

	Strategy	Boiler Plant Engineering
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1. INTRODUCTION

This document establishes the technical evaluation strategy for the evaluation of suppliers that will be tendering in response to request for replacement of boilers 1 to 5 (supply and delivery and removal and installation) air heater element packs at Tutuka Power station. This technical evaluation strategy includes a detailed scope of works and qualitative technical evaluation criteria. Technical evaluation criteria list all the key aspects that will be used to adequately assess submitted returnables in order to find a suitable supplier to render the services required. Furthermore, it will ensure transparency in the evaluation process as per the requirements set out in the Generation Tender Engineering Evaluation Procedure (240-168966153) [1].

2. SUPPORTING CLAUSES

2.1 SCOPE

The scope is for the replacement of boilers 1 to 5 air heater element packs at Tutuka Power Station.

2.1.1 Purpose

The purpose of this tender technical evaluation strategy is to define the technical evaluation criteria both Mandatory and Qualitative and technical evaluation team (TET) member responsibilities for tender technical evaluation. The technical evaluation strategy serves as basis for the tender technical evaluation process.

2.1.2 Applicability

This document applies to Tutuka Power Station.

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] 15ENG GEN-3206: Scope of Work for Replacement of Boilers 1 to 5 Air Heater Element Packs
- [2] 240-168966153: Generation Tender Technical Evaluation Procedure
- [3] 240-106628253: Standard for Welding Requirements on Eskom Plant
- [4] 32-1034: Eskom Procurement and Supply Chain Management Procedure
- [5] 32-1033: Eskom's Procurement and Supply Chain Management Policy
- [6] 240-53665024: Engineering Quality Manual
- [7] QM58: Eskom's Quality Requirements

2.2.2 Informative

- [8] ISO 9001: Quality Management Systems.

2.3 DEFINITIONS

2.3.1 Classification

Controlled Disclosure: Controlled Disclosure to external parties (either enforced by law, or discretionary).

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2.4 ABBREVIATIONS

Abbreviation	Description
QCP	Quality Control Plan
TET	Technical Evaluation Team

2.5 ROLES AND RESPONSIBILITIES

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

2.6 PROCESS FOR MONITORING

Not applicable

2.7 RELATED/SUPPORTING DOCUMENTS

Not applicable

3. TENDER TECHNICAL EVALUATION STRATEGY

3.1 TECHNICAL EVALUATION THRESHOLD

The minimum weighted final score (threshold) required for a tender to be considered from a technical perspective is 70%.

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3.2 MANDATORY TECHNICAL EVALUATION CRITERIA

Table 1: Mandatory Technical Evaluation Criteria

	Mandatory Technical Criteria Description	Reference to Technical Specification / Tender Returnable	Motivation for use of Criteria
1.	None	N/A	N/A

3.3 QUALITATIVE TECHNICAL EVALUATION CRITERIA

Table 2A: Qualitative Technical Evaluation Criteria for supply

	Qualitative Technical Criteria Description	Reference to Technical Specification / Tender Returnable	Criteria Weighting (%)	Criteria Sub Weighting (%)
1.	Tenderer to demonstrate ability to supply the air heater element packs. This is through tenderer's ownership workshop or workshop lease agreement and manufacturing equipment and tools to execute the works.	Returnables: Provide proof of supplier or principal of agent has own workshop or workshop lease agreement and equipment and tools to manufacture element packs. A utility bill/ statement is acceptable proof of own workshop. 100% (5): Proof of own workshop or lease agreement and list including pictures including pictures of equipment and tools for manufacturing element packs 40% (2): Proof of own workshop or lease agreement but with no list including pictures of equipment and tools for manufacturing element packs 0% (0): No submission	25	
2.	Tenderer to demonstrate through verifiable reference list of at least 3 previous purchase orders for supply of air heater element packs to Eskom or other companies within the last 5 years.	Returnables: Provide a list of previous purchase orders/contracts for supply of air heater element packs completed by the company/supplier within the last 5 years. Include contact details (contact person and contact number for each order/contract). 100% (5): List with 3 or more purchase orders for air heater element packs in the last 5 years	25	

		• 80% (4) List with 2 purchase orders for supply of air heater element packs in the last 5 years • 40% (2) List with 1 purchase order for supply of air heater element packs in the last 5 years • 0% (0): No submission		
3.	Tenderer to demonstrate ability to package and preserve the air heater element packs for storage.	Returnables: Provide detailed procedure for packaging and preserving air heater element packs for storage. • 100% (5): Detailed procedure for packaging and preserving air heater element packs for storage • 40% (2): Procedure for packaging and preserving the air heater element packs not detailed • 0% (0): No procedure for packaging and preserving air heater element packs for storage	20	
4.	Provide lead times for delivery of first set of air heater element packs from previous purchase order. This should include a breakdown of activities (with durations) to be carried out from the time a purchase order is placed.	Returnables: Provide an approved delivery schedule indicating expected lead times from a previous purchase order/ contract. • 100% (5): Lead time ≤ 12 weeks with a schedule of activities • 80% (4): Lead time > 12 weeks & ≤ 18 weeks with a schedule of activities • 40% (2): Lead time > 18 weeks & ≤ 24 weeks with a schedule of activities • 0% (0): Lead time > 24 weeks or no lead time provided	20	

5.	Tenderer to demonstrate ability to carry out quality control in manufacturing of air heater element packs and to compile data books.	Returnables: Completed comprehensive QCP's and data book from previous manufacturing of air heater element packs. • 100% (5): Detailed QCP's and data book from previous manufacturing and supply of air heater element packs • 80% (4): Detailed QCP's without data book from previous manufacturing and supply of air heater element packs • 40% (2): Undetailed QCP's and data book from previous manufacturing and supply of air heater element packs • 0% (0): No QCP's and data book from previous manufacturing of air heater element packs.	10	
TOTAL			100	

Table 3B: Qualitative Technical Evaluation Criteria for services

(Removal & installation)

	Qualitative Technical Criteria Description	Reference to Technical Specification / Tender Returnable	Criteria Weighting (%)	Criteria Sub Weighting (%)
1.	Tender to demonstrate ability to meet Eskom welding requirements through accreditation to ISO3834 Standard	Returnables: Proof of certification • 100% (5): Copy of ISO3834 certificate submitted • 80% (4): Copy of letter from certification authority indicating successful completion of certification	20	

		process but waiting for ISO3834 certificate 0% (0): No copy of ISO3834 certificate or letter indicating successful completion of certification process		
2.	Tenderer to demonstrate previous experience of removal and installation of air heater element packs through verifiable reference list of at least 3 previous purchase orders/ contracts for removing and installing air heater element packs within the last 5 years.	Returnables: Proof of previous experience 100% (5): List with 3 or more purchase orders/ contracts for removal and installation of air heater element packs 80% (4): List with 2 purchase orders/ contracts for removal and installation of air heater element packs 40% (2): List with 1 purchase order/ contract for removal and installation of air heater element packs 0% (0): No submission	20	
3.	Tenderer to demonstrate ability of key personnel and their experience to carry out the removal and installation of air heater element packs.	Returnables: List of key personnel and their experience (CV's)	25	
3.1	Site Manager	100% (5): 5 years of experience in replacing air heater element packs 80% (4): 4 years of experience in replacing air heater element packs 40% (2): 3 years of experience in replacing air heater element packs 0% (0): Less than 3 years of experience in replacing air heater element packs		20

3.2	Supervisors (a list of at least 2 supervisors)	• 100% (5): 5 years of experience in replacing air heater element packs • 80% (4): 4 years of experience in replacing air heater element packs • 40% (2): 3 years of experience in replacing air heater element packs • 0% (0): Less than 3 years of experience in replacing air heater element packs		40
3.3	Artisans (fitters, boilermakers, welders, riggers) (a list of at least 4 artisans)	• 100% (5): 3 years of experience in replacing air heater element packs for all the 4 artisans • 80% (2): 3 years of experience in replacing air heater element packs for all the 4 artisans • 40% (2): 1 year of experience in replacing air heater element packs for all the 4 artisans • 0% (0): Less than 1 year of experience in replacing air heater element packs for all the 4 artisans		40
4.	Tenderer to demonstrate ability to execute the scope of work (removal and installation of air heater element packs) within agreed durations.	Returnables: Provide an approved execution schedule for scope of work. • 100% (5): Execution duration of 30 days • 80% (4): Execution duration of 31 days to 40 days • 40% (2): Execution duration of 41 days to 45 days • 0% (0): Execution duration > 45 days	20	
5.	Tenderer to demonstrate ability to carry out quality control in replacement (removal and	Returnables: Completed comprehensive QCP from previous	15	

	installation) of air heater element packs	replacement of air heater element packs. • 100% (5): Comprehensive QCP from previous replacement of air heater element packs. • 40% (2): QCP from previous replacement of air heater element packs not comprehensive • 0% (0): No QCP from previous replacement of air heater element packs.		
Total			100	

3.4 TET MEMBER RESPONSIBILITIES

Table 4: TET Member Responsibilities

Mandatory Criteria Number	TET 1	TET 2	TET 3	TET 4
N/A				
Qualitative Criteria Number	TET 1	TET 2	TET 3	TET 4
1	X	X	X	X
2	X	X	X	X
3	X	X	X	X
4	X	X	X	X
5	X	X	X	X

3.5 FORESEEN ACCEPTABLE / UNACCEPTABLE QUALIFICATIONS

3.5.1 Risks

Table 5: Acceptable Technical Risks

Risk	Description
1.	Proof of lease workshop and equipment and tools for manufacturing air heater element packs
2.	Copy of letter from certification authority indicating successful completion of certification process but waiting for ISO3834 certificate
3.	The supplier has at least 1 purchase order for supply and at least 1 purchase order for removal and installation of air heater element packs
4.	
5.	
6.	
7.	

Table 6: Unacceptable Technical Risks

Risk	Description
1.	Supplier or agent has no own workshop or lease agreement and no manufacturing equipment and tools
2.	Supplier or agent has no previous supply purchase orders/ contracts for air heater element packs
3.	Supplier or agent has no procedure for packaging and preserving air heater element packs
4.	Lead time > 24 weeks
5.	No QCP and data book from previous manufacturing of air heater element packs.
6.	No ISO 3834 accreditation
7.	

3.5.2 Exceptions / Conditions

Table 7: Acceptable Technical Exceptions / Conditions

Risk	Description
1.	N/A
1.	
2.	
3.	
4.	
5.	
6.	

Table 8: Unacceptable Technical Exceptions / Conditions

Risk	Description
1.	N/A
2.	
3.	
4.	
5.	
6.	
7.	

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