

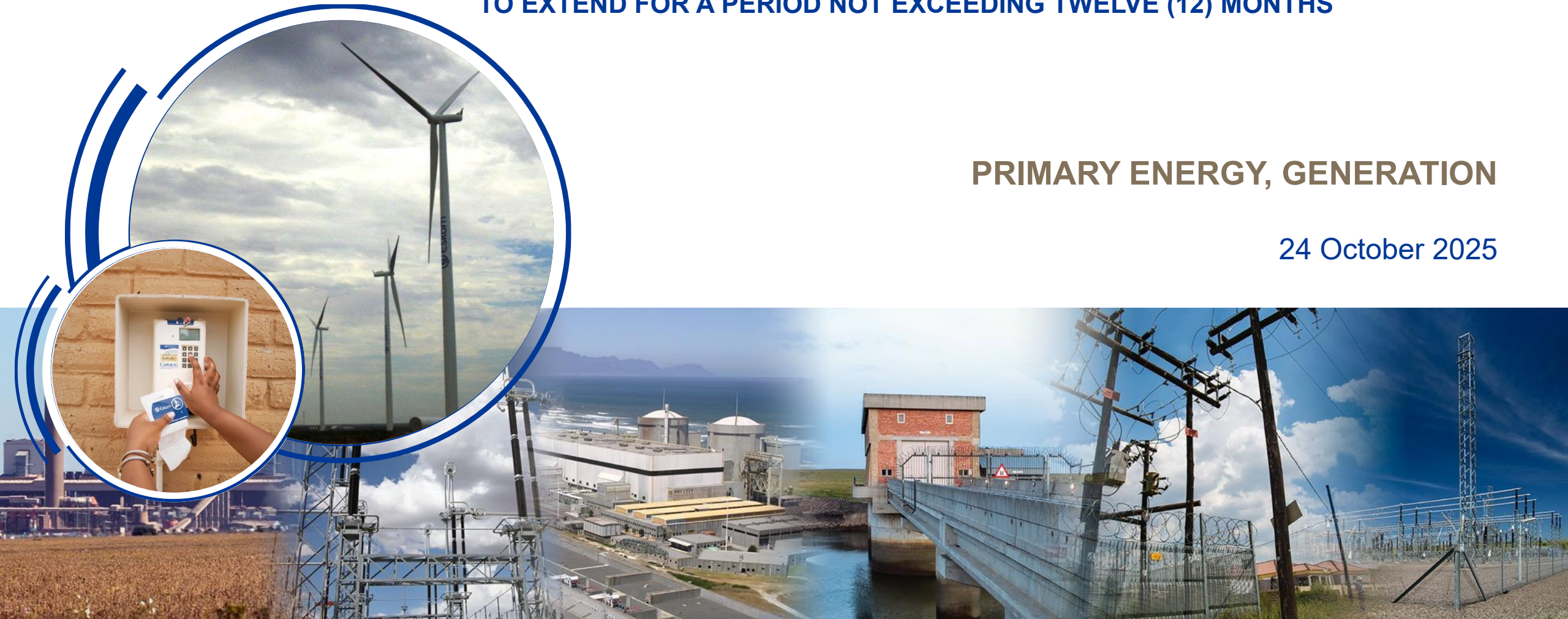
In partnership with



E2013GXN - PROVISION OF ROAD TRANSPORT SERVICES FOR LIMESTONE FROM HIGHVELD SIDING TO KUSILE POWER STATION, ESTIMATED AT 29.2 KM, ON AN AS AND WHEN REQUIRED BASIS, FOR A PERIOD OF UPTO 30 NOVEMBER 2026, WITH AN OPTION TO EXTEND FOR A PERIOD NOT EXCEEDING TWELVE (12) MONTHS

PRIMARY ENERGY, GENERATION

24 October 2025



Agenda

	Description	Time allocated (minutes)	Responsibility
1	Welcome, opening and introduction	10	Penny Shabangu
2	Commercial	10	Penny Shabangu
3	Technical	20	Neziswa Makazi
4	Price evaluation (Pricing schedule)	5	Sibabili Chili
5	Contractual requirements	10	Penny Shabangu
7	Health & Safety	10	Pulane Raophala
8	Quality	10	Nontobeko Tikana
9	Supplier Development, Localisation and Industrialisation (SDL&I)	10	Phinda Ndabula
10	Finance	10	Christo Kruger
11	Common mistakes/lessons learnt	10	Penny Shabangu
12	Questions and answer section	15	All participants
	Closing	5	Penny Shabangu

The objective of this session is to present and clarify the enquiry documents for the E2013GXN:

PROVISION OF ROAD TRANSPORT SERVICES FOR LIMESTONE FROM HIGHVELD SIDING TO KUSILE POWER STATION, ESTIMATED AT 29.2 KM, ON AN AS AND WHEN REQUIRED BASIS, FOR A PERIOD OF UP TO 30 NOVEMBER 2026, WITH AN OPTION TO EXTEND FOR A PERIOD NOT EXCEEDING TWELVE (12) MONTHS

- PROVISION OF ROAD TRANSPORT SERVICES FOR LIMESTONE FROM HIGHVELD SIDING TO KUSILE POWER STATION, ESTIMATED AT 29.2 KM, ON AN AS AND WHEN REQUIRED BASIS, FOR A PERIOD OF UP TO 30 NOVEMBER 2026, WITH AN OPTION TO EXTEND FOR A PERIOD NOT EXCEEDING TWELVE (12) MONTHS

Name : Thomas Maswanganyi
E-mail : maswant@eskom.co.za
Landline : +27 11 800 6789
Enquiry closing date : 7 November 2025
Enquiry closing time : 10:00 am

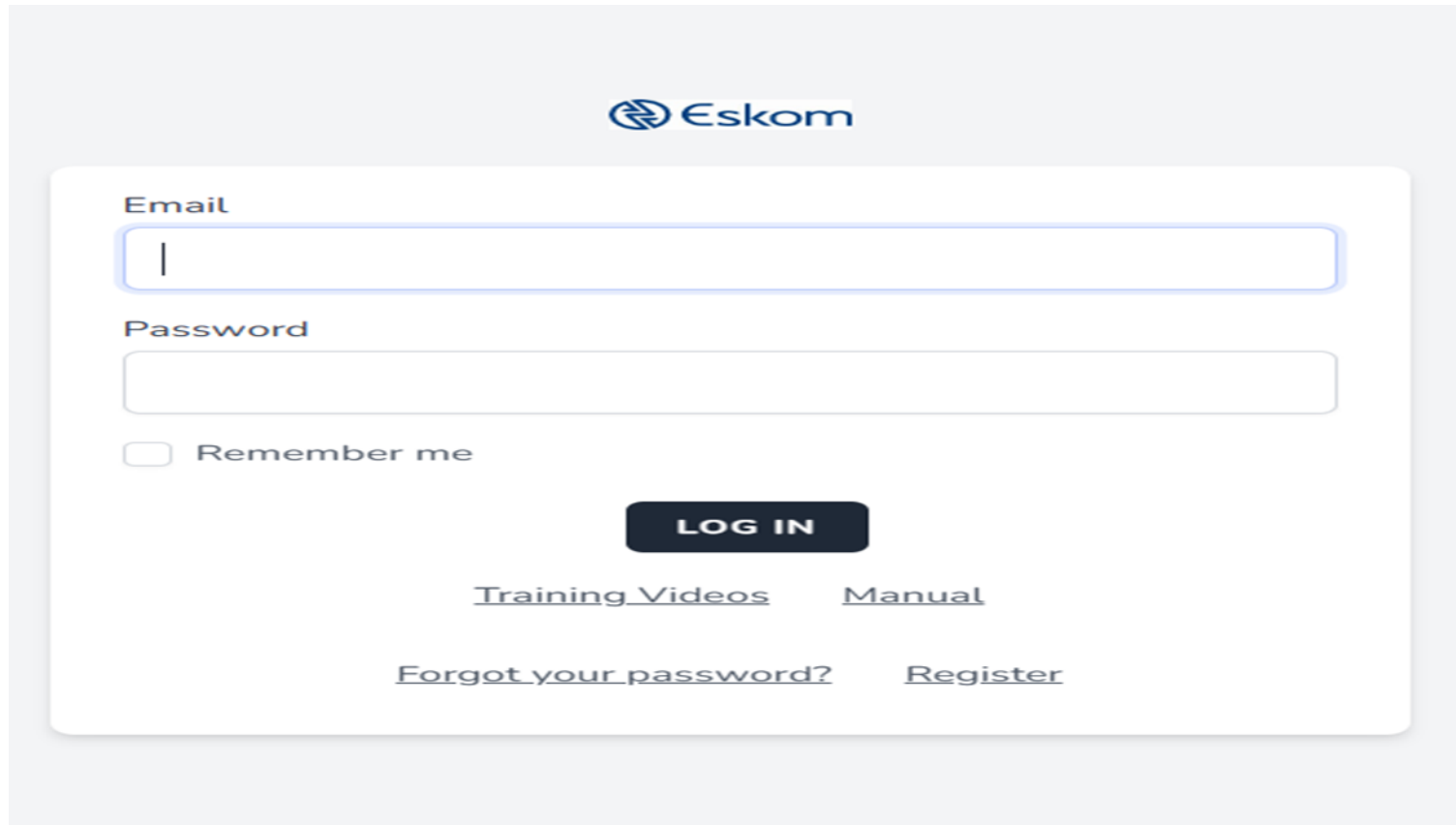
All enquiries during and after the tendering process shall be directed to the above Buyer as stipulated in the enquiry document E2013GXN

COMMERCIAL



Tenders are to be submitted electronically via Eskom E- tendering site (<https://etendering.eskom.co.za/>) by 7 November 2025 at 10:00 am.

No hand-delivered or emailed submissions will be accepted.



The image shows a screenshot of the Eskom E-tendering login page. At the top, the Eskom logo is displayed. Below it, there is a login form with the following elements:

- Email:** A text input field with a cursor inside.
- Password:** A text input field.
- ☐ Remember me
- LOG IN:** A dark blue button with white text.
- [Training Videos](#) and [Manual](#): Links located below the login button.
- [Forgot your password?](#) and [Register](#): Links located at the bottom of the form.

The tender/proposal shall be submitted as follows:

- All tender submissions must be completed electronically via the Eskom E-tendering site by the stipulated closing date and time
- No hand-delivered or emailed submissions will be accepted
- Bidders must ensure all required documents are uploaded in full and in the correct format (PDF, Excel, Word, etc.)
- All mandatory documents as specified in the enquiry must be completed, signed, and submitted before closing date and time
- Late submissions will not be considered

All tender submissions must be clearly structured and divided into the following distinct sections, as per the respective returnables:

- Commercial (As per Commercial tender returnable)
- Technical (As per Technical tender returnable)
- Health and Safety (As per Health and safety tender returnable)
- Environmental (As per Environmental tender returnable)
- Quality (As per Quality tender returnable)
- Finance (As per Finance tender returnable)
- SDL&I (As per SDL&I tender returnable)

Eskom will utilise the following **evaluation process**:

A responsive tender will be evaluated on the following criteria:

1. Basic Compliance
2. Functionality (Technical evaluation)
3. Price and preference evaluation
4. Contractual requirements
 - a) Quality
 - b) Health & Safety
 - c) Environmental
 - d) Finance
 - e) SDL&I

BASIC COMPLIANCE

Tenders are to be submitted electronically via Eskom E- tendering site (<https://etendering.eskom.co.za>) by 7 November 2025 at 10:00 am.

Failure to submit /upload tender documents by the closing date and time will render the submission as “non-responsive” and will be disqualified from further evaluations.

TECHNICAL



- This service entails the provision of road transport for delivery of limestone from Highveld to Kusile, covering an estimated distance of 29.2 km. Transport will be required on an "as and when" required basis by Eskom, from 1 April 2026 or the soonest thereafter up to 30 November 2026, with an option to extend the contract for a period not exceeding twelve (12) months.
- Tender Requirements:
 - Each of the two tenderers must have vehicle capacity to transport up to 11,000 tons per task order and these monthly volumes may vary.
 - Tenderers are required to submit proof of vehicle ownership or lease, including certified vehicle registration documents in the name of the supplier or its shareholder(s).
 - Tenderers are required to provide certified roadworthy certificates for each truck listed in the project plan. These certificates must be valid at the time of tender submission closing date.

- Eskom Operational Requirements:

- Truck operations will be permitted during the following hours:
 - Monday to Friday: 06:00 to 22:00
 - Saturday and Sunday: 06:00 to 17:30
- Should any adjustments to these operating hours become necessary, such changes will be discussed and agreed upon by all parties during the scheduled monthly meetings.

- Contractor Responsibilities:

The contractor shall be responsible for the following:

- Fleet and Driver Requirements:
- Supply the required number of roadworthy 22-meter interlink side tipper trucks for the execution of the service.

- Contractor Responsibilities: (*Continuation*)

The contractor shall be responsible for the following:

- Ensure the Contracted Fleet is available for periodic inspection and evaluation by Eskom.
- Avail drivers for medical screening and vetting as required by Eskom.
- Avail drivers for site induction at loading agent.
- Ensure both the Contracted Fleet and drivers participate in safety induction sessions at designated loading and offloading sites.
- Equip all trucks with vehicle tracking devices.
- Maintain the required number of operational fleet vehicles at all times.
- Notify Eskom in writing of any intended changes to the Contracted Fleet, including full vehicle details and fleet numbers. Any additional vehicles must be fit for purpose and vetted and approved by Eskom prior to deployment.

- Loading Operations at Designated Loading Point:
 - Present vehicles for:
 - Queuing
 - Weighing (empty) at the inbound weighbridge
 - Loading of limestone
 - Weighing (loaded) at the outbound weighbridge
 - Receiving the Loading Waybill
 - Ensuring vehicles are not overloaded
 - Tarping by the Loading Agent
 - Sealing of trailers by the Loading Agent

- Transportation and Offloading at Kusile Power Station:
- Transport the loaded limestone to Kusile Power Station.
- Offload operations include:
 - Queuing
 - Un-tarping and seal removal by Eskom
 - Weighing (loaded) at the inbound weighbridge
 - Presentation of the Loading Waybill
 - Offloading onto the designated stockpile
 - Weighing (empty) at the outbound weighbridge
 - Receiving the Power Station Waybill

Annexure K: Technical Evaluation Criteria



KPA	Technical Criterion	Required Evidential Documents	Weight	Sub-Criterion	Achievable Score %
Bulk haulage experience	Demonstrated experience in bulk road logistics services	Reference Letters with contact details or Contracts from current/ previous clients	60%	Less than 1 year of required experience	0
				1 year of required experience	20
				Up to 2 and less than 3 years of required experience	40
				Over 3 years of required experience	60

Annexure K: Technical Evaluation Criteria



KPA	Technical Criterion	Required Evidential Documents	Weight	Sub-Criterion	Achievable Score %
Operational Management requirements	Feasible operational plan to deliver up to 22 000 tons per month	Operational Project Plan that covers the following elements: 1. Resources planning 2. Budget planning 3. Quality management 4. Risk management plan 5. Communication and reporting	40%	Operational project plan that does not cover any of the required elements	0
				Operational project plan that covers one of the required elements	5
				Operational project plan covers up to 2 of the required elements	20
				Operational project plan covers up to 3 of the required elements	30
				Operational project plan covers up to 4 and above of the required elements	40
Total			100%		
Minimum threshold required			70%		

PRICE AND PREFERENCE EVALUATION



Annexure O: Pricing Schedule

Item No.	Description	Unit of Measure	QTY	Unit Price	Price
1	Fixed cost per vehicle		1		R -
1.1	Purchase Cost Horse	R/vehicle	1		R -
1.2	Purchase Cost Side tipper trailers with a payload of approximately 34 tonnes (for two trailers)		1		R -
1.3	Registration (initial)		1		R -
1.4	Environmental spill kit		1		R -
1.5	Fire extinguisher		1		R -
2	Total fixed cost				R -

Annexure O: Pricing Schedule



Item No.	Description	Unit of Measure	QTY	Unit Price	Price
2.1	Labour costs	R/vehicle			R -
2.1.1	Driver salaries and benefits		2		R -
2.1.2	Administrative staff salaries and benefits		1		R -
2.1.3	Medical examination		2		R -
2.1.4	Personal Protective Equipment		2		R -
2.1.5	Training expenses - Advance driving		2		R -
2.1.6	Inductions		2		R -
2.1.7	Workers compensation insurance i.e., Group Life		2		R -

Annexure O: Pricing Schedule

Item No.	Description	Unit of Measure	QTY	Unit Price	Price
2.2	Regulatory and compliance	R/vehicle			R -
2.2.1	Licenses and permits (annual)		1		R -
2.2.2	Safety inspections and audits		1		R -
2.2.3	Environmental inspections and audits		1		R -
2.3	Insurance and liability costs	R/vehicle			R -
2.3.1	Vehicle insurance-Comprehensive Business use		1		R -
2.3.2	Liability insurance		1		R -

Annexure O: Pricing Schedule



Item No.	Description	Unit of Measure	QTY	Unit Price	Price
2.4	Technology and software costs	R/vehicle			R -
2.4.1	GPS tracking and fleet management systems		1		R -
2.4.2	Dashcam system		1		R -
2.4.3	Mobile devices and tablets (i.e. cell phone on the bakkies)		1		R -

Annexure O: Pricing Schedule



Item No.	Description	Unit of Measure	QTY	Unit Price	Price
2.5	Office and administrative costs	R/vehicle			R -
2.5.1	Office rent		1		R -
2.5.2	Utilities (i.e., electricity, water and rates)		1		R -
2.5.3	Office equipment and supplies (i.e. printer, scanner, paper)		1		R -
2.6	P&Gs – Management and other costs	R/vehicle	1		R -
Cost reimbursable					
3	Variable rate per km based on 100 000 km per truck for a year	R/km	1		R -

Annexure O: Pricing Schedule



FULL NAMES OF SIGNATORY:

DESIGNATION OF SIGNATORY:

SIGNATURE:

DATE :

CONTRACTUAL REQUIREMENTS



- Contractual Requirements will be applied after evaluation and will be linked to contract award.
- Contractual Requirements may not necessarily be linked to the allocation of points for further scoring.
- The following will form part of the Contractual Requirements:
 - Health and Safety requirements
 - Environmental requirements
 - Quality requirements
 - Financial requirements
 - SDL&I requirements

Shortlisted tenderers will be disqualified if they do not meet the contractual criteria by the date to be communicated to them by Eskom

HEALTH & SAFETY



1.	Acknowledgement of Eskom's SHE rules, and requirements form to be signed and submitted by the tenderer (Signed by relevant person).
2.	Health and Safety Costing. The cost should be broken down not provided as a lump sum costing for SHE, i.e. – based on the overall scope of work/service to be performed. the generic scope of work/service risk assessment – this may serve as a guideline; and the costing needs to be signed by the CEO.
3.	Health and Safety Plan for Scope of Work.
4.	Baseline Risk Assessment (BRA).
5.	Valid letter of Good Standing (COIDA or equivalent).

6.	SHE policy signed by CEO/MD: Comply to OHS Act Section 7 or OSHAS 18001
7.	Medical fitness certificate or Medical Surveillance programme for non-operational suppliers or supplier with no employees.
8.	Proof of attendance of defensive driver training for the drivers of the vehicles to carry out the scope of work.
9.	SHE Appointments and Competency, CVs, and qualifications/ certificates.

1	An organogram or structure of the organisation indicating the position that will fulfil the role of environmental management.
2	Environmental risk assessment, with environmental impacts, magnitude or significance of the impact and control or mitigation measures
3	A detailed environmental costing as per the scope of works

QUALITY



1.	Completed and signed Form A (Annexure N)
2.	• Quality Management System Requirements ISO 9001 ○ Certificate by an authorised body or Quality Method Statement based on scope. ○ Quality Policy Approved by top management. ○ Quality Objectives Approved by top management.
3.	• Evidence of QMS in operation Ref QM-58 ○ Documented information for defined roles, responsibilities and authorities. e.g Organogram ○ Documented information for control of externally provided processes, products and services.

4.

- Contract Quality Plan Requirements
 - Draft Contract Quality Plan specific to the scope of work as described in the tender documents (Ref ISO 10005)
 - A document of the supplier's process for delivering the level of quality required by the contract. It is a framework for the contractor's process for delivering quality. Purpose of a CQP is to outline how the results defined in the specifications will be achieved, it can be a procedure/work instruction, or a process flow template

SUPPLIER DEVELOPMENT, LOCALISATION & INDUSTRIALISATION (SDL&I)



Specific Goals

A maximum of 20 points may be awarded to a tenderer for the specific goal specified for the tender. The points scored for the specific goal must be added to the points scored for price and the total must be rounded off to the nearest two decimal places. Subject to section 2(1)(f) of the Preferential Procurement Policy Framework Act, the contract must be awarded to the tenderer scoring the highest points.

B-BBEE Status Level of Contributor	Number of points (80/20 system)
1	20
2	18
3	14
4	12

Specific Goals	
B-BBEE Status Level of Contributor	Number of points (80/20 system)
5	8
6	6
7	4
8	2
Non-compliant contributor	0

Specific Goals

The following documents are required to claim Specific goals (preference points):

- Valid B-BBEE certificate issued by a SANAS accredited verification agency/ sworn affidavit/ CIPS affidavit
- Proof of ownership/ shareholding (preferably CIPC documentation) inclusive of shareholding breakdown
- Certified ID copies of shareholder(s)
- Proof of Disability (where applicable)
- In a case of a trust, consortium or joint venture (including incorporated consortia and joint ventures), a consolidated B-BBEE status level verification certificate.

Tenderer failing to provide documentation for the allocation of specific goals (preference points) will not be disqualified, but' may only score point out of 80 for price and scores 0 points out of 20 for specific goals.

SDL & I Objectives in line with Reconstruction and Development Programme (RDP) Goals

Transformation – BBBEE Improvement or Retention Plan

Transformation remains an area of focus, where Eskom continuously strives to align itself with national transformation imperatives to unlock growth, drive industrialization, create employment and contribute to skills development.

Eskom encourages its suppliers to constantly strive to improve their B-BBEE rating. Whereas Tenderer/s will be allocated points in terms of a preference point system based on specific goals, Eskom also requests that Tenderer(s) submits their B-BBEE improvement or retention plan within 30 days of signing the contract.

Tenderer(s) are therefore requested to indicate the extent to which they will maintain (only if the respondent is a Level 1) or may improve/maintain their B-BBEE status over the contract period if their B-BBEE status is level 2 or 3.

SDL&I Objectives in line with Reconstruction and Development Programme (RDP) Goals

Transformation – BBBEE Improvement or Retention Plan

Tenderer/s with a B-BBEE status level 4 at the time of contract award, shall migrate and achieve as a non-negotiable a milestone of B-BBEE Level 3 by the end of the first year of the contract and thereafter improve their B-BBEE status level or migrate by one level higher.

Tenderer(s) with a B-BBEE recognition status of Level 5 to Level 8 or non-compliant at the time of contract award, shall migrate and achieve as a non-negotiable a milestone of Level 4 by the end of the first year of the contract and thereafter improve at least one B-BBEE Level higher of each year from the second year of the contract.

Tenderer(s) are requested to submit their B-BBEE Improvement Plan as an essential document within 30 days of signing the contract.

SDL & I Objectives in line with Reconstruction and Development Programme (RDP) Goals

Transformation – BBBEE Improvement or Retention Plan

A valid B-BBEE certificate or Sworn Affidavit is a condition for contract award, if your company's annual Total Revenue is R10 Million or less you qualify as an Exempted Micro Enterprise therefore you can submit Sworn Affidavit. If your annual Total Revenue is R50 Million or less, you qualify as Qualifying Small Enterprise and must comply with all of the elements of QSE score card relevant to your sector unless an entity is at least 51% Black owned you are required to obtain a Sworn affidavit. If your Annual Total Revenue is above R50m you need to submit a Valid B-BBEE certificate.

SDL & I Objectives in line with Reconstruction and Development Programme (RDP) Goals

Local Content

“Local Content” refers to value added in South Africa by South African resources. Where a single contract involves a combination of local and imported goods and/or services, the tender response must be separated into its components as per the Price Schedule included with the tender documents. Local content is total spending minus the imported component.

Tenderers are required to submit their proposals in the table below.

Local Content	Eskom target	Tenderer Proposal
	100%	

SDL & I Objectives in line with Reconstruction and Development Programme (RDP) Goals

Procurement spends on entities with a minimum 51% black ownership.

The winning tenderer is encouraged to procure/spend on designated groups on the following paid invoices for both:

- the indirect expenses (e.g., overheads) on goods and services supplied to the contractor/supplier by designated groups; and
- direct spend on goods and services supplied by the subcontractors for the execution of the scope of work.

SDL & I Objectives in line with Reconstruction and Development Programme (RDP) Goals

Procurement spends on entities with a minimum 51% black ownership.

Activities, as a proportion of the local procurement content, which may be subcontracted to designated black owned enterprises must be submitted in a table below.

Procurement from Designated Group	Eskom Target	Tenderer Proposal
Black Owned	4.0%	
Black Women Owned	3.0%	
Black Youth Owned	2.0%	
Black Persons with Disability	1.0%	

SDL&I Objectives in line with Reconstruction and Development Programme (RDP) Goals

Jobs.

Tenderers are required to submit proposals for the type and number of jobs that will be created and retained in South Africa as a direct result of being awarded a contract.

Type of Jobs to be created	Number of Jobs to be created
Type of Jobs to be retained	Number of Jobs to be retained

SDL&I Penalty and Performance Security

Eskom will apply a penalty of **1%** of the Contract Value for failure to meet SDL&I obligations.

FINANCE



- ✓ The latest and approved financial statement not older than 18 months after year end, as per requirements of company law, must be submitted.
- ✓ Where a new company is unable to provide audited financial statements for the last 18 months they may, at the discretion of Eskom, be permitted to provide audited financial statements for the most recent twelve-month operating period.
- ✓ Tenderers must note that in the case of a joint venture or special purpose vehicle (SPV) especially formed for this tender, audited financial statements for each participant in the JV / SPV is required.

LESSONS LEARNT/ COMMON MISTAKES



Common mistakes by suppliers responding to ITT/RFPs

Requirements on the Request For Proposals/Invitation to Tender

- Request For Proposals/Invitation to Tender have **mandatory requirements for evaluation** and mandatory requirements for contracting. **Mandatory requirements for evaluation** should be submitted with the tender documents by the closing date otherwise the tender is non-responsive and it is not evaluated

Common Mistakes by tenderers

- E-mailing the tender documents to the Eskom representative. Electronic responses must be submitted on <https://etendering.eskom.co.za>.
- Submitting documents that are not signed as well as submitting incomplete/not completed documents
- Submitting documents that are not relevant to the tender while omitting to submit the mandatory documents
- Tenderers submitting documents in formats that are different to the ones issued in the RFP. This may lead to errors in the re-created templates
- Tenderers not supplying mandatory documents for one enquiry because they had already submitted the information in another RFP when responding to multiple tenders
- Sending clarification questions after the deadline has passed (deadline is 5 days before tender closure)
- Submitting tenders after closure time. Tenders close exactly on the time indicated in the RFP.

QUESTIONS





THANK YOU