

ANNEXURE M: TECHNICAL EVALUATION CRITERIA

Functionality / Technical evaluation will be done in two (2) Phases, i.e., technical evaluation followed by a due diligence exercise with companies that are shortlisted after Phase 1. The following evaluation criteria will be applicable:

Phase 1: Technical Evaluation (Desktop evaluation):

Item No.	Criteria	Description	Weightings
1.	Experience in implementing development programmes for technical supervisors for heavy industrial engineering* clients	<p>Provide evidence of implementing development programmes for technical supervisors for heavy industrial engineering* clients. Evidence should be in the form of signed and verifiable testimonials from each client. Each client testimonial should confirm (i) that programmes were for technical supervisor development (ii) the number of supervisors trained (iii) the duration in months of the rollout of the programme. Each reference must be contactable and Eskom reserves the right to call and verify the references if it so wishes.</p> <p>Scoring: 10 points for each signed and verifiable testimonial from each heavy industrial engineering client, up to a maximum of 50 points</p> <hr/> <p>10 points for confirmation from each client that the development programme was for technical supervisors up to a maximum of 50 points. 0 points for no confirmation provided that the development programme was for technical supervisors.</p>	60%

Item No.	Criteria	Description	Weightings
		<p>100 points for ≥ 750 technical supervisors in total trained across all clients. 75 points for $\geq 500 < 750$ technical supervisors in total trained across all clients. 50 points for $\geq 100 < 500$ technical supervisors in total trained. 25 points for $\geq 50 < 100$ technical supervisors in total trained. 5 points for $\geq 25 < 50$ technical supervisors in total trained. 1 points for $> 0 < 25$ technical supervisors in total trained. 0 points for ≤ 0 technical supervisors trained.</p> <p>10 points for each client where the development programme was for a period ≥ 12 months up to a maximum of 50 points. 5 points for each client where the development programme was for a period ≥ 6 months < 12 months. 1 point if the development programme was for a period > 0 months < 6 months. 0 points if the development programme was for a period of ≤ 0 months</p>	
2.	Quality of trainers/ facilitators	<p>Evidence of the calibre of trainers/ on-job-coaches that the company has, to develop technical supervisors. Provide proof of qualifications of trainers and or on-job-coaches.</p> <p>Scoring: 10 points allocated for each trainer or on-job-coach that is a qualified engineer/ registered technologist. (Maximum 100 points)</p>	30%

Item No.	Criteria	Description	Weightings
3.	Value proposition to Eskom	<p>Set out your company's value proposition to Eskom.</p> <p>Scoring:</p> <p>10 points if consulting company will be willing to contractually guarantee improvement to mutually agreed Generation Key Performance Indicators (KPIs) that have close influence and control by technical supervisory staff.</p> <p>5 points if the guarantees are conditional</p> <p>3 points if company claims to improve KPIs but makes no mention or will not contractually guarantee KPI improvement.</p> <p>0 points if company does not mention any improvement to Generation's KPIs</p> <hr/> <p>10 points if consulting company is able to demonstrate actions to ensure sustainability of the programme after programme has been rolled out by them.</p> <p>5 points if the consulting company mention sustainability of the programme after rollout but is unclear or omits how this is to be done.</p> <p>0 points if consulting company makes no mention of ensuring that the programme is sustainable after they have rolled out the programme.</p>	10%
Total			100%

* Key characteristics of heavy industrial engineering companies are that they deal with:

- Heavy machinery and equipment – such as turbines, boilers, pressure vessels, construction machinery
- High Capital Investment – both in equipment and in project execution

- Industrial and infrastructure focus – supports sectors like mining, energy, transport, manufacturing and construction
- Complex engineering disciplines – mechanical, civil, structural, electrical, materials and industrial engineering

Examples of heavy engineering industries

- Power Generation
- Mining
- Steel and Metallurgical Plants

Note: The technical evaluation will hold a threshold of **70%**. Any tenderer who fails to meet or exceed the stated threshold will be disqualified and not evaluated further.

Phase 2: Due Diligence Exercise

Phase 2 will entail a due diligence exercise:

Eskom Senior Management to confirm with consultants' clients:

- The nature of training conducted by the consulting company at their organisations which will include number of employees trained, the impact of the interventions on their organisation's business performance, their overall satisfaction with the rollout of the training in their organisations, the accreditation of the training with the South African training authorities and benefits realisation and sustainability of the programmes within their organisations and any setbacks or problems experienced.

Note: The scoring will be exactly the same as per the technical criteria (same dimensions, weightings and scoring description). However, the template will only be to guide the supplier to spend the requisite time on each on the technical criteria elements for presentation. The minimum threshold for phase 2 will be **70%**.