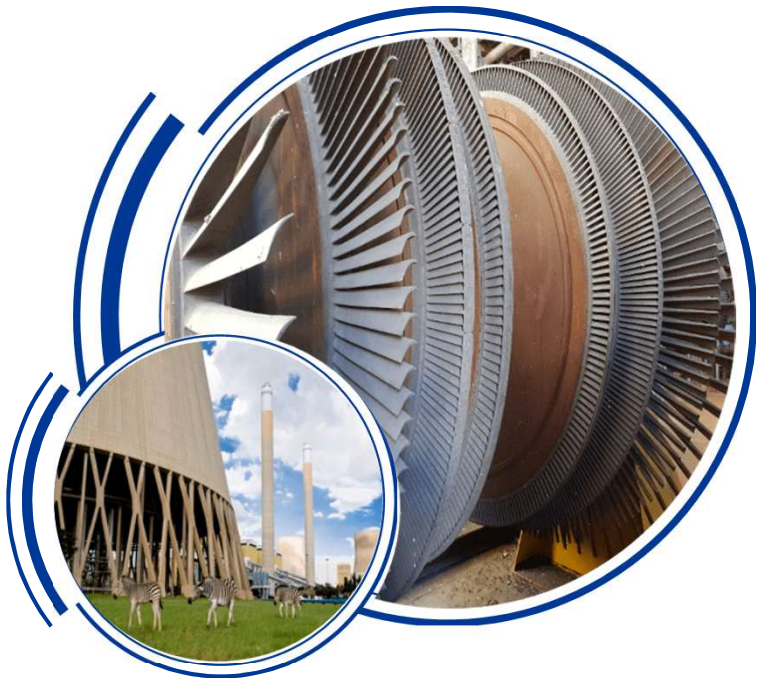
Cont... Contractual Requirements (Finance Requirements)

- Tenderers to submit two years Signed / audited financial statements. Financial statements to analyze and establish the tenderer's financial viability as well as the ability to meet all its contractual obligations for the duration of the Contract





Thank You!!



Question and Answers