

**COMMERCIAL – CLARIFICATION
PRESENTATION:
E3011DXKZNOU**

**An Enabling Agreement for a Panel of (5) five
Contractors for Fibre Optic Cable Installation on
“as and when” required basis in the Central East
Cluster (Kwa-Zulu Natal and Free State Operating
Units) for a period of (5) five years.**

**01 JULY 2026
MS TEAMS**



Welcome	Yvonne Hadden	5 Mins
Safety Talk		5 Mins
Scope of Work	Mlungisi Sibiya	5 Mins
Commercial	Yvonne Hadden	45 Mins
SDL&I	Derna Edmund	15 Mins
Technical	Yadev Harigen	30 Mins
Price Evaluation	Keegan Akkiah	15 Mins
Environmental	Benito Williams	15 Mins
Safety	Esmeralda Eiman	20 Mins
Quality	Noxolo Mngadi	20 Mins
Financial	Sipho Chili	10 Mins
Closure	Yvonne Hadden	5 mins

- All presentations will be uploaded onto the Eskom Tender Bulletin and National Treasury e Tender Portal.
- The Presentations will serve as Minutes of Tender Clarification Meeting.

Rules of Engagement – Tender Clarification Meeting - 01 July 2026 – E 3011DXKZNOU



- All microphones to be on mute, during presentations.
- **There will be NO Question and Answer Session**
- All questions for Clarification must be emailed to the Procurement Practitioner Yvonne Hadden, responses to the questions will be posted on the Eskom Tender Bulletin and National Treasury e Tender Portal.

- To assist the Tenderers on the requirements pertaining to this tender
- Is to explain the implications of the evaluation process and the evaluation phases which the tender will be subjected to
- To assist the Tenderers with how to compile the tender documents
- All clarifications and questions with answers will be published on the portal.
- To Inform all suppliers that queries must **ONLY** be addressed in writing to the buyer – Yvonne Hadden - Email Address – yvonne.hadden@eskom.co.za.
- Clarification Questions and Answers will be published on the Eskom Tender Bulletin and National Treasury Website

- Enquiry Number: E3011DXKZNOU
- Closing Date: **24 July 2026 – 10:00AM**
- Contract duration will be 60 Months / 5 Years
- There will be no reading out of rates at tender closing.
- **Tenders are to be submitted electronically via Eskom E- tendering site by the stipulated closing date and time.**
- **NO LATE TENDERS WILL BE ACCEPTED – Tenders must be uploaded by the stipulated closing date and time.**
- Only tenders submitted via the Eskom E-Tendering platform will be accepted. **NO HARDCOPY TENDERS WILL BE ACCEPTED** Refer to tender invitation.
- Tender Validity Period : 12 Weeks from Closing Date and time

- It is the responsibility of the tendering party to ensure all the required documentation is downloaded and completed and submitted via E-Tendering as follows:

<u>SECTION</u>	<u>TENDER INFORMATION TO BE SUBMITTED</u>
SECTION 1 Will comprise of the Commercial and SD&L Requirements	✓
SECTION 2 Will comprise of the Technical Requirements	✓
SECTION 3 Will comprise of the Safety Requirements	✓
SECTION 4 Will comprise of the Quality Requirements	✓
SECTION 5 Will comprise of the Environmental Requirements	✓
SECTION 6 Will comprise of the Financial Requirements	✓

- Refer to page 4 of the Invitation to Tender for the folders that the above information must be uploaded to.**

Basic Compliance and Mandatory Evaluation

- Basic Compliance (As per page 8 of the invitation to tender)
- Mandatory Tender Returnable (As per page 9 -10 of the invitation to tender):

Functionality:

- Technical Folder – Folder 2 on the Eskom Tender Portal. Functionality will be evaluated as 100% Technical Requirements
- Tenderers who meet the threshold of 80% will proceed to the next stage of the Evaluation Process

Proposal of Rates

- Rates will be evaluated only for Tenderers that passed Technical.

PPPFA

- Preference Points Scoring System (ranking of tenderers)
- As per Item 3.18 & 3.19 on page 11 & 12 of the Invitation to Tender

Contractual Requirements

- Quality
- Safety
- Environmental
- Financial

ONLY COMPANIES THAT PASS
ALL THE STAGE 1
REQUIREMENTS WILL PROCEED
TO THE NEXT STAGE

STAGE 2 : FUNCTIONALITY EVALUATION

- Requirements can be found in the Technical Folder – Folder 2 on the Eskom Tender Portal
- Tenderers who do not meet the 80% threshold will be disqualified at this point and will not move on to the next stage of the evaluation.
- Please refer to the Technical Clarification Presentation and Evaluation Criteria

ONLY COMPANIES THAT PASS
ALL THE STAGE 2
REQUIREMENTS WILL PROCEED
TO THE NEXT STAGE:

STAGE 3 – Evaluation of Prices

Please refer to the Price Evaluation Presentation

*All items on the Price list to be priced - Should there be blanks on your price list – **Your Tender will be disqualified.**

* All Prices must exclude VAT

*Prices will be scored out of **80** points

STAGE 4: RANKING OF THE SUPPLIERS

As per Item 3.18 of the Invitation to Tender:

- Suppliers will be ranked by applying the preferential point scoring based on the relevant system as stipulated hereunder:
 1. 80/20 for tender with rand value equal to or below R50 million
- Prices will be scored out of 80 points

- Evaluation of Specific Goals
- Specific goals will be scored out of 20 points in accordance with PPPFA.
- If a tenderer fails to meet Specific goals and submit proof, the tenderer will not be disqualified. However, be awarded 80 points for price and will score 0 points for Specific goals (out of 20)
- **Note: Failure on the part of the supplier to submit supporting documents/proof of specific goals for purposes of evaluation and scoring by tender closing will not result in disqualification (if tenderer is otherwise deemed to be responsive/acceptable in all other aspects). The tenderer will, however, be scored zero for Specific goals for purposes of PPPFA scoring and ranking.**
- Eskom will then add the score from Pricing and Specific goals together and rank the suppliers from the highest to the lowest.

ONLY THE TOP RANKED
COMPANIES WILL PROCEED TO
THE NEXT STAGE:
STAGE 5 EVALUATION OF
SAFETY, QUALITY,
ENVIRONMENTAL & FINANCIAL

The following apply:

- Safety requirements;
- Environmental Requirements;
- Quality Requirements
- Financial Requirements

NB: Suppliers are to meet the above Contractual Requirements Prior to Contract Award Recommendation

THIS IS VERY IMPORTANT TO NOTE:

- The top ranked suppliers identified in terms of the 80/20 preferential point scoring will be evaluated for SHEQ.
- Should suppliers not pass the initial evaluation they will be advised of their shortcomings and have 7 days in which to correct their shortcomings.
- **It is important to submit the SHEQ criteria at Tender Closing and try and get your SHEQ criteria 100% compliant upfront.**

- Once all evaluations are completed, the results will be finalised and the top 5 ranked tenderers will be identified and recommendation will be submitted to the Procurement Tender Committee for approval.
- If two or more tenderers score equal total points in all respects, the award will be decided by the drawing of lots.
- **Only 5 Contractors** will be required to execute the scope of work.
- The Contract will be a Cluster contract, contractors must be able to work on projects anywhere between KZN and FS Operating units.
- This is an enabling contract and Purchase Orders will be allocated on an as and when required basis.

- The Panel will be issued work in accordance with the Terms of Reference of the Task Order Committee, to ensure fair and equitable work allocation.
- One panel will be established with all qualifying contractors.
- Work will be allocated on a rotational basis.
- Contractors must have valid authorisation and accreditation at the time of allocation.
- Contractors must be registered with the correct CIDB Level for the proposed value of each Task Order to be Allocated.
- Purchase Orders will only be allocated to Contractors that are accredited with the Suppliers of the cable.
- Each qualifying contractor will receive a minimum of one project, the allocation of subsequent projects will be dependant on completion of prior projects, performance scoring and availability of resourced teams.
- In the event that a contractor refuses a Task Order , the contractor must provide confirmation in writing which will be retained by the committee for audit purposes.

Requirements in terms of completing the tender

- All certificates submitted must be valid at the Tender Closing Date
- All queries to be addressed to the Buyer in writing via email. No telephone calls will be accepted for queries regarding this tender
- Closing Date for all queries is **5 days**
(**Monday – 20 July 2026** - since **19 July 2026** is a **Saturday**) prior to tender Closing Date.

- All tendering companies will be subjected to the same evaluation criteria. Do not assume that because you have worked for Eskom prior to this, the Eskom team will know your company and know whether you have the necessary requirements in order to perform the required scope. In the functionality stage of the evaluation Eskom will ONLY evaluate what documents you provide in the tender submission.
- Please note that this is an “as and when” required contract.
- **Eskom reserves the right to negotiate with preferred bidders after a competitive bidding process or price quotations, should the tendered prices not be deemed market related.**

Vendor Management for Suppliers with no vendor numbers

- Please note that Vendor Management (For companies with no vendor number) evaluations will still need to be done prior to the company being able to sign a contract. Only once all the required evaluations are done and passed successfully will the company be able to sign the contract and legible to receive work.

- Tenderers are encouraged to ensure they double check their documents before submitting their tender
- Tenderers are to ensure tender document meets all the requirements for the Tender.
- Tenderers are encouraged to upload their tender documents before the closing date and not wait to submit on the day of tender closing
- What do the suppliers need to submit in the Commercial Pack? Submit documents as per the interleaves in Commercial Pack 1
- Do we complete all documents, incl Invitation to tender forms? **YES and include the completed Invitation in your Commercial Pack.**

Thank You