

	<b>Strategy</b>	<b>Majuba Power Station</b>
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## 1. Introduction

An open enquiry invite will be issued calling for tenderers to participate in the tender process for **Supply and delivery of Coal Plant Spares**. This document sets out the method and criteria that will be used to evaluate the tenders that will result from this open enquiry invite.

## 2. Supporting Clauses

### 2.1 Scope

The scope of this document is to capture the technical tender evaluation strategy for **Supply and delivery of Coal Plant Spares**. This document sets out the method and criteria that will be used to evaluate the tenders. The scope of the contract is as described in the NEC document.

#### 2.1.1 Purpose

The scope of this document is to capture the technical tender evaluation strategy for **Supply and delivery of Coal Plant Spares**. This document sets out the method and criteria that will be used to evaluate the tenders. The scope of the contract is as described in the NEC document.

#### 2.1.2 Applicability

This document applies to the Tender Evaluation Team for the **Supply and delivery of Coal Plant Spares** contract.

#### 2.1.3 Effective date

The document is effective from the authorisation date.

## 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] ISO 9001 Quality Management Systems
- [2] 240-48929482: Tender Technical Evaluation Procedure
- [3] 32-1-33: Eskom Procurement and Supply Chain Management Policy
- [4] 32-1034: Eskom Procurement and Supply Management Procedure

### 2.2.2 Informative

- [1] 474-59: Internal Audit Procedure
- [2] ISO 9001 Quality Management Systems

## 2.3 Definitions

Definition	Description
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<i>Employer</i>	The person named as the <i>Employer</i> in the Appendix to Tender and the legal successors in title to this person.
<i>Contractor</i>	The person(s) named as <i>Contractor</i> in the Letter of Tender accepted by the <i>Employer</i> and the legal successors in title to this person(s).
<i>Contract Manager</i>	The person appointed by the <i>Employer</i> to act as the <i>Contract Manager</i> for the purposes of the Contract and named in the Appendix to Tender, or other person appointed from time to time by the <i>Employer</i> and notified to the <i>Contractor</i> as per NEC procedures
Works Information	The document/s forming part of the contract in which are described the methods of executing the various items of work to be done, and the nature and quality of the materials to be supplied and includes technical schedules and drawings attached <del>thereto as well as all samples and patterns</del>
Competent Person	A person who is qualified by virtue of his education, training, experience and contextual knowledge to make a determination regarding the performance of a building or part thereof in relation to a functional regulation or to undertake such duties
Tender	A tender refers to an open or closed competitive request for quotations / prices against a clearly defined scope / specification

**2.3.1 Document:**

[1] C3.1 NEC3 Supply contract Goods Information

**2.4 Abbreviations**

TET	Technical Evaluation Team
SOW	SCOPE OF WORK
PS	Power Station

**2.5 Roles and Responsibilities**

As per 240-48929482: Tender Technical Evaluation Procedure

**2.6 Process for Monitoring**

Not Applicable

**2.7 Related/Supporting Documents**

Refer to section 2.2.1, 2.2.2, 2.3.1 and 2.5.

**3. Tender Technical Evaluation Strategy**

**3.1 Technical Evaluation Methods**

A two stage Technical Evaluation Strategy is set out.

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**Stage 1:** Mandatory Technical Evaluation Criteria (gatekeepers) are ‘must meet’ criteria. These criteria are not weighted or points scored but, are assessed on a Yes/No basis to ascertain whether or not the criteria are met. An assessment of ‘No’ against any mandatory criterion will disqualify the tenderer and the tenderer will not be evaluated against Qualitative Criteria.

**Stage 2:** Qualitative Technical Evaluation Criteria are weighted evaluation criteria used to identify the highest technically ranked tenderer. The Qualitative Evaluation Criteria are weighted to reflect the relevant importance of each criterion.

### 3.1.1 Mandatory Criteria Evaluation

Not Applicable

### 3.1.2 Qualitative Criteria Evaluation

The scoring method will be as follows:

**Table 1: Qualitative Evaluation Criteria Scoring Table**

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;</li> <li>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>

Note 1: The scoring table does not allow for scoring of 1 and 3.

The evaluation scores will be weighted as follows according to disciplines:

<b>Technical Evaluation (100%)</b>		
Previous similar supply experience	30%	
Supply Capability	25%	
Technical Compliance to specifications	25%	
Quality Assurance	20%	

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	<b>Total 100%</b>	
	<b>Overall minimum threshold for qualification (70%)</b>	

**3.1.3 Technical Evaluation Threshold**

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

**3.1.4 TET Members**

**Table 2: Core TET Members**

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### 3.1.5 Qualitative Technical Evaluation Criteria

Notes to tenderer:

Where no information is offered by the Tenderer, no points shall be scored.

Qualitative Technical Criteria Description	Tender Returnables	Weighting	Score	Evaluation Criteria
<b>1. Previous Similar Supply Experience</b>	<p>Demonstrate successful supply and delivery of similar spare parts and equipment within the last five (5) years. Similar supply experience includes conveyor pulleys, conveyor idlers and rollers, conveyor belting and accessories, conveyor drive assemblies, gearboxes, couplings, bearings, chute liners and wear materials, conveyor structures, stacker and reclaimer spares, wagon tippler spares, crusher and feeder spares, and other bulk material handling equipment and associated spares.</p> <p>Submit: Client names and contact details, contract descriptions, contract values, purchase orders/contracts, completion certificates, delivery notes, and reference letters. Similar contracts shall be within the power generation, mining, or bulk material handling sectors and individually represent at least 30% of the estimated annual contract value.</p>	30%	0%	No evidence of previous similar supply contracts submitted.
			40%	Evidence of one (1) qualifying similar supply contract submitted.
			60%	Evidence of two (2) qualifying similar supply contracts submitted.
			80%	Evidence of three (3) qualifying similar supply contracts submitted.
			100%	Evidence of four (4) or more qualifying similar supply contracts supported by references, purchase orders, contracts, or completion certificates.
<b>3. Supply Capability</b>	<p>Demonstrate capability to source, stock, and deliver the required spare parts.</p> <p>Submit, where applicable:</p>	20%	0%	No evidence of supply capability submitted.
			50%	Limited evidence of sourcing and supply capability submitted i.e.

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<b>Qualitative Technical Criteria Description</b>	<b>Tender Returnables</b>	<b>Weighting</b>	<b>Score</b>	<b>Evaluation Criteria</b>
	<ul style="list-style-type: none"> <li>• OEM authorization letters</li> <li>• Distributor agreements</li> <li>• Manufacturer accreditations</li> <li>• Manufacturing capability statements</li> <li>• Warehouse details</li> <li>• Stockholding capability</li> <li>• Supply chain arrangements</li> <li>• local content capability</li> <li>• Emergency response capability</li> <li>• Import and export capability</li> <li>• Alternative sourcing arrangements</li> <li>• Standard and emergency lead times</li> <li>• Product certifications</li> <li>• Approvals</li> </ul>			<ul style="list-style-type: none"> <li>• Generic statements without supporting documentation</li> <li>• Missing key documents (e.g., no OEM letters or agreements)</li> <li>• Documents are expired, unsigned, or not verifiable</li> <li>• Capability claimed but not demonstrated with proof</li> <li>• No demonstrated track record or scale</li> </ul>
			80%	<p>Adequate evidence of sourcing, stockholding, warehouse facilities, and supply capability submitted i.e.</p> <ul style="list-style-type: none"> <li>• Required documents are provided but may lack detail or depth</li> <li>• Evidence is valid and relevant but limited in quantity or scope</li> <li>• Some supporting data is provided but not comprehensive</li> <li>• Capability is demonstrated but with moderate confidence</li> </ul>
			100%	<p>Comprehensive evidence of OEM authorization, local stockholding, warehouse facilities, multiple supply channels, defined lead times, emergency response capability, supply chain capacity, and quality controls submitted i.e.</p> <ul style="list-style-type: none"> <li>• All required documents are provided, current, and verifiable</li> </ul>

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Qualitative Technical Criteria Description	Tender Returnables	Weighting	Score	Evaluation Criteria
				<ul style="list-style-type: none"> <li>Strong alignment between claimed capability and documented proof</li> <li>Multiple sources of evidence (contracts, records, certifications, case studies)</li> <li>Demonstrated track record and resilience (e.g., contingency planning)</li> </ul>
<b>4. Technical Compliance to Specification</b>	Submit a completed technical compliance schedule clearly indicating compliance against each requirement. Include: <ul style="list-style-type: none"> <li>Technical datasheets</li> <li>Product catalogues</li> <li>Material specifications</li> <li>Drawings</li> <li>OEM certifications</li> <li>Performance data</li> <li>Deviation register identifying any exceptions.</li> </ul> Bidders shall clearly demonstrate compliance with all mandatory technical requirements.	25%	0%	No technical information submitted.
			50%	Significant technical deviations identified or incomplete supporting documentation provided.
			80%	Minor technical deviations identified with acceptable mitigation measures and adequate supporting documentation.
			100%	Full compliance demonstrated with no technical deviations and complete supporting documentation.
<b>5. Quality Assurance</b>	Submit a quality management system applicable to the supplied products, including: <ul style="list-style-type: none"> <li>Quality policy and objectives</li> <li>ISO 9001 certification (where applicable)</li> <li>Quality Control Plans (QCPs)</li> <li>Inspection and Test Plans (ITPs)</li> <li>Factory Acceptance Test (FAT) procedures</li> </ul>	20%	0%	No quality management documentation submitted.
			50%	Basic quality documentation submitted with limited evidence of inspection and testing controls i.e. <ul style="list-style-type: none"> <li>Quality documentation is generic, high-level, or template-based</li> <li>Limited or no project-specific quality plan</li> <li>Inspection and Test Plans (ITPs) are missing, incomplete, or not detailed</li> </ul>

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<b>Qualitative Technical Criteria Description</b>	<b>Tender Returnables</b>	<b>Weighting</b>	<b>Score</b>	<b>Evaluation Criteria</b>
	<ul style="list-style-type: none"> <li>Performance Test Procedures (where applicable)</li> <li>Sample inspection reports</li> <li>Material certificates</li> <li>Calibration certificates</li> <li>Non-conformance management procedures</li> <li>Corrective and preventive action processes</li> <li>Traceability procedures</li> <li>Document control processes.</li> </ul> <p>QCPs and ITPs shall identify:</p> <ul style="list-style-type: none"> <li>Inspection stages</li> <li>Hold points</li> <li>Witness points</li> <li>Dimensional inspections</li> <li>Material verification requirements</li> <li>Non-destructive testing requirements (where applicable)</li> <li>Functional testing requirements</li> <li>FAT requirements, and</li> <li>Documentation requirements.</li> </ul>			<ul style="list-style-type: none"> <li>No clear hold points, witness points, or acceptance criteria</li> <li>Absence of traceability between specifications and quality controls</li> <li>Evidence of inspection/testing processes is unclear or not documented</li> <li>No proof of implementation or historical quality performance</li> <li>Limited linkage between OEM standards and actual QA/QC controls</li> </ul>
			80%	Quality management system submitted with QCPs, ITPs, sample inspection records, and evidence of quality control implementation.
			100%	Comprehensive quality management system submitted, including ISO certification, QCPs, ITPs, FAT procedures, performance test procedures, inspection records, traceability controls, CAPA processes, and evidence of implementation.

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### 3.2 TET Member Responsibilities

#### TET Member Responsibilities

**Table 4: TET Member Responsibilities**

##### Mandatory Technical Evaluation

TET number: Section to be evaluated	TET Member Name	Designation
None		

##### Qualitative Technical Evaluation

TET number: Section to be evaluated	TET Member Name	Designation
TET1:		
TET2:		
TET3:		

### 3.2.1 Foreseen Acceptable / Unacceptable Qualifications

#### 3.2.1.1 Risks

**Table 5: Acceptable Technical Risks**

Risk	Description
None	

**Table 6: Unacceptable Technical Risks**

Risk	Description
None	

### 3.2.2 Exceptions / Conditions

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

Risk	Description
None	

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

Risk	Description
None	

## 4. Acceptance

This document has been seen and accepted by:

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<b>Full Name and Surname</b>	<b>Designation</b>

**5. Revision**

**6. Development Team**

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

**7. Acknowledgements**

Not Applicable