Eskom	Strategy	Engineering

Title:	**Tender Technical Evaluation Strategy For Kendal Unit 3 – Primary Air Heater tubes Supply 16M long**	Unique Identifier:	**xx**
		Alternative Reference Number:	**N/A**
		Area of Applicability:	**Engineering**
		Documentation Type:	**Strategy**
		Revision:	**0**
		Total Pages:	**11**
		Next Review Date:	**N/A**
		Disclosure Classification:	**CONTROLLED DISCLOSURE**

Compiled by	Approved by	Authorised by
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Draught Group Engineer	**Boiler Engineering manager**	**Engineering Manager**
Date: 20/11/2025	Date: 20/11/2025	Date: 20.11.2025

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TABLES

1. INTRODUCTION

Tubular Air heaters are used in power stations to recover heat from the flue gas stream that exit the boiler. This heat is transferred to the primary and secondary air streams which improve boiler efficiency considerably.

Primary air-heaters are sized to give sufficient air temperature increase to dry the coal in the mills, volume to ensure adequate pa/pf velocity in pf piping and to ensure proper burner operation and combustion efficiency.

2. SUPPORTING CLAUSES

2.1 SCOPE

The scope of this document defines the technical criteria used to evaluate the tender documents. The document also describes the acceptable and unacceptable technical risks that are identified and where exceptions will be allowed it is stated.

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 shall apply only to unit 3 primary air heater tubes at Kendal Power station.

2.2 NORMATIVE/INFORMATIVE REFERENCES

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

[1] 240-48929482: Tender Technical Evaluation Procedure

[2] 32-1034: Eskom Procurement and Supply Chain Management Procedure

[3] 30-1033: Eskom Procurement and Supply Chain Management Policy

2.3 DEFINITIONS

2.3.1 Classification

Controlled Disclosure: Controlled Disclosure to external parties (either enforced by law, or discretionary).

2.4 ABBREVIATIONS

Abbreviation	Description
PAH	Primary Air heater

Abbreviation	Description
TAH	Tubular Air Heater
N/A	Not Applicable
TET	Technical Evaluation Team

2.5 ROLES AND RESPONSIBILITIES

As per 240-48929482: Tender Technical Evaluation Procedure

3. TENDER TECHNICAL EVALUATIONSTRATEGY

3.1 TECHNICAL EVALUATION THRESHOLD

The minimum weighted final score (threshold) required for a tender to be considered from a technical perspective is 70%.

3.2 TET MEMBERS

Table 1: TET Members

TET number	TET Member Name	Designation
TET 1	Thengi Molotsi	Draught Plant System Engineer
TET 2	Mzwandile Madolo	Project Manager
TET 3	Funzeani Tshikalange	Boiler Pressure Parts System Engineer

3.3 MANADATORY TECHNICAL EVALUATION CRITERIA

Table 2: Mandatory Technical Evaluation Criteria

	Mandatory Technical Criteria Description	Reference to Technical Specification / Tender Returnable	Motivation for use of Criteria
1.	Supply a seamless 16-meter-long tube samples (Carbon steel ASTM A-106 grade B as per the given specification. The sample must be accompanied by a material certificate and a letter confirming the ability to supply the tubes with the given time frames. The above must be delivered within two weeks after Tenders Closes.	Technical Specification	The purpose of this criterion is to ensure that the bidder has the capability to supply Kendal Power Station with correct required tubes to minimise the risk of delayed after the tender is awarded. These tubes are not standard.
2.	Provide at least a project completed which are related to the procurement, fabrication, supply, delivery to site and off-loading of 16 m long tubes, with a contactable reference for each project or signed off completion certificate.	Tender Returnable	This gives Kendal Power Station project team a guarantee that the bidder has the ability to handle and deliver the specified tubes

3.4 QUALITATIVE TECHNICAL EVALUATION CRITERIA

The following section will be the prompts used for scoring the tender returnable

Table 3: Qualitative Evaluation Criteria Scoring Table

Score	(%)	Definition
5	100	**COMPLIANT** • Meet technical requirement(s) AND; • No foreseen technical risk(s) in meeting technical requirements.
4	80	**COMPLIANT WITH ASSOCIATED QUALIFICATIONS** Meet technical requirement(s) with; • Acceptable technical risk(s) AND/OR; • Acceptable exceptions AND/OR; • Acceptable conditions.
2	40	**NON-COMPLIANT** • Does not meet technical requirement(s) AND/OR; • Unacceptable technical risk(s) AND/OR; • Unacceptable exceptions AND/OR; • Unacceptable conditions.
0	0	**TOTALLY DEFICIENT OR NON-RESPONSIVE**

Table 4: Qualitative Technical Evaluation Criteria

Items	Evaluation criteria	Scoring	Weight
1.	**Detailed Packaging and handling methodology for longer outside storage**		**40**
	Method statement that is not related to the specified required material / No method statement.	0	
	Method statement without risks, which shows only how the tubes will be packaged.	2	
	Method statement that is not logical in terms of how risk will be managed but shows risk of damaged tubes	4	
	Detailed Packaging methodology for longer outside storage that stipulates how the tubes will be packaged, outlines the risk in detail. Show understanding of the process.	5	
2.	**Project execution plan** (Tubes to be delivered into one phase: priority is Unit 3. (see item 7.1 of NEC 3 Works Information for prioritization number of tubes required per phase)		**30**
	Plan that indicates duration of delivery to site per unit to be completed within 90 days or less from the day Contract awarded or Purchase Order received. Plan to be submitted in MS project shall indicate detailed delivery plan with clear milestones and activities.		
	No execution plan	0	
	Plan that is not according to the required tubes and milestones and activities not clear.	2	

	Unrealistic plan with required tubes, milestones, and activities clear.	4	
	Detail realistic plan with clear milestones and activities,	5	
3.	**Comprehensive Quality control Plan**		**30**
	QCP/ITP that is not related to this bid/No QCP/ITP	0	
	Haphazard QCP/ITP without monitoring the manufacturing processes logically and systematically	2	
	QCP/ITP that monitors only delivery processes logically and systematically with intervention points for the bidder and the manufacturer.	4	
	Comprehensive Quality control Plan (QCP/ITP) monitoring the process from manufacturing, delivery and off-loading points and it is logically and systematically with intervention points for bidder and the manufacturer.	5	
	Total Weighting:		**100%**
	Minimum qualifying score required:	**70%**	

3.5 TET MEMBER RESPONSIBILITIES

Table 5: TET Member Responsibilities

Mandatory Criteria Number	TET 1	TET 2	TET 3
1	X	X	X
2	X	X	X
3	X	X	X
Qualitative Criteria Number	**TET 1**	**TET 2**	**TET 3**
1	X	X	X
2	X	X	X
3	X	X	X

3.6 FORESEEN ACCEPTABLE / UNACCEPTABLE QUALIFICATIONS

3.6.1 Risks

Table 6: Acceptable Technical Risks

Risk	Description
1.	None
2.	

Table 7: Unacceptable Technical Risks

Risk	Description
1.	Is that the bidders will deliver joined tubes different from what Kendal Power Station requires according to technical specifications
2.	
3.	

3.6.2 Exceptions / Conditions

Table 8: Acceptable Technical Exceptions / Conditions

Risk	Description
1.	None

Table 9: Unacceptable Technical Exceptions / Conditions

Risk	Description
1.	All requirements must be adhered to.

4. AUTHORISATION

This document has been seen and accepted by:

Name	Designation
Thengi Molotsi	Draught Plant System engineer
Tendani Rasivhetshele	Boiler Engineering Manager (Pr. Eng)
Mzwandile Madolo	Project Manager
Phindile Takane	Engineering Manager (Chief Engineer)

5. REVISIONS

Date	Rev.	Compiler	Remarks
October 2025	0.0	Thengi Molotsi	Review
November 2025	0.1	Tendani Rasivhetshele	Mandatory section and qualifying threshold