

	<b>Strategy</b>	<b>Generation Engineering</b>
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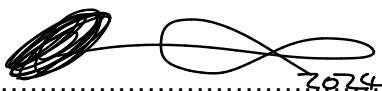


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## **1. INTRODUCTION**

It is crucial for Eskom to ensure that the service providers tendering for the Supply, Transportation, Erection and Dismantling of Scaffolding and Insulation Material for Fossil Fired Power Stations possess the necessary competence and capacity to effectively execute the scope of work.

The method and criteria to be used for the evaluation of the tenders/proposals received will be set in this document.

## **2. SUPPORTING CLAUSES**

### **2.1 SCOPE**

This document covers the tender technical evaluation strategy to be followed for the procurement process of the services for the Supply, Transportation, Erection and Dismantling of Scaffolding and Insulation Material for Fossil Fired Power Stations.

#### **2.1.1 Purpose**

The purpose of this tender technical evaluation strategy is to define the Mandatory Evaluation Criteria, Qualitative Evaluation Criteria, Factory Assessment Criteria and TET members responsibilities for tender technical evaluation.

The technical evaluation strategy serves as the basis for the tender technical evaluation process.

#### **2.1.2 Applicability**

This document shall apply to the Generation fossil fired Power Stations, including commercial units on the new build power stations.

## **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] Occupational Health and Safety Act 85 of 1993 (OHS-Act)
- [2] Construction Regulation (2014)
- [3] ISO 9001: Quality Management Systems.
- [4] SANS 1445-All Parts: Thermal insulation materials for industrial applications
- [5] SANS 10085-1: The design, erection, use and inspection of access scaffolding.
- [6] 240-105658000: Supplier Quality Management Specification
- [7] 240-168966153: Tender Technical Evaluation Procedure
- [8] 474-13396: Technical Scope of Work for the Supply Transportation Erection and Dismantling of Scaffolding and Insulation Material.
- [9] 474-13297: Technical Specification for the Maintenance and Outage Repair Services for Boiler Pressure Parts and High-Pressure Pipework of Fossil Fired Power Stations.
- [10] 240-56239129: High Energy Pipework Standard for Eskom Power Plants
- [11] 240-56247004: Thermal Insulation Standard

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## 2.2.2 Informative

[12] 240-58513670: Corrective and Preventative Action Management Work Instruction Occupational Health and Safety Act 85 of 1993 (OHS-Act)

## 2.3 DEFINITIONS

Definition	Description
Forced Outage	An unforeseen event that disrupts the state of a component, disrupts the provision of services and creates unforeseen changes to the outage planning process.
Maintenance	Repair and replacement of components to ensure the reliable operation of the plant and conformance to statutory requirements.
Outage	An Outage is a state of a component that is unable to perform its required function. An outage can be either planned or forced.
Planned Outage	Planned outages shall include all maintenance repair projects with sufficient lead time to allow them to be accomplished on a non-emergency basis and all capital and renovation projects which require outages during construction.
Contractor	Service provider contracted for supplying specific service to Eskom Holdings business unit.
Employer	Eskom Holdings business unit.
Employer Representative	Any person appointed in writing by Employer as the delegated Employer representative.

### 2.3.1 Disclosure Classification

**Confidential:** the classification given to information that may be used by malicious/opposing/hostile elements to **harm** the objectives and functions of Eskom Holdings Limited.

## 2.4 ABBREVIATIONS

Abbreviation	Description
NCR	Non-Conformance Record
SOW	Scope of Work

## 2.5 ROLES AND RESPONSIBILITIES

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

The Technical Evaluation Team (TET) members shall ensure compliance with this document during tender evaluations.

## 2.6 PROCESS FOR MONITORING

Technical tender evaluation audits/independent reviews (as and when needed) by duly appointed personnel to ensure that tender evaluations were conducted in compliance to the technical requirements specified in this document and Technical Evaluation Procedure 240-48929482.

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## 2.7 RELATED/SUPPORTING DOCUMENTS

Refer to paragraph 2.2 above.

## 3. TENDER TECHNICAL EVALUATION STRATEGY

### 3.1 TECHNICAL EVALUATION THRESHOLD

Qualitative technical evaluations (desktop and site assessment) will be conducted when a tenderer has met all mandatory requirements in Table 3. The minimum weighted final score (threshold) required for a tender to be considered from a technical perspective is 80% for each of desktop and site assessment reviews.

**Note:** If the Eskom technical evaluation team has scored the Service Provider  $\geq 80\%$  Phase 1 (desktop assessment), Eskom will proceed with Phase 2 (site assessment). If the technical evaluation team has scored Phase 1 less than 80%, the Eskom technical evaluation team will not proceed with Phase 2 (site assessment) and the Service Provider will be immediately classified as Technically unacceptable.

### 3.2 TET MEMBERS

The core technical evaluation team that will be reviewing the Supply, Transportation, Erection and Dismantling of Scaffolding and Insulation Material for Fossil Fired Power Stations Procurement process will consist of the team members in table 1 (in-line with Technical Evaluation Procedure 240-48929482).

**Table 1: Core TET Members**

TET number	TET Member Name	Designation
1 - Core	Siyabonga Mahaye	Middle Manager Outage Execution
2 - Core	Moeletsi Masoga	Senior Supervisor: Maintenance
3 - Core	Maropeng Seshoka	Senior Supervisor: Maintenance
4 - Core	Johannes Falatse	Chief Advisor: Maintenance
5 - Core	Segomotso Choche	Chief Advisor: Outages
6 - Core	Sabelo Mnguni	Manager Outage Execution

The part time/support team member shall be required to fill in a technical evaluation form, if their names are marked as mandatory (X), next to a criterion. The part time/support team member may not be required to fill in a technical evaluation form if their names are marked as optional (O) next to a criterion but shall assist the main members where necessary. During the evaluations, if any TET member evaluates an optional criterion, that criterion shall be evaluated for all tenders by that TET member. Optional/Part Time TET members are in table 2 below:

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**Table 2: Optional/Part Time TET Members**

TET number	TET Member Name	Designation
7 - Optional	Msizi Ngcoya	Mechanical Maintenance Manager
8 - Optional	Lebo Serekwa	Senior Consultant: Engineering
9 - Optional	Aluwani Maumela	Senior Engineer: Engineering

### 3.3 MANDATORY TECHNICAL EVALUATION CRITERIA 0

The information listed in table 3 below must be included in the tender submission. Failure to supply the information will result in automatic disqualification of the tenderer. There will not be any clarification sought or submission of information after the closing date of this tender. No preconceived information / knowledge will be considered by the TET members. All information considered as relevant by the tenderer must be submitted by the closing date of this tender.

**Table 3: Mandatory Technical Evaluation Criteria**

	Mandatory Technical Criteria Description	Reference to Technical Specification / Tender Returnable	Motivation for use of criteria
1.	The tenderer must have experience in the scaffolding erection and installation of insulation (lagging and cladding) for a minimum combined period of greater or equals to 36 months.	Schedule of Submittals: Tender Technical Returnable.	<ol style="list-style-type: none"><li>1. The reference work demonstrates the tenderer's capability to execute the works.</li><li>2. The tenderer must provide a reference list of relevant projects and / work as per the provided template.</li><li>3. The list must show the experience in the scaffolding erection and installation of insulation (lagging and cladding) for a minimum combined period of greater or equals to 36 months.</li></ol>

All TET members shall independently evaluate and score each Mandatory Evaluation Criteria for each tenderer in accordance with the table 3 above:

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### 3.4 QUALITATIVE TECHNICAL EVALUATION CRITERIA (PHASE 1)

During the tender evaluations the following table 4 shall be used by the TET members to score each criterion on a scale of 0 to 5.

**Table 4: Qualitative Evaluation Criteria**

Score	Percent (%)	Definition
5	100	<b>COMPLIANT</b> <ul style="list-style-type: none"> <li>Meet technical requirement(s) AND;</li> <li>No foreseen technical risk(s) in meeting technical requirements.</li> </ul>
4	80	<b>COMPLIANT WITH ASSOCIATED QAULIFICATIONS</b> Meet technical requirement(s) with; <ul style="list-style-type: none"> <li>Acceptable technical risk(s) AND/OR;</li> <li>Acceptable exceptions AND/OR;</li> <li>Acceptable conditions.</li> </ul>
2	40	<b>NON-COMPLIANT</b> <ul style="list-style-type: none"> <li>Does not meet technical requirement(s) AND/OR;</li> <li>Unacceptable technical risk(s) AND/OR;</li> <li>Unacceptable exceptions AND/OR;</li> <li>Unacceptable conditions</li> </ul>
0	0	<b>TOTALLY DEFICIENT OR NON-RESPONSIVE</b>
Note 1: The scoring table does not allow for scoring of 1 and 3.  Note 2: Foreseen acceptable and unacceptable risk(s), exceptions and conditions shall be unambiguously defined in the relevant Tender Technical Evaluation Strategy		

The technical evaluation criteria consist of two phases (desktop and site assessment) with two levels each of criteria as seen in Tables 5 and 6. As per the procedure a clarification shall be required if an evaluators score falls 1 point outside the average which equates to 20% outside the average scoring. The following table 5 indicates the qualitative technical evaluation criteria that shall be used by the technical tender evaluation team.

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**Table 5: Phase 1 Qualitative Technical Evaluation Criteria: Desktop Assessment**

	Qualitative Technical Criteria Description		Reference to Technical Specification / Tender Returnable	Criteria Sub Weighting (%)	Criteria Weighting (%)
Levels of Criteria				L2	L1
1.	Technical Capability				30
	1.1	Design of specialised scaffolding:  Provide details and proof of the designs of specialised scaffolding structure, erection drawings (signed) and valid engineering certification.	Number of Designs  ≥5 Designs = 5 3-4 Designs = 4 2 Designs = 2 <2 Designs = 0	40	
	1.2	Provide details and proof of the designs and erect scaffolding to a minimum height of 80m, including hanging scaffolding and platforms.	Number of Designs  ≥5 Designs = 5 3-4 Designs = 4 2 Designs = 2 <2 Designs = 0	30	
	1.3	Method Statements and Safe Work Procedure. Provide previous method statement of the following for outages or maintenance and / or construction.  1.3.1 Scaffolding 1.3.2 Insulation 1.3.3 Cladding 1.3.4 Confined spaces 1.3.5 Working at heights 1.3.6 Asbestos handling	Number of Method statements (minimum one for each category)  5-6 categories = 5 3-4 categories = 4 2 categories = 2 <2 categories = 0	30	
2.	Project Management				15
	2.1	Project plan/schedule:  Integrated level 2 programme for previous project	Number of Activities for one program  >200 Activities = 5	40	

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			120-199 Activities = 4 80-119 Activities = 2 <80 Activities = 0		
	2.2	Project risk assessment and mitigation for previous project.  2.2.1 Scaffolding 2.2.2 Insulation 2.2.3 Cladding 2.2.4 Confined spaces 2.2.5 Working at heights 2.2.6 Asbestos handling	Number of Risk Assessments (minimum one for each category)  5-6 categories = 5 3-4 categories = 4 2 categories = 2 <2 categories = 0	<b>40</b>	
	2.3	Resource Plan: 2.3.1 Head office organogram 2.3.2 Site organograms for previous project	Number of resources:  >300 resources = 5 150-299 resources = 4 80-149 resources = 2 <80 = resources 0  (Score each item separately and calculate an average final score, thereafter, align the overall score according to table 4 i.e. to the nearest 0,2,4 or 5 with median rounded to the higher next number)	<b>20</b>	
<b>3.</b>	<b>Industry Involvement</b>				<b>20</b>
	3.1	3.1.1 Proof of years involved in the scaffold erection (list of works executed over the period).  3.1.2 Proof of years involved in the lagging and cladding insulation (list of works executed over the period)	>7 years = 5 5 -7 years = 4 3 years = 2 <3 years = 0  (Score each item separately and calculate an average final score, thereafter, align the overall score according to table 4 i.e. to the nearest 0,2,4 or 5 with median rounded to the higher next number).	<b>60</b>	

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	3.2	<p>Training and certification of personnel at accredited training facility:</p> <p>3.2.1 Working at heights.</p> <p>3.2.2 Scaffold erectors</p> <p>3.2.3 Scaffold inspection</p> <p>3.2.4 Insulation (Lagging and Cladding)</p>	<p>&gt;10 personnel for each skill = 5</p> <p>6 to 8 personnel for each skill = 4</p> <p>&lt;6 personnel for each skill = 2</p> <p>Non responsive = 0</p> <p>(Score each item separately and calculate an average final score, thereafter, align the overall score according to table 4 i.e. to the nearest 0,2,4 or 5 with median rounded to the higher next number)</p>	<b>20</b>	
	3.3	<p>Accreditation, management, and disposable of Asbestos.</p> <p>Provide valid certificate issued by the Department of Employment and Labour.</p>	<p>Valid certificate = 5</p> <p>No valid certificate = 0</p>	<b>20</b>	
<b>4.</b>	<b>Materials Management</b>				<b>20</b>
	4.1	<p>Provide proof of stock holding or acquired or hiring of scaffolding material.</p>	<p>&gt;1500 tons = 5</p> <p>1401 to 1500 tons = 4</p> <p>1300 to 1400 tons = 2</p> <p>&lt;1300 tons = 0</p>	<b>60</b>	
	4.2	<p>4.2.1 Provide proof of sourcing of insulation material (list of suppliers).</p> <p>4.2.2 Provide details of quantities ordered in the past 3 years.</p> <p>4.2.3 Proof of previous purchase orders in the past 3 years.</p>	<p>3 submissions = 5</p> <p>2 submissions = 4</p> <p>1 submission = 2</p> <p>No submission = 0</p> <p>(Score each item separately and calculate an average final score and round it off to the nearest 0,2,4,5)</p>	<b>40</b>	

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<b>5.</b>	<b>Experience of Key Personnel</b>				<b>15</b>
	5.1	Provide CV's of the key personnel available to do scaffolding and insulation work: 5.1.1 Site manager 5.1.2 Supervisor 5.1.3 Safety officer 5.1.4 Quality officer 5.1.5 Scaffolding section leader 5.1.6 Cladding erector	Related/relevant years of experience of each personnel: >7 years = 5 5 - 7 years = 4 3 years = 2 <3 years = 0  (Score each item separately and calculate an average final score, thereafter, align the overall score according to table 4 i.e. to the nearest 0,2,4 or 5 with median rounded to the higher next number)	<b>70</b>	
	5.2	Provide CV and proof of professional registration of Competent person to design and certify the erected scaffolding before use.	Related/relevant years of experience: >7 years = 5 5 - 7 years = 4 3 - 5 years = 2 <3 years = 0  (Score each item separately and calculate an average final score, thereafter, align the overall score according to table 4 i.e. to the nearest 0,2,4 or 5 with median rounded to the higher next number)	<b>30</b>	
					<b>Total = 100</b>

**Note:** All TET members shall independently evaluate and score each Qualitative Evaluation Criteria for each tenderer in accordance with the table 4 above.

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**Table 6: Phase 2 Qualitative Technical Evaluation Criteria: Site Assessment**

	Qualitative Technical Criteria Description		Reference to Technical Specification / Tender Returnable	Criteria Sub Weighting (%)	Criteria Weighting (%)
Levels of Criteria				L2	L1
1.	Workshop Facilities				50
	1.1	Proof of workshop/site workshop capacity to develop and manufacture cladding with following minimum equipment (physical review of each equipment):  1.1.1 Bending machine. 1.1.2 Guillotine 1.1.3 Basic handtools 1.1.4 Workbenches 1.1.5 Lifting equipment	Number of equipment  ≥5 equipment = 5 3-4 equipment = 4 2 equipment = 2 <2 equipment = 0  (Score each item separately and calculate an average final score and round it off to the nearest 0,2,4,5)	100	
2.	Materials Management: Scaffolding				40
	2.1	Provide physical proof of stock holding or acquired or hiring of scaffolding.	>1500 tons = 5 1401 to 1500 tons = 4 1300 to 1400 tons = 2 <1300 tons = 0	100	
3.	Materials Management: Insulation				10
	3.1	Provide physical proof of stock holding or acquired insulation material.	100% = 5 0% = 0	100	
					Total = 100

**Note:** All TET members shall independently evaluate and score each Qualitative Evaluation Criteria for each tenderer in accordance with the table 4 above:

If the technical evaluation team has scored Phase 2 less than 80%, then the Service Provider will be immediately classified as Technically unacceptable.

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### 3.5 TET MEMBER RESPONSIBILITIES

Key: O = Optional  
X = Mandatory

**Table 7: TET Member Responsibilities**

Mandatory Criteria Number	TET 1	TET 2	TET 3	TET 4	TET 5	TET 6	TET 7	TET 8	TET 9
1	X	X	X	X	X	X	O	O	O
Qualitative Criteria Number	TET 1	TET 2	TET 3	TET 4	TET 5	TET 6	TET 7	TET 8	TET 9
Desktop Assessment	TET 1	TET 2	TET 3	TET 4	TET 5	TET 6	TET 7	TET 8	TET 9
1.1	X	X	X	X	X	X	O	O	X
1.2	X	X	X	X	X	X	O	O	X
1.3	X	X	X	X	X	X	O	O	O
2.1	X	X	X	X	X	X	O	O	O
2.2	X	X	X	X	X	X	O	O	O
2.3	X	X	X	X	X	X	O	O	O
3.1	X	X	X	X	X	X	O	O	O
3.2	X	X	X	X	X	X	O	O	O
3.3	X	X	X	X	X	X	O	O	O
4.1	X	X	X	X	X	X	O	O	O
4.2	X	X	X	X	X	X	O	O	O
5.1	X	X	X	X	X	X	O	O	O
5.2	X	X	X	X	X	X	O	O	X
Site Assessment	TET 1	TET 2	TET 3	TET 4	TET 5	TET 6	TET 7	TET 8	TET 9
1.1	X	X	X	X	X	X	X	O	O
2.1	X	X	X	X	X	X	X	O	O
3.1	X	X	X	X	X	X	X	O	O

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### 3.6 FORESEEN ACCEPTABLE / UNACCEPTABLE QUALIFICATIONS

It is anticipated that various risks, exceptions and conditions will be identified during the clarification and negotiation process. Each of those risks will be considered and evaluated individually to determine whether they are acceptable, unacceptable or whether suitable mitigation measures can be agreed upon.

#### 3.6.1 Risks

**Table 8: Acceptable Technical Risks**

Risk	Description
1.	

**Table 9: Unacceptable Technical Risks**

Risk	Description
1.	

#### 3.6.2 Exceptions / Conditions

**Table 10: Acceptable Technical Exceptions / Conditions**

Risk	Description
1.	

**Table 11: Unacceptable Technical Exceptions / Conditions**

Risk	Description
1.	

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#### 4. AUTHORISATION

This document has been seen and accepted by:

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Segomotso Choche	Chief Advisor: Outages
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#### 6. DEVELOPMENT TEAM

The following people were involved in the development of this document:

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#### 7. ACKNOWLEDGEMENTS

None.

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