

CLARIFICATION MEETING

RFP MWP1489GX:

**DELIVERY OF 90 000 TONS OF LIMESTONE
FROM DANIELSKUIL TO KUSILE POWER
STATION FOR A PERIOD NOT EXCEEDING
4 MONTHS**

DATE: 12 AUGUST 2022

VENUE: MS TEAMS (ONLINE PLATFORM)



	Description	Time allocated (minutes)	Responsibility
1	Welcome, opening and introduction	10	Fulufhelo Nematswerani
2	Commercial	10	Penny Shabangu
3	Technical	10	Neziswa Makazi
4	Health & Safety	10	Pulane Raophala
5	Environmental	10	Zoleka Mpina
6	Quality	10	Nontobeko Tikana
7	Finance	10	Sagren Govender
8	Supplier Development and Localisation (SD&L)	10	Phinda Ndabula
9	Common mistakes/lessons learnt	10	Thuso Malatjie
10	Questions and answer section	15	All participants
11	Closing	5	Fulufhelo Nematswerani

The objective of this session is to present and clarify the enquiry documents for the MWP1489GX:

Delivery of 90 000 tons of limestone from Danielskuil to Kusile Power Station for a period not exceeding 4 months.

DELIVERY OF 90 000 TONS OF LIMESTONE FROM DANIELSKUIL TO KUSILE POWER STATION FOR A PERIOD NOT EXCEEDING 4 MONTHS

Eskom Representative

Name : Penny Shabangu
E-mail : MlangeNP@eskom.co.za
Landline : +27 11 800 2851
Enquiry closing Date : 22 August 2022
Enquiry closing time : 10:00 am (SAST)
Enquiry Price : Free of Charge

All enquiries during and after the tendering process shall be directed to the above Buyer as stipulated in the enquiry document MWP1489GX

COMMERCIAL



The tender/proposal shall be submitted as follows:

- ❖ One (1) complete original file;
- ❖ One (1) complete hard copy of the original file;
- ❖ An additional soft copy to be included in the submission. Hard copy take precedence over the soft copy. Tenderer will not be disqualified if they do not submit a soft copy.

Failure to submit 2 separate files of the tender (1x original tender and 1x complete hard copy of the original tender) at the tender deadline, **will result in the tenderer being declared non-responsive and will be disqualified, i.e. will not be evaluated further.**

The original and hard copy of the tender must be clearly divided into the following sections:

- Commercial (As per Commercial Tender Returnable)
- Technical (As per Technical Tender Returnable)
- Finance (As per Finance Tender Returnable)
- Quality (As per Quality Tender Returnable)
- Safety & Health (As per Safety & Health Tender Returnable)
- Environmental (As Environmental Tender Returnable)
- SD & L (As Environmental Tender Returnable)

The place for delivery of the tenders is the Eskom Tender Box, situated at the following delivery address:

Tender Office
Retail Centre
Northside, Megawatt Park
1 Maxwell Drive
Sunninghill
Sandton

Eskom will utilise the following **evaluation method** in selecting preferred Service Providers, if so required :

A responsive tender will be evaluated on the following criteria:

1. Tender Office recording and stamping of tender
2. Basic Compliance
3. Functionality (Technical Evaluation)
4. Price Evaluation
5. Quality (Contractual Requirements)
6. Safety & Health (Contractual Requirements)
7. Environmental (Contractual Requirements)
8. SD & L (Contractual Requirements)

Tender office recording and stamping of tender

Failure to:

1. submit a complete original tender and a copy of the original tender,
will render the submission as “non-responsive” and **will be disqualified**
from further evaluations.

BASIC COMPLIANCE

Failure to:

1. Meet eligibility criteria (as per 2.1 on page 4 - 5 of the RFP).
2. Submit mandatory tender returnables for evaluation (as per 1.2 on page 11 – 16 of the RFP).
3. Provide a Central Supplier Database (CSD) number (MAAA...)

will render the submission as “non-responsive” and **will be disqualified** from further evaluations

FUNCTIONALITY

The evaluation criteria applicable for this transaction under functionality criteria is on the attached Annexure J.

Criteria:	Weight
Technical/Functionality (Refer to Annexure J - Evaluation Criteria)	100%
Overall minimum threshold for qualification	70%

NB: Tenderers who do not meet the above functionality threshold of 70% will not be evaluated further.

The tenderers will be evaluated in accordance to PPPFA regulations of 2017 where the tenderers will be allocated points as per 90/10 preference point system below:

	POINTS
PRICE	90
B-BBEE STATUS LEVEL OF CONTRIBUTOR	10
Total points for Price and B-BBEE must not exceed	100

B-BEE EVALUATION

The tenderers will be allocated points as per B-BBEE status level of contribution in accordance with the table below:

B-BBEE	Number of points
1	10
2	9
3	8
4	6
5	4
6	3
7	2
8	1
Non-compliant contributor	0

TECHNICAL



Functionality Criteria for Technical Scoring and Mandatory Returnables

Functionality Criteria for Technical Scoring – Threshold is 70%

FUNCTIONALITY CRITERIA FOR TECHNICAL SCORING

1. Tenderers who do not meet the threshold of 70% for technical scoring will be disqualified.
2. The criteria for scoring is as shown in the following slides

Criteria:	Weight
KPA 1: Demonstrated experience in bulk road logistics services	25%
KPA 2: On Board tracking system on all vehicles to be contracted.	15%
KPA 3: Proof of vehicles ownership/ existing lease agreement, in the company's / owners' / shareholders' name for all vehicles to be contracted .	35%
KPA 4: Valid road worthy certificates for all vehicles to be contracted.	25%
Threshold	70%

Functionality Criteria for Technical Scoring – Annexure J

Evaluation Criteria		Proportion	Unit Measurement	Rating					
Technical	Returnable Documents			0	1	2	3	4	5
Demonstrated experience in bulk road logistics services	Reference Letters with contact details or Contracts from current/ previous clients	25%	Years	0	<0.6	≥ 0.6<1	≥ 1 < 2	≥ 2 < 3	≥ 3
On Board tracking system on all vehicles to be contracted	Certificate/ Letter of tracking system from a tracking company or service provider	15%	Compliance	No					Yes
Proof of vehicles ownership/ existing lease agreement, in the company's / owners' / shareholders' name for all vehicles to be contracted	Certified copies of vehicle ownership / existing lease agreement	35%	Compliance	No					Yes
Valid road worthy certificates for all vehicles to be contracted	Certified copies of valid road worthy certificates	25%	Compliance	No					Yes

CONTRACTUAL REQUIREMENTS



- Contractual Requirements will be applied after evaluation and will be linked to contract award
- Contractual Requirements may not necessarily be linked to the allocation of points for further scoring
- The following will form part of the Contractual Requirements:
 - Technical inspection requirements
 - SD & L requirements
 - Health and Safety requirements
 - Environmental Requirements
 - Quality Requirements

Shortlisted tenderers will be disqualified if they do not meet the contractual criteria by the date to be communicated to them by Eskom

HEALTH & SAFETY



REQUIREMENTS

- ✓ Annexure K: Acknowledgement Form for Eskom SHE Rules and other Requirements
- ✓ Health and Safety Costing
- ✓ Health and Safety Plan based on the scope/proposal
- ✓ Baseline Risk Assessment based on the scope/Activities
- ✓ COIDA – Valid letter of good standing or proof of application (Tender letter) issued by the Compensation Fund (COID)
- Department of Labour or a licensed compensation insurer.
- ✓ Company's SHE or OSHAS 18001
- ✓ Medical Fitness Certificate or Medical surveillance program
- ✓ SHE Appointments and Competency/SHE Competency (Consider scope of work, risks, SHE plan and applicability)
CVs, and qualifications / certificates e.g. First aiders, Safety officer, SHE officer, SHE Representative, HCS Controller, Incident investigator, Environmental officer (not required on a full-time basis but should be available if required)
- ✓ All Transporters must have their own fully equipped control room where monitoring of the driver behaviour shall be performed. This will be applicable at the time of contract award
- ✓ A dedicated qualified safety officer e.g. National Diploma in Health and Safety.
- ✓ Defensive driving for all drivers its requirement. No driver will be allowed to drive without a valid defensive driver training

ENVIRONMENTAL



REQUIREMENT	DETAILS
Environmental human resources responsible for implementation of environmental requirements as per the RFP scope	An organogram indicating the position that will fulfil the role of environmental management.
Environmental risk assessment	Environmental risk assessment, with environmental impacts, magnitude or significance of the impact and control or mitigation measures
Environmental costing	A detailed environmental costing to as per RFP scope.

QUALITY



REQUIREMENTS

- ✓ Completed and signed Form A (Annexure O)
- ✓ Quality Method statement based on scope.
- ✓ Quality Policy Approved by top management.
- ✓ Quality Objectives Approved by top management
- ✓ Documented information for defined roles, responsibilities and authorities
- ✓ Documented information for Control of Externally Provided Processes, Products and Services

SUPPLIER DEVELOPMENT & LOCALISATION (SD&L)



- a) An original or certified copy of sworn affidavit in the case of EME's must be submitted (affidavit must be fully completed), or
- b) An original or certified copy of B-BBEE Certificate issued by CIPC for EME's, or
- c) An original or certified copy of the B-BBEE certificate / Sworn affidavit in the case of QSE's must be submitted, or
- d) An original or certified copy of the B-BBEE certificate issued by SANAS Accredited Verification Agency must for Generic entities must be submitted, or
- e) For JV's only an original or certified copy of a Consolidated B-BBEE Certificate issued by a SANAS Accredited Verification Agency will be accepted.

SDL&I UNDERTAKINGS – ANNEXURE N

Category	Eskom's requirements
Sub-contracting	40% subcontracting to EME/QSE entities that are at least 51% owned by: (i) Black people (ii) Black people who are youth (iii) Black people who are women (iv) Black people with disabilities
Skills development: the following level of skills need to be developed: <ul style="list-style-type: none">• Skilled	<ul style="list-style-type: none">• Safety Officers - 1• Code 14 Drivers - 2
Job Creation: the following level of jobs need to be created: <ul style="list-style-type: none">• Managerial positions• Expert jobs• Skilled jobs• Unskilled jobs	Supplier should provide the number of jobs that will be created

FINANCE



PRICE EVALUATION

Calculate price points out of 90 (Price = Tendered or evaluated price) will be based on the main offer (with labour rates)

Adjudication Criteria	Max. points
$Ps = 90 \left(1 - \frac{Pt - Pmin}{Pmin} \right)$	90

Where:

- Ps = Points scored for price of the tender
- Pt = Rand value of tender
- Pmin = Rand value of lowest acceptable tender

- ✓ The latest and approved financial statement not older than 18 months after year end, as per requirements of company law, must be submitted
- ✓ Where a new company is unable to provide audited financial statements for the last 18 months they may, at the discretion of Eskom, be permitted to provide audited financial statements for the most recent twelve-month operating period.
- ✓ Tenderers must note that in the case of a joint venture or special purpose vehicle (SPV) especially formed for this tender, audited financial statements for each participant in the JV / SPV is required

LESSONS LEARNT / COMMON MISTAKES



Common mistakes by suppliers responding to RFPs

Requirements on the Request For Proposals

- Request For Proposals have **mandatory requirements for evaluation** and mandatory requirements for contracting. **Mandatory requirements for evaluation** should be submitted with the tender documents by the closing date otherwise the tender is non-responsive and it is not evaluated

Common Mistakes by tenderers

- Submitting only one original copy of their proposal and not an original and a copy (two files) as required
- E-mailing the tender documents to the Eskom representative. Tenders must be submitted as a file to the tender office
- Submitting documents that are not signed as well as submitting incomplete/not completed documents
- Submitting documents that are not relevant to the tender while omitting to submit the mandatory documents
- Tenderers submitting documents in formats that are different to the ones issued in the RFP. This may lead to errors in the re-created templates
- Tenderers not supplying mandatory documents for one enquiry because they had already submitted the information in another RFP when responding to multiple tenders
- Not checking the tender bulletin regularly for updates. The RFP's are updated from time to time before closing date and the tenderer should ensure they check for any updates before the closing date
- Sending clarification questions after the deadline has passed (deadline is 5 days before tender closure)
- Submitting tenders after closure time. Tenders close exactly on the time indicated in the RFP.
- Tenderers not attending clarification meetings(although they are not compulsory)



QUESTIONS



THANK YOU