



Strategy

Kusile Power Station

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Technical Evaluation Strategy  
for Coal and Limestone  
Sampling

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Compiled by

BD Ndala  
Snr Supervisor Tech  
Chemistry

Date: 11/06/2025

Functional Responsibility

B. Bungane  
Manager Chemistry

Date: .....11/06/2025

Authorised by

A. Vuma  
Engineering Group Manager

Date: .....11/06/2025

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## **1. Introduction**

An invite will be issued calling for interested parties to participate in the tender process for Coal and Limestone sampling. 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 TET, their responsibilities, and the criteria to be used to evaluate the tender responses.

#### **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 strategy document applies to Chemical Services, all relevant contractors and subcontractors.

## **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] 240-168966153: Generation Tender Technical Evaluation Procedure
- [2] 32-1034: Eskom Procurement Policy

### **2.2.2 Informative**

- [3] 240-147422489 Kusile Power Station - Coal and Limestone Sampling Scope of Work

## **2.3 Definitions**

### **2.3.1 Classification**

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

## **2.4 Abbreviations**

<b>Abbreviation</b>	<b>Description</b>
ISO	International Organization for Standardization
TES	Technical evaluation Strategy
TET	Technical Evaluation Team

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**2.5 Roles And Responsibilities**

<b>Compiler</b>	The document compiler is responsible for ensuring that this document is up-to-date and that this document is not a duplication of an existing documentation, regarding the document's objectives and content.
<b>Functional responsibility (Chemical Services Manager)</b>	The Functional Responsible Person shall determine if the document is fit for purpose, before the document is submitted for authorisation.
<b>Authoriser (Engineering Group Manager)</b>	The document authoriser is a duly delegated person with the responsibility to review the document for alignment to business strategy, policy, objectives and requirements. He/she shall authorise the release and application of the document.

**2.6 Process For Monitoring**

N/A

**2.7 Related/Supporting Documents**

Please refer to section 2.2.

**3. Tender Technical Evaluation Strategy**

To be eligible for evaluation, the tenderer shall meet all the mandatory requirements. The evaluation of tenders will be based on the tenderers ability to meet the requirements specified in the Kusile Power Station Coal and Limestone Sampling Scope of Work. A weighted score card approach will be used to evaluate the technical compliance of the tenders against the Employer requirements. Tenderers need to have a weighted score of 70% overall or more to technically qualify for further evaluations.

**3.1 The Scoring Method Will Be As Follows:**

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>

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2	40	<b>Non-Compliant</b>	<ul style="list-style-type: none"> <li>• Does not meet technical requirement(s) AND/OR;</li> <li>• Unacceptable technical risks(s) AND/OR;</li> <li>• Unacceptable exceptions AND/OR;</li> <li>• Unacceptable conditions.</li> </ul>
0	0	<b>Totally Deficient Or Non-Responsive</b>	

### 3.2 Technical Evaluation Threshold

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

### 3.3 Tet Members

**Table 1: TET Members**

<b>TET number</b>	<b>TET Member Name</b>	<b>Designation</b>
TET 1	Sithabile Ndlovu	Snr Chemist Chemistry
TET 2	Louisa Mogola	Senior Technician
TET 3	Bongani Ndala	Snr Supervisor Tech
TET 4	Etekeng Sekgala	Senior Technician P&T

**3.4 Mandatory Technical Evaluation Criteria**

N/A

**3.5 Qualitative Technical Evaluation Criteria**

Notes to tenderers:

- a) The CVs of key personnel should have experience which is comparable in nature to the Works specified in this tender.
- b) It is a requirement that the key personnel have excellent communication skills in the English language.
- c) Where no information is offered by the Tenderer, no points shall be scored.

**Table 2: Qualitative Technical Evaluation Criteria**

	Qualitative Technical Criteria Description	Reference to Technical Specification/Tender Returnable	Criteria Sub weighting (%)	Criteria Weighting (%)
1.	<p><b>Relevant experience (track record)</b></p> <p>The tenderer submits a list of traceable references/completion certificates that adequately prove that the tenderer has completed at least two or more contracts/orders successfully in the last five (5) years covering the scope below:</p> <ul style="list-style-type: none"> <li>• Coal sampling</li> <li>• Limestone sampling</li> <li>• Coal handling</li> <li>• Limestone handling</li> </ul> <p>This is inclusive of the subcontractor's records if applicable</p>	<p>List of previously completed projects of similar scope with traceable references including completion certificates.</p> <p>1. Four or more traceable references = 5</p> <p>2. Three traceable references = 4</p> <p>3. two traceable references = 2</p> <p>4. No traceable reference = 0</p>	<p>100%</p> <p>80%</p> <p>40%</p> <p>0%</p>	35%

2.	<p><b>Relevant qualifications</b></p> <p>Relevant qualifications and experience of key staff for the execution of the scope of Works. Curriculum vitae to be submitted as part of the tender submission.</p> <ul style="list-style-type: none"> <li>• Site Manager x 1: (Btech/Degree in HR, Project management, Engineering or Science. 3 years' experience in Management position)</li> <li>• Site Supervisor x 4: Diploma in Science or engineering. 2 years' experience in supervisory position.</li> <li>• Operators x 24: Matric certificate. 2 years' experience in coal industry operation.</li> <li>• Safety Officer x 1: Diploma or Degree in Safety, 2 years' experience.</li> <li>• Driver x 1: Minimum Code C driver's licence, 2 years' experience.</li> </ul>	<p>Qualifications of key resources.</p> <ol style="list-style-type: none"> <li>1. Submitted 31 or more relevant qualifications = 5</li> <li>2. Submitted 31 relevant qualifications with some Operators having no experience in coal or limestone = 4</li> <li>3. Submitted less than 31 relevant qualifications and some operators with no relevant experience = 2</li> <li>4. No relevant qualifications submitted = 0</li> </ol>	<p>100%</p> <p>80%</p> <p>40%</p> <p>0%</p>	<p>40%</p>
4.	<p><b>Scope Comprehension</b></p> <p>Provide a method statement and quality assurance documentation for the scope of works. The method statement shall detail how the tenderer proposes to execute the works. The method statement shall clearly provide details of the method to be adopted to execute the scope of work. The method statement should</p>	<p>Method statement and Quality Control Plan</p> <ol style="list-style-type: none"> <li>1. Proposal details fully how scope will be met and provides comprehensive</li> </ol>	<p>100%</p>	

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	<p>clearly indicate quality assurance process to be undertaken throughout the contract period.</p> <ul style="list-style-type: none"> <li>• Sampling and handling method descriptions of the works.</li> <li>• Quality control plans</li> <li>• Resources responsibilities.</li> </ul>	<p>2. Proposal describes how scope will be met and includes minor details plus quality plans = 4</p> <p>3. Proposal does not contain methodology of approach but contains high level descriptions of how sampling will be conducted, or technical proposal reiterates scope of works plus quality plans = 2</p> <p>4. No submissions made = 0</p>	<p>80%</p> <p>40%</p> <p>0%</p>	<p>25%</p> <p>TOTAL</p> <p>100%</p>
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**3.6 Tet Member Responsibilities**

**Table 3: TET Member Responsibilities**

<b>Qualitative Criteria Number</b>	<b>TET 1</b>	<b>TET 2</b>	<b>TET 3</b>	<b>TET 4</b>
1	X	X	X	X
2	X	X	X	X
3	X	X	X	X

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**3.7 Foreseen Acceptable / Unacceptable Qualifications**

**3.7.1 Risks**

**Table 4: Acceptable Technical Risks**

<b>Risk</b>	<b>Description</b>
1.	None

**Table 5: Unacceptable Technical Risks**

<b>Risk</b>	<b>Description</b>
2.	Main contractor does not have prior experience on the scope of work

**3.7.2 Exceptions / Condition**

**Table 6: Acceptable Technical Exceptions / Conditions**

<b>Risk</b>	<b>Description</b>
1.	None

**Table 7: Unacceptable Technical Exceptions / Conditions**

<b>Risk</b>	<b>Description</b>
1.	No relevant qualifications or working experience on the subject matter

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**4. Authorisation**

This document has been seen and accepted by:

Name	Designation	Signature
Sithabile Ndlovu	Snr Chemist	
Bongani Ndala	Snr supervisor Tech Chemistry	
Louisa Mogola	Senior Technician Chemistry	
Etekeng Sekgala	Senior Technician P&T	

**5. Revisions**

Date	Rev.	Compiler	Remarks
May 2025	1	BD Ndala	First issue

**6. Development Team**

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

- Louisa Mogola

**7. Acknowledgements**

N/A

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