



Meeting Minutes

Template Identifier	240-54076329	Rev	7
Effective Date	November 2019		
Next review date	October 2022		
Group Procurement			

Meeting Name: Clarification Meeting for the Provision of an Artificial Intelligence (AI)-powered Unified Identity Protection Platform Managed Services for Subscription Licenses, Maintenance and Support for period of five (5) years

Date:	Time:	Venue:	Meeting No.:
27 June 2024	10h00 – 12h00	MS Teams	01

Item	Subject & salient points
1.	Welcome and Introduction Naledi opened the meeting and welcomed everyone.
2.	Safety and Evacuation Naledi indicated that she knows her exit point and hopes that all attendees know their exit points in case of an emergency.
3.	Declaration of Interest It was requested that anyone who needs to declare interest to raise their hands. No one had a declaration of interest.
4.	Apologies Sipho Sambo - Quality
5.	Presentations and Clarifications Supplier Development and Localisation (SDL&I)

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	<p>Rojane Qacha explained the SDL&I requirements as follows:</p> <ul style="list-style-type: none"> • The SDL&I requirements issued with the enquiry did not have mandatory requirements. In other words, the tenderer will not be disqualified on the basis of not complying to the requirements. However, tenderers need to bear in mind that when Eskom evaluates, they compare the outcome of the tenderer’s scores with their competitors and ranked according to the 90/10 or 80/20 criteria. and the 10 if it's a 90/10 is for the BBBEE level if it's valid. • If the tenderer is BBBEE level 1, they get maximum points which is 10. But if the BBBEE certificate has expired or you didn't submit one, tenderer will not be disqualified but score zero. • Tenderers should bear that in mind because it has a material bearing on the outcome of the scoring the other elements of supply development, localization and industrialization are as listed in the tender document. • For this tender, there are various targets given to you is for you to submit their proposals that we can evaluate you on and if we accept their proposals, they become contractual obligations. <p>Technical Requirements</p> <p>Ronald explained the technical requirements as follows:</p> <ul style="list-style-type: none"> • Explained that he is going to present the Technical Requirements and indicated that some of his colleagues could not attend the clarification meeting. • He highlighted that should there be questions that he is unable to answer well, he urged tenderers to note them and send them via email to Naledi and they will be responded to. • Eskom has a requirement for AI powered unified identity platform. In this instance Eskom is talking about the identity itself. In this space, tenderers would know that there's a term that gets used quite often that the parameters have changed. With the journey that Eskom is embarking on to the cloud and protecting its identities, it is very crucial. Hence Eskom is looking at capabilities internally and wants to enhance them to protect its identities which give access to its systems and its data. As a result, this RFP was issued and it is a 5 year contract. • It is a journey that Eskom is going to go through and wanted to provide its users a seamless, consistent user experience and while also

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	<p>securing their identities.</p> <ul style="list-style-type: none"> • It needs to have AI capabilities, it needs to have authentication, access management, governance and life cycle, a multi factor authentication. It is a fully managed service and it is a journey that Eskom is going to go through which is why it is a 5-year contract. • Eskom does have AD in the environment, does have an identity and access management and solution. However, it needs to look into the future now that it is also going into the cloud and it wants the solution to assist in that journey looking into the on-premise as well as the cloud offerings or services that Eskom is consuming as an organization. • Eskom also needs the professional services because the tenderer will interact with the different application owners when Eskom onboard applications. Eskom checks their access and how reviews are done. Point 9 of the technical presentation is showing the type of landscape that Eskom has. • In a nutshell it's an identity and access management platform that should provide seamless consistent user experience and if Eskom wants to see the user and the identity profiles, Eskom wants to be able to see it in a single platform. • Eskom is requiring a service provider which is well vested in this space and to generate Eskom. • There is a technical evaluation criteria in which there is going to be a paper-based evaluation. That is what tenderers are going to be evaluated on, and once tenderers pass the paper-based evaluation, they will qualify to be evaluated on technical demonstration where tenderers will take the Eskom team through their product to show that it meets the requirements listed in the technical evaluation criteria. • The scope is clearly documented and the technical evaluation criteria is well defined. Where tenderers are not certain, they can send e-mail to Naledi and tenderers' queries will be responded to and be published on Eskom tender bulletin and National Treasury e-Tender portal. <p>Q: I'd like to understand a little bit more about your current environment and how it relates to your technical requirements. So you've listed at the bottom the users, the servers, the applications, but can you divulge any more information on the current identity platform that you guys are using and any points around it that you're trying to solve with the solution?</p> <p>A: Challenges include, but not limited to the following requirements:</p> <ul style="list-style-type: none"> • Visibility and control of system and service accounts. • A single view for identities regarding their access profiles and risks. • Seamless and consistent user experience for both on premise and cloud environments.

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	<ul style="list-style-type: none"> • To protect the gaps and blind spots that result from combining multiple point solutions. • A single Multifactor Authentication capability for both on premise and Cloud environments • Artificial Intelligence capabilities to improve security controls on identities. <p>Q: The question is on the pricing schedule, there is a requirement for a cloud option as well as an on-prem option. The only real question is, are you looking for a price for both? Because when you add up all the stuff, it is basically 2 different solutions or do we only fill in 1 of those lines?</p> <p>A: The price must be for both on-premise and cloud environment. Eskom utilises the same identity profile to consume service on both environments.</p> <p>Safety (OHS) Requirements</p> <p>Pumeza explained Safety requirements as follows:</p> <ul style="list-style-type: none"> • The valid COID certificate or letter of good standing. This certificate expires every year. Tenderers to make sure that they submit the most recent copy of the COID certificate. Should the certificate expire during tender evaluations, the procurement practitioner will request to submit the valid copy. • The second returnable is the 16.2 appointment. This is a requirement from Section 16 of the Occupational Health and Safety Act. Tenderers to refer to the Act under Section 16 and they will get more info. Basically, Eskom is requesting an appointment letter in the tenderers' company letterhead where tenderers are appointing a 16.2 representative for their company. Tenderers to make sure that there are both signatures on their appointment letter which is the name and signature of the appointer and the acknowledgement from the person being appointed. • And lastly, there is a 37.2 agreement, which is also an extract from the OHS Act where tenderers are basically saying they will ensure that while they are providing services to Eskom, they will adhere to the health and Safety Act requirements. That needs to be completed and signed by probably the 16.2 appointee or even the 16.1 appointee. The 16.1 appointee for an example would be the GM and the 16.2 would be the second in charge to the GM or the assistant to the GM. It would depend on the company's structure.

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	<p>NEC Documentation</p> <p>Isaac Segoa explained the following:</p> <ul style="list-style-type: none"> The applicable options of the NEC as follows: <ul style="list-style-type: none"> Main option clause: G: Term contract W1: Dispute resolution procedure Secondary clauses: X1: Price adjustment for inflation X2: Changes in the law X3: Multiple currencies X4: Parent company guarantee X7: Delay damages X9: Transfer of rights X10: Employer’s Agent X11: Termination by employer X13: Performance bond X18: Limitation of liability Z1 – Z16: Additional conditions of contract SDL&I implementation plan Payment terms – highlighted that there is 30- or 60-days payment period depending on the tendered price, whereby 30 days is if the total tendered price is below R50 million including VAT and above R50 million including VAT will be a 60 day payment period. Schedule Q – is going to published on Eskom tender Bulletin and National Treasury e-Tender portal by end of business tomorrow on 28 June 2024. Data provided by the Consultant.

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	<p>Q: I just want to clarify, when you spoke about the payment terms, you spoke about 30 or 60 days depending on the value. Is that per invoice per payment? Or is that overall, how does that work?</p> <p>A: This is on the overall contract value.</p> <p>Commercial</p> <p>Naledi highlighted the following:</p> <ul style="list-style-type: none"> • This tender is e-Tendering and Verona will explain what the e-Tendering is about. • Tender closing date – 19 July 2024 at 10h00 South African Standard Time (SAST). No late tenders will be accepted. • She is the Eskom representative for the tender and that any communication or clarification must be sent to her via e-mail at lekotonk@eskom.co.za and responses will be posted on both Eskom tender bulletin and NT e-Tender portal websites. • Deadline for clarification of queries is on 08 July 2024. • This is going to be an electronic tender submission format. • Tenderers are going to upload the tender via the Eskom E-tendering page. • The evaluation process will be based on a 80/20 or 90/10 preference point system depending on the value of the tender. • Tender evaluations will be done as follows: <ol style="list-style-type: none"> a) Basic compliance. Failure to meet the basic compliance requirements will lead to disqualification and tenderers will not move to the next stage of evaluations. b) Mandatory tender returnables. Failure to submit mandatory tender returnables, tenderers will be disqualified and will not move to the next stage of evaluation. c) Functionality evaluation will be done on tenderers who have complied to basic compliance and mandatory tender returnables stage of evaluation. Failure to meet the functionality requirements, tenderers will be disqualified and will not move to the next stage of evaluation. d) Price and specific goals evaluation – ranking will be based on 80/20 or 90/10 preference point system and BBBEE points. e) Once the evaluation for price and specific goals has been done, the next stage is the Contractual requirements which are required to be met and assessed after the evaluation and ranking of the tenders. This is not a disqualifying stage.

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	<p>Tenderers will be required to submit the requirements within the stipulated deadline.</p> <p>f) Tenderers to take note of the list of tender returnables on pages 16 – 18 of the tender/RFP document as follows:</p> <p>g) * Returnable required at Tender closing (disqualifiable) – These returnable are required to be fully completed, signed (if required on the returnable) and submitted with the tender at Tender closing date and time. If not fully completed, signed (if required on the returnable) and/or submitted by tender closing the tender will be disqualified.</p> <p>h) ** Returnable required at Tender closing. (Non-disqualifiable) – These returnable are also required to be fully completed, signed and submitted with Tender at Tender closing date and time. However, if not submitted by Tender closing, tenderers can still be requested to submit.</p> <p>i) # These returnable are mandatory for evaluation and therefore required at tender closing time and date. These will not be requested by the Procurement Practitioner, however the tenderer will not be disqualified but score zero.</p> <p>j) Returnables mandatory for contract award – to be submitted prior to contract award.</p> <p>e-Tendering</p> <p>Verona explained e-Tendering as follows:</p> <ul style="list-style-type: none"> • No tender will be accepted at Tender Office. • When tenderers submit a tender, they must click on the link provided in the tender document. • There are videos which demonstrate how to register and how to upload documents. • The documents need to be uploaded under the folders Technical, Commercial, Financial and other. • All documents need to be submitted in PDF format. Pricing can be submitted in PDF format as well as the Excel format. • The limit is 50 megabytes per file and the total of 900 megabytes per submission. • If for some reason you resubmit your tender, then the latest version of the tender submitted will only be accepted and all previous submission/s will be null and void. • Tenderers to ensure that the submission status is indicated as complete.

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	<ul style="list-style-type: none"> The videos were shared, i.e., demonstration on how to upload the tender document. There help manual guide and video guidelines were also shared. Recommends that tenderers register now as most tenderers would want to submit at 09h59 (1 minute before 10h00) and time might not be sufficient to still register and upload the tender. As documents are ready, it is recommended that tenderers upload and they can submit. <p>Pricing Schedule</p> <p>Nosipho explained the Pricing Schedule as follows:</p> <ul style="list-style-type: none"> The Pricing Schedule must be completed. Tenderers to understand the notes provided. Cells highlighted in green, must be completed. Prices must be quoted based on the scope provided and must exclude VAT and escalations. Tenderers to select the currency from the currency drop down on column G. Tenderers to provide the price adjustment formula applicable to the contract duration in column AD. Prices will be adjusted accordingly on the anniversary of the contract as per NEC PSC option X1. Prices for the first 12 months will be fixed and firm and thereafter subject to contract price adjustment (CPA). The CPA will apply based on the CPA formula provided by the tenderer on column AD. Should the tenderers' price be subject to foreign exchange, they need to indicate the nominated currency of their pricing on the drop down. The cells have formulas that are already built in. Tenderers must not interfere with the formulas. Should tenderers identify anything in the scope which is not accommodated in the pricing schedule, they need to provide in the space provided in the Pricing Assumptions. <p>Q: On the contract price adjustment table, when you say table, what table do you mean?</p> <p>A: There are commonly used CPA regulated bodies, SEIFSA or STATS SA, and tenderers will use the relevant table, e.g. SEIFSA Table C3 for</p>

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	<p>Labour.</p> <p>Quality</p> <p>Naledi explained that the Quality representative Siphon Sambo, could not attend and she highlighted that should there be queries related to Quality, tenderers are welcome to send them via email to her.</p> <p>General</p> <p>Q: How do I access the actual tender documents for this meeting? A: The tender documents are accessible on Eskom Tender bulletin and National Treasury e-Tender portal. The videos and guidelines for e-Tendering are also uploaded. However, should tenderers still have queries, they are welcome to send an e-mail to Naledi.</p>
15.	<p>Closure</p> <p>Naledi thanked everyone for attending the meeting. The meeting adjourned at 11h19.</p>

Compiled by: Naledi Lekoto

Date: 01/07/2024

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