

In partnership with



SUPPLEMENTATION PROCESS for A Prequalification Enquiry for The Treatment, Testing and supply of Wood Poles and Cross Arms for Distribution Division on an “as and when” required basis from award to 31 March 2030, with the option to augment the contract with additional suppliers after three (3) years from inception of the contract. Eskom Rotran will provide transportation for delivery of the wood poles and cross arms. E1153DXKZN

COMMERCIAL PRESENTATION : Presented By: Yvonne Hadden

Date : 24 April 2025



Item	Presenter	Duration
Welcome	Yvonne Hadden	5 Mins
Safety	Yvonne Hadden	5 Mins
Commercial	Yvonne Hadden	40 Mins
Technical	Pako Meruti	45 Mins
Break	All	10 mins
SDL & I	Gwendeline Alexander	20 Mins
Safety	Khumbuzile Mkhasibe	15 Mins
Environmental	Benito Williams	15 Mins
Quality	Noxolo Mngadi	15 Mins
Finance	Thokozani Buthelezi	15 Mins
Closure	Yvonne Hadden	

- 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 – Tender Clarification Session

24 APRIL 2025 – E1153DXKZN



- All microphones to be on mute, during presentations.
- All cameras to be switched off during the Clarification Briefing.
- **There will NO Question and Answer Session**
- **Please DO NOT post questions in the Chat Box.**
- 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 tender
- Is 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: **E1153DXKZN**
- Closing Date: **30 MAY 2025 @ 10h00AM**
- Contract duration will be sixty (60 MONTHS) with the option to augment the contract with additional suppliers after three (3) years from inception of the contract.
- Tender Validity Period : **6 months 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.**
- **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	✓
SECTION 3 Will comprise of the Safety Requirements	✓
SECTION 4 Will comprise of the Quality Requirements	✓
SECTION 5 Will comprise of the Environmental Requirements	✓
SECTION 6 Will comprise of the Financial 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.
- Safety, Quality & Environmental Information to be uploaded in the folder called Other.
- All documents need to be submitted in a PDF and Excel format (The limit is 50MB per file and total submission of 900MB per submissions). The price list needs to be submitted in PDF and a copy in excel format

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

Step 1: Basic Compliance/Commercial Evaluation

- Basic Compliance (As per page 11, 3.9 of the invitation to tender)
- Mandatory Tender Returnable (As per page 10 of the invitation to tender)

Step 2: Functionality

- Technical Evaluation Criteria (As per page 13 3.13 of the invitation to tender)
- Refer to SECTION 2 – Technical Folder on the Eskom Tender Portal.
- Functionality will be evaluated as 100% Technical Requirements, Suppliers who meet the threshold of 80% will proceed to the next stage of the Evaluation Process.

Step 3: SDL&I - PREFERENCE SCORING

- SDL&I will review the BBBEE compliance documents.

Step 4: Contractual Requirements

- Quality
- Safety
- Environmental
- Financial

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

- 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.

- * Fully complete and sign the SBD1 Invitation to bid form in the invitation to tender.
- Fully complete and sign the SBD 6.1 preference claim form in the invitation to tender.
- Fully complete and sign the SBD 4 Bidders Disclosure form in the invitation to tender.
- Annexure C – Integrity Declaration form.
- Acceptance of the terms and conditions of the enquiry (i.e. return of the NEC 3 Supply Contract offer and acceptance as well as deviations).

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.

**ONLY TENDERERS THAT PASS ALL THE
STEP 1 REQUIREMENTS WILL PROCEED TO
THE NEXT STAGE.**

STEP 2 : FUNCTIONALITY

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MANDATORY TECHNICAL REQUIREMENTS

- Refer to the SECTION 2 Technical Folder uploaded on the Eskom Tender Bulletin for the detailed Technical Evaluation Criteria and Technical Tender Returnables.
- TECHNICAL MANDATORY RETURNABLE (DISQUALIFIABLE)
- Functionality will be evaluated as per technical evaluation criteria.
- Refer to the technical evaluation requirements in the Technical Folder uploaded on the Eskom Tender Bulletin and NT e-Tender Portal.
- The technical returnables are required to be submitted with the tender at Tender closing date and time, **failure to do so will result in the tender being disqualified.**

SUPPLIERS ARE REQUIRED TO MEET A MINIMUM THRESHOLD OF 80% IN ORDER TO BE CONSIDERED FURTHER EVALUATION.

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

**STEP 3: BBBEE PREFERENCE SCORING
VERIFICATION**

STEP 4 – CONTRACTUAL REQUIREMENTS EVALUATIONS

REFER TO THE CRITERIA IN THE INVITATION TO TENDER AND THE

RESPECTIVE FOLDERS UPLOADED ON THE ESKOM TENDER BULLETIN

- Quality
- Safety
- Environmental
- Financial

THIS IS VERY IMPORTANT TO NOTE:

- 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.

It is important to submit the SHEQ criteria at Tender Closing and try and get your SHEQ criteria 100% compliant upfront.

E1153DXKZN - 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 limit is 50MB per file and total submission of 900MB per submissions).
- 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 (25 May 2025) prior to the Tender Closing Date.**
- No Zip/condense files can be uploaded
- No hard copy 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.
- **Please note that this enquiry is for a National Contract for Distribution Division and is on an “as and when” required basis basis from award to 31 March 2030, with the option to augment the contract with additional suppliers after three (3) years from inception of the contract.**

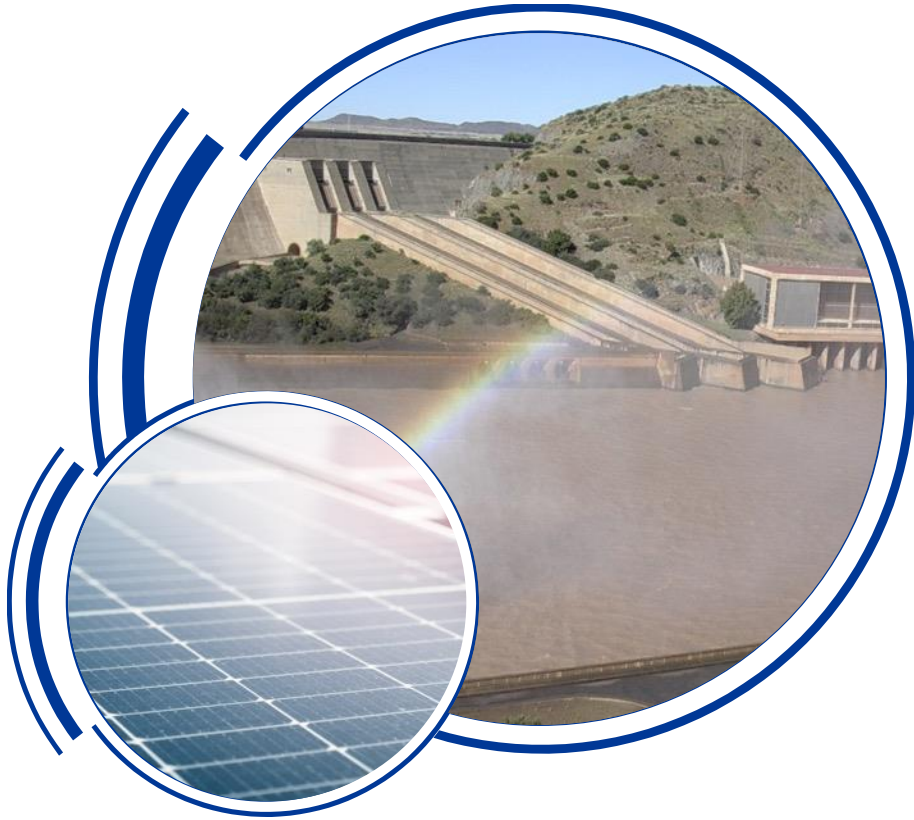
- Tenderers without an Eskom vendor number can still submit a tender for this enquiry.
- Please note that Vendor Management (For companies with no vendor number) evaluations will still need to be done prior to the company being able to sign a contract. Only once all the required evaluations are done and passed successfully will the company be able to sign the contract and legible to receive work.

- The tenderers that pass all the evaluation stages will be recommended to the Procurement Tender Committee for the prequalified suppliers will be included in Technically Evaluated and Accepted Products (TEAP) database.
- Upon Approval from the Procurement Tender Committee - NEC 3 Supply Contract will be concluded with the successful pre- qualified suppliers, based on Eskom's Generic Terms and Conditions.

STAGE 2

- Involves Issuing Request for Quotations (RFQ's) to the list of accredited suppliers who have met the Pre-qualification criteria based on the forecasted demands from the Distribution Operating Units on an "as and when required basis."
- The requesting Operating unit to issue formal Request for Quotations (RFQ's) to the list of pre-qualified suppliers on an "as and when required basis."
- For Each Mini Tender Process – Suppliers will be evaluated for Price and BBBEE Preference.
- Approval prior to the award of an order will need to be obtained.
- A Purchase Order will then be issued to the successful supplier.

- 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, also use the checklist in the invitation to tender (Pages 21-24) as a guideline for compiling your documents
- **For the commercial pack you DO NOT need to print and submit the entire NEC 3 Supply Contract (Pages 3,4,5 of NEC need to be signed and submitted which is also included in the Commercial Pack page 26 to 28.**
- Do we complete all documents, incl Invitation to tender forms? **YES and include the completed Invitation in your Commercial Pack.**



Conclusion