

# CLARIFICATION PRESENTATION

**365-KOM-AABZ31-SG0002-1 KOMATI WATER  
SCHEME CCTV REPLACEMENT PROJECT:  
DESIGN, CONSTRUCT AND COMMISSIONING OF  
THE CCTV'S ON THE KOMATI WATER SCHEME  
(KWS) PUMP STATIONS**

**MWP1265GX 25 APRIL 2022**



The objective of this clarification meeting is to:

- Present the enquiry document for **MWP1265GX**.
- Clarify all the tender requirements pertaining to **MWP1265GX**.
- Ensure that the Tenderers understand all the aspects related to the enquiry.
- Address all questions that Tenderers may have in terms of the enquiry.
- Give as much clarity to Tenderers to enable them to submit responsive tenders.

**It is important to note that attending this clarification meeting is not compulsory and non-attendance does not result to disqualification. The presentation is for information purpose only and does not replace the RFP issued. Tenderers should refer to the RFP for details.**

# Eskom Representative and contact person: MWP1265GX



Eskom commercial Representative:

Name : Nduzy Majikijela  
E-mail : [majikin@eskom.co.za](mailto:majikin@eskom.co.za)  
Enquiry closing Date : 06 June 2022  
Enquiry closing time : 10:00 am (SAST)  
Enquiry Price: Free of Charge

**All enquiries during and after the tendering process shall be directed to the above buyer as stipulated in the enquiry document MWP1265GX**



# COMMERCIAL

The tender/proposal shall be submitted as two (2) separate files follows:

- ❖ one (1) complete original file;
- ❖ one (1) complete hard copy of the original file;
- ❖ one (1) soft copy of the original

Where a tenderer does not submit an original tender and one complete hard copy of the original tender at the tender deadline, **the tenderer will be disqualified.**

The original and complete hard copy of the tender must be clearly divided into the following sections:

- Commercial (As per Commercial Tender Returnable)
- Technical (As per Technical Tender Returnable)
- Safety, Health & Environmental (As per Safety, Health & Environmental Tender Returnable)
- Financial (As per Financial Tender Returnable)
- SD&L (As per SD&L Tender Returnable)
- Quality (As per Quality Tender Returnable)

Tenderers are advised to submit the tender in the above order.

# Tender Submission Address

The place for delivery of the tenders is the Eskom Tender Box, situated at the following delivery address:

Tender Office  
Retail Centre  
Megawatt Park  
1 Maxwell Drive  
Sunninghill  
Sandton

Proposal Number: **MWP1265GX**

Closing Date and Time: 06 June 2022 at 10:00 (SAST).

Eskom will utilise the following **evaluation method** in selecting preferred Service Provider(s), if so required.

A responsive tender will be evaluated on the following criteria:

1. Basic Compliance
2. Commercial Evaluations
3. Functionality (Technical Evaluation)
4. Price Evaluation
5. SD&L Evaluation
6. Safety & Health Evaluation
7. Environmental Evaluation
8. Quality Evaluation
9. **NEC Document**

## BASIC COMPLIANCE

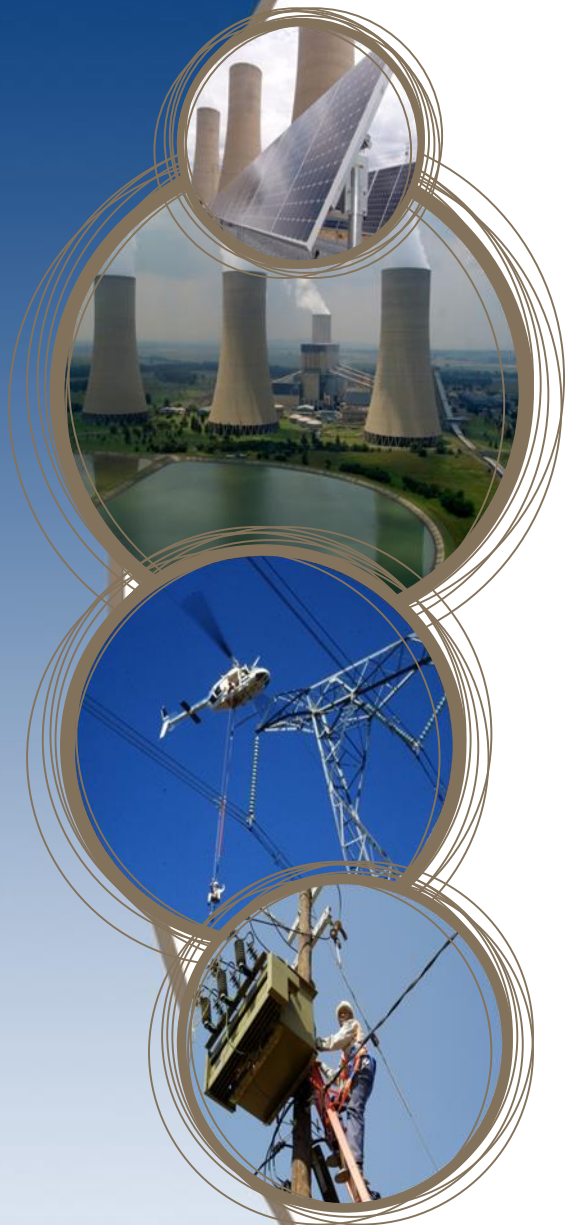
Failure to submit a complete original tender and a copy of the original tender, meet eligibility criteria and to submit mandatory tender returnables for evaluation will render the submission as “non-responsive” and will be disqualified from further evaluations.

Evaluation will be based on 80/20 PPPFA criteria

**NB: A tender that fails to meet the minimum stipulated threshold for local production and content will be disqualified.**

- Contractual Requirements will be applied after evaluation and will be linked to contract award
- Contractual Requirements may not necessarily be linked to the allocation of points for further scoring
- The following will form part of the Contractual Requirements:
  - Safety and Health
  - Supplier Development & Localisation (SD&L) Undertaking
  - Details and confirmation of a single designated bank account in the name of the JV and independent of the individual JV partners, as set out in the joint venture agreement.
  - Evaluation questionnaire to determine whether a company, close corporation (CC) or Trust is a personal service provider for purposes of PAYE
  - Compliance with Employment Equity Act
  - Quality Control Plan (QCP)
  - Audited Financial Statements of the *tenderer* for the previous 24 months,
  - Environmental Requirements

- **TENDER** must be submitted as per below:
  - ❖ one (1) complete original file;
  - ❖ one (1) complete hard copy of the original file
  - ❖ One (1) soft copy of original
- All **MANDATORY TENDER RETURNABLES** must be submitted with the tender document in order to be responsive. Please ensure that the returnables are complete before submission
- Tenderers who do not submit **MANDATORY TENDER RETURNABLES** as at the stipulated submission deadlines will be disqualified
- Tender returnables required for both mandatory tender returnables for evaluation and for contract award:



# TECHNICAL

# Technical Requirements of the Solution

## PROJECT OBJECTIVES

- Design, engineering, procurement, manufacturing, delivery, installation, testing and commissioning of a smart CCTV system(s) at:
  - Nooitgedacht/Wintershoek Pumpstations
  - Bosloop Pumpstation
  - Vygeboom Pumpstation
- The CCTV system is installed at the
  - Site perimeters (fences)
  - Main gates (incl. pedestrian gates)
  - Guard house (near main gates)
- The system must be scalable to allow additional cameras/zones/areas at each site to be added in future.
- The system must allow full integration of other security systems for monitoring and/or control such as
  - Access control
  - Alarm
  - Public announcement
  - Lighting

## **3.1 Employer's Requirements** includes requirements for

- Intruder detection and video analytics
- Surveillance system (Analogues cameras will not be accepted).
- Video recording
- Video management system
- Pumpstation guard houses used as control and equipment rooms
  - Cables and racking
  - Cabinets
  - Communication
  - Time synchronization
- Electrical supply
- Trenching

## **3.2 Parts of the works which the Contractor is to design** includes requirements for

- Contractor to design in accordance with the Employer's requirements (3.1)

## **3.8 As-built drawings, manuals and maintenance documentation**

- Technical documentation submission according the VDSS (Vendor Document Submittal Schedule).

## **4 Procurement** includes requirements for

- Plant and Materials
- Testing before delivery
- Contractors equipment

## **5 Construction** includes requirements for

- Completion, testing and commissioning
- Training

## **6 Plant and Materials** includes requirements for

- CCTV plant and materials supplied by the Contractor
- In accordance with the employer's (3.1) and Contractor's design (3.2)

**Appendix** includes requirements for

- Standards
- Drawings (Site Layout/ Buildings)
- Vendor Document Submittal Schedule (VDSS)
- Technical Tender Evaluation Criteria Tables (Mandatory & Qualitative)
- Typical Maintenance Checklist
- Functional Acceptance Tests



# Bosloop Pumpstation



# Vygeboom Pumpstation



## Refer to Tender Returnables !

Tenderer must complete the green sections within the returnables sheets

References must be provided stating where in the file the evidence is provided.

Minimum weighted final score **70%** (Technical)

	Criteria Description (Mandatory)	Returnable
1	PSiRA Certificates (including System Sub-contractors)	Provide evidence of PSiRA certification. (Company & Directors reg.)
2	<p>Project experience / Reference projects: Provide at least two testimonials or Completion</p> <p>Certificates as proof of successful projects undertaken in the last 5 years that were similar in scope. This includes subcontractor's records for works where services of a subcontractor will be utilised.</p> <p>'Similar scope' is considered to be a CCTV project for an industrial site such as power generation (power station); mines, refineries etc. which included projects phases of design, installation, and commissioning and as-built documentation handover.</p>	<p>Testimonial(s) or completion certificates contain the following information for evaluation purposes:</p> <ol style="list-style-type: none"><li>1) Name of company where project was executed</li><li>2) Project Description</li><li>3) Construction period</li><li>4) Contract value</li><li>5) Contact person</li><li>6) Purchase order provided</li></ol> <p><b>Note: The details provided will be verified. The Tenderer shall ensure the contact details are valid and accurate.</b></p>

# Technical Tender Returnables (Qualitative 1/4)

	Criteria Description (Qualitative)	Returnable
1	<b>General [40%]</b>	
1.1	<p>Method statement for the design, procurement and construction of the works demonstrating understanding of the scope of work. Letter of compliance with scope of work.</p> <p>[15%]</p>	<p>The Method Statement must clearly provide details of the design, procurement and construction and testing methods to be taken. Additionally, provide project execution methodology and a high level description and understanding of the works. Provide a signed letter with a commitment to comply with the scope of work and/or state any deviations to the scope. Provide a Master Documents Register/Index for the project documentation for project execution and finalisation.</p> <p><i>Refer to NEC03 ECC Part 3 CCTV Scope or Work – Section 3.2</i></p>
1.2	<p>Organogram of key project resources, including CV's</p> <p>[10%]</p>	<p>Provide an organogram of key personnel including main contractor and subcontractors, including as a minimum:</p> <ul style="list-style-type: none"> <li>• Project Manager,</li> <li>• Engineer(s) with proof of PSiRA registration,</li> <li>• Site personnel for construction monitoring (Construction Manager, Site Supervisor or Site Agent),</li> <li>• SHEQ Inspector/Officer.</li> </ul>

# Technical Tender Returnables (Qualitative 2/4)



	Criteria Description (Qualitative)	Returnable
1.3	High level project schedule/program for the works, including high level activities  [15%]	Provide a high level project schedule/program for the works, including the activities from contract award to project handover/completion. The schedule should consider the project methodology and include: <ul style="list-style-type: none"> <li>• Engineering/Design phase(s)</li> <li>• Procurement phase(s)</li> <li>• Construction phase(s)</li> <li>• Training phase(s)</li> </ul> The estimated durations for the activities should be included. <i>Refer to NEC03 ECC Part 3 CCTV Scope or Work – Section 2</i>
2	<b>Closed Circuit Television [30%]</b>	
2.1	Compliance with CCTV standard.  [10%]	Provide a signed letter of compliance with 240-91190304 Specification for CCTV standard and list of deviations where applicable. ONVIF compliance is included. <i>Refer to NEC03 ECC Part 3 CCTV Scope or Work – Section 7.1</i>
2.2	System architecture or system overview drawing (Generic)  [5%]	Provide system architecture or system drawings showing a generic architectural or network layout of a system that is suitably applicable to the project. The drawings details include various componentry (cameras, cabling, servers, HMI) forming a complete CCTV system for an industrial site. <i>Refer to NEC03 ECC Part 3 CCTV Scope or Work – Section 3.2</i>

# Technical Tender Returnables (Qualitative 3/4)

	Criteria Description (Qualitative)	Returnable
2.3	Description of testing with test procedures. [10%]	Provide a description of the various testing phases for the project and associated procedures described for the specific functional tests to be performed. Provide an example of the test procedures. <i>Refer to NEC03 ECC Part 3 CCTV Scope or Work – Section 3.2</i>
2.4	Equipment information and general specifications. [5%]	Provide catalogues and brochures for the equipment applicable to the scope of work. Provide general specifications and/or datasheets including model numbers for the all major or key equipment/components of the CCTV system such as NVR, camera types etc. shown in the drawings provided above. A recommended spares list for the system components must be provided. <i>Refer to NEC03 ECC Part 3 CCTV Scope or Work – Section 6</i>
3	<b>Electrical [5%]</b>	
3.1	Compliance with electrical requirements. [2%]	The Tenderer submits a signed letter confirming compliance to the electrical requirements pertaining to Power supply, Cabling, earthing and lightning protection according to the prescribed standards; the letter to indicate whether or not there are any deviations to these requirements. <i>Refer to NEC03 ECC Part 3 CCTV Scope or Work – Section 3</i>

# Technical Tender Returnables (Qualitative 4/4)

	Criteria Description (Qualitative)	Returnable
3.2	Power supply concept [3%]	The Tenderer provides a conceptual design for the power supply (including power requirements from the DB, MCBs sizing, cable sizing, typical cable datasheets etc.) NEC03 ECC Part 3 CCTV Scope or Work – Section 3
4	<b>Civils [5%]</b>	
4.1	Compliance with civils standards [5%]	Provide a signed letter ensuring the plant and/or equipment is compliant with SANS470 Concrete poles for telephone, power and lighting purposes and list of deviations where applicable. NEC03 ECC Part 3 CCTV Scope or Work – Section 3.1.5
5	<b>Demonstration Test [20%]</b>	
5.1	3 <sup>rd</sup> Party Integration (Alarm, PA, Lights)	Tender to demonstrate test on location
5.2	Yard Detection	Tender to demonstrate test on location
5.3	Indoor Detection	Tender to demonstrate test on location
5.4	Soak Test (24 hrs)	Tender to demonstrate test on location
5.5	Functional Test – Cameras	Tender to demonstrate test on location
5.6	System Functionality Test – NVR/Control Room	Tender to demonstrate test on location

# SUPPLIER DEVELOPMENT & LOCALISATION



**1**

Prequalification Criteria

**2**

Subcontracting

**3**

Local Content

**4**

Annexures

## Pre-Qualification as per PPPFA:

The following prequalification criterion applicable is in terms of regulation 4(1) (a) and (c) (i to vii) and 4(2) of the PPPFA regulations 2017:

### 1. BBBEE Level 1 to 4

A valid BBBEE certificate or an Affidavit for companies that are EME/QSE.

-Companies submitting an affidavit must ensure that it must be from a DTI template and must be filled in full and in line with regulations governing affidavits.

- In the case of joint ventures, a valid consolidated BBBEE certificate must be submitted and not a consolidated affidavit

## 2. Subcontracting 30% to EME/QSE Level 1 to 2 and to:

- (i) an EME or QSE which is at least 51% owned by black people;
- (ii) an EME or QSE which is at least 51% owned by black people who are youth;
- (iii) an EME or QSE which is at least 51% owned by black people who are women;
- (iv) an EME or QSE which is at least 51% owned by black people with disabilities;
- (v) an EME or QSE which is 51% owned by black people living in rural or underdeveloped areas or townships;
- (vii) an EME or QSE which is at least 51% owned by black people who are military veterans;

In terms of government regulations Cables are a 90% designated commodity:

In terms of the tendering process, tenderers are required to fill in the following documents to meet local content:

- SBD 6.2
- Annexure C
- Annexure D
- Annexure E
- All forms must be filled in detail and signed



## Annex D

SATS 1286.2011

### Imported Content Declaration - Supporting Schedule to Annex C

Note: VAT to be excluded from all calculations

(D1) Tender No.  
 (D2) Tender description:  
 (D3) Designated Products:  
 (D4) Tender Authority:  
 (D5) Tendering Entity name:  
 (D6) Tender Exchange Rate:

Pula EU R 9.00 GBP R 12.00

#### A. Exempted imported content

A. Exempted imported content				Calculation of imported content						Summary	
Tender Item no's	Description of imported content	Local supplier	Overseas Supplier	Foreign currency value as per Commercial Invoice	Tender Exchange Rate	Local value of imports	Freight costs to port of entry	All locally incurred landing costs & duties	Total landed cost excl VAT	Tender Qty	Exempted imported value
(D7)	(D8)	(D9)	(D10)	(D11)	(D12)	(D13)	(D14)	(D15)	(D16)	(D17)	(D18)
(D19) Total exempt imported value											R 0

This total must correspond with Annex C - C 21

#### B. Imported directly by the Tenderer

B. Imported directly by the Tenderer				Calculation of imported content						Summary	
Tender Item no's	Description of imported content	Unit of measure	Overseas Supplier	Foreign currency value as per Commercial Invoice	Tender Rate of Exchange	Local value of imports	Freight costs to port of entry	All locally incurred landing costs & duties	Total landed cost excl VAT	Tender Qty	Total imported value
(D20)	(D21)	(D22)	(D23)	(D24)	(D25)	(D26)	(D27)	(D28)	(D29)	(D30)	(D31)
(D32) Total imported value by tenderer											R 0

#### C. Imported by a 3rd party and supplied to the Tenderer

C. Imported by a 3rd party and supplied to the Tenderer				Calculation of imported content						Summary	
Description of imported content	Unit of measure	Local supplier	Overseas Supplier	Foreign currency value as per Commercial Invoice	Tender Rate of Exchange	Local value of imports	Freight costs to port of entry	All locally incurred landing costs & duties	Total landed cost excl VAT	Quantity imported	Total imported value
(D33)	(D34)	(D35)	(D36)	(D37)	(D38)	(D39)	(D40)	(D41)	(D42)	(D43)	(D44)
(D45) Total imported value by 3rd party											R 0

#### D. Other foreign currency payments

D. Other foreign currency payments				Calculation of foreign currency payments		Summary of payments	
Type of payment	Local supplier making the payment	Overseas beneficiary	Foreign currency value paid	Tender Rate of Exchange	Local value of payments		
(D46)	(D47)	(D48)	(D49)	(D50)	(D51)		
(D52) Total of foreign currency payments declared by tenderer and/or 3rd party							

(D53) Total of imported content & foreign currency payments - (D32), (D45) & (D52) above

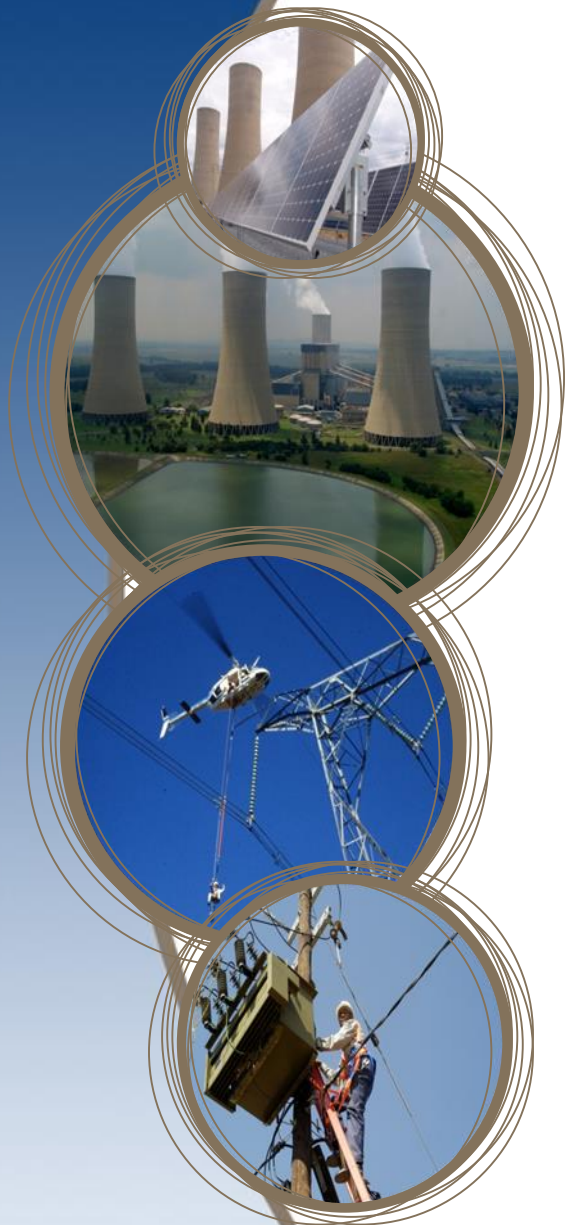
This total must correspond with Annex C - C 23

Signature of tenderer from Annex B

Date:



# HEALTH & SAFETY



<b>Valid Letter of Good Standing</b> (COIDA or equivalent)	Valid letter of good standing or proof of application issued by the Compensation Fund (COID) or a licensed compensation insurer
<b>OHS policy signed by CEO</b>	The submitted policy must comply to OHS Act Section 7
<b>Health and Safety Plan</b>	<b>Health and Safety Plan</b> (must address the project /scope of work OHS risk(s) and aligned with the health and safety specification or requirements)
<b>Baseline OHS Risk Assessment (BRA)</b>	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

## **Costing for Health and Safety management**

The tenderer must submit detailed costing for OHS (the cost should be broken down not provided as a lump sum).  
The costing must be based on the overall scope of work/service to be performed;  
The scope of work and the risk assessment may serve as a guideline.

## **OHS Appointments and Competency**

Appointment letters and proof of training of the following:  
SHE officer  
SHE representative  
First aider  
Incident investigator  
Risk Assessor

## **Annexure Acknowledgement form**

The acknowledgement of **Eskom's OHS** legal and other requirements form must be signed and submitted by the tenderer



## QUALITY EVALUATION

Requirement	Information to submit
Form A	<ul style="list-style-type: none"><li>• Form A must be signed by a Tenderer</li></ul>
Quality Management System Requirements ISO 9001	<p>Valid certificate issued by an Approved and Authorized certification authority or QMS Manual <b>or</b> a document that defines and describes the QMS and its scope that includes:</p> <ul style="list-style-type: none"><li>• Quality Policy Approved by top management.</li><li>• Quality Objectives Approved by top management</li><li>• Control of documented information</li><li>• Documented information for Control of nonconforming outputs</li><li>• Documented information for Nonconformity and Corrective action</li><li>• Documented information for Internal audits</li></ul>

<p>Evidence of QMS in operation</p>	<ul style="list-style-type: none"><li>• Documented information for defined roles, responsibilities and authorities</li><li>• Documented information for Control of Externally Provided Processes, Products and Services.</li><li>• Latest copy of an internal management system audit report (with Nonconformity, Correction and/ or Corrective Action Reports)</li><li>• Records of Management Review meetings (minutes, attendance registers etc)</li></ul>
<p>Contract Quality Plan</p>	<p>Draft Contract/project Quality Plan specific to the scope of work as described in the tender documents</p>
<p>Quality Control Plan</p>	<p>QCP /Checklist/ ITP (Quality Control Plans) as per Scope of Work</p>



## ENVIRONMENTAL EVALUATION

# ENVIRONMENTAL REQUIREMENTS

REQUIREMENT	WHAT SHOULD THE SUPPLIER SUBMIT	YES/NO	COMMENT
<b>Environmental risk assessment, table A below can be used as a guideline</b>	Environmental risk assessment, with environmental impacts, magnitude or significant of the impact and control or mitigation measures		
<b>Environmental costing</b>	A detailed environmental costing to as per RFP scope. Refer to table B for example of environmental costing		

Table A: Environmental Risk Assessment

Activity or product or service	Aspect (element of the organisation's activities product or service that can interact with the environment)	Impact (Changes to the environment, whether adverse or beneficial, wholly or partially resulting from an organisation's environmental aspects)	Severity (Low, Medium, High)	Control / Mitigation Measures (Procedures, Work Instructions, training, monitoring measures, physical containment, emergency procedures)

Table B: Example of Environmental Costing

REQUIREMENT	WHAT SHOULD THE SUPPLIER SUBMIT
<b>Waste Management: Cost for waste management</b>	Waste Management <ul style="list-style-type: none"> <li>• The different waste streams and sources to be identified.</li> <li>• Cost for general and hazardous waste bins with lids for the waste sources identified.</li> <li>• Cost of general and hazardous waste skips with a cover (if required – this will depend on volumes of waste generated).</li> <li>• Cost of disposal of waste at relevant authorised landfill sites.</li> </ul>



## FINANCIAL/ PRICE EVALUATION

- AUDITED ANNUAL FINANCIAL STATEMENTS
- PRICING AS PER TENDER RETURNABLES

Item No.	Activity description	Unity	Quantity	Price
1	Preliminary and General	Monthly	5	
2	Design acceptance for all of the works	Ea	1	
3	Demo & Factory Acceptance Testing Completion	Ea	1	
4	<b>Nooitgedacht P/S</b>			
	Install, commission and test, hand- over of all documents / drawings	Ea	1	
5	<b>Vygeboom P/S</b>			
	Install, commission and test, hand- over of all documents / drawings	Ea	1	
6	<b>Bosloop P/S</b>			
	Install, commission and test, hand- over of all documents / drawings	Ea	1	
	<b>Total Amount</b>			

# LESSONS LEARNT/ COMMON MISTAKES



# Common mistakes by suppliers responding to RFPs

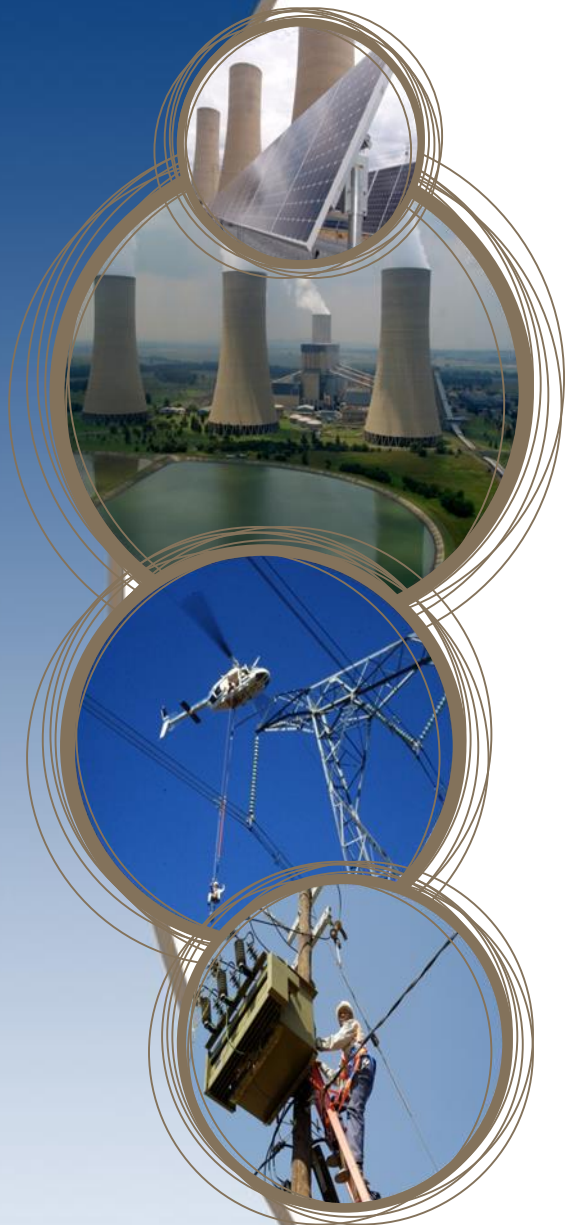
## Requirements on the Request For Proposals

- Request For Proposals have **mandatory requirements for evaluation** and mandatory requirements for contracting. **Mandatory requirements for evaluation** should be submitted with the tender documents by the closing date otherwise the tender is non-responsive and it is not evaluated

## Common Mistakes by tenderers

- Submitting only one original copy of their proposal and not an original and a copy (two files) as required
- E-mailing the tender documents to the Eskom representative. Tenders have to be submitted as a file to the tender office
- Submitting documents that are not signed as well as submitting incomplete/not completed documents
- Submitting documents that are not relevant to the tender while omitting to submit the mandatory documents
- Tenderers submitting alternative tenders to the ones specified by the enquiry
- Tenderers submitting documents in formats that are different to the ones issued in the RFP. This may lead to errors in the re-created templates
- Tenderers not supplying mandatory documents for one enquiry because they had already submitted the information in another RFP when responding to multiple tenders
- Not checking the tender bulletin regularly for updates. The RFP's are updated from time to time before closing date and the tenderer should ensure they check for any updates before the closing date
- Sending clarification questions after the deadline has passed
- Submitting tenders after closure time. Tenders close exactly on the time indicated in the RFP.
- Tenderers not attending clarification meetings(although they are not compulsory)

- Visitor Permit Request to be completed before entering NKP sites
  - Name of Contract
  - Arrival and departure date/time
  - Number of workers
  - Names and surnames of all workers
  - ID numbers of all workers
  - Vehicle registrations used on sites
  - Tool list registers
- All Information should be provided at least three weeks prior to site visit
- No person will be allowed on site without a criminal record check
- No person will be allow on site without being tested for alcohol
- All workers must wear the suitable PPE.
- All workers will be subjected to induction before being given access.
- All safety and Covid19 rules will be strictly adhered to.
- Access control rules and Eskom procedures will be followed accordingly.



# QUESTIONS



# THANK YOU