

	Strategy	Kusile Power Station
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1. Introduction

An invitation to tender will be issued to the open market calling for interested parties to participate in the tender process for the Scope of Work: Design and Construct – ex-GE Store Perimeter Protection Scope at Kusile Power Station. 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 Technical Evaluation Team (TET) and their responsibilities regarding this scope. The mandatory and qualitative evaluation criterion used to evaluate the submitted tenders is also included in this report.

2.1.1 Purpose

The purpose of this tender technical evaluation strategy is to outline the process to followed in evaluating the tenders.

2.1.2 Applicability

This document applies to the Tender Evaluation Team for the project scope: Design and Construct – ex-GE Store Perimeter Protection Scope at Kusile Power Station.

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] 240-48929482 Tender Technical Evaluation Procedure
- [2] 32-1034 Eskom Procurement Policy
- [3] 474-59 Internal Audit Procedure

2.2.2 Informative

- [4] KUS-20240635: Scope of Work: Design and Construct – ex-GE Store Perimeter Protection Scope at Kusile Power Station

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2.3 Definitions

2.3.1 Enquiry

A competitive or non-competitive request for information, interest, quotations or proposals made to a supplier, a group of suppliers or the market at large.

2.3.2 Tender

A tender refers to an open or closed competitive request for quotations / prices against a clearly defined scope / specification.

2.3.3 Tenderer

One who tenders.

2.3.4 Classification

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

2.4 Abbreviations

Table 1: Abbreviations Table

Abbreviation	Description
TES	Technical Evaluation Strategy
TET	Technical Evaluation Team

2.5 Roles And Responsibilities

The roles and responsibilities are as per the Tender Technical Evaluation Procedure [1].

2.6 Process For Monitoring

This procedure shall be monitored by the Internal Audit Procedure [3].

2.7 Related/Supporting Documents

None.

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3. Tender Technical Evaluation Strategy

3.1 Technical Evaluation Threshold

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

3.2 Weighted Scorecard

A weighted score card approach will be used to evaluate the tenders against the Employer's requirements. The following scoring method will be used. The individual scores from the TET members on each evaluation criteria will be added and averaged to obtain a final score.

Table 2: Scorecard

Score	Percentage	Description
5	100	Compliant - Meet technical requirement(s) AND. - No foreseen technical risk(s) in meeting technical requirements.
4	80	Compliant With Associated Qualifications - Meet technical requirement(s) with; - Acceptable technical risk(s) AND/OR; - Acceptable exceptions AND/OR; - Acceptable conditions.
2	40	Non-Compliant - Does not meet technical requirement(s) AND/OR; Unacceptable technical risk(s) AND/OR; - Unacceptable exceptions AND/OR; - Unacceptable conditions.
0	0	Totally Deficient Or Non-Responsive

3.3 Tet Members

Table 3: Core TET Members

TET number	Designation
TET 1	Civil Engineer
TET 2	Electrical Engineer
TET 3	C&I Engineer

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3.4 Qualitative Technical Evaluation Criteria

Notes to tenderer:

1. An undertaking is required that resources identified would not be changed on award of the Contract.
2. The CV's of Key Personnel should have experience which is comparable in nature to the Works specified in this tender.
3. It is a requirement that the key personnel, in particular, have good communication skills in the English language.
4. Where no information is offered by the Tenderer no points shall be scored.

	Mandatory Technical Criteria Description	Source of Evidence	Motivation for use of Criteria
1.	The tenderer shall submit verifiable evidence of completed projects by the <u>Main Contractor and his proposed subcontractor or JV partner</u> that are comparable or equivalent to the works required in this contract. In case of a consortium, the tenderer provides a confirmation letter or agreement. The tenderer must demonstrate successful completion of at least two (2) projects within the last ten (10) years that involved design and/or construction activities similar in scope and complexity to the required works. Similar projects shall include projects involving one or more of the following elements: • Mechanical and/or electric fencing • Roads and stormwater management structures • External and perimeter lighting systems • Closed circuit camera surveillance systems • Public address systems Notes: • All reference letters and completion certificates must: – Be on official letterhead of the client or referee. – Include project name, description, value, scope, completion date and contact details. – Confirm the tenderer's role and performance. • Only references from the past 10 years will be considered • Projects must relate to the above listed works	The Tenderer shall submit traceable reference letters AND corresponding completion certificates for each project submitted, meeting the following requirements: • Documents shall be issued on the official letterhead of the client or referee. • Each reference letter and completion certificate shall clearly state: ○ Project name ○ Project description and scope of work ○ Contract value ○ Completion date ○ Tenderer's role and level of responsibility ○ Client or referee contact details ○ Confirmation of satisfactory performance Only projects completed within the past <u>ten (10) years</u> from the tender closing date shall be considered. Submitted projects must be directly related to the listed similar works.	A Contractor without relevant, proven experience on projects of a similar nature, scale and complexity presents an unacceptable technical and delivery risk to the Employer

No	Qualitative Technical Criteria Description	Reference to Technical Specification / Tender Returnable	Criteria Weighting (%)	Scoring			
				0	2	4	5
2. Experience of Key Personnel							
2.1	<u>Civil Engineer Resource:</u> The Tenderer must submit particulars of a Structural Engineer or Technologist who meets the following minimum requirements: - Professional registration with ECSA (Pr. Eng or Pr. Tech Eng) - Holds a Civil Engineering qualification (BSc Eng/BEng/BTech/MEng or equivalent) - Minimum five (5) years' post professional registration experience in civil engineering. Demonstrates competency in the provision of consultancy services, i.e. design, advisory services, technical support etc.	- CV demonstrating relevant experience - Certified copy of qualification(s), certified within the last three (3) months - Certified ID copy, certified within the last three (3) months - Certified copy of valid ECSA certificate, certified within the last three (3) months	8%	0 = 0% - CV not submitted or does not demonstrate the required relevant experience or less than 5 years' relevant post registration experience is demonstrated - Required qualification/s not submitted - Proof of ECSA registration is not submitted/invalid/not certified - Certified ID copy is not submitted	N/A	N/A	5=100% Submitted CV demonstrates a minimum of five (5) years' relevant post professional registration experience in civil engineering design including consultancy services experience. All required supporting documents are included.

No	Qualitative Technical Criteria Description	Reference to Technical Specification / Tender Returnable	Criteria Weighting (%)	Scoring			
				0	2	4	5
Experience of Key Personnel (cont.)							
2.2	<u>Structural Engineer Resource:</u> The Tenderer must submit particulars of a Structural Engineer or Technologist who meets the following minimum requirements: - Professional registration with ECSA (Pr. Eng or Pr. Tech Eng) - Holds a Civil Engineering qualification (BSc Eng/BEng/BTech/MEng or equivalent) - Minimum five (5) years' post professional registration experience in structural engineering. Demonstrates competency in the provision of consultancy services, i.e. design, advisory services, technical support etc.	- CV demonstrating relevant experience - Certified copy of qualification(s), certified within the last three (3) months - Certified ID copy, certified within the last three (3) months - Certified copy of valid ECSA certificate, certified within the last three (3) months	8%	0 = 0% - CV not submitted or does not demonstrate the required relevant experience or less than 5 years' relevant post registration experience is demonstrated - Required qualification/s not submitted - Proof of ECSA registration is not submitted/invalid/not certified - Certified ID copy is not submitted	N/A	N/A	5=100% Submitted CV demonstrates a minimum of five (5) years' relevant post professional registration experience in structural engineering design within industrial or infrastructure facilities including consultancy services experience. All required supporting documents are included.

No	Qualitative Technical Criteria Description	Reference to Technical Specification / Tender Returnable	Criteria Weighting (%)	Scoring			
				0	2	4	5
Experience of Key Personnel (cont.)							
2.3	<u>Geotechnical Engineer Resource:</u> The Tenderer must submit particulars of a Structural Engineer or Technologist who meets the following minimum requirements: - Professional registration with ECSA (Pr. Eng or Pr. Tech Eng) - Holds a Civil Engineering qualification (BSc Eng/BEng/BTech/MEng or equivalent) - Minimum five (5) years' post professional registration experience in geotechnical engineering. Demonstrates competency in the provision of consultancy services, i.e. geotechnical investigations and design including advisory services, technical support etc.	- CV demonstrating relevant experience - Certified copy of qualification(s), certified within the last three (3) months - Certified ID copy, certified within the last three (3) months - Certified copy of valid ECSA certificate, certified within the last three (3) months	4%	0 = 0% - CV not submitted or does not demonstrate the required relevant experience or less than 5 years' relevant post registration experience is demonstrated - Required qualification/s not submitted - Proof of ECSA registration is not submitted/invalid/not certified - Certified ID copy is not submitted	N/A	N/A	5=100% Submitted CV demonstrates a minimum of five (5) years' relevant post professional registration experience in geotechnical design and investigations including consultancy services experience etc. All required supporting documents are included.

No	Qualitative Technical Criteria Description	Reference to Technical Specification / Tender Returnable	Criteria Weighting (%)	Scoring			
				0	2	4	5
Experience of Key Project Personnel (cont.)							
2.4	<u>Electrical Engineer Resource:</u> The tenderer must submit particulars of an Electrical Engineer or Technologist who meets the following minimum requirements: - Professional registration with ECSA (Pr. Eng or Pr. Tech Eng) - Holds an Electrical Engineering qualification (BSc Eng/BEng/BTech/MEng or equivalent) - Minimum five (5) years' post professional registration experience in low, medium, and high voltage electrical systems. Demonstrates competency in the provision of professional consultancy services i.e. design advisory services, performance assessments, system optimisation, fault identification, troubleshooting, technical support etc.	- CV demonstrating relevant experience - Certified copy of qualification(s), certified within the last three (3) months - Certified ID copy, certified within the last three (3) months - Certified copy of valid ECSA certificate, certified within the last three (3) months	7%	0 = 0% - CV not submitted or does not demonstrate the required relevant experience or less than 5 years' relevant post registration experience is demonstrated - Required qualification/s not submitted - Proof of ECSA registration is not submitted/invalid/not certified - Certified ID copy is not submitted	N/A	N/A	5=100% Submitted CV demonstrates a minimum of five (5) years' relevant post professional registration experience in low, medium and high voltage electrical systems, including consultancy services experience. All required supporting documents are included

No	Qualitative Technical Criteria Description	Reference to Technical Specification / Tender Returnable	Criteria Weighting (%)	Scoring			
				0	2	4	5
Experience of Key Project Personnel (cont.)							
2.5	<u>C&I Engineer Resource:</u> The tenderer must submit particulars of an Electrical or Electronics Engineer or Technologist who meets the following minimum requirements: - Registered as a Professional Engineer/Technologist with ECSA - Holds a formal qualification in Electrical or Electronics Engineering (BSc/BEng/BTech/MEng) - Minimum 5 years' post professional registration experience in Perimeter Closed Circuit Television systems. Demonstrates key competencies in the provision of consultancy services i.e. design advisory, performance assessment, system optimisation, troubleshooting etc.	- CV demonstrating relevant experience - Certified copy of qualification(s), certified within the last three (3) months - Certified ID copy, certified within the last three (3) months - Certified copy of valid ECSA certificate, certified within the last three (3) months	6%	0 = 0% - CV not submitted or does not demonstrate the required relevant experience or less than 5 years' relevant post registration experience is demonstrated - Required qualification/s not submitted - Proof of ECSA registration is not submitted/invalid/not certified - Certified ID copy is not submitted	N/A	N/A	5=100% CV demonstrates five (5) or more years of relevant post professional registration experience and all required supporting documents are included

No	Qualitative Technical Criteria Description	Reference to Technical Specification / Tender Returnable	Criteria Weighting (%)	Scoring			
				0	2	4	5
Experience of Key Project Personnel (cont.)							
2.6	<u>IT Engineer Resource:</u> The tenderer must submit particulars of an Information Technology (IT) engineer who meets the following minimum requirements: • Holds a formal qualification in Information Technology, Computer Science, Information Systems, Software Engineering or a related field (BSc/BEng/BTech/MEng) • Minimum 5 years’ post qualification experience in design, implementation, management and support of IT systems and infrastructure etc. The resource demonstrates knowledge in information security, network management, systems integration etc	• CV demonstrating relevant experience • Certified copy of qualification(s), certified within the last three (3) months • Certified ID copy, certified within the last three (3) months	4%	0 = 0% • CV not submitted or does not demonstrate the required relevant experience or less than 5 years’ relevant post qualification experience is demonstrated • Required qualification/s not submitted • Certified ID copy is not submitted	N/A	N/A	5=100% CV demonstrates five (5) or more years of relevant post qualification experience and all required supporting documents are included

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No	Qualitative Technical Criteria Description	Reference to Technical Specification / Tender Returnable	Criteria Weighting (%)	Scoring			
				0	2	4	5
Experience of Key Project Personnel (cont.)							
2.7	<u>Land Surveyor Resource:</u> The tenderer must submit particulars of a Land Surveyor who meets the following minimum requirements: - Professionally registered with the South African Geomatics Council (SAGC) - Minimum 3 years' post qualification experience in land surveying	- CV demonstrating relevant experience - Certified copy of SAGC registration certificate, certified within the last three (3) months - Certified ID copy, certified within the last three (3) months	3%	0 = 0% - CV not submitted or does not demonstrate the required relevant experience or less than 3 years' relevant post qualification experience is demonstrated - Certified ID copy is not submitted	N/A	N/A	5=100% CV demonstrates three (3) or more years of relevant post qualification experience and all required supporting documents are included

No	Qualitative Technical Criteria Description	Reference to Technical Specification / Tender Returnable	Criteria Weighting (%)	Scoring			
				0	2	4	5
Experience of Key Project Personnel (cont)							
2.8	<u>Site Agent Resource:</u> The tenderer must submit particulars of a Site Agent who meets the following minimum requirements: • Holds a degree or diploma in Civil Engineering, Structural Engineering, Construction Management, or an equivalent qualification (BSc, BEng, BTech, National Diploma or equivalent) • Minimum five (5) years' post qualification experience in general building construction and site supervision • Registered and in good standing with ECSA or SACPCMP	• CV demonstrating relevant experience • Certified copy of qualification(s), certified within the last three (3) months • Certified ID copy, certified within the last three (3) months • Certified copy of valid ECSA/SACPCMP certificate, certified within the last three (3) months	10%	0 = 0% • CV not submitted or does not demonstrate the required relevant experience or less than 5 years' relevant post qualification experience is demonstrated • Required qualification/s not submitted • Proof of ECSA/SACPCMP registration is not submitted/invalid/ not certified • Certified ID copy is not submitted	N/A	N/A	5 = 100% • CV demonstrates a minimum of five (5) years' relevant experience in general building construction and site supervision. All required supporting documents are included

No	Qualitative Technical Criteria Description	Reference to Technical Specification / Tender Returnable	Criteria Weighting (%)	Scoring			
				0	2	4	5
Experience of Key Project Personnel (cont.)							
2.9	<u>Electrical Installation Electrician Resource:</u> The tenderer must submit particulars of a Electrical Installation Electrician who: - Holds a national or trade certificate or equivalent qualification in Electrical Engineering or Electrical Installation - Possesses a valid Wireman's License (Registered Person Registration) - Has at least 5 years' demonstrable experience in the electrical construction, installation and/or reticulation sector	- CV demonstrating relevant experience - Certified copy of trade certificate, national certificate or equivalent qualification, certified within the last three (3) months - Certified copy of a valid Wireman's License, certified within the last three (3) months - Certified copy of ID, certified within the last three (3) months	5%	0 = 0% - CV not submitted or relevant experience not demonstrated or less than five (5) years' relevant experience demonstrated - Certified qualification not submitted - Valid certified Wireman's License not submitted - Certified ID copy not submitted	N/A	N/A	5 = 100% CV demonstrates a minimum of five (5) years' relevant experience in the electrical construction, installation and/or reticulation sector. All required supporting documents are included

No	Qualitative Technical Criteria Description	Reference to Technical Specification / Tender Returnable	Criteria Weighting (%)	0	2	4	5
3. Proposal For the Scope Of Works							
3.1	<u>Proposals for Scope of Works</u> The tenderer shall submit Design and Construction Proposals for the execution of the Design and Construction works, demonstrating a clear and technically sound understanding of the scope requirements. The proposals shall address the full scope of works i.e.: • <u>Civil & structural works</u> • <u>Electrical works</u> • <u>C&I works</u> <u>Design Proposal</u> The Design Proposal shall describe the tenderer's methodology for fulfilling the design obligations under the contract and shall include as a minimum: • A detailed description of all design activities, including surveys, site investigations, engineering studies and analyses including design development etc. • Description of design coordination and integration procedures between the various disciplines	• Design proposal • Construction proposal	20%	Submission is not provided, is non-responsive, or fails to demonstrate an understanding of the scope of works and project requirements.	The proposals are incomplete or poorly developed with significant gaps in addressing the scope requirements. The submission demonstrates limited understanding of the project and presents unacceptable technical risks that may adversely impact project delivery.	The proposals adequately address the project requirements. Minor inconsistencies, omissions or uncertainties exist in relation to the scope of works. The proposed approach demonstrates an acceptable understanding of the project with minimal foreseeable technical risks	The proposals comprehensively address all project requirements and scope elements. The methodologies are clear, practical and aligned with the Employer's requirements. The submission provides confidence in the tenderer's ability to execute the works with no significant foreseeable technical risks

	Construction Proposal The Construction Proposal shall describe the tenderer's methodology for executing the works and shall at a minimum include the following but not limited to: • A detailed construction methodology for <u>Civil and Structural, Electrical and C&I Works</u>. • Construction sequencing and work breakdown approach. • Resource plan including key personnel, plant and equipment etc • Testing, commissioning and handover methodology etc						
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No	Qualitative Technical Criteria Description	Reference to Technical Specification / Tender Returnable	Criteria Weighting (%)	Scoring			
				0	2	4	5
4. Delivery Approach – Organisational Structure							
4.1	The tenderer must submit an organisational structure to demonstrate the proposed delivery model and approach, showing: • Key project personnel with reporting lines and management responsibilities • The design management structure i.e. discipline leads and design coordination responsibilities • The interface between design and construction teams • Whether the project will be executed through subcontractors or a JV/consortium arrangement • Signed JV/consortium agreements or letters of confirmation/commitment for all works not performed by the Main Contractor (where applicable) JV/Consortium Submission Guidelines: • Letters or agreements must be on the official letterhead of the JV partner or consortium member • Letters or agreements shall be signed by an authorised representative (e.g. company director, CEO or legal officer) – the tenderer includes the name, title and contact details of the signatory for verification	• Organisational chart • Signed JV/consortium agreements or confirmation letters (if applicable)	15%	No organisational structure submitted, or submission is materially deficient. Key personnel are not identified. Reporting lines and responsibilities are not defined. JV/Consortium/Sub contractor arrangements are not submitted, are unverifiable, unsigned, or do not clearly define responsibilities.	Organisational structure submitted but incomplete. Several key roles required for design and construction delivery are not identified. Reporting lines and responsibilities are unclear. Limited information provided regarding JV/Consortium/Subcontractor participation, creating significant project delivery risk.	Organisational structure identifies most key personnel and reporting lines. Design and construction responsibilities are partially defined. JV/Consortium/Sub contractor arrangements are documented but lack sufficient detail regarding scope allocation or management interfaces. Moderate delivery risk remains	Organisational structure fully defined. Roles, responsibilities and reporting lines fully detailed. JV/subcontractor arrangements well documented and confirmed. Minimal risk to project delivery.

No	Qualitative Technical Criteria Description	Reference to Technical Specification / Tender Returnable	Criteria Weighting (%)	Scoring			
				0	2	4	5
5. Project Programme							
5.1	The tenderer submits a detailed project programme (Gantt chart or equivalent) showing phases, milestones and critical path activities. The programme details the following: • Resource allocation or loading plan (labour, equipment) across all project activities. • Sequencing and phasing of work • Contingency planning for schedule, resource or operational risks. • Monitoring, reporting and coordination mechanisms	Detailed programme or schedule	10%	No programme submitted, or programme is incomplete, unrealistic, or does not adequately demonstrate project delivery capability.	Programme submitted but lacks detail on sequencing, milestones, resource allocation, or risk mitigation. Significant delivery risks identified.	Programme demonstrates an acceptable understanding of project requirements. Key activities and milestones are identified with moderate delivery risk.	Programme is comprehensive, logical and fully integrated. Critical path, milestones, dependencies, resource allocation, phasing and contingency measures are clearly defined. Demonstrates a low risk approach to project delivery
TOTAL:			100%				

• Tet Member Responsibilities

Table 4: TET Member Responsibilities

Qualitative Criteria Number	TET 1	TET 2	TET 3
1	X	X	X
2.1	X		
2.2	X		
2.3	X		
2.4		X	
2.5			X
2.6			X
2.7	X	X	X
2.8	X		
2.9		X	
3.1	X	X	X
4.1	X	X	X
5.1	X	X	X

• Foreseen Acceptable / Unacceptable Qualifications

Risks

Table 5: Acceptable Technical Risks

Risk	Description
1.	N/A

Table 6: Unacceptable Technical Risks

Risk	Description
1.	- Exclusion of proof/record of completed projects of similar scope with traceable references - Exclusion of Professional Registration Certificates and/or Competency Certificates of key personnel allocated to perform the specified works

Exceptions / Conditions

Table 7: Acceptable Technical Exceptions / Conditions

Risk	Description
1.	N/A

Table 8: Unacceptable Technical Exceptions / Conditions

Risk	Description
1.	N/A

4 Acceptance

This document has been seen and accepted by:

Name	Designation

5 Revisions

Date	Rev.	Compiler	Remarks

6 Development Team

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

7 Acknowledgements

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