

Title: **LITHIUM-ION PHOSPHATE
BATTERIES TENDER
TECHNICAL EVALUATION
CRITERIA**

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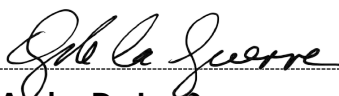
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1. Introduction

This report has been developed to set the standard technical evaluation criteria to be used when evaluating tender submissions for Lithium-ion Phosphate Batteries to be used within Eskom's Transmission business.

The report defines the 'Mandatory', 'Technical Qualitative', 'Factory Evaluation' and 'Deemed Offer Risk(s)' criteria that will be used to evaluate responses to the enquiry for Lithium-ion Phosphate Batteries.

The technical evaluation criteria and scoring are set out in detail within this report.

2. Supporting clauses

2.1 Scope

2.1.1 Purpose

The report provides the technical evaluation criteria relating to a commercial request for proposal for the manufacture at works, testing, quality assurance, delivery to site or Eskom stores, off-loading, installation, commissioning, development of training material and provision of training for Lithium-ion Phosphate Batteries to be used within Eskom's Transmission business. This document covers the criteria and scoring Eskom intends to use to evaluate the tenders for Lithium-ion Phosphate Batteries.

2.1.2 Applicability

This document shall apply throughout Eskom Transmission Division.

2.2 Normative/informative references

2.2.1 Normative

- [1] 240-170000103_1, Technical Schedule A&B for Lithium-ion Phosphate (LFP) Batteries.
- [2] 240-170000103, Lithium-ion Phosphate (LFP) Batteries Standard.
- [3] IEC 62619:2017, Secondary cells and batteries containing alkaline or other non-acid electrolytes – Safety requirements for secondary lithium cells and batteries, for use in industrial applications.
- [4] IEC 62620:2014, Secondary cells and batteries containing alkaline or other IEEE-1613, Communication networking devices in electrical power substations, IEEE, Latest.
- [5] IEC 1632-1: 2005, Batteries Part 1: General information – Definitions, abbreviations and symbols
- [6] SANS 10108:2014, The classification of hazardous locations and the selection of apparatus for use in such locations
- [7] SANS 10119:2011, Reduction of explosion hazards presented by electrical equipment – Segregation, ventilation and pressurization
- [8] SANS 60086-4:2016, Safety of Lithium batteries

2.2.2 Informative

- [9] 240-61182045, Maintenance Engineering Standard for batteries and chargers
- [10] 240-89797258, The safe handling, transportation and disposal of cells, batteries and electrolyte
- [11] 240-56177186, Battery Room Standard
- [12] 240-56176852, Essential Power Supplies for Power Stations Standard
- [13] 240-118870219, Standby power systems topology and autonomy for Eskom
- [14] 240-56362221, Standard for safety signs used in DC applications

2.3 Definitions

2.3.1 General

Definition	Description
Cosmetics	Requirements related to visual appearance and technical specifications, where non-compliance can be accepted, based on a waiver of low risk of non-performance of the system.
End user	The term "end-user" is used to distinguish the person who will work with the goods or services from individuals who are involved in other stages of the development, production and distribution
Eskom evaluation team	The persons appointed by Eskom to perform the evaluation of tender submissions in line with Eskom's requirements.
Normative	Documents that shall be read in conjunction with this report and are binding on tenderers.

2.3.2 Disclosure classification

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

2.4 Abbreviations

Abbreviation	Description
CV	Curriculum Vitae
EMC	Electromagnetic compatibility
Eskom	Eskom Holdings SOC (Ltd)
FAT	Factory Acceptance Test
OEM	Original Equipment Manufacturers
SAT	Site Acceptance Test
TEC	Technical Evaluation Criteria

2.5 Roles and responsibilities

It is proposed that:

- Eskom Transmission shall utilise this document as the basis for the technical evaluation process.
- Tenderers shall note the evaluation criteria as laid out in this document and submit tenders in compliance to the stipulated requirements.
- Tenderers shall complete the 'Supplier Equipment Tendered Declaration Form' in Annex A, to enable Eskom to determine if a technical evaluation is required (at Eskom's discretion previously evaluated equipment may be exempt). Note that a complete tender is still a requirement.

2.6 Process for monitoring

Eskom will monitor the compliance to this document.

2.7 Related/supporting documents.

Not applicable.

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3. Tender Technical Evaluation Criteria

The following criteria will be used to assess the tenderer's technical capability to enter into a contract with Eskom with respect to specific products and to meet Eskom's requirements. The evaluation method has five main stages:

- a) Mandatory Requirements Evaluation
- b) Supplier Equipment Tendered Declaration Evaluation
- c) Technical Qualitative Requirements Evaluation
- d) Factory Evaluation
- e) Deemed Offer Risk(s) Evaluation

Tenderer's offers must achieve at least the threshold for each stage in order to qualify for evaluation under a subsequent stage. Tenderers that do not achieve at least the threshold for a stage will not be evaluated further. The detailed methodologies for scoring in each stage are provided in Sections 3.1 to 3.5 below.

The technical evaluation team will go through the details of the returnable submissions that are required at tender closing (non-disqualifiable) and will ensure that all the Mandatory Requirements are met. Submissions that receive a "No" for any of these requirements will result in a request being sent to the tenderer for the outstanding returnables to be submitted within five (5) working days. Tenderers who do not meet this requirement will not be able to proceed to the 'Supplier Equipment Tendered Declaration Evaluation' stage and therefore will fail the technical evaluation.

3.1 Mandatory Requirements Evaluation

The evaluation exercise is performed by the technical evaluation team. This part of the evaluation starts when submissions are opened and assessed for the first time.

The technical evaluation team will go through the details of the returnable submissions that are required at tender closing (disqualifiable) and will ensure that all the Mandatory Requirements are met. Submissions that receive a "No" for any of these requirements will not be able to proceed to the 'Supplier Equipment Tendered Declaration Evaluation' stage and therefore will fail the technical evaluation.

Table 1: Mandatory Technical Requirements Evaluation

Criteria	Reference		Returnable required at tender closing (disqualifiable)	Returnable required at tender closing (non-disqualifiable)	Returnable required prior to contract award	Comply	Comments
Are completed Technical Schedules A&B in the "[2] 240-170000103 _1, Technical Schedule A&B for "Lithium-ion Phosphate (LFP) Batteries" submitted?	Normative Reference [2]		✓			Yes/No	
Is compliance to the Referenced Technical Standards, including any deviations, submitted with the associated declaration?	Annex D			✓		Yes/No	
OEM Agent Agreement Clarification / Requirements	Section 4 of TEC				✓	Yes/No	
Are CVs for key persons that will be involved during the development and Support phase submitted?				✓		Yes/No	
Type Testing and Certificates	Section 6 of TEC			✓		Yes/No	
Drawings and Manuals.	Section 7 of TEC			✓		Yes/No	
Is all information supplied in English?				✓		Yes/No	
Threshold. Should the tenderer fail to meet ANY ONE of the above requirements they will be automatically disqualified.							

3.2 Supplier Equipment Tendered Declaration Evaluation

The tenderer is to complete the 'Supplier Equipment Tendered Declaration' form in Annex A of this document. At Eskom's discretion previously evaluated equipment may be exempt from further technical evaluation, where Eskom's specifications have not changed, and the tenderer has submitted a technical bid comprising of equipment previously tendered and having been evaluated as acceptable by Eskom.

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3.3 Technical Qualitative Requirements Evaluation

This stage will be adjudicated a score out of 100% based on the evaluation of the Technical Schedules A&B. "Evaluation of Lithium-ion Phosphate (LFP) Batteries Technical Schedules A&B [2] 240-170000103-1 for Eskom standard [3] 240-170000103".

The Technical Schedules A&B use a default weight of 1 for each scored item. Critical items are assigned higher weights which is either be a 2 or 3. Each item is assigned a score (240-170000103-1, Technical Schedule A&B for Lithium-ion Phosphate (LFP) Batteries) by the Eskom evaluation team, based on the tendered response, and cross-checked with the supporting documents provided (where applicable). The score for each item will be multiplied by its weight to obtain the total score per item.

Tender responses claiming compliance to an item (e.g., 'Comply') but which are found to be partially compliant or non-compliant during verification will be assigned the corresponding score by the Eskom evaluation team. Items for which compliance is not claimed (e.g., 'Do Not Comply', "Partially Comply"), but which are found to be compliant during verification will be scored as 'Non-compliant' or 'Partially compliant', based on the original response. Items for which no response is provided shall automatically be scored as 'non-compliant'.

All scores for the Technical Schedules A&B will be tallied and a percentage shall be calculated based on the maximum possible score (Weight x (Score from Table 2)). This value will be recorded as the equivalent amount out of a score of 100% in Table 3.

Only submissions that have passed the 'Technical Qualitative Requirements Evaluation' scoring threshold of **80%** (Table 3) will proceed to the 'Practical Evaluation' stage.

Table 2: Scoring of Items in Technical Schedules A&B and Factory Evaluation Checklist

Criteria	Score
Fully compliant	3
Partially compliant (minor deviation)	1
Non-compliant (major deviation)	0

Table 3: Technical Requirements Evaluation

Criteria	Score %	Threshold	Comments
Compliance with Technical Schedules 240-170000103_1 [Lithium-ion Phosphate (LiFePO ₄) Batteries Standard]		≥80%	

3.4 Factory Evaluation

This evaluation is performed to assess the tenderer's capability to manufacture and test, quality assurance, delivery to site or Eskom stores, off-loading, erection, commissioning, decommissioning, installation, and disposal of the required products. The evaluation will take the form of both a desktop evaluation as well as a visit to the tenderer's manufacturing premises/factory at which the works are to be undertaken, to confirm the tenderer's capability in terms of facilities, skills, and historical performance.

The presentation shall entail an overview of the OEM, local agent and the equipment features which gives the offered equipment an edge (advantage) over other equipment in the market. Tenderer visits shall be conducted during the tender evaluation phase.

Tenderer visits shall be conducted during the tender evaluation phase.

The factory evaluation will be based on the Factory Evaluation Checklist provided in Table C.1 (Annex C) of this document. During the factory visit, the tenderer will demonstrate the various items listed. The Eskom evaluation team will score each item, listing their reasoning. Scores assigned by the Eskom evaluation team will not be shared with tenderers during the evaluation.

The Factory Evaluation Checklist uses a default weight of 1 for each scored item. Each item will be assigned a score by the Eskom evaluation team using Table 4. The score for each item will be multiplied by its weight to obtain the total score per item (Weight x (Score from Table 4)).

Table 4: Scoring of Items in Factory Evaluation Checklist

Criteria	Score
Fully compliant	3
Partially compliant (minor deviation)	1
Non-compliant (major deviation)	0

All scores from Table C.1 will be tallied and shall be calculated based on the maximum possible score. This value will be recorded as the equivalent amount out of a score of 100% in Table 4.

Only submissions that pass the 'Factory Evaluation' scoring threshold of **≥80%** (Table 5) will proceed to the 'Deemed Offer Risk(s) Evaluation' stage.

Table 5: Factory Evaluation

Criteria	Score %	Threshold	Comments
Evaluation score from Factory Evaluation Checklist (Annex C)		≥80%	

3.5 Deemed Offer Risk Evaluation

Eskom's evaluation team shall compile a narrative summarising risk associated with any aspect of the offer:

- noted during the Technical Qualitative Requirements Evaluation,
- noted as part of Field Failure Report information,
- noted during the Factory Evaluation,
- based on the deviations provided in Table D.1: Deviations to Referenced Technical Standards,
- based on the CVs submitted for the key persons,
- based on any pricing anomalies, noted during the subsequent financial evaluation that cannot be acceptably clarified.

This narrative shall be used to determine and motivate whether the risk is deemed low / acceptable / high and will serve as input to the recommendation as to whether the offer should be accepted as shown in Table 6 below. Note, the technical evaluation team shall only have access to financial information post completion of the technical evaluation report. Any changes as a result of f) above will be included in an update to the technical evaluation report.

Table 5: Deemed Risk Evaluation

Criteria	Score	Comments
Offer Risk(s)		
Threshold	Acceptable	

4. OEM Agent Agreement Clarification/Requirements

Eskom requires the detail pertaining to the OEM and agent agreement, indicating the OEM required training, and commitment to support. The OEM shall have a local agent in South Africa. The OEM shall confirm on a signed letter head that the local agent is authorized or accredited to perform the following activities: test, commission, maintain, modify, and conduct operating and maintenance training to the end user.

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5. Tender Deliverables

Clarification of the submissions by the tenderer can be requested. It is required that responses given in the A/B Schedules are substantiated by product brochures and documentation. Product brochures and documentation must be submitted in hardcopy of the official tender submission and electronically, searchable Acrobat (*.pdf) files are preferred for all documentation. Non-compliances and deviations to the standard and schedules must be declared. A comprehensive table of contents for all items submitted shall be provided to enable items to be located quickly. Digital links to material from the table contents to applicable files will be required.

6. Type Testing and Certificates

The Type tests submitted should be in line with the latest IEC and equivalent SANS Standard. The compliance to the following standards needs to be indicated as part of the type test report submitted.

- 240-170000103_1, Technical Schedule A&B for Lithium-ion Phosphate (LFP) Batteries.
- 240-170000103 Lithium-ion Phosphate (LFP) Batteries Standard.
- IEC 62619:2017, Secondary cells and batteries containing alkaline or other non-acid electrolytes – Safety requirements for secondary lithium cells and batteries, for use in industrial applications.
- IEC 62620:2014, Secondary cells and batteries containing alkaline or other IEEE-1613, Communication networking devices in electrical power substations, IEEE, Latest.

The Lithium-ion Phosphate (LFP) Batteries shall be subjected to a factory acceptance test (FAT) and site acceptance test (SAT).

The FAT shall be conducted at the OEM / local agent premises to demonstrate compliance with the functional and technical requirements as detailed in this document.

The SAT shall be conducted at site to validate functional and technical requirements as detailed in this document. FAT and SAT procedures shall be prepared by the vendor for acceptance by Eskom.

All type test reports and certificates shall be made available to confirm compliance with certain technical requirements, as required by this document. Only type test certificates and test reports from accredited, independent test laboratories shall be accepted.

7. Drawings and Manuals.

Comprehensive OEM manuals shall be submitted for the equipment on offer. If products, not fully meeting the applicable Eskom standard are not available, but the supplier is committed to meet these requirements, it is required that comprehensive OEM manuals be submitted for similar equipment.

8. Authorisation

Not applicable

9. Revisions

Date	Rev	Compiler	Remarks
April 2024	1	Bathathu Jonga	First Issue, Enquiry for Lithium-ion Phosphate (LFP) Batteries

10. Development team

Not applicable

11. Acknowledgements

Not applicable.

Annex A – Supplier Equipment Tendered Declaration Form

Eskom reserves the right not to perform technical evaluation for tenders where the equipment has passed technical evaluation in the immediate previous enquiry and where Eskom has made no changes to the specified requirements. For Eskom to make this assessment, all suppliers are required to complete the declaration form below.

Table A.1: Supplier Equipment Tendered Declaration Form

Number	Question	Supplier Commitment	Supplier General Comments
1	Has the offered equipment previously been tendered for, by your company, against the same enquiry specification? The equipment offered shall not have been modified in any way from the previous tender.		
2	If yes, provide the relevant reference details of the previous enquiry.		
Supplier Name:		Supplier Representative:	Supplier Signature:
Division (if applicable):		Designation:	Date:

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Annex B – Method of Response to Technical Schedules A&B

Schedule A & Evidence Required: Purchaser's specific requirements.

Schedule B, Evidence in Tender Returnables & Tenderer's Comments: Tenderer's guarantees and technical particulars of equipment offered.

Tenderers shall not change the original content of the Technical Schedules A&B.

Tenderers are required to submit responses to all A&B schedule items.

Responses to A&B schedules shall be based on the requirement of Schedule A. "Comply" shall only be acceptable in response to a Schedule A requirement stating "Comply". Tenderers are to indicate 'Comply' in Schedule B where they are fully compliant to the requirement(s). Other items requiring a word, sentence or number response shall be responded to with reference to the actual capability of the equipment offered.

In cases where a product does not fully comply with a Schedule A requirement, the Tenderer shall respond by indicating either "Partially Comply" or "Do Not Comply", as applicable, in Schedule B and shall indicate the product's existing capability and/or reasons for non-compliance/deviations in the "Tenderer's Comments" column.

Note: Where a Schedule A requirement states 'Comply' against the heading of a section from the referenced Eskom standard - this means that compliance is required for all requirements specified under that section heading. In some instances, certain key requirements from or relating to these sections may also be listed separately under the ambit of that heading.

Supporting Documents for Verification

Certain responses to A&B schedule items may require verification by Eskom. Tenderers shall provide evidence for this verification by way of supporting documentation. The Tenderer shall submit a reference, including file name and page number, as well as the file location within the tender pack as to where evidence of the response is to be found. Eskom would prefer that tenderers use Hyperlinks on the A&B schedule excel document for verification of supporting documents.

References shall be made to the file name of the electronic copy of the supporting document, and the page number within that file (not necessarily the same as the page numbers printed on each page of the manual).

Annex C – Factory Evaluation Checklist

The support, facilities and services Checklist defined in this document is intended to assist with ensuring the required levels of support, quality and service can be achieved by the Tenderer through available proper facilities, resources and processes implemented in the routine operations of the Tenderer.

Familiarity with the technical requirements of the referenced documents is assumed, detailed technical requirements are not interrogated here.

Where any activities are contracted out and not handled in-house the contractors are to be evaluated and approved as well by the TET. These contractors will then also be linked to the contract if successful with the tender and as such cannot be changed on an ad hoc basis with prior consultation with Eskom.

The following questions will be evaluated by the Eskom technical evaluation team against the backdrop of this requirement.

Table C.1: Factory Evaluation Checklist

Company Name: Evaluator Name: Date:				
Item	Criteria	Eskom Evaluation	Details if not fully compliant	Score
1	Support, facilities, services and quality (where applicable, would include sub-contractors for metal and/or installation and commissioning)			
1.1	Tenderer to provide the history of the company (presentation and/or brochures).			
1.2	Tenderer to provide company structure and organogram.			
1.3	Tenderer to provide a list of employees who will be working on the contract and their relevant skills and qualifications.			
1.4	Tenderer to provide previous experience with manufacturing or supplying and supporting Lithium-ion Phosphate (LFP) Batteries A table that lists all the projects, customers/companies, project quantities, project costs, types of equipment manufactured, completion date and the details of the project leader/company representative (name and contact number) shall be provided.			
1.5	Tenderer to provide the 'layout' diagram of the manufacturing premises (factory layout). The diagram must use an 'A3' page size or larger.			
1.6	The Tenderer to provide examples of Lithium-ion Phosphate batteries or similar type equipment manufactured or supplied. The examples could either be physical equipment or photographic evidence attributable to the Tenderer.			
1.7	In-house assembly and testing: Assembly and test procedures are documented, with required inspection and test results.			
1.8	Tenderer to provide evidence for a similar product for the documentation including evidence of the order, test results, as-built drawings, quality checklist and proof of delivery.			
2	Mechanical (Tenderer/Steelwork supplier)			
2.1	Does the Tenderer or Steelwork Supplier have the deemed adequate production facilities?			
3	Installation and commissioning (Tenderer/sub-Contractor)			
3.1	Does the Tenderer or sub-Contractor have the deemed adequate experience to install, commission and support the equipment.			

Item	Criteria	Eskom Evaluation	Details if not fully compliant	Score
4	Storage, Loading and Transportation			
4.1	Does the Tenderer have proper loading and off-loading transport with cranes (where applicable)?			
4.2	Goods crating ready to be transported comply with Eskom standards.			
4.3	Storage facilities for incoming goods and material, work in progress and completed stock are acceptable.			
5a	Functionality test / demonstration commodity, do for each			
5.1	Password protection			
5.2	Different charge modes (voltage and current range)			
5.3	Operation of different charge modes in line with the standard			
5.4	Remote communications via GSM modem - settings changes & firmware upgrade			
5.5	Check all alarms			
5.6	Temperature Compensation			
5.7	Hot Pluggability			
5.8	Events Log			
5.9	Statistics Log			
6	Documentation and Quality Control			
6.1	Works orders for work in progress are available.			
6.2	Approved working drawings and/or instructions for the work in progress are at hand.			
6.3	Works orders can be traced to customer orders.			
6.4	Stock in hand can be traced customer orders.			
6.5	Delivered items can be traced back to process records and test certificates.			
6.6	Incoming goods inspection is documented for all incoming goods.			
6.7	Specifications for items and materials are to be at hand for use by inspectors as required.			
7	Non-Conforming goods			
7.1	Processes are in place to deal with non-conforming goods by rework or disposal.			
7.2	Non-conforming goods are clearly segregated.			
7.3	Records showing the process are available.			

Annex D – Deviations to Referenced Technical Standards

Tenderers are to indicate any deviations by indicating on the table below Yes or No OR No Tender under the deviations Column to the referenced Eskom standards in the 'Deviation's worksheet' of the applicable product on the "PE Enquiry 2022 Schedule A and B.xls".

Table D.1: Deviations to Referenced Technical Standards

	Document No.	Document Title & Revision	Deviations (Yes/No/ No Tender)
1.	240 - 170000103_1	Technical Schedule A&B for Lithium-ion Phosphate (LFP) Batteries.	
2.	240-170000103	Lithium-ion Phosphate (LFP) Batteries Standard.	
3.	IEC62619: 2017	Secondary cells and batteries containing alkaline or other non-acid electrolytes – Safety requirements for secondary lithium cells and batteries, for use in industrial applications	
4.	SANS 60086 - 4, 2016	Safety of Lithium batteries	
5.	SANS 10119: 2011	Reduction of explosion hazards presented by electrical equipment – Segregation, ventilation and pressurization	
6.	SANS 10108: 2014	The classification of hazardous locations and the selection of apparatus for use in such locations	
7.	IEC 1632-1: 2005 Batteries Part 1:	General information – Definitions, abbreviations and symbols	
8.	IEC 62620:2014	Secondary cells and batteries containing alkaline or other IEEE-1613, Communication networking devices in electrical power substations, IEEE, Latest.	

Declaration

The completed Table D.1 Deviations acknowledges that any and all deviations to the referenced Eskom standards have been indicated in the technical schedules and is binding in terms of this proposal.

Signed by _____ Signature _____

Date _____

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