Eskom	**Strategy**	**Kusile Power Station**

Title: **Tender Evaluation Strategy Professional Services – Warehouse Facility Upgrades at Kusile Power Station**

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TABLES

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: Professional Services Contract – Warehouse Facility Upgrades 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: Professional Services Contract – Warehouse Facility Upgrades 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-20250607- - Professional Services – Warehouse Facility Upgrades at Kusile Power Station

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
CCTV	Closed Circuit Television
C&I	Control and Instrumentation
CV	Curriculum Vitae
ECSA	Engineering Council of South Africa
HVAC	Heating, Ventilation and Air-conditioning
ID	Identification Document
PA	Public Address
SACAP	South African Council for the Architechural Profession
SACPCMP	South African Council for Project and Construction Management Professionals
SAGC	South African Geomatics Council
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.

3. Tender Technical Evalution 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	TET member	Designation
TET 1	Lelethu Thipa	Civil Engineer
TET 2	Keoagile Kgaladi	Civil Engineer
TET 3	Vely Sondezi	Electrical Engineer

TET number	TET member	Designation
TET 4	Harold Marobane	C&I Engineer
TET 5	Kunaal Dharamraj	Mechanical Engineer – HVAC System
TET 6	Dhiresh Ram	Mechanical Engineer – Fire Protection System
TET 7	Nhlanhla Rikhotso	Mechanical Engineer – Potable Water System

3.4 Mandatory Technical Evaluation Criteria

Table 4 Mandatory Technical Evaluation Criteria

	Mandatory Technical Criteria Description	Source of Evidence	Motivation for use of Criteria
1.	**Relevant experience/ (track record):** The tenderer must submit verifiable reference letters and completion certificates for a minimum of two (2) projects completed within the past ten (10) years from the tender closing date, of comparable nature, scope and complexity. For evaluation purposes, "similar scope" includes projects involving design related to: • Building upgrades, refurbishment, alterations and additions i.e. - Reconfiguration of electrical systems, structural elements, HVAC systems, fire protection and detection systems • Structural alterations i.e.: - Partial demolitions - Strengthening works - Structural modifications • Additions to existing facilities i.e.: - Integration of new building sections - Building layout changes - Building system modifications - Multi-disciplinary design coordination involving architectural and/or Civil and/or Structural and/or Mechanical and/or Electrical and/or C&I scope	The Tenderer shall submit: 1. Verifiable reference letters AND completion certificates for each project submitted under this criterion. All submitted documentation shall: • Be issued on the official letterhead of the client or authorised referee. • Clearly state the following: o Project name o Project description and scope of work o Contract value o Completion date o Tenderer's role and level of responsibility o Client or referee contact details (name, position, and mobile and/or telephonic contact number) o Confirmation of satisfactory performance 2. Declaration of authenticity The tenderer submits a signed declaration letter confirming that all reference letter and completion certificates are authentic. Forged or falsified documents will result in disqualification and may have legal consequences. **Notes:** • Only projects completed within ten (10) years from the tender closing date will be considered • Submitted projects must align to the defined service and technical scope document	This criterion is used to assess the tenderer's demonstrated competence and capability in delivering services of a similar nature, complexity and scale to those required under this contract. Tenderers that cannot demonstrate relevant and recent experience present an unacceptable technical and delivery risk. This requirement therefore supports the selection of a consultant with a proven track record, thereby reducing overall project risk.

3.5 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.

No	Qualitative Technical Criteria Description	Reference to Technical Specification / Tender Returnable	Criteria Weighting (%)	Scoring			
				0	2	4	5
1. Project Understanding and Approach							
1.1	Design Proposal The tenderer shall submit a Design Proposal demonstrating a clear understanding of the Employer's requirements and the technical scope. The submission shall, as a minimum, include: 1. Design Methodology A clear and structured methodology for planning, managing, coordinating and delivering the design services. The design statement includes the following but not limited to: - Key design activities and deliverables - Defined design phases and sequencing - Critical path activities and interdependencies - Multi-disciplinary coordination approach - Quality assurance and design review processes - Design risk identification and mitigation measures - Compliance with applicable codes, standards and statutory requirements etc.	• Design Proposal	20%	No methodology OR Submission fails to demonstrate any understanding of the scope. Significant technical risks are evident and likely to compromise project delivery	Proposal poorly addresses the scope requirements or is not project specific. The methodology is vague or generic. The design sequence is missing or illogical. Submission demonstrates significant technical risks that could affect project delivery.	Proposal addresses most scope requirements. The methodology is generally clear but lacks full detail. The design sequence is partially defined. Submission demonstrates minor technical risks that could impact project delivery	Proposal fully addresses all scope requirements. The design methodology is detailed/comprehensive. The design sequence is logical, phased and clearly identifies critical path activities. Submission demonstrates no foreseeable technical risks that could impact project delivery

No	Qualitative Technical Criteria Description	Reference to Technical Specification / Tender Returnable	Criteria Weighting (%)	Scoring			
				0	**2**	**4**	**5**
2. Experience of Key Project Personnel							
2.1	Architechural Professional Resource: The tenderer must submit particulars of an Architechural professional who meets the following minimum requirements: • Professional registration with SACAP • Holds a formal degree in architechural studies • Minimum of 5 years demonstrable experience in architechural design	• CV demonstrating relevant design experience • Certified ID copy of key personnel • Certified SACAP registration certificate	10%	0 = 0% Missing CV, certified ID or SACAP registration certificate.	N/A	4 = 80% CV demonstrates 5 years relevant design experience. Certified ID and SACAP certificate included	5 = 100% CV demonstrates more than 5 years relevant experience. Certified ID and SACAP certificate included

No	Qualitative Technical Criteria Description	Reference to Technical Specification / Tender Returnable	Criteria Weighting (%)	Scoring			
				0	2	4	5
2. Experience of Key Project Personnel							
2.2	Civil Engineer Resource: The tenderer must submit particulars of a Civil Engineer or Technologist who meets the following minimum requirements: • Professional registration with ECSA (Professional Engineer or Technologist) • Holds a formal engineering degree in civil engineering (BSc/BEng/BTech/MEng) • Minimum of 5 years demonstrable experience in civil engineering design for projects of similar nature and complexity	• CV demonstrating relevant design experience • Certified ID copy • Certified ECSA registration certificate	10%	0 = 0% Missing CV, certified ID or ECSA certificate	N/A	4 = 80% CV demonstrates at least 5 years relevant design experience. Certified ID and ECSA certificate included.	5 = 100% CV demonstrates more than 5 years relevant design experience. Certified ID and ECSA certificate included

No	Qualitative Technical Criteria Description	Reference to Technical Specification / Tender Returnable	Criteria Weighting (%)	Scoring			
				0	2	4	5
2. Experience of Key Project Personnel							
2.3	Structural Engineer Resource: The tenderer must submit particulars of a Structural Engineer or Technologist who meets the following minimum requirements: • Professional registration with ECSA (Professional Engineer or Technologist) • Holds a formal engineering degree in civil engineering (BSc/BEng/BTech/MEng) • Minimum of 5 years demonstrable experience in structural engineering design for projects of similar nature and complexity	• CV demonstrating relevant design experience • Certified ID copy • Certified ECSA registration certificate	10%	0 = 0% Missing CV, certified ID or ECSA certificate	N/A	4 = 80% CV demonstrates at least 5 years relevant design experience. Certified ID and ECSA certificate included	5 = 100% CV demonstrates more than 5 years relevant design experience. Certified ID and ECSA certificate included

No	Qualitative Technical Criteria Description	Reference to Technical Specification / Tender Returnable	Criteria Weighting (%)	Scoring			
				0	2	4	5
2. Experience of Key Project Personnel							
2.4	Geotechnical Engineer Resource: The tenderer must submit particulars of a Geotechnical Engineer or Technologist who meets the following minimum requirements: • Professional registration with ECSA (Engineer/Technologist) • Holds a formal engineering degree in the relevant discipline (BSc/BEng/BTech/MEng) • Minimum of 5 years demonstrable experience in geotechnical engineering design and site investigations	• CV demonstrating relevant design experience • Certified ID copy • Certified ECSA registration certificate	5%	0 = 0% Missing CV, certified ID or ECSA certificate	N/A	4 = 80% CV demonstrates at least 5 years relevant design experience. Certified ID and ECSA certificate included	5 = 100% CV demonstrates more than 5 years relevant design experience. Certified ID and ECSA certificate included

No	Qualitative Technical Criteria Description	Reference to Technical Specification / Tender Returnable	Criteria Weighting (%)	Scoring			
				0	2	4	5
2. Experience of Key Project Personnel							
2.5	HVAC Engineer Resource: The tenderer must submit particulars of a HVAC Engineer or Technologist who meets the following minimum requirements: • Registered as a Professional Engineer/Technologist with ECSA • Holds a formal engineering degree in the relevant discipline (BSc/BEng/BTech/MEng) • Has a minimum of 5 years demonstrable experience in HVAC design	• CV demonstrating relevant design experience • Certified ID copy • Certified ECSA registration certificate	5%	0 = 0% Missing CV, certified ID or ECSA certificate	N/A	4 = 80% CV demonstrates at least 5 years relevant design experience. Certified ID and ECSA certificate included	5 = 100% CV demonstrates more than 5 years relevant design experience. Certified ID and ECSA certificate included

No	Qualitative Technical Criteria Description	Reference to Technical Specification / Tender Returnable	Criteria Weighting (%)	Scoring			
				0	2	4	5
2. Experience of Key Project Personnel							
2.6	Wet Services Engineer Resource: The tenderer must submit particulars of a Wet Services & Fire Engineer or Technologist who meets the following minimum requirements: • Registered as a Professional Engineer/Technologist with ECSA • Holds a formal engineering degree in the relevant discipline (BSc/BEng/BTech/MEng) • Has a minimum of 5 years demonstrable experience in fire protection system design (including rational fire design). Resource to also have experience in wet services design (water supply, drainage, hot water systems etc.)	• CV demonstrating relevant design experience • Certified ID copy • Certified ECSA registration certificate	5%	0 = 0% Missing CV, certified ID or ECSA certificate	N/A	4 = 80% CV demonstrates at least 5 years relevant design experience. Certified ID and ECSA certificate included	5 = 100% CV demonstrates more than 5 years relevant design experience. Certified ID and ECSA certificate included

No	Qualitative Technical Criteria Description	Reference to Technical Specification / Tender Returnable	Criteria Weighting (%)	Scoring			
				0	2	4	5
2. Experience of Key Project Personnel							
2.7	<u>BMS C&I Engineer Resource:</u> The tenderer must submit particulars of a C&I BMS Engineer or Technologist who is: • Registered as a Professional Engineer/Technologist with ECSA • Holds a formal engineering degree in the relevant discipline (BSc/BEng/BTech/MEng) • Has a minimum of 5 years demonstrable experience in BMS system design i.e. control systems that monitor and manage a building's mechanical and electrical equipment i.e. HVAC, Lighting, Fire Safety, Security systems	• CV demonstrating relevant design experience • Certified ID copy • Certified ECSA registration certificate	5%	0 = 0% Missing CV, certified ID or ECSA certificate	N/A	4 = 80% CV demonstrates at least 5 years relevant design experience. Certified ID and ECSA certificate included	5 = 100% CV demonstrates more than 5 years relevant design experience. Certified ID and ECSA certificate included

No	Qualitative Technical Criteria Description	Reference to Technical Specification / Tender Returnable	Criteria Weighting (%)	Scoring			
				0	2	4	5
2. Experience of Key Project Personnel							
2.8	Electrical Engineer Resource: The tenderer must submit particulars of a Electrical Engineer or Technologist who is: • Registered as a Professional Engineer/Technologist with ECSA • Holds a formal engineering degree in the relevant discipline (BSc/BEng/BTech/MEng) • Has a minimum of 5 years demonstrable experience in the design of electrical building services i.e. lighting, power distribution, backup power (UPS/generators), earthing and lightning protection	• CV demonstrating relevant design experience • Certified ID copy • Certified ECSA registration certificate	5%	0 = 0% Missing CV, certified ID or ECSA certificate	N/A	4 = 80% CV demonstrates at least 5 years relevant design experience. Certified ID and ECSA certificate included	5 = 100% CV demonstrates more than 5 years relevant design experience. Certified ID and ECSA certificate included

No	Qualitative Technical Criteria Description	Reference to Technical Specification / Tender Returnable	Criteria Weighting (%)	Scoring			
				0	2	4	5
3.	**Delivery Approach – Organisational Structure**						
3.1	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 Whether the project will be executed via subcontractors or a JV/consortium Signed JV/consortium agreements or letters of confirmation for all works not performed by the Main Contractor (if 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 totally deficient. JV/subcontractor arrangements not provided or submitted documents are not on official letterhead or not signed by an authorized representative. Submission unverifiable	Organisational structure illogical or impractical. Roles/responsibilities and JV/subcontractor arrangements poorly defined or missing. High risk of project delivery issues.	Organisational structure mostly complete with minor gaps. Roles and responsibilities generally clear. JV/subcontractor arrangements adequately documented. Minor risks manageable.	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
4.	**Project Programme**						
4.1	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	5%	No programme submitted or submission totally deficient. Project duration missing or unrealistic	Programme incomplete or unclear; sequencing or phasing poorly defined. Resource allocation not fully considered. Limited contingency measures; schedule and resource risks may impact delivery. Project duration: >24 months. Programme demonstrates moderate to high technical risks	Programme mostly complete with minor gaps in sequencing, milestones or contingency measures. Resource allocation largely clear. Mitigation strategies adequately address potential risks. Project duration: 13–17 months. Programme demonstrates low technical risks.	Programme fully detailed, logical and comprehensive. Critical path, milestones, dependencies, resource allocation, and phasing clearly defined. Effective mitigation strategies are in place to manage potential delays and operational risks. Project duration: 8–12 months. Programme demonstrates full capability to deliver works efficiently with minimal risk.
TOTAL:			100%				

A. Tet Member Responsibilities

Table 6: TET Member Responsibilities

Mandatory Criteria Number	TET 1	TET 2	TET 3	TET 4	TET 5	TET 6	TET 7
1	X	X	X	X	X	X	X
Qualitative Criteria Number	**TET 1**	**TET 2**	**TET 3**	**TET 4**	**TET 5**	**TET 6**	**TET 7**
1.1	X	X					
2.1	X	X					
2.2	X	X					
2.3	X	X					
2.4	X	X	X	X	X	X	X
2.5					X		
2.6						X	X
2.7				X			
2.8			X				
3.1	X	X	X	X	X	X	X
4.1	X	X	X	X	X	X	X

Commented [DR1]: Is it really necessary for each TET member to evaluate all sections from 2.1 to 2.5. Should this not be discipline specific? For example, should and Electrical Engineer be Scoring a Mechanical Section/Requirement?

B Foreseen Acceptable / Unacceptable Qualifications

Risks

Table 7: Acceptable Technical Risks

Risk	Description
1.	**N/A**

Table 8: Unacceptable Technical Risks

Risk	Description
1.	• Exclusion of proof/record of completed projects of similar scope with traceable references • Exclusion of Professional Registration Certificates of key personnel allocated to perform the specified services

Exceptions / Conditions

Table 9: Acceptable Technical Exceptions / Conditions

Risk	Description
1.	**N/A**

Table 10: Unacceptable Technical Exceptions / Conditions

Risk	Description
1.	**N/A**

4 Acceptance

This document has been seen and accepted by:

Name	Designation	Signature
Kunaal Dharamraj	Mechanical Engineer – HVAC System	
Dhiresh Ram	Mechanical Engineer – Fire Protection System	
Vely Sondezi	Electrical Engineer	
Harold Marobane	C&I Engineer	
Nhlanhla Rikhotso	Senior Engineer (Mechanical)	

5 Revisions

Date	Rev.	Remarks
February 2026	1	First issue

6 Development Team

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

Kunaal Dharamraj

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7 Acknowledgements

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