

MINUTES OF THE CLARIFICATION MEETING**Tender: E3538DXECOU**

The Supply and delivery of Various Circuit Breakers for the Cape Coastal Cluster (Eastern Cape), within the Distribution Division for a period of Three (3) Years on an “as and when” required basis.

1. Meeting Details

Meeting: Clarification Meeting – Supply and Delivery of Various Circuit Breakers for the Cape Coastal Cluster (Eastern Cape), within the Distribution Division, for a period of Three (3) Years on an “As and When Required” Basis

Date: 1 October 2026

Meeting platform: Microsoft Teams

Meeting type: Tender Clarification Meeting

Chair/Buyer: Ezile Pupane – Buyer

Recording: Meeting was recorded and transcribed.

Recording commencement: 09:06

Recording duration: 2 hours 58 minutes 46 seconds.

Tender closing date: 16 October 2026 at 10:00

Tender validity: 120 days from the closing date and time.

2. Declarations of interest

Participants were requested to provide their names, roles and declarations of interest at the beginning of the meeting.

3. Purpose of the Meeting

The purpose of the meeting was to provide tenderers with clarification on the requirements applicable to the tender for the **supply and delivery of various circuit breakers for the Cape Coastal Cluster (Eastern Cape), within the Distribution Division**, for a period of three years on an “as and when required” basis.

The Buyer provided an overview of the tender documentation, submission requirements, eligibility requirements, technical evaluation process, commercial requirements, pricing evaluation, quality requirements, environmental requirements and financial requirements.

The technical representative also explained the technical evaluation criteria applicable to MCBs and MCCBs.

4. Tender Overview

The following information was presented:

- The tender is for the **supply and delivery of various circuit breakers** for the Cape Coastal Cluster in the Eastern Cape.
- The contract period is **three years**.
- The procurement will operate on an **“as and when required” basis**.
- The tender was issued on **14 September 2026**.
- The tender closes on **16 October 2026 at 10:00**.
- The tender validity period is **120 days from the closing date and time**.

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- The tender is an **open tender**, and suppliers who meet the applicable eligibility requirements may submit tenders.

5. Tender Documentation

The Buyer advised that the tender documentation includes, amongst others:

- Invitation to Tender;
- Scope of Work;
- NEC documentation;
- BOQ/pricing schedule;
- Tender Data;
- Technical Evaluation Criteria;
- Technical Schedules;
- Deviation Schedules;
- Test Schedules;
- Quality requirements and associated returnables;
- Environmental requirements and associated returnables;
- Financial requirements;
- Commercial returnables; and
- Other applicable annexures.

The BOQ/pricing schedule is contained within the NEC documentation. Tenderers may also submit a separate pricing schedule in Excel or PDF format, provided the required pricing information is completed and the submitted prices align with the prices populated on the applicable tender system.

6. Tender Eligibility Requirements

The Buyer highlighted that tenderers must comply with the eligibility requirements contained in the Tender Data. Among the requirements discussed were:

- Tenderers must not be restricted from doing business with Eskom or state-owned companies.
- Tenderers must not be subject to applicable international sanctions restrictions.
- A tenderer may not submit more than one tender, whether individually or as a partner in a joint venture or consortium, subject to the provisions stated in the tender.
- Joint ventures/consortia must meet the stipulated requirements relating to joint or several liability.
- Tenderers must not have a conflict of interest.
- Tenderers must ensure that the person signing the tender documentation is duly authorised.

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- The applicable authorisation/resolution documentation must be submitted.
- Tenderers restricted by National Treasury or appearing on applicable tender defaulter/restriction lists will be subject to the consequences specified in the tender documentation.
- Subcontracting arrangements must comply with the requirements of the tender.

The Buyer emphasised the importance of the **declaration of interest**, both during the clarification process and as part of the tender evaluation.

7. Tender Submission Requirements

The Buyer advised tenderers that submissions must be made electronically through the **Eskom tender collection/e-Tendering platform**.

Tender documents must be uploaded under the applicable categories, including:

- Technical;
- Commercial;
- Financial;
- Quality; and
- Environmental.

All applicable documents must be submitted in PDF format, unless the tender documentation specifically requires another format.

The supplier help manual, guide and video were indicated as being available on the Eskom website.

8. Clarification Queries

The Buyer advised that tenderers may submit clarification queries relating to the tender.

Clarification queries must be submitted no later than **five working days before the tender submission deadline**.

9. Basic Commercial Compliance

The Buyer explained that the tender submission must contain the required commercial, financial, technical, quality and environmental information.

Tenderers were advised that failure to submit mandatory documents by the stipulated deadline may result in the tender being deemed **non-responsive**.

10. NEC Contract Data and Offer & Acceptance

The Buyer specifically emphasised the importance of completing the NEC documentation correctly.

The following were highlighted as mandatory:

- completed Contract Data;
- Offer and Acceptance;
- Applicable signatures;
- Required pricing information.

Tenderers were advised that failure to complete the required sections of the NEC documentation, particularly the **Contract Data and Offer and Acceptance**, could result in the submission being deemed non-responsive

and prevent the tender from proceeding to the next stage of evaluation.

11. Technical Evaluation Criteria

The technical evaluation criteria were developed to establish a standard technical evaluation approach for **MCBs and MCCBs** to be used by Eskom.

The technical evaluation criteria:

- Are based on Eskom requirements and the applicable buyer's guide/standards.
- Cover both documentation evaluation and samples where applicable.
- Include technical schedules that must be completed and submitted.
- Apply to the relevant tender submissions for the circuit breakers.

Eskom employees and appointed bodies involved in the procurement are required to ensure that the deliverables comply with the technical evaluation requirements.

Tenderers were advised that they must familiarise themselves with the requirements and seek clarification where necessary before submitting their tenders.

12. Technical Evaluation – Level 1 and Level 2

The technical evaluation will consist of two levels:

Level 1 – Mandatory Technical Evaluation

- Level 1 represents **80% of the overall technical evaluation**.
- The requirements at Level 1 are mandatory.
- A tenderer must meet **all Level 1 mandatory requirements**.
- A failure on any Level 1 requirement results in the tenderer not proceeding to Level 2.
- The Level 1 result is effectively **0% or 80%**; there is no partial score at Level 1.

Level 2 – Technical Scoring

- Level 2 represents **20% of the technical evaluation**.
- Only tenderers that successfully pass the Level 1 requirements proceed to Level 2.

The technical evaluation will be conducted on an **item-by-item basis**, based on the item being offered. There will be **no factory evaluation** for this tender. Inspection of items will be conducted at the warehouses of successful tenderers.

13. Technical Documentation and Schedules

The Buyer advised that tenderers must complete and submit the applicable:

- Technical Schedules A and B;
- Deviation Schedules;
- Test Schedules; and
- Other applicable technical returnables.

Tenderers must ensure that the correct Technical Schedule A and B is completed for the **correct SAP**

number/item.

Tenderers were specifically cautioned against mixing up schedules or submitting schedules against the incorrect SAP number.

14. Technical Compliance and TEAP Product Database

Eskom reserves the right not to perform a technical or functional evaluation on a product that has already been added to the **TEAP product database**, where that product has previously been found technically compliant. Eskom also reserves the right to place technically compliant products on the applicable product database, subject to the applicable thresholds and requirements.

15. Equivalent Products

A supplier requested clarification on whether an equivalent product could be offered where the supplier does not possess a certificate specifically relating to the product specified.

The technical representative explained that documentation must relate to the product being tendered.

Where a certificate covers a range of products, it may be considered provided that the certificate clearly demonstrates that the relevant circuit breakers were tested and found compliant and the applicable products are adequately identified/listed.

Tenderers should therefore ensure that supporting certificates and test documentation clearly correspond to the products being offered.

16. Tendering for Individual Items

A supplier asked whether tenderers are required to price all items or whether they may tender for selected items within the MCB/MCCB range.

It was clarified that:

The technical evaluation is conducted on an item-by-item basis. Therefore, where a supplier is technically compliant for a particular item, that supplier may proceed to the subsequent evaluation stage for that specific item.

The supplier must, however, meet the technical requirements for each individual item for which it submits an offer.

17. Deviation Schedule

A supplier queried the apparent contradiction between the statement that no deviations would be accepted and the requirement to complete a deviation schedule.

It was clarified that:

- The deviation schedule is mandatory.
- Where there are no deviations, the tenderer must indicate accordingly.
- Where deviations exist, all deviations must be fully declared on the applicable deviation schedule.
- Eskom will evaluate the submitted deviations and determine whether they are technically acceptable.

The technical representative emphasised that tenderers should not leave gaps in their technical schedules or deviation schedules.

The following must be properly completed where applicable:

- SAP/item number;
- Product description;
- Signature;

- Date; and
- Other required information.

Failure to complete these fields may result in the tenderer being disqualified from further evaluation.

18. Pricing Evaluation

The Buyer explained that prices will be evaluated:

- Inclusive of applicable corrections for arithmetic errors;
- Excluding contingencies in fields of quantities or activities;
- Adjusted for acceptable variations/deviations/alternative offers where applicable; and
- In accordance with the pricing evaluation methodology contained in the tender.

The pricing component will contribute **80 points**.

Preference/specific-goal points will contribute **20 points**, in accordance with the applicable preference-point legislation and tender requirements.

Tenderers were reminded that failure to provide valid supporting evidence for claimed preference points may result in the tenderer receiving **zero preference points**, even where the tenderer otherwise meets the tender requirements.

19. Preference-Point Documentation

The Buyer advised that tenderers claiming preference points must submit the required supporting evidence.

The documents referred to included:

- A valid certificate issued by an accredited verification agency; and/or
- A valid affidavit/certificate applicable to the relevant preference category.

Tenderers were encouraged to ensure that all evidence supporting their preference claims is valid and submitted with the tender.

20. Tender Award Methodology

The tender outcome may result in the appointment of **one or more suppliers**.

Suppliers that are technically compliant for particular items will proceed to the applicable ranking process for those specific items.

21. Quality Requirements

The Quality representative was not present at the meeting.

The Buyer nevertheless confirmed that the relevant quality requirements and criteria are attached to the tender documentation.

Tenderers were advised to refer to the tender documentation for the applicable requirements.

22. Environmental Requirements

The Environmental representative was not present at the meeting.

The environmental requirements referred to included:

- Environmental Policy;
- Environmental Risk and Opportunities Register;

- Environmental Emergency Preparedness and Response Plan; and
- Acknowledgement and Declaration of Understanding of Eskom environmental documents/specifications.

The Buyer clarified during the meeting that the environmental requirements are applicable depending on the delivery/transport arrangement, particularly where the supplier undertakes its own transportation. Where Eskom arranges collection/transport, the environmental requirements relating specifically to supplier-operated transportation would not be applicable. This clarification is to be reflected in the formal minutes.

23. Financial Requirements

The Buyer outlined the financial information required as part of the tender.

24. Contractual Requirements

The Buyer clarified that contractual requirements are **not evaluation criteria at the tender evaluation stage**. These requirements are assessed after the evaluation and ranking process. Proof that the recommended tenderer has met the stipulated contractual requirements must be submitted before contract award. Failure to meet the applicable contractual requirements within the stipulated deadlines may result in the tender being regarded as non-responsive and ineligible for contract award.

25. Delivery and Transportation – Clarification

A supplier asked whether the tenderer should include an estimated delivery cost because the quantities to be ordered are not known at tender stage. Initially, the discussion considered supplier-managed delivery. However, a supplier subsequently referred to the NEC provision indicating that **Eskom would be responsible for collection/transportation**. The Buyer reviewed the relevant provision and confirmed that **Eskom will collect the circuit breakers from the successful supplier**.

Accordingly:

- Suppliers should **not include an estimated delivery/transport cost** in their pricing where Eskom is responsible for collection.
- Eskom will arrange collection and transportation to the relevant Eskom sites.

26. Technical Drawings

A supplier queried the availability of the latest technical drawings, specifically referring to drawings identified during the meeting as **DT 3083 and DT 3084**. The Buyer checked the tender documentation and confirmed that the relevant drawings had been uploaded and were available on the Eskom tender platform and National Treasury/eTender platform. The supplier subsequently confirmed receipt of the clarification.

29. CIDB Requirement

A supplier queried whether **CIDB** registration was applicable to the tender because CIDB appeared on the tender returnables/document list. The Buyer confirmed that **CIDB is not applicable to this tender** and that its appearance in the list was an error. This should be formally corrected in the applicable tender documentation/addendum to avoid confusion for tenderers.

30. Environmental ISO Certification Query

A supplier asked whether ISO 45001 certification would be required for the environmental requirements or whether it would be sufficient for the supplier to demonstrate that the relevant standard is incorporated into its procedures.

The Buyer advised that the Environmental representative was not present at the meeting and therefore the question could not be conclusively answered during the meeting.

The supplier was requested to submit the question by email so that the Buyer could obtain confirmation from the Environmental representative and provide a formal response.

Status: Outstanding clarification.

31. Authorised Distributor Query

A supplier asked whether the tender should require suppliers to be **authorised distributors** of the circuit breakers, particularly because authorised distribution may provide assurance relating to warranties and manufacturer support.

The Buyer indicated that suppliers would be evaluated against the requirements contained in the tender documentation.

The concern regarding warranties and manufacturer support was acknowledged, but no additional mandatory authorised-distributor requirement was confirmed during the meeting.

Status: No additional requirement was confirmed during the meeting.

32. Publication of Meeting Minutes and Clarifications

The Buyer confirmed that the minutes of the clarification meeting would be published through the applicable Eskom tender communication channels and the **National Treasury/eTender platform**.

Questions for which answers were not available during the meeting are to be submitted by email to the Buyer so that formal responses can be obtained and included with the published clarification/minutes.

The Buyer specifically noted that the outstanding technical question raised during the meeting would be included once the technical representative had provided the required response.

33. Key Clarifications / Decisions

The following key points were clarified during the meeting:

No.	Matter	Clarification / Decision	Status
1	Tender type	Open tender	Confirmed
2	Contract period	Three years, "as and when required"	Confirmed
3	Closing date	16 October 2026 at 10:00	Confirmed
4	Tender validity	120 days from closing date/time	Confirmed
5	Meeting attendance	Clarification meeting is non-compulsory	Confirmed
6	Technical evaluation	Conducted item-by-item	Confirmed
7	Technical Level 1	Mandatory; 80%	Confirmed
8	Technical Level 2	20%	Confirmed
9	Technical failure	Failure of a Level 1 requirement prevents progression	Confirmed
10	Individual items	Tenderers may tender for one or more items	Confirmed
11	Deviation schedule	Mandatory, even where there are no	Confirmed

No.	Matter	Clarification / Decision	Status
		deviations	
12	Technical schedules	Must be correctly completed against the relevant SAP number	Confirmed
13	Factory evaluation	Not applicable	Confirmed
14	Warehouse inspection	Applicable to successful tenderers	Confirmed
15	Pricing	Evaluated on an item-by-item basis	Confirmed
16	Preference points	Maximum 20 points, subject to valid supporting evidence	Confirmed
17	Quality	Applicable; relevant documents attached to tender	Confirmed
18	Environmental	Applicability depends on transportation arrangement	Confirmed/subject to formal documentation
19	Finance	Applicable financial documentation required	Confirmed
20	CIDB	Not applicable	Confirmed
21	Delivery	Eskom will collect from successful supplier	Confirmed in meeting; document alignment to be checked
22	Technical drawings	Relevant drawings confirmed as uploaded	Confirmed
23	ISO 45001 query	Requires Environmental representative's confirmation	Outstanding
24	Authorised distributor	No additional mandatory requirement confirmed during meeting	No change confirmed
25	Further queries	To be submitted to Buyer by email	Ongoing

34. Action Items

No.	Action	Responsible Person	Due/Status
1	Provide formal response to the outstanding technical/equivalent-product clarification raised during the meeting.	Nosiphiwo Vuke / Technical Team	Before publication of final clarification
2	Obtain Environmental representative's response regarding the ISO 45001/environmental certification query.	Ezile Pupane / Environmental Representative	Before final clarification is published
3	Include outstanding supplier questions and formal responses in the published clarification/minutes.	Ezile Pupane	Before publication
4	Confirm alignment of the NEC/tender documentation with the clarification that Eskom will collect the circuit breakers.	Buyer / QS / Technical/Contract Team	Before final issue/addendum, if required
5	Correct the reference to CIDB where it appears as an applicable requirement.	Buyer	Before final tender clarification/addendum

No.	Action	Responsible Person	Due/Status
6	Ensure DT 3083/DT 3084 and other applicable technical drawings remain available on the tender platforms.	Buyer	Confirmed/uploaded
7	Publish the approved clarification/minutes through the applicable Eskom and National Treasury/eTender channels.	Buyer	After finalisation
8	Tenderers to submit any further clarification questions within the stipulated clarification period.	Tenderers	No later than five working days before tender closing

35. Important Tenderer Reminders

Tenderers were reminded to:

1. Submit tenders before **16 October 2026 at 10:00**.
2. Ensure that all mandatory documentation is submitted.
3. Complete the NEC Contract Data and Offer and Acceptance correctly.
4. Ensure the authorised person signs the required documentation.
5. Complete the technical schedules correctly against the applicable SAP numbers.
6. Complete the deviation schedule even where there are no deviations.
7. Clearly identify any deviations.
8. Ensure that all technical documents, certificates and test reports relate to the actual products being offered.
9. Submit the required quality, environmental and financial documentation.
10. Submit valid evidence supporting any preference-point claims.
11. Ensure that pricing submitted in separate schedules aligns with the pricing captured on the electronic tendering system.
12. Do not submit ZIP/compressed files or hard copies.
13. Ensure that the final electronic submission status is shown as **Complete**.
14. Submit any outstanding clarification questions within the prescribed period.

36. Conclusion

The clarification meeting provided tenderers with an overview of the tender requirements and detailed clarification on the commercial, technical, pricing, quality, environmental and financial evaluation processes. The meeting confirmed that technical evaluation will be conducted on an item-by-item basis, with mandatory Level 1 requirements forming the gateway to the subsequent technical scoring stage. Tenderers may submit offers for one or more items, provided they meet the requirements applicable to each item offered.

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Several supplier questions were resolved during the meeting, including the submission of individual items, completion of deviation schedules, availability of technical drawings, CIDB applicability and transportation arrangements.

The questions relating to **environmental/ISO 45001 requirements** and certain technical matters remain subject to confirmation by the relevant Eskom representatives. These responses are to be incorporated into the formal clarification/minutes before publication.

The Buyer closed the meeting by inviting tenderers to submit any further questions by email, which would be addressed and published through the applicable tender communication channels.

Meeting adjourned.