Eskom	Strategy	Engineering

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Compiled by	Functional Responsibility	Authorised by
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TABLES

1. INTRODUCTION

The station has identified a need to have soft spares (pressure seal, packing, and gaskets) contract for the high temperature high pressure equipment, i.e., valves, pumps, piping, and others. The scope of works has been compiled and the specification of each item has been extensively provided.

To ensure that a technically competent supplier is appointed, this technical evaluation strategy will outline the qualitative and quantitative requirements that shall be met for the supply of these soft spares.

2. SUPPORTING CLAUSES

2.1 SCOPE

This document covers the (and is limited to) the tender technical evaluation criteria that will be used to evaluate a suitable service provider for the execution for the supply of soft spares.

2.1.1 Purpose

The purpose of this tender technical evaluation strategy is to define the Mandatory Evaluation Criteria, Qualitative Evaluation Criteria and TET member responsibilities for tender technical evaluation. The technical evaluation strategy serves as basis for the tender technical evaluation process.

2.1.2 Applicability

This document is only applicable to the contract scope of works defined as **"Supply of Soft Spares".**

2.2 NORMATIVE/INFORMATIVE REFERENCES

Parties using this document shall apply the most recent edition of the documents listed in the following paragraphs.

2.2.1 Normative

[1] 240-48929482: Tender Technical Evaluation Procedure

[2] Applicable Commercial procurement strategy

[3] ISO 9001 Quality Management Systems.

[4] 32-727: Eskom SHEQ Policy

[5] 240-105658000: Supplier Quality Management: Specification

[6] 32-1034: Eskom Procurement and Supply Management Procedure

[7] 32-303 Requirements for the Safe Processing, handling, Storage, Disposal and Phase-out of Asbestos

[8] ISO 14001 (Environment)

2.2.2 Informative

[1] Occupational Health and Safety (OHS) Act 85 of 193

[2] OHSAS 18001 (Health and Safety) Standard

2.3 DEFINITIONS

Table 1: Definitions

Term	Definition
Contract(ing) Strategy	The part of the commercial strategy that governs the nature of the relationship which the employer wishes to foster with the contractor, which in turn determines the risks and responsibilities between the parties to the contract, the contract terms and conditions and the methodology by which the contractor is to be paid.
Enquiry	A competitive or non-competitive request for information, interest, quotations, or proposals made to a supplier, a group of suppliers or the market at large.
Procurement	Procurement is the process which creates, manages, and fulfils contracts relating to the provision of goods, services and engineering and construction works or disposals, or any combination thereof
Procurement Strategy	Forms part of the commercial strategy and sets out estimated pricing, pre-qualification criteria, procurement mechanism, evaluation processes and any other element of the procurement process for a transaction.
Tender	A tender refers to an open or closed competitive request for quotations / prices against a clearly defined scope / specification.

2.4 ABBREVIATIONS

Table 2: Abbreviations

Abbreviation	Description
CFT	Cross Functional Team
MSDS	Material Safety Data Sheet
SANAS	South African National Accreditation System
SDS	Safety Data Sheet
TET	Technical Evaluation Team

2.5 ROLES AND RESPONSIBILITIES

The roles and responsibility are defined as per the Tender Engineering Evaluation Procedure 24048929482)

2.6 PROCESS FOR MONITORING

N/A

2.7 RELATED/SUPPORTING DOCUMENTS

[1] Applicable Commercial procurement strategy

3. TENDER TECHNCIAL EVALAUTION STRATEGY

The technical evaluation begins with mandatory (Table 4 and Table 5) evaluation followed by the qualitative evaluation (Table 6) as illustrated in Figure 1. The scoring scheme is five (5), four (4), two (2), and zero/nothing (0) and it is explained in the table below (Table 3). For the mandatory stage, a tenderer is required to score a total of 15 points (15) to advance to the qualitative stage.

Table 3: Qualitative technical criteria scoring

SCORE	%	DEFINITION
5	100	**COMPLIANT**
		Meet technical requirement(s) AND;
		No foreseen technical risk(s) in meeting requirements
4	80	**COMPLIANT WITH ASSOCIATED QUALIFICATIONS**
		Meet technical requirements(s) with;
		Acceptable technical risk (s) AND/OR;
		Acceptable exception AND/OR;
		Acceptable conditions.
2	40	**NON-COMPLIANT**
		Does not meet technical requirements(s) AND/OR;
		Unacceptable technical risk(s) AND/OR;
		Unacceptable exceptions AND/OR;
		Unacceptable conditions.
0	0	**TOTALLY DEFECIENT OR NON-RESPONSIVE**
Note: 1	The scoring table does not allow for scoring 1 and 3.	
Note: 2	Foreseen acceptable and unacceptable risk(s), exceptions and conditions are unambiguously defined in this Technical Tender Evaluation Strategy	

3.1 TECHNICAL EVALUATION THRESHOLD

The minimum weighted final score (threshold) required for a tender to be considered from a technical qualitative is 75% for a supplier/tenderer to be considered.

The sealing product market has a lot of entities who always market their product to be of high-quality standard and performance with good aftermarket technical support. Therefore, this threshold will ensure that Eskom will receive the best and product from a supplier or tenderer with sound technical knowledge. In fact, due to the nature of the sealing product market, the 75% threshold is reasonable.

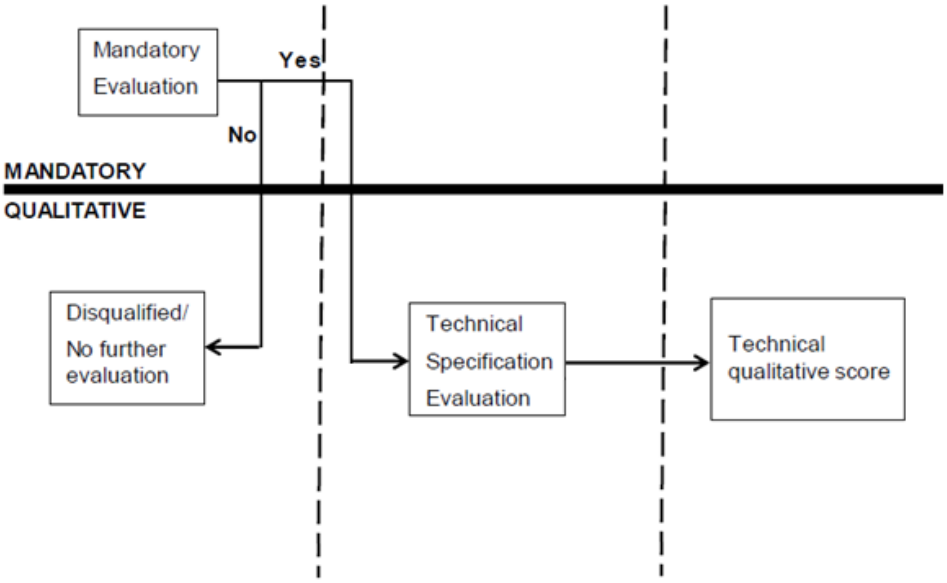

Figure 1: Technical Evaluation Process

3.2 TET MEMBERS

Table 4: TET Members

TET number	TET Member Name	Designation
TET 1	Mkhulu Mokoena	Senior. Engineer
TET 2	Joseph Molekoe	Senior Artisan

3.3 MANADATORY TECHNICAL CRITERIA

The mandatory requirement is outlined on the table below in table 5 and table 6 and the scoring will simply be 'Y' for Yes and 'N' for No. The tenderer shall score Y in all the criteria to continue to the qualitative stage of the process as depicted in Figure 1, otherwise the tenderer will be disqualified If any of the criteria is scored N (No).

Table 5: Mandatory technical criteria relating to safety (MDSS/SDS)

	Mandatory technical criteria description	Reference to technical specification / Tender Returnable	Motivation for use of criteria	Scoring of criteria	Score
1	Material of construction for packing to be asbestos free.	Supplier to submit material safety data sheet (MSDS)/safety data sheet (SDS) for the packing material of construction to verify If it is asbestos free (1).	To align with Requirements for the Safe Processing, handling, Storage, Disposal and Phase-out of Asbestos (32-303).	Submitted MSDS/SDS and clearly stipulates the packing is asbestos free.	Y
				No MSDS/SDS submitted at all **OR** submitted MSDS/SDS does not stipulates the packing is asbestos free.	N
2	Material of construction for gasket to be asbestos free.	Supplier to submit material safety data sheet (MSDS)/safety data sheet (SDS) for the gasket material of construction to verify If it is asbestos free (1).		Submitted MSDS/SDS and clearly stipulates the gasket is asbestos free.	Y
				No MSDS/SDS submitted at all **OR** submitted MSDS/SDS does not stipulates the gasket is asbestos free.	N
3	Material of construction for pressure seal to be asbestos free.	Supplier to submit material safety data sheet (MSDS)/safety data sheet (SDS) for the pressure seal material of construction to verify If it is asbestos free (1).		Submitted MSDS/SDS and clearly stipulates the pressure seal is asbestos free.	Y
				No MSDS/SDS submitted at all **OR** submitted MSDS/SDS does not stipulates the pressure seal is asbestos free.	N

1. The MSDS/SDS must explicitly indicate whether the material of construction does not contain any asbestos free.

Table 6: Mandatory technical criteria relating to technical specification (technical data sheet)

	Mandatory technical criteria description	Reference to technical specification / Tender Returnable	Motivation for use of criteria	Scoring of criteria	Score
1	Packing technical data sheets	Supplier to provide technical data sheet on each of the packing lines/items. The supplied data sheet must provide the physical properties (show method or standard of testing and minimum or typical values) as a minimum, density, tensile strength, compressibility, recovery, creep strength (specify temperature). Furthermore, the data sheet must also specify the maximum, and allowable temperature pressure.	To meet technical specification as long texts description	Data sheet supplied on **packing** and meet the required specification	Y
				Data sheet not supplied on **packing** or supplied **but does not** meet technical specification	N
2	Gasket technical data sheets	Supplier to provide technical data sheet on each of the gasket lines/items. The supplied data sheet must provide the physical properties (show method or standard of testing and minimum or typical values) as a minimum, density, tensile strength, compressibility, recovery, creep strength (specify temperature). Furthermore, the data sheet must also specify the maximum, and allowable temperature pressure.	To meet technical specification as long texts description	Data sheet supplied on **gasket** and meet the required specification	Y
				Data sheet not supplied on **gasket** or supplied **but does not** meet technical specification	N
3	Pressure seal technical data sheets	Supplier to provide technical data sheet on each of the pressure seal lines/items. The supplied data sheet must provide the physical properties (show method or standard of testing and minimum or typical values) as a minimum, density, tensile strength, compressibility, recovery, creep strength (specify temperature). Furthermore, the data sheet must also specify the maximum, and allowable temperature pressure.	To meet technical specification as long texts description	Data sheet supplied on **pressure seal** and meet the required specification	Y
				Data sheet not supplied on **pressure sea**l or supplied **but does not** meet technical specification	N

3.4 QUALITATIVE TECHNICAL CRITERIA

The qualitative technical criteria consist of only criteria subdivided into the three commodity/product type, i.e. gasket, pressure seals and packing. The minimum threshold to be met is 75% to been deemed technically qualified.

Table 7: Qualitative Technical Evaluation Criteria

	Qualitative Technical Criteria Description	Reference to Technical Specification / Tender Returnable	Weight (%)	Score
	INDUSTRY INVOLVEMENT AND EXPERTISE (100%)			
1	Proof of experience involved in Industry on supply of high-pressure high temperature gaskets, i.e. design pressure greater than 40bar and temperature greater than 250°C. Supplier to submit previous purchase orders with their respective delivery notes	Submitted five (5) or more than five (5) purchase orders with their respective delivery notes	30	5
		Submitted four (4) orders with their respective delivery notes		4
		Submitted three (3) or less than three (3) purchase orders with their respective delivery notes		2
		No submission/submitted ONLY purchase orders without their respective delivery OR ONLY submitted delivery notes without their respective purchase orders		0
2	Proof of experience involved in Industry on supply of high-pressure high temperature pressure seals, i.e. design pressure greater than 40bar and temperature greater than 250°C. Supplier to submit previous purchase orders with their respective delivery notes	Submitted five (5) or more than five (5) purchase orders with their respective delivery notes	35	5
		Submitted four (4) orders with their respective delivery notes		4
		Submitted three (3) or less than three (3) purchase orders with their respective delivery notes		2
		No submission/submitted ONLY purchase orders without their respective delivery OR ONLY submitted delivery notes without their respective purchase orders		0
3	Proof of experience involved in Industry on supply of high-pressure high temperature pressure pakings, i.e. design pressure greater than 40bar and temperature greater than 250°C. Supplier to submit previous purchase orders with their respective delivery notes	Submitted five (5) or more than five (5) purchase orders with their respective delivery notes	35	5
		Submitted four (4) orders with their respective delivery notes		4
		Submitted three (3) or less than three (3) purchase orders with their respective delivery notes		2
		No submission/submitted ONLY purchase orders without their respective delivery OR ONLY submitted delivery notes without their respective purchase orders		0

3.5 TET MEMBER RESPONSIBILITIES

Table 8: TET Member Responsibilities

Mandatory Criteria Number	TET 1	TET 2
1. All mandatory criteria on table 5 and table 6	X	X
Qualitative Criteria Number	**TET 1**	**TET 2**
1. All qualitative technical criteria on table 7	X	X

3.6 FORESEEN ACCEPTABLE / UNACCEPTABLE QUALIFICATIONS

3.6.1 Risks

Table 9: Acceptable Technical Risks

Risk	Description
1.	There are no foreseeable risks that are identified at the time of compiling this document.

Table 10: Unacceptable Technical Risks

Risk	Description
1.	There are no foreseeable risks that are identified at the time of compiling this document, thus no unacceptable technical risks

3.6.2 Exceptions / Conditions

Table 11: Acceptable Technical Exceptions / Conditions

Risk	Description
1.	There are no exceptions to be made as this is seen as a basic supply scope. The technical criteria are clear and concise and within the operational parameters of any entity that is within the business of sealing product.

Table 12: Unacceptable Technical Exceptions / Conditions

Risk	Description
1.	Submitting a MSDS or data sheet not applicable to standards or material.

4. AUTHORISATION

This document has been seen and accepted by:

Name	Designation
Mkhulu Mokoena	Senior Engineer
Riaan Nel	Boiler Engineering Manager
Jacky Mathobela	Engineering Manager
Matimba Strategy Committee Members (meeting held 2025/11/21)	Committee member

5. REVISIONS

Date	Rev.	Compiler	Remarks
2024/10/18	0	M. Mokoena	New document
2025/11/03	1	M. Mokoena	Revise mandatory criteria which then led to the qualitative technical criteria to be revised. This was done based on the comments that were made on the first meeting of the cross functional team (CFT) held 30/10/2025.
2025/11/24	2	M. Mokoena	Change the threshold and the qualitative criteria Tabe 7 considering the recommendations from Matimba strategy committee (2025/11/21)

6. DEVELOPMENT TEAM

The following people were involved in the development of this document:

- M. Mokoena

7. ACKNOWLEDGEMENTS

None