Eskom	Strategy	Engineering

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1. INTRODUCTION

Lethabo Power Station is a coal-fired power station situated in the Free State Province of South Africa. It consists of six production units, each with a capacity of 618 MW, totalling an installed capacity of 3,708 MW. The operational activities of the power station necessitate a supply of spare parts used for energy production and other related functions.

Maintaining an adequate inventory of spare parts is essential for ensuring continuous production at the power station. Any unexpected equipment failure can lead to costly downtime and disruptions in energy generation. Having readily available spares allows for prompt repairs and maintenance, minimizing interruptions and optimizing operational efficiency. This proactive approach not only supports the reliability of the power station but also contributes to meeting the energy demands of the nation effectively.

2. SUPPORTING CLAUSES

2.1 SCOPE

This document provides the tender technical evaluation strategy for the supply of spares at Lethabo Power Station. The document provides annexure schedule A and B (attached) developed to address various aspects required to perform the technical evaluations with reference to applicable Eskom technical standards.

2.1.1 Purpose

The purpose of this tender technical evaluation strategy is to outline the Technical Mandatory Evaluation, Technical Qualitative Evaluation Criteria, and Technical Factory Assessment Requirements. Additionally, it clarifies the responsibilities of TET members involved in the tender technical evaluation. This strategy serves as the foundation for the entire tender technical evaluation process.

2.1.2 Applicability

This document applies to Lethabo Power Station only.

2.2 NORMATIVE/INFORMATIVE REFERENCES

Parties using this document shall apply the most recent edition of the documents listed in the following paragraphs.

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2.2.1 Normative

[1] 240-48929482: Tender Technical Evaluation Procedure

[2] 240-70240749: Strategic and Critical Spares Policy

[3] 32-1033: Eskom Procurement and Supply Chain Management Policy

[4] 32-1034: Eskom Procurement and Supply Management Procedure

2.2.2 Informative

[1] 240-48197042 Procedure for the Identification and Planning of Plant Asset Obsolescence

2.3 DEFINITIONS

Term	Description
Spare	An item intended to replace a corresponding item to retain or maintain the original required function of the item.

2.3.1 Classification

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

2.4 ABBREVIATIONS

Abbreviation	Description
MW	Megawatt
TET	Technical Evaluation Team

2.5 ROLES AND RESPONSIBILITIES

As per 240-48929482: Tender Technical Evaluation Procedure

2.6 PROCESS FOR MONITORING

N/A

2.7 RELATED/SUPPORTING DOCUMENTS

N/A

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3. TENDER TECHNICAL EVALUATION STRATEGY

3.1 TECHNICAL EVALUATION THRESHOLD

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

3.2 TET MEMBERS

Table 1: TET Members

TET num	**D**
TET 1	
TET 2	

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3.3 MANDATORY TECHNICAL EVALUATION CRITERIA

Table 2: Mandatory Technical Evaluation Criteria

Lethabo Power Station Milling Plant Spares Contract Technical Evaluation - Mandatory Requirements				
		Yes	No	Required (Mandatory)
1	Previous experience with regards to industrial spares supply in Eskom or other related industries such as mines or other power generation companies. **Eskom reserves the right to verify all submitted references. (It is the Suppliers duty and responsibility to ensure that all submitted references are reachable and verifiable).** Note that all submitted proof must be within the past three (3) years, anything older than 3 years will not be considered. Submitted proof of previous experience must be according to the requirements of Option 1 or Option 2.			**Option 1** - If the Supplier has supplied any of the items listed in the tender to Eskom, a list of contract numbers or Purchase Order numbers can be submitted as proof of previous experience (Each contract or purchase order must clearly identify which item/s were supplied) - A minimum of three (3) references, but not more than five (5). **Option 2** - If the Supplier does not meet the full requirements of (option 1) or has not supplied any of the listed items to Eskom however has completed similar work elsewhere, then the Supplier shall provide a minimum of five (5) references in a form of signed customer feedback surveys clearly identifying the item/s supplied and a contact person with contact details. Each customer survey shall be accompanied with a delivery note or invoice for the respective transaction. **Note that the customer surveys must be from a minimum of three (3) different companies (No more than two surveys per company).**

Lethabo Power Station Milling Plant Spares Contract Technical Evaluation - Mandatory Requirements				
		Yes	No	Required (Mandatory)
2	Proof of ownership of factory/workshop/warehouse/ (Utility bill or deeds certificate). The address must be clearly stipulated. or If Premises are rented: provide a signed rental agreement in a form of a letter between the supplier and landlord stipulating the form of agreement and duration. Note that the factory assessment will be conducted at the provided address only.			Utility bill must not be older than 3 months before the close of tender. If a rental agreement is submitted, it must be a signed copy of the rental agreement clearly stating the lease agreement term/period.
3	Demonstration of an auditable QMS (Quality Management System)			Provide a signed letter declaring the use of any sub-contractor/s and the intended sub-contracted scope. If no work is to be sub-contracted, then a signed letter must be submitted clearly stating that there will be no use of sub-contractors
4	Declaration of the use of any sub-contractor/s: If the primary contractor intends to sub-contract work, this must be stated to Eskom in writing and this shall include the name and address of the sub-contractor and the scope of work that the primary contractor intends to sub-contract. If no work is to be sub-contracted, then the letter must still be submitted to Eskom stating this.			Provide a signed letter declaring the use of any sub-contractor/s and the intended sub-contracted scope. If no work is to be sub-contracted, then a signed letter must be submitted clearly stating that there will be no use of sub-contractors
5	Fully completed Schedule A&B for the category tendered for			All items in the category tendered for must be fully completed under schedule B. Supplier will be deemed noncompliant if any of the items in the category tendered for is not completed (NB! Supplier must complete

Lethabo Power Station Milling Plant Spares Contract Technical Evaluation - Mandatory Requirements				
		Yes	No	Required (Mandatory)
				schedule B with the actual specification of the items to be supplied and not a copy and paste from schedule A - the brand, model and series where applicable **shall** be provided, failure to do so will be deemed as noncompliance) Note that the submitted product specifications, brands, models and series will form part of the contractual agreement thus will need to be adhered to throughout the contract term/period
NOTE: NON-CONFORMANCE TO ANY ONE OF THE ABOVE REQUIREMENTS WILL AUTOMATICALLY DISQUALIFY THE RESPECTIVE TENDERER AND NO FURTHER EVALUATION WILL BE CONDUCTED.				

3.4 QUALITATIVE TECHNICAL EVALUATION CRITERIA

Table 3: Qualitative Technical Evaluation Criteria

Lethabo Power Station Milling Plant Spares Contract - Category 1 Technical Evaluation - Qualitative Requirements				
Item	**Item Description**	**Total Weight (%)**	**Sub-Item**	**Weighting (%)**
1	Previous experience with regards to wear protection materials, adhesives & sealants, tiles and liners supply in Eskom or other related industries such as mines or other power generation companies. Eskom reserves the right to verify all submitted references. (It is the Suppliers duty and responsibility to ensure that all submitted references are reachable and verifiable). Note that all submitted proof must be within the past three (3) years, anything older than 3 years will not be considered for evaluation. Submit only according to the stipulated quantities, only the first of the required quantity will be considered for evaluation. Any additional or further submissions will not be considered for evaluation.	**20**	**Liners** - Submit two (2) Eskom purchase order number or contract number a supply completed on high chrome liners. Alternatively, submit two (2) signed customer feedback survey of a supply completed on high chrome liners elsewhere. The signed customer feedback survey must clearly identify the high chrome liners and a contact person with contact details. Each customer survey shall be accompanied with a delivery note or invoice for the respective transaction. Each qualifying submission will receive a score of 20%	40%
			Tiles - Submit two (2) Eskom purchase order number or contract number a supply completed on high alumina tiles. Alternatively, submit two (2) signed customer feedback survey of a supply completed on high alumina tiles elsewhere. The signed customer feedback survey must clearly identify the high alumina tiles and a contact person with contact details. Each customer survey shall be	30%

Lethabo Power Station Milling Plant Spares Contract - Category 1 Technical Evaluation - Qualitative Requirements				
Item	**Item Description**	**Total Weight (%)**	**Sub-Item**	**Weighting (%)**
			accompanied with a delivery note or invoice for the respective transaction. Each qualifying submission will receive a score of 15%	
			Adhesives/Sealants/Wear resistant Epoxy - Submit two (2) Eskom purchase order number or contract number a supply completed on high temperature adhesives and/or sealants and/or wear resistant epoxy. Alternatively, submit two (2) signed customer feedback survey of a supply completed on high temperature adhesives and/or sealants and/or wear resistant epoxy elsewhere. The signed customer feedback survey must clearly identify the high temperature adhesives and/or sealants and/or wear resistant epoxy, and a contact person with contact details. Each customer survey shall be accompanied with a delivery note or invoice for the respective transaction. Each qualifying submission will receive a score of 15%	30%
2	Auditable Proof of Compliance to chrome liner and high alumina tile production quality guidelines and specifications. It is mandatory that the certificate provided must be from a SANAS accredited lab, whether the lab used is in-house or subcontracted.	**30**	Actual surface hardness test results performed on a similar product produced before (similar meaning product must be similar in functionality/application and have a similar material specification). A minimum of four (4) test results to be submitted. Each test results will be scored 12.5% (two certificates for liners and two certificates for tiles.	50%

Lethabo Power Station Milling Plant Spares Contract - Category 1 Technical Evaluation - Qualitative Requirements				
Item	**Item Description**	**Total Weight (%)**	**Sub-Item**	**Weighting (%)**
			Actual chemical composition performed on a similar product produced before (similar meaning product must be similar in functionality/application and have a similar material specification). A minimum of four (4) material certificates to be submitted. Each certificate will be scored 12.5% (two certificates for liners and two certificates for tiles)	50%
3	Capacity and Lead Times	**30**	Submit a signed letter by the managing director and the owner of the company (legal representative of the company) stating in numbers, how many of each finished component they can manufacture per month and supply to Eskom.	30%
			Submit a signed letter by the managing director and the owner of the company	70%

Lethabo Power Station Milling Plant Spares Contract - Category 1 Technical Evaluation - Qualitative Requirements				
Item	**Item Description**	**Total Weight (%)**	**Sub-Item**	**Weighting (%)**
			(legal representative of the company) stating the lead times for all the items in category 3. A lead time of 2 weeks will score a full score of 70% A lead time of 3 weeks will score 50% A lead time of 4 weeks will score 30% A lead time of 5 weeks and more will score 0% Please take note that the submitted lead times will form part of the contractual agreement upon award of contract.	
4	Production Capabilities	**20**	**In-house vs Subcontracting** - Submit a signed letter by the managing director and the owner of the company (legal representative of the company) declaring all the work that will be subcontracted stating names of the subcontractors and what they will be doing. In the case that there are no subcontractors then it should be clearly stated in a form of a signed letter. A score of 100% will be allocated if all the items are manufactured in house. A score of 50% will be allocated if some of the items are manufactured in house. **A score of 0% will be allocated in the case that none of the items are manufactured in house. Note that**	100%

Lethabo Power Station Milling Plant Spares Contract - Category 1 Technical Evaluation - Qualitative Requirements				
Item	**Item Description**	**Total Weight (%)**	**Sub-Item**	**Weighting (%)**
			production/manufacturing equipment of the items that are manufactured in house will be assessed during the factory assessment	
	Total Score	**100**		
NOTE: A MINIMUM THRESHOLD OF 70% MUST BE ACHIEVED BY THE SERVICE PROVIDER, FAILURE TO DO SO WILL LEAD TO A DISQUALIFICATION AND NO FURTHER EVALUATION WILL BE CONDUCTED				

3.5 TECHNICAL FACTORY ASSESSMENT CRITERIA

Table 4: Technical Factory Assessment Criteria

Lethabo Power Station Milling Plant Spares Contract - Category 1 Factory Assessment						
Item	**Subfactor A**	**Subfactor B**		**0% (Non-Compliant or Non-Responsive)**	**50% (Partially-Compliant)**	**100% (Fully Compliant)**
			Weight%			
Factory Assessment	Manufacturing Capability and Lead Times	Basic manufacturing machines	30%			
		SANAS approved lab or signed service agreement with an external SANAS approved lab	20%			
		Storage facility for contingency stock holding	10%			
	Condition of premises	Maintenance of machinery (Provide documents of maintenance e.g., completed job cards, invoices for maintenance services etc.)	10%			
		Housekeeping, Markings and Surface conditions	10%			
	Raw Material and Consumables	Stable and Reliable Supply	5%			
		Alternative Suppliers	5%			
	Power Supply	Back Up Generator	5%			
	Transport/Logistics	Availability of reliable delivery vehicles or delivery services from a reputable logistics company	5%			
			100%			
NOTE: A MINIMUM THRESHOLD OF 70% MUST BE ACHIEVED BY THE SERVICE PROVIDER, FAILURE TO DO SO WILL LEAD TO A DISQUALIFICATION						

3.6 TET MEMBER RESPONSIBILITIES

The responsibilities of the Technical Evaluation Team are to assess and evaluate tendering suppliers based on the Technical Mandatory, Technical Qualitative, and Technical Factory Assessment criteria to ensure competency and quality assurance.

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3.7 FORESEEN ACCEPTABLE / UNACCEPTABLE QUALIFICATIONS

3.7.1 Risks

Table 5: Acceptable Technical Risks

Risk	Description
1.	Equivalent products for obsolete material supported by datasheets where applicable.

Table 6: Unacceptable Technical Risks

Risk	Description
1.	None

3.7.2 Exceptions / Conditions

Table 7: Acceptable Technical Exceptions / Conditions

Risk	Description
1.	As per the requirements set out under the Qualitative Technical Evaluation Criteria section 3.3 of this document.

Table 8: Unacceptable Technical Exceptions / Conditions

Risk	Description
1.	Deviations to any part of the technical schedules without providing alternate solutions.
2.	The bid submission is generic, incomplete, and not tailored to address the specific objectives and scope.

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4. AUTHORISATION

This document has been seen and ac

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5. REVISIONS

N/A

6. DEVELOPMENT TEAM

The fol e involved in the development of this document:

-
-

7. ACKNO EMENTS

- TET members

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