

CLARIFICATION QUESTIONS & RESPONSES TEMPLATE

EDP & APMM

No	Clarification Questions from Tenderers	Eskom's Response
1.	I just wanted to clarify/confirmation the requirements of the venue since all/most sessions will be handled on site? Will Eskom be providing the venue?	<p>Regarding EDP – the intent is to do it off-site. If the Service provider has its own venues, it will be evaluated and if suitable, we will use it. If the service provider do not have venues, Eskom will provide the Venues</p> <p>Achieving Personal Mastery – no requirement for venues, as Eskom will use own venues</p>
2.	<p>Given our international presence, with the South African team consisting of only a few remote members, we would like to understand how requirements such as BEE certificates, SDL, Health and Safety, and other related obligations will impact the tender process. We anticipate that addressing some of these requirements may require additional time and resources, and we are seeking your guidance on how they might affect our ability to meet the submission deadline of 24 April.</p> <p>We are confident that we meet all the criteria for Phase 1 Technical Evaluation and Phase 2 Structured Presentation. However, we need clarity on the implications of the above requirements to ensure full compliance and adequate preparation.</p> <p>Additionally, there is some uncertainty regarding the actual location of the training. Would locations in the Western Cape be considered, or is the expectation that all training should be based in Gauteng?</p>	<p>SDL&I Response:</p> <p>80/20 Scoring</p> <p>Can you please confirm from the tenderer whether, since they are based overseas but have a few members based in South Africa, does this mean their company does not have a BBEE certificate?</p> <p>If this is the case, they will be scored zero for the preference points (specific goals) which depends on the BBEE status level which counts for 20%.</p> <p>They will only be scored for price which counts for 80% as referenced below on the extract of the SDL&I document that was issued to the market with the enquiry:</p> <p>NB: The following documents are required to claim preference points,</p> <ul style="list-style-type: none"> • Valid B-BBEE certificate issued by a SANAS accredited verification agency / sworn affidavit / CIPC affidavit. <p>Tenderer failing to provide documentation for the allocation of preference points will not be disqualified, but'</p> <ul style="list-style-type: none"> • May only score point out of 80 for price. • Scores 0 points out of 20 for specific goals.

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		<p>SDL&I Targets</p> <ul style="list-style-type: none"> • Since the tenderer is based overseas, should they be award a contract, we shall request the tenderer to provide a scholarship program for South African tertiary students. • The value of the overall scholarship budget allocation will be 1% of the contract value. • This scholarship program will replace the skills development SDL&I target, for the tenderer. <p>Health & safety:</p> <p>From OHS we considered the nature of the service and the related risks hence it is Low risk type of operation.</p> <p>The following are legal requirements and are mandatory hence failure to provide them will compromise the eligibility of the company.</p> <ol style="list-style-type: none"> 1.Valid Letter of Good Standing (COID Act insurance or equivalent) 2.OHS policy signed by CEO indicating commitment to health and safety of employees. We allow SHEQ policy 3.ISO 45001 certificate or equivalent. It is not a legal requirement hence we allow ISO 9001, a Quality management system like I indicated it has a clause on compliance to statutory and regulatory requirement in it. <p>Actual location:</p> <p>The location for EDP is Gauteng as the majority of Exco and GMs are in Gauteng.</p> <p>APMM: I would say 90% of development sessions would take place in Gauteng with only a few sessions to be delivered in various provinces across the country.</p>
3.	During the tender clarification meetings last Friday, 04 March. Duke, Eskom's OHS representative on call, mentioned that we are required to submit either an	

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	<p>ISO:45001 or an ISO:9001 certificate as proof of compliance with the relevant standard.</p> <p>He mentioned that this certificate requirement was a minimum OHS and/or quality requirement.</p> <p>We have since consulted outside expertise from an organisation who specialises in this field, and they've indicated that this process can take anything from 3 - 6 months to finalise and obtain certification.</p> <p>Recognising that these requirements must be submitted prior to tender being awarded but not necessarily at tender submission due date.</p> <p>1. What we would like to know is would Eskom accept a letter of proof of certification process being embarked on, should the process not be finalised upon the tender award date?</p> <p>2. Please also advise how we would know when the tender award date is?</p>	
4.	Can the Eskom Strategy be sent to us. We will align our proposed programme to what is important to Eskom.	Uploaded Corporate Plan on published sites on 8 April 2025.