

E1073CXMWP: Provision of Intelligent Business Process Management Tool including support and maintenance for a period of 7 years

Tender Team

31 March 2025



Agenda	Presenter
Safety and Evacuations	Tamara Mda
Introduction	Tamara Mda
Commercial	Tamara Mda
SDL&I	Rojane Qacha
Safety ,Health and Environmental (SHE)	Pumeza Mabunda
Quality	Lesego Garegare
Technical	1. Johan Scholtz 2. Skhumbuzo Gama/Tendani Silima 3. Leigh-Ann Vermaak/Kholo Motadi
Pricing: Forex	Takalani Singo
Pricing: Pricing Schedule	Rendani Nevondo
Closing	Tamara Mda

■ Content

- Point of contact
- Tender closing Date and Address
- Submission format.
- Tender Returnables
- Evaluation Method and Criteria
- Contractual requirements
- Approach to this tender (Timeline).

- Single point of contact is Tamara Mda (E-mail: MdaT@eskom.co.za/Tel 011 800 3599)
- In terms of Eskom's Corporate Policy, all questions and queries received will be answered in writing and published on both the Eskom Tender Bulletin and as well as the National etender portal. This includes questions asked during clarification session.
- It is the responsibility of the tenderer to check both the Eskom Tender Bulletin and as well as the National etender portal for questions, responses or tender updates everyday till closing date of this tender
- Closing date for clarification questions **5 working days before the deadline for tender submission** (see page 6 of the Invitation to Tender)
- Closing date to submit tender returnables is **09 April 2025**, at 10H00 South African Time.
- Tenders are to be submitted electronically via Eskom E- tendering site by the stipulated closing date and time (<https://etendering.eskom.co.za>). It is the responsibility of the supplier to ensure that the tender submission is submitted before the closing time
- **Late tenders will not be accepted.**

- The tenderer must upload the tender via Eskom Tender bulletin site on the Eskom E-tendering page. The documents need to be upload under the folder Technical, Commercial, Financial, and other.
- All documents need to be submitted in a PDF and Excel format (The limit is 50MB per file and total submission of 900MB per submissions). The price list needs to be submitted in PDF and a copy in excel format
- No Zip/condense files can be uploaded
- No hard copy will be accepted
- If for some reason you resubmit your tender, then the latest version of the tender submitted will only be accepted and all previous submission/s will be null and void.
- Please ensure that the submission status is indicated as complete.
- Supplier Help Manual guide and video can be found on Eskom E-Tendering page

- Electronic copy of the tender
- Annexures A-S
- JV documents
- Specific goals
- Contractual documents
- Proof of valid and current CSD Registration (CSD number/CSD Report)

NB: Annexure G-Tenderer is required to complete a bidders declaration (Annexure G) form indicating the Hosting requirements they are tendering for. This form must be submitted together with tender on or before the closing date of the tender. Tender will not be evaluated for that Hosting requirement option if the declaration form for that Hosting requirement is not completed and submitted on time.

Eskom reserves the right to award to the most cost-effective tender

REFER TO PAGES 12-15 of Invitation to Tender

A five (5) step evaluation process will be applied in the evaluation of the tenders as follows:

- Step 1: Basic Compliance
- Step 2: Mandatory tender returnables
- Step 3: Functionality
- Step 4: Price and preference scoring
- Step 5: Contractual requirements
- Negotiations

- Mandatory Contractual Requirement
 - Proof of valid and current CSD Registration (CSD number/CSD Report)
- Additional Contractual Requirements Supporting Evidence
 - SHE
 - Quality
 - Supplier Development, Localisation and Industrialisation (SDL&I)
- Contractual Requirements are not evaluation criteria. They will be assessed after the evaluation and ranking of the tenders. Proof that the tenderer recommended for award has met the stipulated contractual requirements must be submitted prior to contract award.
- Failure to meet stipulated Contractual Requirements by the stipulated deadlines may result in the tenderer being regarded as non-responsive and ineligible for contract award

SDL&I





SDL&I Bidders
template

Safety, Health and Environmental





SHE Returnables

Quality





Quality
Returnables

Technical



Intelligent Business Process Management Suite (iBPMS) – Technical Clarification session

Johan Scholtz and Thabo Mashegoane

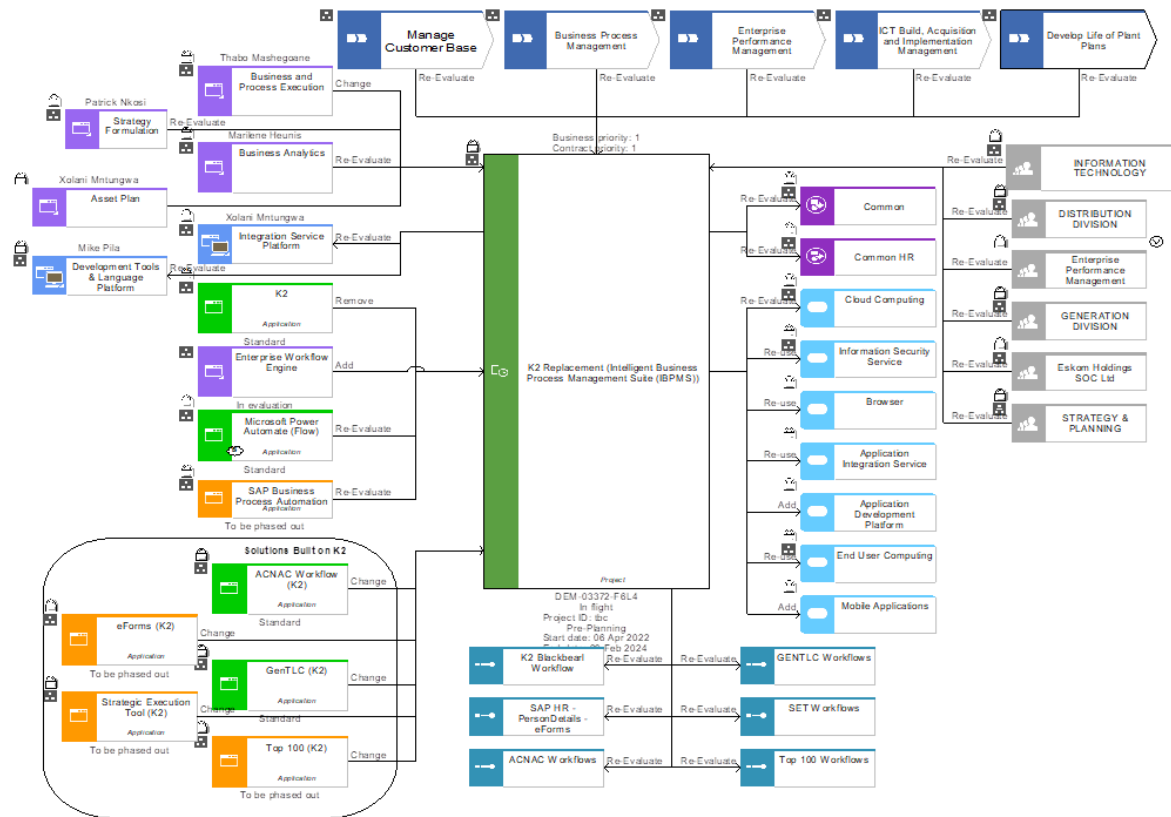
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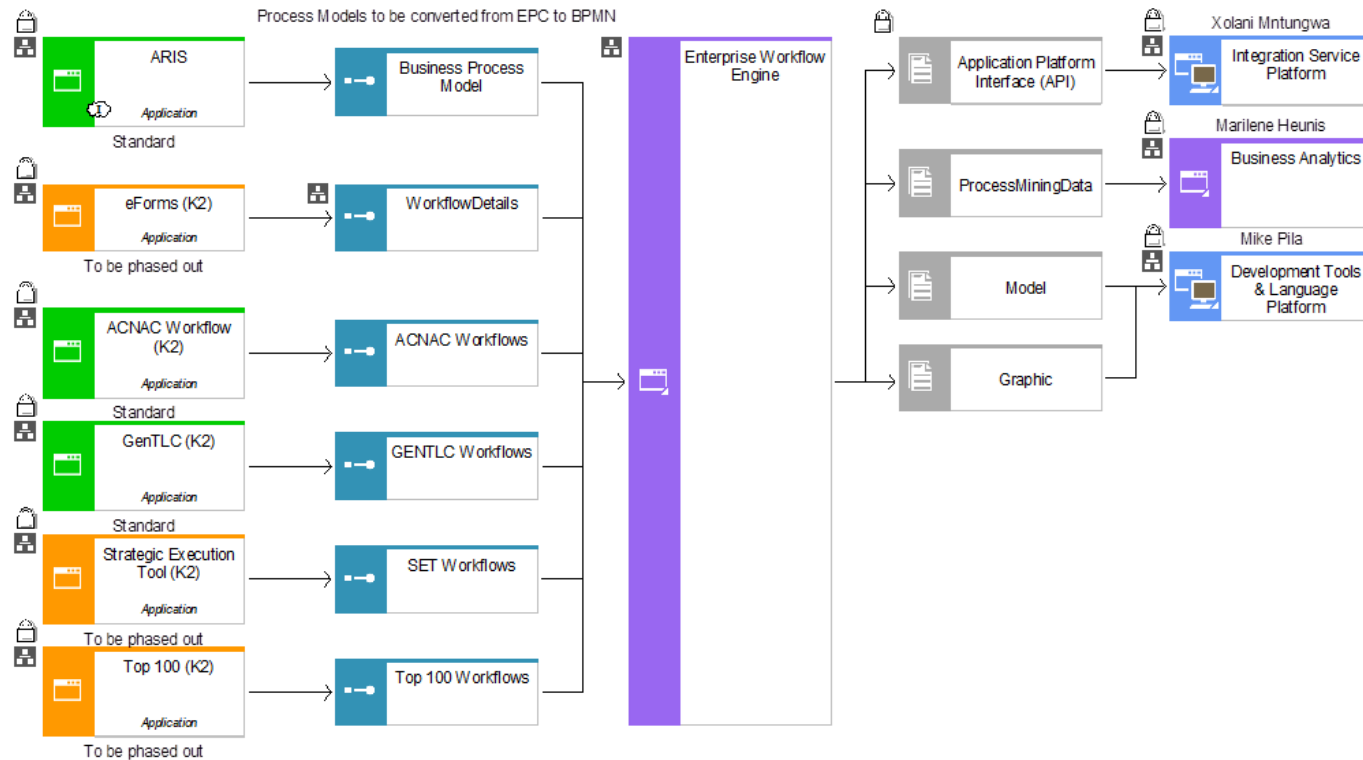


Eskom implemented K2 around 2003 as an Enterprise Workflow platform (iBPMS). The platform was used to develop numerous applications such as eForms workflows, ACNAC, GENTLC, SET, Top100 and IRCAMS. The platform was developer intensive with the requirement for specialist scarce K2 developers whenever changes are required. As per the Eskom's system lifecycle, we need to source the platform that is in the cloud, supports low code/ No code development and uses analytical information to support process management.

Approach:

- Replace the current BPA platform with a modern solution to advance Eskom's Process automation objectives.
- The Vendor is responsible for the delivery of a full end to end solution and the project within the required timelines.
- The project and solution must comply with Eskom stage gates and governance milestones and deliverables.
- A phased rollout approach with quick to market deliverables (agility) is mandatory.
- The project must be fully completed & system fully operational within twenty-four to thirty-six months of the kick-off meeting. A six-month stabilisation period must be included in this timeframe.





#	Response section	Important notes
1.	Part 1 – Functional	<ul style="list-style-type: none"> - Three responses can be given, 1. FULLY compliant, 2. PARTIALLY compliant, or 3. NO compliance. - Elaborate with more details / information, and preferably refer to the sections of your proposal in the comments column to support your responses.
2.	Part 1 – Technical evaluation	
3.	Part 1 – Integration and Testing	
4.	Part 1 – Cloud	
5.	Part 2 – Demo	This tab gives an indication of what needs to be demonstrated if the vendor meets the Part 1 threshold of 75%.

Scope Item	Description and Deliverable
Software Licensing	Provision of the necessary software licenses with maintenance & support for a 5-year period
Hosting Requirements	<p>The solution that Eskom requires could either be hosted on-premises or in the cloud.</p> <p>On-Premises</p> <ul style="list-style-type: none"> Should the solution be hosted on-premises the proposal should include infrastructure specifications and sizing, however this should not be costed since Eskom has an infrastructure provider through its hybrid contracts. Infrastructure provisioning should cater for QA, Pre-prod, Development, Production and DR. <p>Cloud</p> <ul style="list-style-type: none"> Should the solution be hosted on cloud the Eskom Azure tenant should be used for hosting the solution Cloud infrastructure provisioning for QA, Pre-prod, Development, Production and DR. Service provider to ensure provisioning is done for QA, and other environments which will be needed for development, testing, training, and go-live as and when required. Eskom is going to continue with changes as and when needed by Business so the provisioning of these environments when required is important. The solution must be platform as a service that should operate in a hybrid IT environment. Service Provider to ensure that it secures the user's or customer's consent to process their personal information. Confirm how the solution will adhere to POPI Act so that Eskom and Eskom Customer will be protected.
Solution Design	Provide BPA solution designs for approval by Group IT Architecture

Scope Item	Description and Deliverable
Solution Capabilities	<p>The BPA platform should at the minimum have the following capabilities:</p> <ul style="list-style-type: none"> Process Modeling Capability of a BPA tool to enable enterprises to model their simple and complex business processes. The platform must have a capability to also accept processes built in other modeling toolsets. Process Orchestration Capability of a BPA tool to orchestrate a complex process comprising multiple stakeholders, including humans, applications, and machines. Decision Automation Capability of a BPA tool to define business rules, recommendations, or decision automation engines, which provide guidance for making human or automated operational decisions according to business directives or policy statements Integrations Capability of a BPA tool to integrate with the application landscape of the enterprise. The product is to be able to integrate via the Eskom Architectural approved Integration Bus, (using one of the approved patterns), during the interaction with other Eskom applications. Connectors for branded off-the-shelf applications, such as CRM, ERP, SAP etc., or customized connectors for in-house-built customized applications may also be considered in certain cases. The product is to have the capability of Integration Business Service API activities to expose/consume Services to/from the Eskom Integration Services Bus. The tenderer's team is expected to contribute and participate in the Different testing preparations and executions.

Scope Item	Description and Deliverable
Solution Capabilities	<ul style="list-style-type: none">• Continuous Intelligence Continuous intelligence is a design pattern in which real-time analytics are integrated into a business operation, processing current and historical data to prescribe actions in response to business moments and other events. It provides decision automation or decision support.• Collaboration and Task Management Capability of the BPA tool to enable process stakeholders to collaborate with other stakeholders in support of achieving the desired business outcomes. Collaboration between process stakeholders may be facilitated through a variety of methods, including content-specific events related to annotations, redactions (the process of editing text for publication), or creation; real-time chat; case or process instance documents; co-browse sessions; or integration with telephony and video chat services. The platform must have capability to use email notifications.• Document Handling Capability of a BPA tool to intelligently handle documents by reading, classifying and routing them to the stakeholders. The solution should also make provision to interact where required with an enterprise document management system (OpenText).• Low-Code Workflow Automation Capability of a BPA tool to enable visual design of UI, process models and data models.

Scope Item	Description and Deliverable
Development	<ul style="list-style-type: none"> • Low Code – No Code. development of the existing solutions such as, • ACNAC (BRSF_DEM_Blackpearl K2 replacement Rev 1 26092024), and any additional change requests that might be implemented on the platform. • Top 100 (R17640130 -Group IT Technical Specification - BiTop100) • GENTLC (Workflow only) • MBSA (Workflow only) • SET (DEM-02945-X5B8_BRSC_SET system changes_Signed), • IRCAM (IRCAM GIT FRS 042022 Review-signed). • eForm (URS_eForms Portal_Final_Signed, URS_eForms Portal_Final_Signed, and URS_R17322787_eForms Invariable Views_Signed). • All current eForms.
Configuration	Configure all required functional and non-functional settings in the solution to ensure optimal and secure operations
Data Take On/Migration	<ul style="list-style-type: none"> • Data Migration is seen as part of the scope of the work and considering the complexity and volume of data to be migrated, enough time and resources should be allowed for the data migration. <p>The data migration scope of work needs to address the following:</p> <ul style="list-style-type: none"> • Data Assessment to understand the existing data formats, structures and any potential data quality issues. • Data Mapping and Transformation • Transfer data from the current systems to the new solution without loss or corruption. • Ensure data accuracy, quality and consistency (i.e data integrity) during and after the migration process. • Minimize downtime and business disruption during the migration. • Validate and reconcile migrated data to confirm successful transfer.

High level Scope



Scope Item	Description and Deliverable
Process Updates & Improvements	Updates to existing processes and integration with existing processes & systems (as required) to ensure the solution is robust, extensible and sustainable
Implementation	Implement the solution on all of the stated non-prod & production environments; Deployments into production as required (phased, agile)
Architecture Services (Functional Specifications and Detailed Design)	<p>Provide BPA solution designs for approval by Group IT Architecture</p> <p>Introduction (Architecture Services):</p> <p>The objective is to define and design various architectural components necessary for the successful implementation of the application. The Tenderer is required to render solution architect services to this project which includes making sure that Enterprise Architecture committee approval is gained before build (Physical Application Design (PAD) and again before go-live (Pre-Transfer). Sufficient time must be allowed for requirement refinement and functional design workshops, as well as the physical design (s) detailing all configurations</p> <p>Scope:</p> <p>Deliver approved functional specifications and detailed design (physical design) based on the user requirement specifications and Enterprise Architecture design guidelines and requirements provided as part of this RFP. The scope of the architecture work includes the following key areas:</p>

Scope Item	Description and Deliverable
Architecture Services (Functional Specifications and Detailed Design)	<p>Data Architecture:</p> <p>Data Architecture Scope:</p> <ul style="list-style-type: none">□ Define the data architecture, including data modelling, storage, retrieval, and data flow diagrams.□ Design data schemas, considering scalability, data integrity, and performance optimization.□ Recommend appropriate database technologies and data storage solutions based on project requirements. <p>Resource Requirement: Data/Information Architects & System Analysts</p> <p>Deliverable: Data architecture documentation and diagrams.</p> <p>Solution Architecture:</p> <p>Solution Architecture Scope:</p> <ul style="list-style-type: none">□ Collaborate with stakeholders to understand functional and non-functional requirements.□ Develop a comprehensive solution architecture that outlines the application's components, their interactions, and the overall system behaviour, while ensuring that it would be cloud native and portable across different cloud hyperscaler platforms.□ Identify key software modules, frameworks, and technologies required for the solution.□ Provide guidelines for designing and developing each module while ensuring alignment with project goals. <p>Resource Requirement: Enterprise Integration Specialist, Data/Information Architects, System Analysts, Cloud Architect, Solution Architect. Also refer to the integration scope and requirements.</p> <p>Deliverable: Integration architecture documentation and integration process flowcharts</p>

Scope Item	Description and Deliverable
Architecture Services (Functional Specifications and Detailed Design)	<p>Solution Architecture:</p> <p>Solution Architecture Scope:</p> <ul style="list-style-type: none"> □ Collaborate with stakeholders to understand functional and non-functional requirements. □ Develop a comprehensive solution architecture that outlines the application's components, their interactions, and the overall system behaviour, while ensuring that it would be cloud native and portable across different cloud hyperscaler platforms. □ Identify key software modules, frameworks, and technologies required for the solution. □ Provide guidelines for designing and developing each module while ensuring alignment with project goals. <p>Resource Requirement: Enterprise Integration Specialist, Data/Information Architects, System Analysts, Cloud Architect, Solution Architect. Also refer to the integration scope and requirements.</p> <p>Deliverable: Integration architecture documentation and integration process flowcharts.</p> <p>Technical Architecture:</p> <p>Technical Architecture Scope:</p> <ul style="list-style-type: none"> □ Define the technical infrastructure required to support the application's deployment and operation. □ Recommend hardware, network, and cloud infrastructure configurations to ensure scalability, availability, and performance. □ Specify software development tools, frameworks, and best practices to be used by the development team. □ Collaborate with internal technical stakeholders. □ Address technical constraints, such as latency, bandwidth, and system compatibility. <p>Resource Requirement: Technical Architect(s), Cloud Architect(s).</p> <p>Deliverable: Technical architecture documentation and infrastructure specifications.</p>

Scope Item	Description and Deliverable
Architecture Services (Functional Specifications and Detailed Design)	<p>Security Architecture:</p> <p>Security Scope:</p> <ul style="list-style-type: none"><input type="checkbox"/> Collaborate with internal IT Security stakeholders.<input type="checkbox"/> Identify potential security threats and vulnerabilities relevant to the application.<input type="checkbox"/> Design security measures, including authentication, authorization, encryption, and access controls.<input type="checkbox"/> Define security policies, protocols, and procedures to safeguard sensitive data and ensure compliance with relevant regulations.<input type="checkbox"/> Ensure cyber security compliance.<input type="checkbox"/> Conduct security risk assessments and propose mitigation strategies.<input type="checkbox"/> Secure by Design solution modelling and deployment in compliance to Eskom governance to be applied. <p>Resource Requirement: Security and Cybersecurity Architects/ Specialists</p> <p>Deliverable: Security architecture documentation and threat model analysis.</p>

Scope Item	Description and Deliverable
Architecture Services (Functional Specifications and Detailed Design)	<p>Integration Architecture:</p> <p>Integration Scope:</p> <ul style="list-style-type: none">□ Collaborate with internal integration stakeholders such as the Integration CoE.□ Identify and outline all the required integration points between the application and external systems, services, or APIs.□ Design data exchange formats, protocols, and communication patterns for seamless integration.□ Specify middleware or integration platforms if needed, considering performance and reliability.□ Ensure proper error handling, data consistency, and fault tolerance across integration points□ Integration Business Service API activities to expose/consume and test Services to/from the Eskom Integration Services Bus. Eskom will be responsible for the development of the Integration Services to/from the bus to the internal systems□ The tenderer's team is expected to contribute and participate in the Different testing preparations and executions <p>Resource Requirement: Enterprise Integration Specialist, Data/Information Architects, System Analysts, Cloud Architect, Solution Architect. Also refer to the integration scope and requirements.</p> <p>Deliverable: Integration architecture documentation and integration process flowcharts.</p>

Scope Item	Description and Deliverable
Architecture Services (Functional Specifications and Detailed Design)	<p>Architecture Deliverables:</p> <ul style="list-style-type: none"> <input type="checkbox"/> Design workshops with business stakeholders to clarify and define in detail business, functional and implementation requirements. <input type="checkbox"/> Comprehensive documentation for each architecture domain (Data, Solution, Technical, Security, Integration), including diagrams, flowcharts, and textual descriptions as outlined above. <input type="checkbox"/> High-level presentations to key stakeholders explaining the architecture rationale, design decisions, and benefits. <input type="checkbox"/> Collaborative sessions and design workshops with the development team to clarify and define in detail non-functional requirements and architectural concepts, and address implementation challenges. <input type="checkbox"/> Functional specifications document <input type="checkbox"/> All documents and diagrams to be submitted as digital editable copies (MS Office, MS Visio) <p>Communication:</p> <p>Regular update meetings will be held to discuss architecture deliverable progress, address concerns, and ensure alignment with project goals.</p> <p>Deliverable Acceptance Criteria:</p> <p>The architecture work will be considered successfully completed upon support/approval of the architecture documentation by both Enterprise Architecture and project stakeholders.</p> <p>Facilitate review and approval of the design as required by Eskom methodology and governance. A lead time of at least two weeks needs to be provided for in the timelines in order to allow for review and approval processes.</p> <ul style="list-style-type: none"> <input type="checkbox"/> Detailed design approved by EAAB <input type="checkbox"/> Approved functional specifications <input type="checkbox"/> Development environment ready for Build/ Configuration

Scope Item	Description and Deliverable
Integration	<ul style="list-style-type: none">• The Intelligent Business Process Management system procured is intended to interface with the systems listed. Point 2. Application Communication Diagram• Please be aware that the Eskom Integration team will do the integration activities between the Proposed solution and the other systems. The successful bidder is required to do the business services development to communicate to the Eskom Middleware.• Provide the required detail to the Eskom Integration Team to enable the design of the end-to-end solution and work closely with Eskom's Integration team.• Provide input and contribute to the Analysis, Design, Message Modelling, Unit testing, SIT testing, UAT testing and Non-Functional testing.• Provide Application Business Services that conform to the specific security and Integration standards.• Provide Application Business Services that can receive an Integration reply with a full-service response (pre-defined message structure) in case the Application is invoking an Integration Web Service.• Provide Application Business Services that can communicate via One-Way or Two-Way certificate (SSL/TLS) to secure the channel.• Provide Application Business Services that support Basic Authentication for Web Services, Database or SFTP for Authentication security.• Provide Application Business Service with the capability to distinguish between Technical and Business error and handle each one in a separate manner.• The application must have the capability of secure communication when exposing the services via the business services

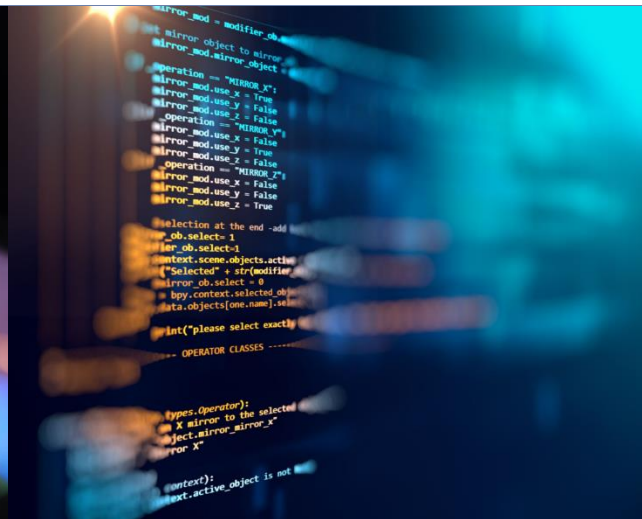
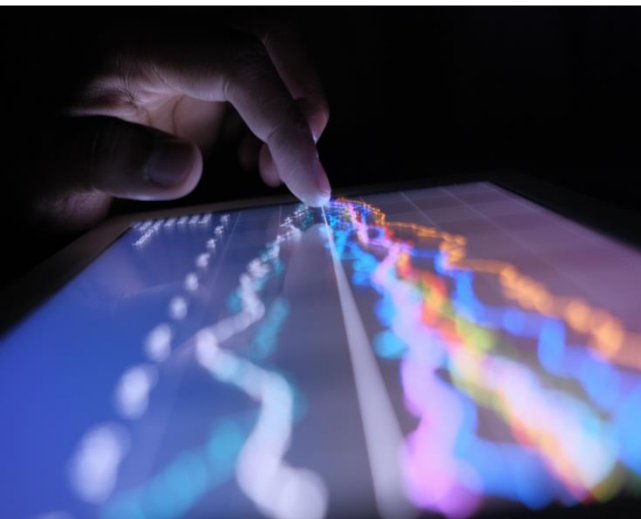
Scope Item	Description and Deliverable
Testing	<ul style="list-style-type: none">• The solution will undergo comprehensive testing following Eskom's standards to ensure its completeness and authenticity.• All testing (including unit testing) must be performed within Eskom's test management systems,<ul style="list-style-type: none">▪ Application Lifecycle Management (ALM),▪ LoadRunner (for performance testing), and▪ Unified Functional Tester (UFT).• The implementation team must coordinate with the testing team to ensure sufficient time is allocated for testing, and that all testing activities are incorporated into the project schedule.• The following test phases and milestones must be completed:<ul style="list-style-type: none">▪ Unit Testing (Development Environment);▪ System Integration Testing & Functionality Testing (QA Environment);▪ User Acceptance Testing (Pre-Prod Environment)▪ Non-Functional/Performance Testing (Pre-Prod Environment);▪ Disaster Recovery Testing. <p>The testing team must adhere to the Testing Centre of Excellence (TCoE) standard document provided as part of the RFP documentation.</p>

Scope Item	Description and Deliverable
Human Change & Communication Management	<p>Prepare all internal stakeholders and employees for the adoption of the new solution.</p> <ul style="list-style-type: none"> • Develop the change/communications management strategy & plan and share with key project stakeholders. • Empower and capacitate the change champions & the divisional technical workgroups (change network) with adequate information to successfully drive alignment on the expectations of the project. • Develop communication material (e.g roadmap; stakeholder engagement presentations; training communications; quick reference guides; go-live communications). Should include security awareness training on NIS stated under the Security Scope of work. • Assess the effectiveness of the change/communications management strategy and respond to the issues being raised.
End User Training	<ul style="list-style-type: none"> • End User Training at all levels as required. Classroom-based and/or web-based training is required. Refer BRS for full requirements.
Eskom Support Staff Training	<ul style="list-style-type: none"> • Support Staff Training. Knowledge transfer of assigned Eskom staff through all stages of the project lifecycle and using a defined skills transfer program. Classroom-based and/or web-based training is also required. Training must be for both Eskom Users and Eskom technical staff. At least two technical resources must be certified on a toolset
Stabilisation	<ul style="list-style-type: none"> • A Pilot site will be established to ensure all bugs and errors are attended to as they arise. This will ensure most of the business scenarios can be experienced in real life. • Once the solution is fully implemented in production a six-month stabilisation period is required by the Vendor. During this time Vendor must develop the monthly reports that will be submitted to Eskom reporting on the SLA metrics achieved

Scope Item	Description and Deliverable
Support and Maintenance	<ul style="list-style-type: none"> • Ensure SLA is concluded and includes all SLA metrics / requirements. SLA kicks in during the stabilisation period and thereafter. • During this time Vendor must develop the monthly reports that will Monthly reporting of SLA metrics achieved. Contract will be drawn up with penalties for not meeting SLA metrics. • SLA to be drawn up such that Eskom reserves the right to terminate the contract and/or apply penalties if service quality levels are repeatedly not met and if issues encountered induce long term service disruptions.
Change Control	<p>Project change control refers to the changes in project scope, time, and cost. Changes will follow the process below:</p> <ul style="list-style-type: none"> • Changes must be approved by the requester, business owner, project manager, and project sponsor. • Approved changes must be noted in steering committee minutes and scope document must be compiled and signed off. • Depending on the scale of the change, other approvals external to the project may be required. Guidance in this regard will be provided by Eskom. <p>Failure to carry out any of the following will not constitute a scope, time or cost change request.</p> <ul style="list-style-type: none"> • Failure to execute on an instruction that later creates a delay because the instruction was not adhered to • Delays due to poor coordination and planning by the tenderer with internal and/or external Stakeholders. • Delays due to poor communication by the tenderer with internal and/or external Stakeholders and/or through not involving the correct stakeholders from beginning of the project and/or not getting stakeholder buy in upfront & throughout. • Delays due to the as-is analysis not being properly accomplished. • Delays due to requirements not being understood and correctly implemented. • Delays due to tenderer created rework (for example rework caused by poor quality reviews, and potentially creating a delay) • Delays created by tenderer by not troubleshooting, not identifying root causes and not fixing.

Scope Item	Description and Deliverable
Change Control	<p>Failure to carry out any of the following will not constitute a scope, time or cost change request (continue)</p> <ul style="list-style-type: none"> • Delays due to non-availability of Eskom key staff as a result of poor tenderer planning. • Delays due to rework because of poor quality or not delivering on all requirements. • Delays to inadequate staffing or non-productive staffing by the tenderer • Delays due to not having segregated development and testing teams.
Project Management Activities, Responsibilities & Deliverables as Stipulated.	<p>Deliver project documentation required by the Eskom Group IT Product Delivery. This includes but is not limited to:</p> <ul style="list-style-type: none"> • Detailed integrated schedule for both Phase 1 (Core) and Phase 2 implementations. • Regular update meetings to discuss project progress, address concerns, and ensure alignment with project goals. • Weekly progress reports. • Provide information required by Eskom team members to facilitate governance of the project and its deliverables. • Integrate the current application support teams into the project delivery team. • Deliverable Breakdown Structure indicating all fixed cost deliverables with the cost of each deliverable and the total cost of all deliverables. • Payment milestones will be agreed with Vendor at contract time but will be based on completed signed off milestones only which are aligned to agreed baseline schedule (schedule submitted as part of Tender documents will be used as guideline). • Payment schedule forecast and actuals tracking against the forecast. • Delivery Acceptance Certificates with supporting documents. • Project Management documents e.g project management plan, project close-out report.

APPENDIX



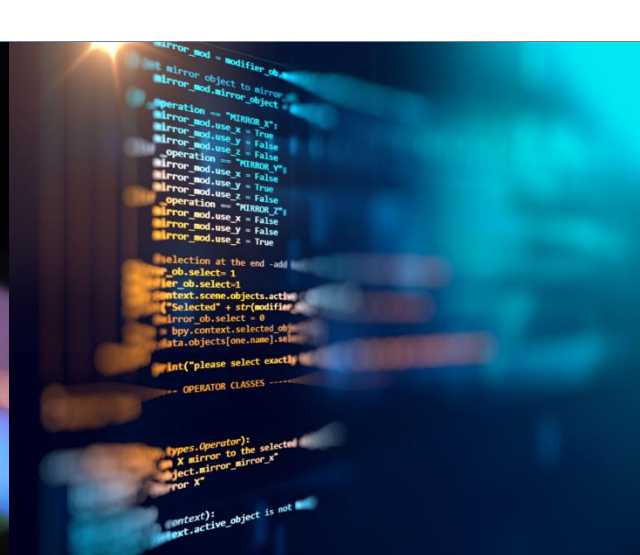
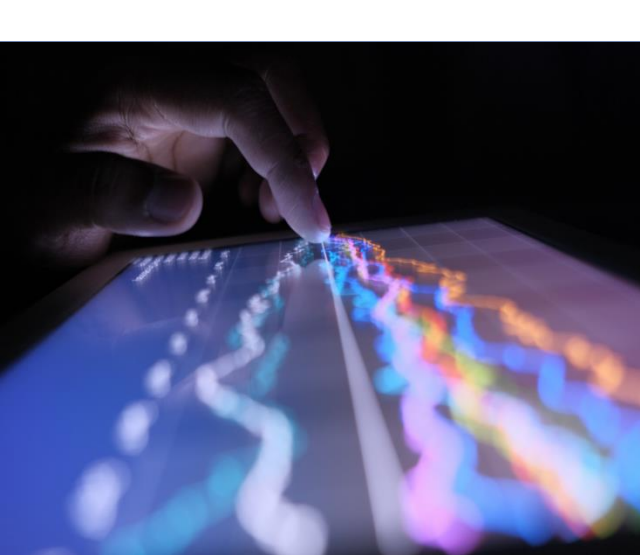
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eForms / Top 100 KPI's / Strategic Execution Tool (SET)

Industrial Relations Chairperson Allocation Management (IRCAM)

Generation Technical Life Cycle (GenTLC) (Workflow – ONLY)

Maintenance Basis Standardisation Application (MBSA) (Workflow – ONLY)



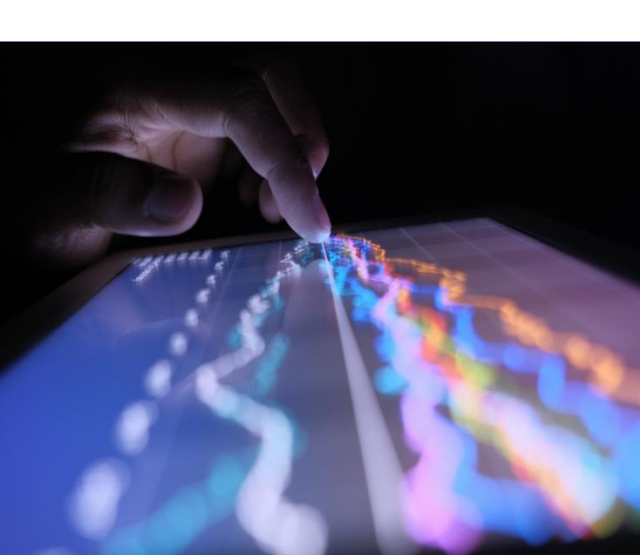
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- Electrification process of customer requests
- Landing portal
- Input forms
- Workflow approvals
- Rules and conditions govern approvals
- Dashboards and reports
- Integration to other applications
- Automatic creation of letters
- Support → configurations and changes

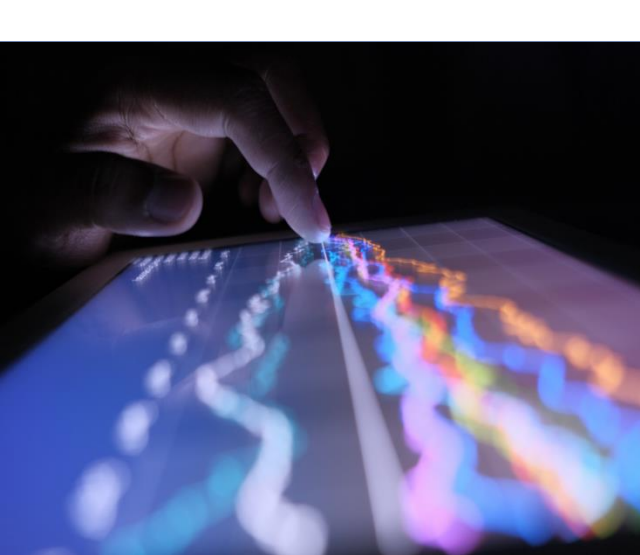
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Maintenance Basis Standardisation Application (MBSA) (Workflow – ONLY)



- Manual forms → Electronic forms
- Landing portal
- Electronic forms
- Workflow approvals
- Rules and conditions govern approvals
- Reports
- Integration to other applications
- Automatic creation of letters
- Support → configurations and changes

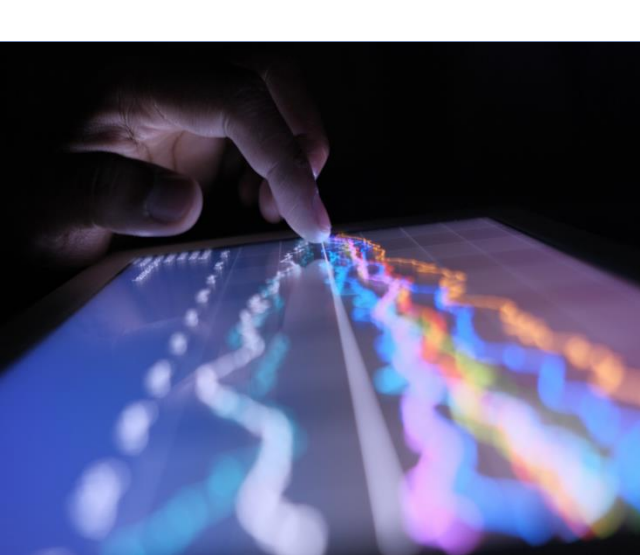
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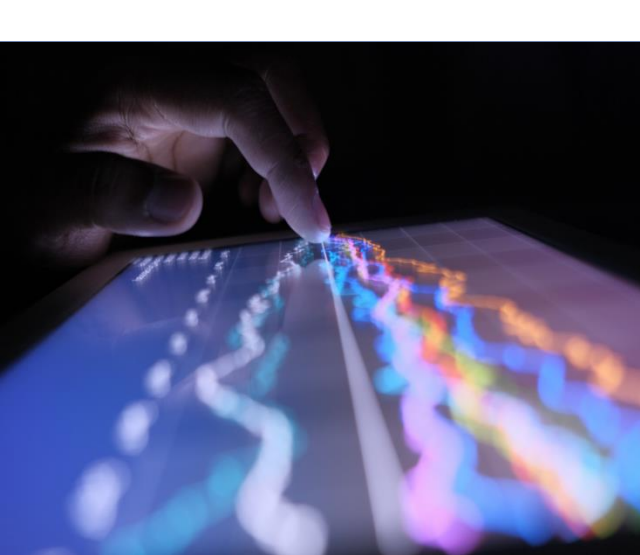
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- Workflow approvals
- Rules and conditions govern approvals
- Integration to other applications

Pricing: Forex



Eskom Requirements regarding any Importation



If the tenderer is importing goods/services :

- The exchange rates to be used for the tender must be the exchange rate as published on the South African Reserve Bank website (www.resbank.co.za) on the date that the tender was advertised.
- Foreign Currency and Foreign currency amounts must be clearly indicated on the pricing schedule provided in the tender.
- Exchange Rate variation/adjustment **cannot** be part of any CPA formula
- The tenderer is to confirm with Eskom **BEFORE** tender close whether the foreign currency to be used by them is acceptable to Eskom
- Any Bonds and/or Guarantees must be through Eskom Treasury approved institutions

For the payment of the import Goods/Services, tenderers are required to select one of the following Eskom payment methods:

➤ Payment Method 1A

Eskom makes a payment in foreign currency directly overseas to a nominated foreign beneficiary.

Proof of importation will be required.

➤ Payment Method 1B

Eskom will pay a local supplier in foreign currency into a local CFC (Customer Foreign Currency) bank account.

However:

- Eskom will require documentary evidence of the approval application made to the Reserve Bank and the official response from the Reserve Bank. (response from Reserve Bank must be on a SARB on SARB's letterhead. NO copy and paste).
- The commercial (overseas) invoice and a local tax invoice required to be submitted at time of payment request. The foreign currency amounts on both invoices must be the same. **Eskom will not pay profit in foreign currency.**
- **The tenderer must be the direct importer.**
- **Eskom requires proof of importation**

➤ Payment Method 2

- This is a ZAR based payment linked to an exchange rate movement.
- Eskom will hedge the exposure and payment to the supplier will be done at the spot rate of exchange at which Eskom sells the forward cover in the market.
- Tenderers will have to provide a letter of stating that they will not take out forward cover.
- Tenderers are required to apply for approval to use this payment method via the Procurement Practitioner **PRIOR** to tender close. If approval is not sought prior to tender close, Eskom will then apply Payment Method 1A.
- **Proof of importation will be required.**
- **The tenderer must be the direct importer**

- Fixed ZAR contract
- Fixed in terms of exchange rate movement..
- Eskom will allow the tenderer to hedge the exchange rate movement by means of forward cover. **(This means that the supplier takes the foreign currency and/or exchange rate risk for the full exposure of the contract)**

However:

- Eskom will require that a simultaneous exercise is done to ensure that the exchange rates for the tenderer's forward cover is market related.
- Proof of importation will be required.

- **Important Notice:**
- If the contracting party sources from a local supplier, then the pricing to Eskom must be in ZAR
- If the contracting party sources from a local supplier, where the local supplier is the importer, the pricing to Eskom must be in ZAR – with no link to any foreign currency or exchange rate movement.



Provision of Intelligent Business Process Management Tool including support and maintenance for a period of 7 years

Pricing: Pricing Schedule





Pricing Schedule



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Thank You