

MPKRI10527GX - CLARAFICATION

1. Invitation to tender refers to reverse auction, please advise if reverse auction is applicable to this tender

Yes, reverse e-auction is applicable

2. Please advise, clarify the reverse auction process should it be applicable

Please note that the process of Procurement for this purchase is via the Reverse E Auction Platform. Therefore, no prices may be submitted.

Suppliers who are evaluated successfully against basic compliance, submission of Mandatory Documentation and/or indicated Pre-qualification criteria (where applicable) will be invited to the live Auction event.

3. Please clarify the statement on mandatory technical evaluation criteria statement 1 "The tenderer must be an approved agent for each component in appendix B or on the scope and provides proof that of being an OEM reseller for at least 3 years"
 - As per parts list the list of material is supplied by various OEM manufacturers examples table below, please advise if the employer is expecting the tenderer to acquire an approved OEM agent letter from each component supplier, as this would not be possible as many OEM suppliers of the individual components have local representation already within south African borders

If the tenderer is not an OEM representative for the component/s then they must provide their respective agreement between local OEM representative of the individual components. As part of the agreement the local agent/OEM representative must indicate the typical stock level as well as the minimum stock.

This agreement is required so the tenderer can provide the following services which must also be indicated on the agreement letter:

- **Indicate that the warranty on the components will be honoured by the OEM if the productive is supplied to the employer by the tenderer**
- **The tenderer who will supply the product will be trained by the local representative of the OEM on the product to become a value adding reseller and therefore indicating channels of obtaining technical support.**
- **Servicing of the product is available locally**
- **The tenderer must be trained to service the components**

4. Please clarify in relation to stock to be held by the tenderer locally- certain parts are stock off the shelf items held by local OEM distributors, other components such as transmitters Pressure, Mass flow and Vortex flow transmitters manufactured by Yokogawa and Rosemount have extremely long lead times from 12-14 weeks is it expected that the tenderer must hold the stock within south Africa as there is a cost to which the tenderer must bear should this occur, is the tenderer expected to hold stock of long lead items for the duration of the contract with the expectation that it will ever be required by the end user.

The objective of the contract is to address the long lead time challenge, the tenderer must propose solutions to meet the stipulated 4 weeks delivery time.

5. There are components within the parts list specified specifically for this application hence these items are manufactured specifically per order, is it the employers intention to place that risk on the tenderer by holding these items for long durations over the course of the contract.

Items which are specialised for the use within the power plant design, these items will be purchased and made stock items hence there's no need for the tenderer to keep stock locally

6. As the stock items listed in the scope are on an as and when required basis is it the end users intention to purchase the balance of the stock prior to the end of the contract should there be stock items that were not purchased during the contract.

Items which are specialised for the use within the power plant design, these items will be purchased and made stock items hence there's no need for the tenderer to keep stock locally

7. In the Invitation to tender, Table 4: Qualitative Technical Evaluation Criteria on page 15 of 62, points 4.2 and 4.3, Eskom are asking:
 - Provide ATL certificate to prove that the H2 dryer and H2 skid electrical & electronic components/equipment to be supplied are Ex-rated
 - Drawings and data sheets of equipment/components to be provided (The Supplier will supply any additional information such as brochure, general arrangement drawing, certificates, detailed specification)

Some of these required documents are proprietary to the OEM (intellectual property) for these plants and the OEM will not share it. In order to know what we can share with Eskom, we need more specific details as to what documents are required for what spares. In your statement above '.....additional information such as.....' are very generic and not specific as to what is required. For example: for one part we may be able to share the GA, but for another part we may not be able to share the GA, but maybe the brochure.

- **All Ex rated equipment must be certified and certificates provided**
- **The tenderer must indicate which intellectual property information is excluded from the technical requirements stated on the tender technical evaluation strategy.**
- **The tenderer must indicate which components the supply of a GA will be a concern.**
- **The detail specification will be limited to what is applicable to the detail required by the user to ensure correct application of the item in the process**