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|  | <b>Strategy</b> | <b>Majuba Power Station</b> |
|---|-----------------|-----------------------------|

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|---|---|---|---|
|  |  |  |  |
| <b>Z Shandu</b>   | <b>S Masango</b>  | <b>N Mthembu</b>  | <b>S Buthelezi</b>  |
| <b>Senior Supervisor</b>  | <b>Senior Engineer</b>  | <b>Auxiliary Maintenance Manager</b>  | <b>Auxiliary Engineering Manager</b>  |
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## **1. INTRODUCTION**

An open enquiry invite will be issued for interested participants in the tender process for the Tender Technical Evaluation Strategy for Auxiliary Maintenance Cranes, Hoist and Lifting Equipment. This document sets out the method and criteria that will be used to evaluate the tenderers that will result from this open enquiry invitation.

## **2. SUPPORTING CLAUSES**

### **2.1 Scope**

This strategy defines the technical tender evaluation strategy for Auxiliary Maintenance Cranes, Hoist and Lifting Equipment. The scope of the work is described as "Part C3 Scope of Work" as per the NEC contractual documentation template.

#### **2.1.1 Purpose**

The purpose of this tender technical evaluation strategy is to define the Mandatory Evaluation Criteria, Qualitative Evaluation Criteria and 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 strategy document applies to the Maintenance and Mechanical engineering support team working on the statutory legal governance & compliance to cranes, hoist and lifting equipment inspections as per the regulation.

#### **2.1.3 Effective date**

Document is effective from the authorised date.

## **2.2 Normative/Informative References**

The maintenance and mechanical engineering team using this document shall apply the most recent edition of the documents listed in the following paragraphs.

### **2.2.1 Normative**

- [1] ISO 9001 Quality Management Systems
- [2] 240-48929482: Tender Technical Evaluation Procedure.
- [3] 32-1034: Eskom Procurement Policy

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## 2.2.2 Informative

Majuba Power Station Inspections- Scope of Work

## 2.3 Definitions

None.

### 2.3.1 Classification

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

## 2.4 Abbreviations

| Abbreviation | Explanation                   |
|--------------|-------------------------------|
| TES          | Technical Evaluation Strategy |
| TET          | Technical Evaluation Team     |
| PS           | Power Station                 |

## 2.5 Roles and Responsibilities

As per 240-48929482: Tender Technical Evaluation Procedure.

## 2.6 Process for Monitoring

Not applicable.

## 2.7 Related/Supporting Documents

Refer to Section 2.2

## 3. TENDER TECHNICAL EVALUATION STRATEGY

### 3.1 Technical Evaluation Method

To be eligible for evaluation, the tenderer shall meet all the mandatory technical requirement.

The evaluation of tenders will be based on the tenderer's ability to meet the requirements specified in the **Majuba Power Station Scope of Work for Auxiliary Maintenance Cranes, Hoist and Lifting Equipment**. A weighed score card approach will be used to evaluate the technical compliance of the tenders against the Employer's requirements.

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- The minimum weighted final score (threshold) required for a tender to be considered from a technical perspective is 70%. Should no Contractor meet the minimum threshold of 70% Eskom reserves the right to negotiate and/or consider Contractors that obtained between 65% and 69%.
- If any technically unacceptable deviations or exclusions are listed in the tender, the tender will be deemed as an alternative tender and considered to be non-responsive and it shall not be evaluated. No alternative tenders are allowed. If no technical deviations are mentioned in the tender, it will be assumed that the *Contractor* shall fully comply with the scope of work.
- If the tender returnable are not provided the scoring for the specific criteria shall be zero. If the mandatory requirements are not submitted the tender shall be seen as non-responsive.

The scoring method will be as follows:

| <b>SCORE</b> | <b>PERCENTAGE</b> | <b>DESCRIPTION</b>   |
|--------------|-------------------|--|
| 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 QUALIFICATIONS</b> <ul style="list-style-type: none"> <li>• Meet technical requirement(s) with.</li> <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 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>   |

The evaluation scores will be weighted as follows according to disciplines:

| <b>Mandatory Technical Criteria</b>   |           |
|---|-----------|
| Mandatory Technical   | Statutory |
| <b>Qualitative Technical Criteria (100%)</b>  |           |
| Comprehension of Scope<br>Relevant Experience<br>Equipment<br>Organogram<br>CVs of Key Personnel<br>Quality and Assurance | 100%      |
| <b>Total Technical Evaluation (100%)</b>  |           |
| <b>Overall minimum threshold for qualification (70%)</b>  |           |

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### **3.2 Technical Evaluation Threshold**

The minimum weighted final score (threshold) required for a tender to be considered from a technical perspective is 70%. Technical evaluation will be done by the member listed on table below:

### **3.3 TET Members**

**Table 1: Core TET Members**

| <b>TET number: Section to be evaluated</b> | <b>TET Member Name</b> | <b>Designation</b>            |
|--|------------------------|-------------------------------|
| TET 1: Auxiliary Maintenance               | Zwile Shandu           | Senior Supervisor Mechanical  |
| TET 2: Auxiliary Maintenance               | Ntobeko Mthembu        | Auxiliary Maintenance Manager |
| TET 3: Engineering                         | Sinothi Buthelezi      | Auxiliary Engineering Manager |

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### 3.4 Mandatory Technical Evaluation Criteria

The tenderer must fulfill the following requirements to qualify for review.

**Table 2: Mandatory Technical Evaluation Criteria**

|   | Mandatory Technical Criteria Description | Reference to Technical Specification / Tender Returnable   | Motivation for use of Criteria                           |
|---|--|--|--|
| 1 | Legal Governance                         | Department of labour (DOL) registration in terms of regulation 19 of the OHS Act as a Lifting Machinery Entity (LME)<br>ECSA Professional Registration Certificates<br>Qualifications of Lifting Machinery Inspector | Legislative Compliance (Mandatory/Statutory requirement) |

### 3.5 Qualitative Technical Evaluation Criteria

**Table 3: Qualitative Technical Evaluation Criteria**

|       | Qualitative Technical Criteria Description  | Reference to Technical Specification / Tender Returnable | Criteria Weighting (100%) | Range  |
|-------|---|--|---------------------------|--|
| 3.5.1 | <b>Comprehension of Scope</b>   |  | <b>35%</b>                |  |
|       | Describe a typical method statement for the scope of work. The method statement(s) shall(s) clearly provide details of the methodology/assessment works that will be adopted for execution of the scope of work.<br><br>The following items must be met at a minimum important level <ul style="list-style-type: none"> <li>Typical define scope with reference to experience on similar scope of work</li> </ul> | Method statement   |                           | Submission of no method statement  |
|       |   |  |                           | The method statement is unsatisfactory and does not accurately reflect the project's requirements or its scope of work |
|       |   |  |                           | The method statement is compatible with the project's scope  |

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|              |   |   |            |  |
|--------------|---|---|------------|--|
|              | <p>methodology/ description of the approach maintenance strategy to adopt for improving maintenance of cranes, hoists and lifting equipment.</p> <ul style="list-style-type: none"> <li>Plant/equipment that will be utilized for the inspections and execution of scope.</li> <li>Typical resource responsibilities</li> </ul>   |   |            | A thorough method statement illustrates the capacity to execute the scope well beyond the minimal requirements   |
| <b>3.5.2</b> | <b>Relevant Experience</b>  |   | <b>15%</b> |  |
|              | <p>Relevant history and experience of company:<br/>The bidder must offer a list of traceable references and completion certificates that sufficiently demonstrate that the bidder has successfully completed three or more contracts in the previous ten (10) years covering the scope of work at Eskom or any other Eskom business units. Provide previous Load test certificate signed nor acknowledge by the client.</p> | <p>A list of previously accomplished tasks with comparable scope and references, including completion certificates/letters. Load test certificates.</p> |            | <p>Not provided or less than three Project references submitted of similar related or unrelated nature</p> <p>One or more completed projects of similar nature</p> <p>submitted with proof of completion. One load test certificate for each project listed above.</p> <p>Two or more completed projects of similar nature submitted with proof of completion. Two load test certificates for each project listed above.</p> <p>Three or more completed projects of similar nature submitted with proof of completion. Three load test certificates for each project listed above.</p> |

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|       |  |  |            |   |
|-------|--|--|------------|---|
|       |  |  |            |   |
| 3.5.3 | <b>Equipment</b>   |  | <b>10%</b> |   |
|       | <p>Plant and equipment availability for project execution:</p> <p>A list of the plant and equipment that will be utilized to conduct the work, along with a statement from the tenderer regarding the availability of the necessary owned or rented plant and equipment. These may include testing apparatus such as waterbags, calibration instruments,</p> | <p>Proof of ownership /certification</p>           |            | No submission was received  |
|       |  |  |            | The provision of inventory of the tools, machinery, and equipment to be utilized that do not cover the scope.   |
|       |  |  |            | The provision of a comprehensive inventory of the tools, machinery, and equipment to be utilized <b>without</b> proof of ownership and availability.  |
|       |  |  |            | The provision of a comprehensive inventory of the tools, machinery, and equipment to be utilized, as well as the <b>availability</b> of the owned or hired plant and equipment. Equipment load test certificate or OEM certificate. |
| 3.5.4 | <b>Organogram</b>  |  | <b>10%</b> |   |
|       | <p>Organogram</p> <ul style="list-style-type: none"> <li>The organizational structure of the primary Consultant's</li> </ul>   | <p>Organogram with outline Succession planning</p> |            | No organogram   |

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|              |  |  |            |   |
|--------------|--|--|------------|---|
|              | <p>key individuals must be submitted by the tenderer</p> <ul style="list-style-type: none"> <li>The organogram should include all people on the scope of work Manager, LMI Technician, crane Technician, Semi skill and Safety Officer</li> <li>It should be stated how the tasks and responsibilities will be divided in the event of an association, joint venture, or consortium</li> </ul>   |  |            | Organogram do not fit the scope of works                                    |
|              |  |  |            | Complete Organogram without resource names included                         |
|              |  |  |            | Comprehensive organogram, including names of resources                      |
| <b>3.5.5</b> | <b>CVs of Key Personnel</b>  |  | <b>20%</b> | Grading per personnel   |
|              | <p>Key Resource Requirements:<br/>SA qualifications to be accompanied by SAQA certificate of evaluation or accreditation with approved authorities.<br/>CV containing details of work experience and valid references as proof of experience.<br/>The designation(s), responsibilities or projects, and durations of the relevant experience must be clearly outlined including the contacts details of the references.<br/>ECSA Professional Registered individual with mechanical engineering background as a (LMIs)<br/>Trade test certificates</p> <p>Minimum requirements are as follows:</p> <ul style="list-style-type: none"> <li>LMI Technician with a minimum of five (5) years relevant experience &amp; at least one Technician with a wireman's license registered with the Department of Labor in South Africa that allows an</li> </ul> | <p>Relevant Qualifications<br/>Each person on the Organogram scope of work CV will be graded separately, and the sum of all people score will be the total points score.</p> |            | Not submitted,  |
|              |  |  |            | Required personnel has the relevant qualifications but no experience        |
|              |  |  |            | Required personnel has the relevant qualifications but lacks the experience |
|              |  |  |            | Required Personnel has the relevant qualification and experience            |

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|              |  |  |             |   |
|--------------|--|--|-------------|---|
|              | <p>electrician to legally perform electrical work and issue Certificates of Compliance</p> <ul style="list-style-type: none"> <li>• Manager with a minimum of five (5) years of experience in cranes, hoist or lifting equipment with Diploma in engineering (Mechanical/Electrical)</li> <li>• Safety officer with a minimum of three (3) years' experience as a safety officer with relevant qualification</li> <li>• Crane Technician with a minimum of three (3) years with relevant qualification (Trade Test)</li> </ul> <p>Demonstrate the availability of the <b>proposed resources</b> to meet the tenderer's proposed key dates,</p> |  |             |   |
| <b>3.5.6</b> | <b>Quality and Assurance</b>   |  | <b>10%</b>  |   |
|              | Share action items from previous compliance audits. Action register or quality management process action register and close out confirmation from Department of Labour/Eskom representative.   | Compliance letter with ISO 90001 requirements. |             | Action item not provided  |
|              |  |  |             | Action item provided and proof of Compliance submitted                              |
|              |  |  |             | Project program/schedule Provided but not addressing full details of scope of works |
|              |  |  |             | Complete Project program/schedule addressing scope of work                          |
| <b>TOTAL</b> |  |  | <b>100%</b> |   |

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### 3.6 TET Member Responsibilities

**Table 4: TET Member Responsibilities**

| Mandatory Criteria Number   | TET 1 | TET 2 | TET 3 |
|-----------------------------|-------|-------|-------|
| 1                           | X     | X     | X     |
| Qualitative Criteria Number | TET 1 | TET 2 | TET 3 |
| 3.5.1                       | X     | X     | X     |
| 3.5.2                       | X     | X     | X     |
| 3.5.3                       | X     | X     | X     |
| 3.5.4                       | X     | X     | X     |
| 3.5.5                       | X     | X     | X     |
| 3.5.6                       | X     | X     | X     |

### 3.7 Foreseen Acceptable / Unacceptable Qualifications

#### 3.7.1 Risks

**Table 5: Acceptable Technical Risks**

| Risk | Description               |
|------|---------------------------|
| 1.   | Hiring of minor equipment |

**Table 6: Unacceptable Technical Risks**

| Risk | Description   |
|------|---|
| 1.   | Exclusion of Professional Registration Certificates of key personnel allocated to perform specified works |
| 2.   | Exclusion of a project specific schedule  |
| 3.   | Exclusion of proof/record of completed projects of similar scope with traceable references                |
| 4.   | Contractor hiring all the required equipment  |
| 5.   | Insufficient information supplied on the submitted datasheets   |
| 6.   | Method statement insufficient   |

#### 3.7.2 Exceptions / Conditions

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**Table 7: Acceptable Technical Exceptions / Conditions**

| Risk | Description |
|------|-------------|
| 1.   | N/A         |

**Table 8: Unacceptable Technical Exceptions / Conditions**

| Risk | Description   |
|------|---|
| 1.   | Contractor' technical submission does not address entire scope required |

#### 4. Acceptance

This document has been seen and accepted by:

| Name              | Designation                   |
|-------------------|-------------------------------|
| Zwile Shandu      | Senior Supervisor Mechanical  |
| Sipho Masango     | Senior Engineer               |
| Ntobeko Mthembu   | Auxiliary Maintenance Manager |
| Sinothi Buthelezi | Auxiliary Engineering Manager |

#### 5. Revisions

| Date           | Rev. | Compiler     | Remarks     |
|----------------|------|--------------|-------------|
| September 2025 | 1    | Zwile Shandu | First Issue |

#### 6. Development Team

The following people developed this document:

- Zwile Shandu
- Sipho Masango
- Ntobeko Mthembu
- Sinothi Buthelezi

#### 7. Acknowledgements

Sipho Masango expert advice on mechanical & electrical guidance

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