Eskom	Tender Technical Evaluation Strategy	Generation

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CONTENTS

Page

1. INTRODUCTION 3

2. SUPPORTING CLAUSES 3

2.1 SCOPE 3
2.1.1 Purpose 3
2.1.2 Applicability 3
2.2 NORMATIVE/INFORMATIVE REFERENCES 3
2.2.1 Normative 3
2.2.2 Informative 3
2.3 DEFINITIONS 3
2.3.1 Classification 3
2.4 ABBREVIATIONS 4
2.5 ROLES AND RESPONSIBILITIES 4
2.6 PROCESS FOR MONITORING 4
2.7 RELATED/SUPPORTING DOCUMENTS 4

3. TENDER TECHNICAL EVALUATION STRATEGY 4

3.1 TECHNICAL EVALUATION THRESHOLD 4
3.2 TET MEMBERS 4
3.3 MANDATORY TECHNICAL EVALUATION CRITERIA 5
3.4 QUALITATIVE TECHNICAL EVALUATION CRITERIA 7
3.5 TET MEMBER RESPONSIBILITIES 14
3.6 FORESEEN ACCEPTABLE / UNACCEPTABLE QUALIFICATIONS 15
3.6.1 Risks 15
3.6.2 Exceptions / Conditions 16

4. AUTHORISATION 17

5. REVISIONS 17

6. DEVELOPMENT TEAM 17

7. ACKNOWLEDGEMENTS 17

TABLES

Table 1: TET Members 4
Table 2: Mandatory Technical Evaluation Criteria 5
Table 3: Qualitative Technical Evaluation Criteria 7
Table 4: TET Member Responsibilities 14
Table 5: Acceptable Technical Risks 15
Table 6: Unacceptable Technical Risks 15
Table 7: Acceptable Technical Exceptions / Conditions 16
Table 8: Unacceptable Technical Exceptions / Conditions 16

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1. INTRODUCTION

This document serves as the Tender Technical Evaluation Strategy for the Arnot Power Station Additional Boiler Tube Leak Detector Project. The project aims to address a critical gap in the existing acoustic-based detection system by implementing a new, standalone system of high-temperature, in-situ flue gas humidity monitors on both the Left-Hand (LH) and Right-Hand (RH) sides after the Economizers of all six (6) units.

An open tender will be issued for the engineering design, supply, installation, integration, and commissioning of this system directly into the station's ABB P14 Distributed Control System (DCS). This Technical Evaluation Strategy defines the structured process, mandatory gates, and qualitative scoring criteria to ensure a transparent, consistent, and technically sound evaluation of all tender submissions. The objective is to select a contractor capable of delivering a reliable, and fully integrated solution that enhances plant safety and reliability.

2. SUPPORTING CLAUSES

2.1 SCOPE

This document covers the technical evaluation process and criteria for tenders received for the Arnot Power Station Additional Boiler Tube Leak Detector Project. It defines the Tender Evaluation Team (TET), mandatory and qualitative evaluation criteria, the technical scoring threshold, and the process for managing risks and exceptions.

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 strategy applies to the Generation Division, specifically to Arnot Power Station and Generation Engineering. It shall be applied by the appointed Tender Evaluation Team (TET) during the technical evaluation stage for this project only.

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] 240-168966153: Generation Tender Technical Evaluation Procedure

[2] 32-1034: Eskom Procurement Policy

[3] AECI 0132: Scope of Work for Arnot Power Station Additional Boiler Tube Leak Detector Project.

2.2.2 Informative

[4] ISO 9001: Quality Management Systems.

2.3 DEFINITIONS

2.3.1 Classification

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

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2.4 ABBREVIATIONS

Abbreviation	Description
ABB	Asea Brown Boveri
C&I	Control and Instrumentation
DCS	Distributed Control System
ECSA	Engineering Council of South Africa
FAT	Factory Acceptance Test
HMI	Human Machine Interface
ITP	Inspection Test Plan
OEM	Original Equipment Manufacturer
QCP	Quality Control Plan
SAT	Site Acceptance Test
SIT	Site Integration Test
SOW	Scope of Work
TET	Technical Evaluation Team
TLD	Tube Leak Detector

2.5 ROLES AND RESPONSIBILITIES

As per 240-168966153: Generation Tender Technical Evaluation Procedure for Generation

2.6 PROCESS FOR MONITORING

N/A

2.7 RELATED/SUPPORTING DOCUMENTS

[5] AECI 0132 – Scope of Work for Arnot Power Station Additional Boiler Tube Leak Detector Project.

3. TENDER TECHNICAL EVALUATION STRATEGY

3.1 TECHNICAL EVALUATION THRESHOLD

The minimum weighted final score (threshold) required for a tender to be considered from a technical perspective is 75%. This elevated threshold is justified due to the critical nature of the system in Tube Leak Detection, the complexity of brownfield integration with the operational ABB DCS, and the harsh installation environment. Only tenders achieving this threshold will proceed to commercial evaluation.

3.2 TET MEMBERS

Table 1: TET Members

TET number	TET Member Name	Designation
TET 1		
TET 2		
TET 3		
TET 4		
TET 5		

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3.3 MANDATORY 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.	**Analyzer OEM Authorization and Technical Support Requirement**	The tenderer shall submit either: • A valid OEM authorisation letter confirming that the tenderer is authorized to supply, configure, install and commission the proposed analyzer model; or • A project-specific OEM partnership or support letter confirming that the OEM will provide engineering validation, application support, commissioning support and access to proprietary technical resources for this project. The letter shall: • Identify the tenderer and proposed analyzer model. • Be issued on the OEM's official letterhead. • Be signed by an authorised OEM representative. • Confirm OEM support for the proposed high-temperature flue-gas humidity measurement application.	This ensures that the proposed equipment and application engineering are supported by the analyzer manufacturer and reduces the risk associated with unauthorised supply, unsupported configurations and lack of access to proprietary technical resources.
2.	**Compliance with Minimum Analyzer Performance Requirements**	OEM-issued datasheets, product certificates or test reports demonstrating: • Measurement range: 0–100 vol% H_2O. • Suitability for operation at a sample-gas temperature of at least 380°C. • Converter or transmitter enclosure protection: minimum IP65. • Continuous measurement capability suitable for industrial flue-gas service. • Suitable output or communication interface for integration with the ABB P14 DCS. The tenderer shall submit a clause-by-clause compliance schedule identifying the applicable OEM document and page number for each requirement.	This confirms that the proposed analyzer meets the fundamental performance and interface requirements of the application.

3.	**Minimum Suitability for the Harsh Flue-Gas Environment Requirement**	OEM-issued evidence confirming: • Compatibility with flue gas containing H_2O, CO_2 and SO_2. • Suitability for high fly-ash or dust loading. • Appropriate thermal protection. • Appropriate wear, erosion, dust-ingress or contamination protection. • Materials of construction suitable for the proposed application. The evidence may include OEM datasheets, application notes, material specifications, operating references or an application-specific OEM declaration.	The probe is installed directly in the flue-gas duct and must withstand temperature, dust, erosion and corrosive gases without premature failure.

3.4 QUALITATIVE TECHNICAL EVALUATION CRITERIA

Table 3: Qualitative Technical Evaluation Criteria

	Qualitative Technical Criteria Description	Reference / Tender Returnable	Scoring Criteria (5,4,2,0)	Criteria Weighting (%)	Sub-Weighting (%)
1.	**Technical Solution and Implementation Strategy**	**Design Compliance Package**		**55**	
1.1	Overall System Concept **Purpose:** Evaluates the completeness, logic and suitability of the proposed high-level solution for all six units, from the field probes through to the ABB P14 DCS.	**Tender Returnable:** • High-Level Concept Design Report. • Preliminary system architecture. • Functional Design Description. • Preliminary equipment list. • Preliminary signal and interface schedule. • Assumptions, exclusions and design-information requirements.	**5:** Comprehensive, project-specific concept covering all six units. Clearly identifies major equipment, signal flow, system interfaces, operating philosophy, maintainability provisions and DCS integration, with no material gaps. **4:** Sound and generally complete concept, with minor omissions or low risks that can reasonably be resolved during detailed design. **2:** High-level concept is provided but contains significant gaps, unclear interfaces, material assumptions or insufficient detail for one or more parts of the scope. **0:** No meaningful concept is provided, major scope elements are omitted, or the proposed architecture is fundamentally unsuitable.		40
1.2	Power-Supply Design and Integration **Purpose:** Evaluates the proposed concept for supplying reliable electrical power from the station UPS system to the analyzer probes, converters and associated equipment.	**Tender Returnable:** • Preliminary power-supply philosophy. • Preliminary single-line diagram. • Estimated equipment load schedule. • Proposed isolation and protection philosophy. • Proposed cable types.	**5:** Complete and technically sound power-supply concept with clear interfaces, estimated loads, isolation, protection, earthing and cable-selection philosophy. **4:** Generally sound power concept with minor gaps that can be resolved during detailed design. **2:** Basic power concept is provided but contains significant omissions, unsupported assumptions or unclear interfaces.		20

			0: No meaningful power-supply concept is provided, or the proposed arrangement presents an unacceptable safety or reliability risk.		
1.3	Probe Pocket and Flanged Adapter Concept **Purpose:** Evaluates the proposed mechanical interface between the existing economizer test port and the analyzer probe.	• **Tender Returnable:** Preliminary general-arrangement or typical adapter drawing. • Proposed materials of construction. • Proposed sealing and mounting method. • Preliminary instrument hook-up. • Proposed process for site measurement, detailed design approval and welding procedure qualification.	**5:** Well-developed and practical concept addressing fitment, sealing, thermal expansion, materials, probe protection, maintainability and the mechanical/C&I interface. **4:** Suitable concept with minor details to be confirmed through site measurement and detailed design. **2:** Generic concept with significant uncertainties regarding fitment, sealing, materials, or maintainability. **0:** No meaningful adapter concept is provided, or the proposed solution is unsafe or unsuitable.		20
1.4	Installation Methodology **Purpose:** Evaluates the practicality of completing outage-dependent activities within short opportunistic boiler-tube-leak outages or approved cold-reserve opportunities.	**Tender Returnable:** • Preliminary installation method statement. • Proposed sequence of work. • Indicative crew size, skills and shift arrangement. • Identification of outage-dependent and on-load activities. • Estimated duration of each critical activity. • Mobilisation strategy. • Contingency and recovery arrangements. • Site-access, scaffolding, lifting and permit assumptions.	**5:** Detailed and credible methodology demonstrating that outage-critical work can be completed within the assumed one-week window, with appropriate resources, sequencing, contingency and pre-outage preparation. **4:** Generally achievable methodology with minor sequencing, resource or access uncertainties. **2:** Methodology is provided but contains significant feasibility, resource, sequencing or outage-duration risks. **0:** No credible methodology is provided, or the proposed approach requires extended or unplanned outages.		20

2	**ABB DCS Integration and Support**	**Design and OEM Endorsement letter**		**10**	
2.1	Integration Design with ABB DCS **Purpose:** Evaluates the technical approach for safely integrating the new analyzer system with the existing ABB P14 DCS.	**Tender Returnable:** • DCS integration philosophy. • Preliminary interface architecture. • Preliminary signal list or signal philosophy. • Proposed HMI and alarm philosophy. • Typical faceplate concept. • Proposed configuration, backup and restoration methodology. • Integration testing and change-control approach. • Identification of responsibilities between the contractor, ABB and Eskom.	**5:** Comprehensive, project-specific and technically sound ABB P14 integration approach with clear interfaces, responsibilities, configuration controls and testing arrangements. **4:** Generally suitable integration approach with minor gaps or low risks that can be resolved during detailed design. **2:** Basic integration approach is provided but contains significant gaps, unclear responsibilities or material assumptions regarding the ABB environment. **0:** No credible integration approach is provided, or the proposal presents an unacceptable risk to the operational DCS.		50
2.2	ABB DCS Execution and Support Arrangement **Purpose:** Evaluates the strength, completeness and credibility of the proposed arrangement for executing and supporting all work affecting the existing ABB P14 DCS. The criterion assesses whether the proposed arrangement provides adequate competency, accountability, software access, technical escalation and continuity of support throughout design, configuration, testing, commissioning and handover.	**Tender Returnable:** The tenderer shall submit documentation describing the proposed ABB DCS execution and support arrangement, including: • Confirmation of whether ABB will participate as the main contractor, consortium member, subcontractor or technical-support provider. • A signed project-specific agreement, Letter of Intent, valid ABB channel-partner letter or other verifiable evidence of ABB support. • Description of ABB's proposed scope and responsibilities. • Proposed ABB resources, competencies and relevant experience. • Responsibility matrix between the tenderer, ABB and Eskom.	**5:** ABB is directly responsible for the complete DCS integration scope, either as the tenderer, a formal consortium member, subcontractor or through a binding project-specific agreement. The arrangement clearly covers engineering, configuration, software and licensing, testing, commissioning, backup management, technical escalation and post-commissioning support. Responsibilities are clearly allocated, and no material gaps or unresolved risks are identified. **4:** A valid and credible ABB-supported arrangement covers the required DCS integration scope. The submission includes a project-specific agreement, valid channel-partner arrangement or formal ABB commitment. Only minor contractual, resource or responsibility details remain to be finalised after award, without presenting a material integration risk. **2:** The tenderer demonstrates a proposed relationship with ABB, but the arrangement		50

		• DCS engineering and configuration arrangements. • Software, licensing and engineering-tool arrangements. • Testing and commissioning responsibilities. • Technical escalation and defect-resolution arrangements. • Post-commissioning support arrangements.	relies primarily on a non-binding Letter of Intent, general channel-partner appointment or preliminary support commitment. Significant details regarding scope, resources, licensing, responsibilities, technical escalation or post-commissioning support remain unresolved. **0:** No verifiable ABB involvement or suitably authorised ABB integration capability is demonstrated; the proposed arrangement is materially incomplete; or it does not cover the required engineering, configuration, testing and commissioning scope for the ABB P14 DCS.		
3.	**Quality Assurance, Testing and Documentation**	**QA/QC and Testing Submission**		**5**	
3.1	Preliminary QCP and ITP Framework **Purpose:** Evaluates the bidder's proposed quality-control approach for design, manufacture, installation and testing.	**Tender Returnable:** • Preliminary project-specific QCP. • Preliminary ITP framework. • Proposed hold, witness and review points. • Proposed document-review and non-conformance processes. • List of quality documentation to be included in the final data book.	**5:** Comprehensive project-specific quality framework covering all major work stages, with appropriate H/W/R points and clear acceptance responsibility. **4:** Suitable quality framework with minor omissions or generic elements to be developed after award. **2:** Basic quality documents are provided but contain significant gaps or are largely generic. **0:** No meaningful QCP or ITP framework is submitted.		40
3.2	Testing and Commissioning Strategy **Purpose:** Evaluates the proposed SIT and SAT strategy, including verification of the analyzer and ABB DCS integration.	**Tender Returnable:** • SIT/SAT philosophy. • Proposed test stages. • Indicative test sheets. • Proposed acceptance criteria. • DCS point-to-point and functional verification approach. • Defect-management and retesting process.	**5:** Comprehensive testing strategy covering analyzer performance, interfaces, alarms, HMI, DCS integration, failure modes and clearly defined acceptance principles. **4:** Appropriate strategy with minor gaps in test coverage or acceptance criteria. **2:** High-level strategy is provided but omits significant tests or contains unclear acceptance arrangements. **0:** No credible testing and commissioning strategy is submitted.		30
3.3	Calibration and Documentation Traceability	**Tender Returnable:**	**5:** Comprehensive methodology with traceable calibration standards, clear verification		30

	Purpose: Evaluates the calibration, verification, certification and documentation-handover methodology.	• Calibration and verification methodology. • Proposed calibration standards and traceability. • Proposed calibration intervals. • Certification requirements. • Documentation register. • Proposed data-book compilation and handover process.	requirements, defined certification and a complete documentation-handover process. **4:** Suitable methodology with minor gaps that can be closed during detailed design. **2:** Basic methodology is provided but contains significant gaps in traceability, certification or document control. **0:** No calibration or documentation-traceability methodology is submitted.		
4.	**Relevant Experience and Project Execution**	**Project References, Completion Certificates, Client Contact Details, Project Schedule, and Risk Register**		**20**	
4.1	Relevant Project Experience **Purpose:** Evaluates proven experience in delivering comparable analyzer or tube-leak-detection projects in coal-fired power stations or similarly harsh industrial environments.	**Tender Returnable:** For each reference project: • Contract, purchase order, task order or completion certificate. • Project description and technology supplied. • Bidder's actual scope and role. • Plant type and operating environment. • Completion date. • Client contact details. • Confirmation of whether the proposed OEM and key subcontractors were involved.	**5:** Two or more successfully completed humidity-based TLD or comparable high-temperature in-situ flue-gas analyzer projects in coal-fired plants. **4:** One directly comparable project, or multiple high-temperature in-situ analyzer projects in similarly harsh industrial applications. **2:** General analyzer or acoustic TLD experience without directly comparable high-temperature humidity-measurement experience. **0:** No verifiable relevant experience.		80
4.2	Project Programme **Purpose:** Evaluates the logic, realism and alignment of the proposed programme with procurement lead times and station outage constraints.	**Tender Returnable:** A logic-linked Level 2 or Level 3 programme showing: • Design and approval stages. • Long-lead procurement. • FAT, delivery, installation and commissioning. • Outage-dependent activities. • Key dependencies and critical path. • Indicative resource requirements.	**5:** Realistic, logic-linked programme showing all key milestones, dependencies, critical path, lead times, outage work and indicative resources. **4:** Generally realistic programme with minor gaps in dependencies, resource detail or float. **2:** High-level programme is provided but has significant logic, timing, lead-time or outage-alignment concerns. **0:** No meaningful programme is submitted or the programme is fundamentally unachievable.		20

		• Assumptions regarding access and outage dates			
5	**Product Lifecycle, Spare Parts and Continuity of Support**			**10**	
5.1	Product Lifecycle and OEM Support Commitment **Purpose** Evaluates the duration, reliability and completeness of the OEM's commitment to supporting the proposed analyzer system over its required operational life.	**Tender returnable** An OEM-endorsed lifecycle and support declaration confirming: • Duration of technical support from commissioning of the final unit. • Availability of replacement analyzers, probes, converters and critical spare parts. • Guaranteed or estimated support period for the proposed analyzer model. • Obsolescence-management arrangements. • Minimum advance-notification period before product or component obsolescence. • Repair facilities and technical escalation arrangements. • Typical repair and spare-parts lead times. • Recommended commissioning, operational and strategic spares. • Availability of technical documentation, configuration backups, passwords, diagnostic tools and required software licences. • Arrangements for training and supporting Eskom personnel.	**5:** OEM provides a verifiable commitment for at least 10 years from commissioning of the final unit. The commitment comprehensively addresses equipment, critical spares, repairs, technical escalation, obsolescence notification, documentation, software, diagnostic tools and Eskom training. Lead times and support responsibilities are clearly defined. **4:** OEM provides a verifiable commitment for at least 10 years and confirms continued technical and spare-parts support. Minor gaps exist in lead-time commitments, obsolescence notification, training, documentation or diagnostic-tool arrangements, but these do not present a material lifecycle risk. **2:** OEM support is confirmed, but the commitment is shorter than 10 years, contains material qualifications, does not adequately address critical spare-parts availability or depends on arrangements that are not fully guaranteed by the OEM. **0:** No credible OEM lifecycle commitment is submitted; support is limited to the warranty period; the proposed product is already obsolete or approaching obsolescence; or the submission does not demonstrate reasonable availability of critical spares and technical support.		50
5.2	Supply-Chain Resilience and Continuity of Support	**Tender returnable**	**5:** OEM provides a clear and verifiable continuity arrangement allowing Eskom to obtain critical spares, repairs and technical		50

	Purpose: Evaluates whether Eskom will retain access to spare parts, repairs and OEM technical support if the appointed contractor or local distributor becomes unavailable, ceases trading or ceases representing the OEM	An OEM-endorsed supply-chain and continuity plan confirming: • The approved route through which Eskom will obtain spare parts and technical support. • Whether Eskom can procure directly from the OEM or through alternative authorised channels. • Alternative support arrangements if the appointed contractor or local distributor becomes unavailable. • OEM technical escalation and step-in arrangements. • Locations of repair facilities and spare-parts stock. • Typical lead times for critical spare parts. • Arrangements for identifying and approving alternative authorised suppliers. • Measures preventing Eskom from becoming permanently dependent on one local distributor. • Access to configuration files, passwords, licences, software and diagnostic tools if the appointed contractor is no longer available.	support directly from the OEM or through more than one authorised route. Effective step-in arrangements, technical escalation, access to software and configuration information, and continuity following contractor or distributor failure are fully demonstrated. **4:** A credible OEM-supported continuity arrangement is provided. The primary supply route may be through one local distributor, but the OEM confirms an alternative authorized route or direct step-in support if that distributor becomes unavailable. Minor administrative or contractual details remain to be finalised. **2:** Technical support and spares are available, but they depend substantially on one local distributor. The OEM provides limited assurance of alternative support, and the continuity arrangements contain significant gaps or qualifications. **0:** Eskom would be entirely dependent on one contractor or local distributor, with no credible OEM step-in arrangement or alternative authorized supply route; or the OEM is unwilling to provide support if the appointed distributor becomes unavailable.		
	TOTAL			**100**	

3.5 TET MEMBER RESPONSIBILITIES

In Table 4 identify the TET members allocated to review/evaluate each Qualitative criterion (minimum 2 evaluators per criteria / sub-criteria)

Table 4: TET Member Responsibilities

Mandatory Criteria Number	TET 1	TET 2	TET 3	TET 4	TET 5
1	X	X	X		
2	X	X	X		
3	X	X	X		X
Qualitative Criteria Number	**TET 1**	**TET 2**	**TET 3**	**TET 4**	**TET 5**
1.1	X	X	X		
1.2	X	X	X	X	
1.3	X	X	X		X
1.4	X	X	X		X
2.1	X	X	X		
2.2	X	X	X		
3.1	X	X	X	X	X
3.2	X	X	X	X	X
3.3	X	X	X		
4.1	X	X	X		
4.2	X	X	X		
5.1	X	X	X		
5.2	X	X	X		

3.6 FORESEEN ACCEPTABLE / UNACCEPTABLE QUALIFICATIONS

3.6.1 Risks

Table 5: Acceptable Technical Risks

Risk	Description
1.	Proposal includes a technically sound, OEM-supported probe protector solution that differs slightly from the example given in the SOW but is certified for the application.
2.	Proposal offers a probe with a maximum temperature capability exceeding 380°C but with slightly different material specifications, provided OEM certification is maintained.

Table 6: Unacceptable Technical Risks

Risk	Description
1	Proposal relies on unverified, non-OEM certified analyzer hardware/software without traceable OEM support.
2	Incomplete interface design that fails to address integration with the ABB P14 DCS.
3	Installation methodology that requires extended, unplanned unit outages beyond short opportunistic windows.
4	Failure to demonstrate that the proposed probe/sensor design is suitable for the harsh flue gas environment, including inadequate material selection, lack of wear/dust protection, or inability to withstand 380°C.
5	Lack of evidence for at least 10 years of OEM support for the proposed analyzer system.
6	Proposal relies on unverified, non-OEM certified analyzer hardware/software without traceable OEM support.

3.6.2 Exceptions / Conditions

Table 7: Acceptable Technical Exceptions / Conditions

Risk	Description
1.	Submission of a project-specific Letter of Intent (LOI) from ABB pending final contract award, provided it explicitly commits ABB to the full scope of DCS integration works.
2.	Proposal for a probe with higher temperature capability (>380°C) that uses alternative materials, provided OEM certification and suitability for the application are demonstrated.

Table 8: Unacceptable Technical Exceptions / Conditions

Risk	Description
1	Any exception to the mandatory requirement for ABB OEM support for DCS integration works.
2	Any condition that excludes or limits the contractor's liability for the design and integration of the complete system.
3	Any exception to the mandatory requirement for OEM support for at least 10 years.
4	Any condition that excludes or limits warranty coverage for the analyzer system and installation works.
5	Any exception to the minimum performance specifications (Measurement Range: 0-100 vol% H_2O, Max. Temp: ≥380°C, IP65 enclosure).

4. AUTHORISATION

This document has been seen and accepted by:

Name	Designation	Signature

5. REVISIONS

Date	Rev.	Compiler	Remarks
July 2026	1		First issue, compiled for tender.

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