

In partnership with



**The Request for Proposal and Subsequent award of a contract for a Turn-key project for the Design, Supply and installation of Solar Photovoltaic (PV), Inverter and Battery Energy Storage System (BESS) and Post Installation Maintenance for a period of 24 months for eNkokukeni Solar System House Project.
– E1733DXKZNOU**

COMMERCIAL PRESENTATION : Presented By: Yvonne Hadden

Date : 04 September 2025



Item	Presenter	Duration
Welcome	Yvonne Hadden	5 Mins
Safety	Yvonne Hadden	5 Mins
Scope of Work	Zanele Mhaule	10 Mins
Commercial	Yvonne Hadden	40 Mins
Technical	Mohammed Bux	45 Mins
Break	All	10 mins
SDL & I	Gwendeline Alexander	20 Mins
Compulsory Site Meeting Details	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 – Compulsory Tender Clarification Session - 04 September 2025 - E1733DXKZNOU



- All microphones to be on mute, during presentations.
- **There will 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 Request for Proposal.
- To explain the evaluation process which the tender will be subjected to
- To assist the Tenderers with how to compile the tender documents
- To Inform all suppliers that queries must **ONLY** be addressed in writing to the Procurement Practitioner – Yvonne Hadden - Email Address – **hadden@eskom.co.za**
- Clarification Questions and Answers will be published on the Eskom Tender Bulletin and National Treasury e - Tender Portal.

- Enquiry Number: **E1733DXKZNOU**
- Compulsory On-Site Meeting - **09 September 2025 - Meeting Point Manguzi CNC – 09 :30am**
- Closing Date: **03 October 2025**
- Contract duration will be : 5 Months for Installation and a Further 24 Months for Post Installation Maintenance
- Tender Validity Period : **12 WEEKS from the closing date and time.**
- There will be no public tender opening applicable to this tender.
- **Tenders are to be submitted electronically via Eskom E- tendering site by the stipulated closing date and time.**
- **No hardcopy tender documents will be accepted.**
- Tenderers who do not attend the **both Compulsory Clarification Meetings (online + on-site)** but submit tenders, will be disqualified and their tenders will not be evaluated.
- **NO LATE TENDERS WILL BE ACCEPTED. Please note it is the responsibility of the supplier to ensure that the tender submission is submitted before the closing time**

All relevant documentation for this tender has been be uploaded onto:

- Eskom Tender Bulletin
- National Treasury E-Tender Portal

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

<u>SECTION</u>	
SECTION 1 Will comprise of the Commercial and SD&L Requirements	✓
SECTION 2 Will comprise of the Technical Requirements	✓

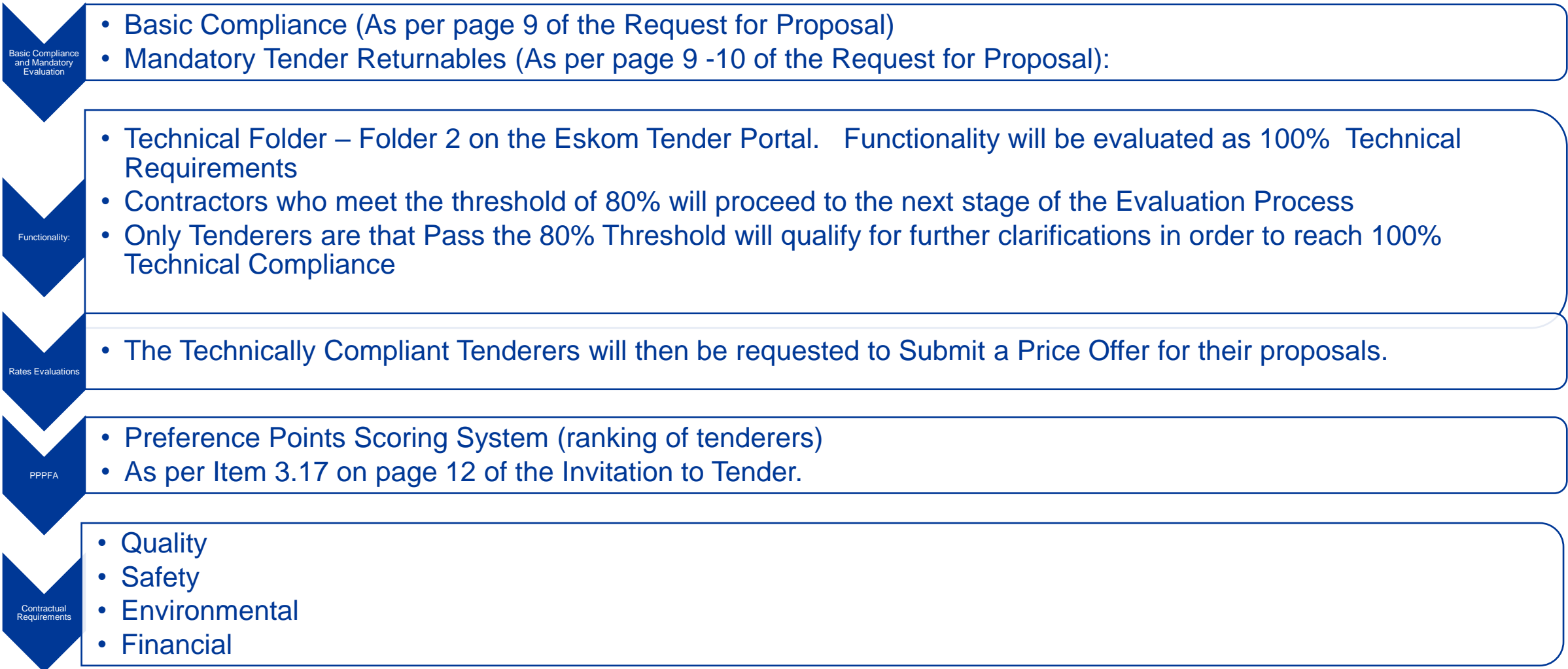
- Commercial and SDL&I Information to be uploaded in the folder called Commercial.
- Technical Information to be Uploaded in the folder called Technical
- Financial Information to be Uploaded in the folder called Financial
- You are **not** required to submit information for Safety, Quality, Environmental at Tender Closing.
- All documents need to be submitted in a PDF Format (The upload size per document is 500 megabytes and total submission is restricted to 4 gigabytes)

No Zip/condense files can be uploaded

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.

- Please ensure that the submission status is indicated as complete
- Supplier Help Manual guide and video can be found on Eskom E-Tendering page

Steps in the Evaluation Process



Step 1: Basic Compliance/Commercial Evaluation

All responses to the tender enquiry will be evaluated for overall compliance to the conditions of tender and test for responsiveness

Commercial Mandatory Returnable (Disqualifiable)

These returnables are required to be submitted with the tender at Tender closing date and time. If not submitted by tender closing the tender must be disqualified.

- Meet the eligibility criteria for a tenderer.
- Attendance at the compulsory site clarification meeting+ online meeting (The attendance register **MUST** be signed by the attending companies). An attendees list will be posted on the Eskom Tender Bulletin after the site clarification meeting that tenderers can use to prove they attended the meeting.
- E-Tenderers' E-Tendering Training Acknowledgement Form to be fully completed and signed in its entirety and submitted at tender closing.

Commercial Mandatory Returnable (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, the Procurement Practitioners will request in writing the outstanding returnable to be submitted within 5 working days. If the requested returnable (s) are not fully completed, signed and/or received by the Procurement Practitioner within 5 working days of the request; the tender will be disqualified.

- Authorisation Form (Annexure A)
- Acknowledgement Form (Annexure B)
- Tenderer's Particulars (Annexure C)
- Integrity Declaration Form (Annexure D)
- Fully completed and duly signed SBD 6.2 – Declaration Certificate for Local Production and Local Content (Annexure G1)
- Annexure C – Local Content Declaration- Summary Schedule (Annexure G2)
- Fully complete and duly signed SBD 1 – Invitation to Bid (Annexure H)
- Fully complete and duly signed SBD 4 (Annexure J)
- Acceptance of the terms and conditions of the enquiry (i.e., return of the NEC 3 ECC offer and acceptance as well as deviations)

- Commercial Mandatory Returnable (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, the Procurement Practitioners will request in writing the outstanding returnable to be submitted within 21 working days. If the requested returnable (s) are not fully completed, signed and/or received by the Procurement Practitioner within 21 working days of the request date; the tender will be disqualified.
- Valid proof of CIDB (Construction Industry Development Board) Registration with the **CIDB grade 5 EP or higher**. However, where valid proof of CIDB Registration is not available at tender closing deadline, tenderers are at minimum expected to provide valid proof of application for Registration with the CIDB by tender closing deadline and proof of actual registration by contract award.

Commercial Mandatory Returnable Required Prior to Contract Award (Non - Disqualifiable)

The requested returnable (s) are required to be received by the Procurement Practitioner upon request by contract award; failure to provide the document will deem the tender non-responsive.

CSD Registration – Companies are required to provide a valid CSD (MAAA.....) number.

- Valid Tax Clearance Certificate /Tax Pin
- COID Registration - Valid Letter of Good Standing.

ONLY TENDERERS THAT PASS ALL THE
STEP 1 REQUIREMENTS WILL PROCEED TO
THE NEXT STAGE.
STEP 2 : FUNCTIONALITY

STAGE 2 : FUNCTIONALITY EVALUATION

- The Tender Evaluation Criteria can be found in the Technical Folder – Section 2 on the Eskom Tender Portal
- **There is a threshold of 80% required in order to be deemed compliant in terms of functionality to proceed to the next stage of the evaluation.**

*Only tenderers who achieve a minimum score of 80% in the Functional Scoring Technical Evaluation Criteria will be eligible to provide further clarifications to ensure full compliance with Eskom's technical requirements. This means that all technical requirements must ultimately be met at 100%.

*To be considered technically acceptable, a tender must achieve a minimum overall weighted final score of 80% in the functional evaluation.

*If none of the tenders achieve the minimum overall weighted final score of 80%, the threshold may be lowered, provided that a supporting justification is submitted by the Technical Team.

- Please refer to the Technical Clarification Presentation and the Detailed Evaluation Criteria

ONLY TENDERERS THAT PASS ALL THE STEP 2 REQUIREMENTS WILL PROCEED TO THE NEXT STAGE.

STEP 3: BBBEE PREFERENCE SCORING

STAGE 3 – REQUEST FOR PRICE OFFERS TO BE SUBMITTED

- Only the Technically Compliant Tenderers will be requested to submit offers for their proposals.
- The Buyer will send an email to The Technically Compliant Companies to submit their Offers.
- Prices will be evaluated and ranked out of 80 Points
- Prices offered must be fair, reasonable and market related.
- NB: The prices for the installation will be fixed and firm, the post installation maintenance will be subject to an annual escalation upon approval of the escalation request.

- 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 Tenderers from the highest to the lowest.

- Mandate to Negotiate
- Eskom reserves the right to negotiate with preferred bidders after a competitive bidding process or price quotations should the tendered prices not be market-related.

**ONLY THE TOP RANKED COMPANY WILL PROCEED TO THE
NEXT STAGE:**

**STAGE 5 EVALUATION OF SAFETY ,QUALITY, ENVIRONMENTAL
AND FINANCIAL**

The following Contractual Requirements are applicable to this enquiry.

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

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

THIS IS VERY IMPORTANT TO NOTE:

The top ranked Tenderer identified in terms of the 80/20 preferential point scoring will be requested to submit the Tender Returnables and evaluated for SAFETY, QUALITY, ENVIRONMENTAL AND FINANCIAL

- The recommended contractors still in the running for this contract will be evaluated in terms of their contractual requirements. Should they not pass the initial evaluation, they will be advised of their shortcomings and have 7 working days in which to correct their shortcomings. Failure to correct the shortcomings within the stipulated time will result in the supplier being deemed unacceptable in terms of their contractual requirements and will not be considered.
- **The Submission for SAFETY, QUALITY, and ENVIRONMENTAL ARE NOT REQUIRED at tender closing. However, the criteria has been loaded onto the Tender Bulletins for you to be aware of what you will need to submit if requested to do so.**

- The evaluation results will be finalised and only the top ranked tenderer 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 1 Contractor** will be required to execute the scope of work for this project.

E1733DXKZNOU - Requirements in terms of completing the tender

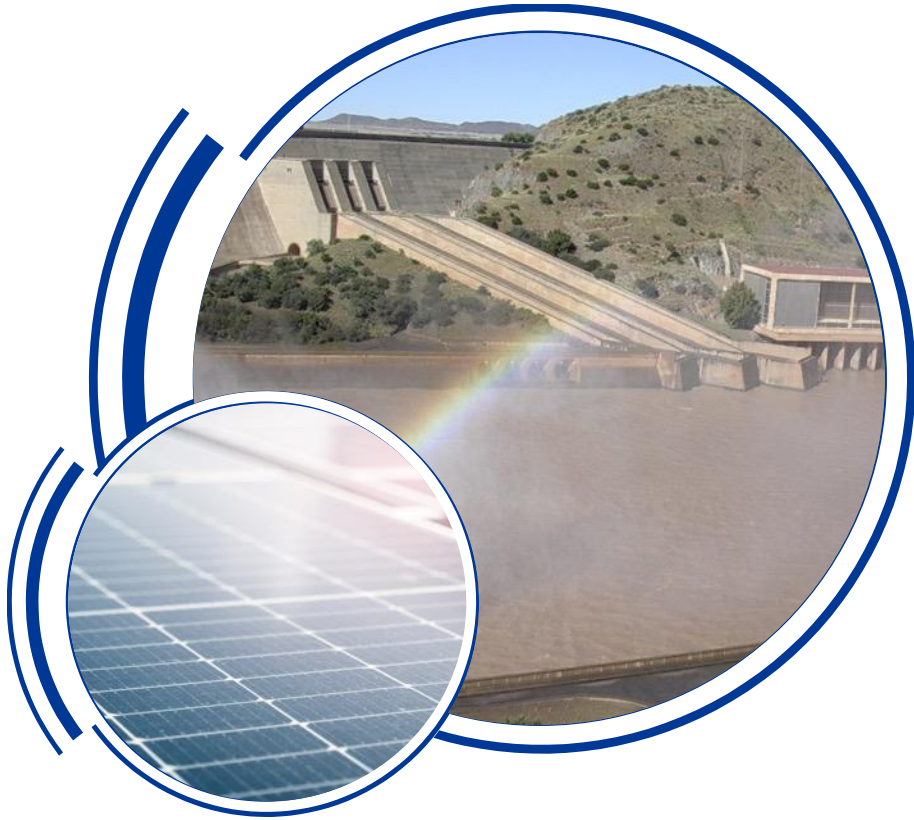


- All certificates submitted must be valid at the Tender Closing Date
- All documents need to be submitted in a PDF (The upload size per document is 500 megabytes and total submission is restricted to 4 gigabytes).
- All queries to be addressed to the Buyer in writing via email. No telephone calls will be accepted for queries regarding this tender
- **The deadline for the submission of clarification questions is five (5) days (28 September 2025), prior to the Tender Closing Date.**
- No Zip/condense files can be uploaded
- No hard copy submissions will be accepted
- 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.
- **Please ensure that the submission status is indicated as complete**

- 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.

- Tenderers without an Eskom vendor number can still submit a tender for this enquiry.
- 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/uploading their tender
- Tenderers are to ensure tender document meets all the requirements for the Tender.
- Tenderers are encouraged to submit 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 Section 1 Commercial Pack and use the checklist in the invitation to tender.
- Do we complete all documents, incl Invitation to tender forms? **YES and include the completed Invitation in your Commercial Pack.**



Conclusion