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Meeting notes:

Tender Scope And Submission Requirements:

Dicky Ridgard introduced the reissued four-year Northern Cape reticulation tender, which will be awarded on an as-and-when-required basis to a maximum panel of 15 contractors, and explained the electronic submission rules and 8 September 2026 deadline.

Tender Scope: The tender covers major and minor reticulation, including smart meters, reclosers and voltage regulators in the Distribution GEMMA cluster of the Northern Cape over four years. It is an open invitation for the whole contract, and Eskom may appoint multiple contractors up to a maximum of 15.

Deadline And Validity: Tenders must be submitted electronically by 10:00 on 8 September 2026. The tender validity period is 84 days from closing, and late submissions will not be accepted.

Electronic Filing: Tenderers must upload documents through the Eskom e-tendering site under Technical, Commercial, Financial and Other folders. Documents must be in PDF format; each file is limited to 500 MB and the total submission to 4 GB. Zip files and hard copies are not accepted.

Resubmissions: If a tender is resubmitted, only the latest complete submission will be evaluated and all earlier submissions will be disregarded. Tenderers must upload the entire tender again rather than only an amended document and must confirm that the submission status is marked complete.

Clarification Process: Clarification questions must be sent to Dicky in writing no later than five working days before closing. Dicky will obtain responses from the responsible functionaries and publish dated question-and-answer documents in the Addenda folder.

Compliance And Evaluation Framework:

Dicky and Patric Kabaze explained the pass/fail, functionality and contract-award stages, including CIDB eligibility, a 70% technical threshold, preference-point evidence and contractual SHEQ and financial requirements.

Evaluation Stages: Patric described three chronological stages: mandatory requirements are assessed on a pass/fail basis; functional requirements are scored using the quality and quantity of evidence; and contractual obligations are checked at award stage and are not part of the functionality score. The normal functionality threshold is 70%, although Eskom may reduce it to 60% if too few submissions pass.

CIDB Requirement: Tenderers need valid CIDB registration at grade 2EP or higher. If the registration proof is unavailable at closing, valid proof of application must be submitted, with actual registration required by award; Dicky also explained that the CIDB grading evidence may be provided within the specified 21-day period rather than the ordinary five-day correction period.

Returnable Categories: Returnables are divided into disqualifiable documents required at closing, non-disqualifiable documents that may be requested for correction within five working days, documents required for evaluation that receive zero if missing, and documents required before contract award. Mandatory technical documents will not be requested later if the tender instructions identify them as disqualifiable.

Preference Points: Prices are evaluated inclusive of VAT and adjusted as permitted, with unconditional discounts considered and conditional discounts applied only at payment. Specific-goal points are assessed under the applicable 80/20 or 90/10 system. Missing ownership, B-BBEE, shareholder ID or disability evidence does not disqualify a tender but results in zero specific-goal points.

Contractual Checks: SHEQ, financial viability, SDL&I and other stated contractual requirements are assessed before award. Tenderers receive one opportunity to provide outstanding contractual documents after shortcomings are communicated; failure to meet the deadline can make the tender non-responsive and ineligible for award.

Technical Resources And Equipment Evidence:

Patric set out the mandatory technical schedules and scoring weights, clarified evidence requirements for personnel, vehicles, tools and bases of operation, and identified common submission errors that can cause failure or loss of points.

Preliminary Checklist: Table 1 requires a valid Department of Labour electrical-contractor registration certificate, a complete and signed Annexure B skills schedule, a complete and signed Annexure C vehicle schedule, a complete and signed Annexure D tools and equipment schedule, and a completed Annexure A base-of-operation declaration with supporting property evidence.

Skills Resources: Each required skill must be covered by at least one person, although cable technicians and rock-drill operators are optional and contribute only to scoring. A person may cover multiple skills, such as MV and LV line work. For each person listed in Annexure B, tenderers must provide the B1 affidavit, B2 POPIA consent form and one certified valid ID copy. Skills resources contribute 60% of the final technical score.

Vehicles And Hiring: At least one vehicle is required in each specified category. Owned vehicles require a certified valid licence showing company or owner details;

hired vehicles require a hiring contract or pre-approved letter. In response to Kelly, Patric stated that a hiring letter should identify the vehicle type, quantity, description and hiring-company signatory; registration details are not essential if the type and quantity are clear. Vehicles contribute 20% of the score.

Tools And Machinery: Annexure D must state actual quantities rather than ticks, because quantities determine scoring. Manuals or specification pages are required for GPS, cameras and certain testing instruments, including evidence that GPS accuracy meets the required range. Hired equipment requires a hiring contract or pre-approved letter, and tools and machinery contribute 20% of the final score.

Submission Errors: Patric warned that incomplete or unsigned annexures, names without supporting certificates or IDs, installation electricians not listed on the electrical-contractor registration, missing meter-worker certification or a valid intent letter, missing user manuals, and GPS accuracy outside the specified range can result in disqualification or ignored evidence. For residential operating premises, proof that business activity is permitted under applicable municipal rules is also required.

Technical Corrections: The technical team acknowledged two document discrepancies: the drilling-machine minimum was omitted from one schedule, and one schedule showed one nylon sling while the intended minimum was two. The team will still score these items; tenderers may state their available quantities in the submission.

Technical Clarification Responses:

Patric answered participant questions on annexure evidence, related-company vehicles, authorizations, hired-vehicle letters, base-of-operation proof, optional skills and rigging qualifications.

Annexure Evidence: B1 and B2, together with the certified ID, should be submitted once with the preliminary skills information. When the same person is listed under Table 2, tenderers may refer to the earlier annexures and provide the relevant certificates without repeating the consent form and ID.

Related-Company Vehicles: In response to Doctor Shabangu, Patric confirmed that vehicles owned by a sister or related company may be used if the tenderer supplies documentation showing the ownership relationship, such as the relevant company records. Vehicles may be owned by the tendering company, the company owner or an associated company supported by evidence.

Authorizations: Valid authorizations from another Eskom operating unit can be submitted as evidence during evaluation. Northern Cape authorization remains mandatory before contract award. If an existing authorization is invalid, the tenderer may complete the applicable B3 and B4 information instead.

Base Of Operation: The current operating base does not need to be in the Northern Cape for tender submission. A valid lease, title deed, bond statement or equivalent proof for the current premises is acceptable; the Northern Cape premises and intent-to-rent evidence are required at the applicable later stage.

Optional Skills: Cable technician and rock-drill operator are not mandatory resources. Their inclusion is optional, but submitted evidence can earn functional points.

Rigging Evidence: Patric confirmed through an addendum that any certified basic rigging and slinging training is acceptable for the disputed rigging requirement. Dicky undertook to publish the addendum and prior clarification responses.

Quality Management Deliverables:

Victor explained the quality submission requirements, emphasizing company-specific ISO 9001:2015 documents, complete evidence across Sections A through E, use of the supplied quality templates and early submission for review.

QMS Documentation: Tenderers with ISO certification may submit the certificate; non-certified tenderers must submit their own quality management system manual and scope. Victor specifically requested company-specific procedures rather than copied ISO standard text, and obsolete references to ISO 9001:2008 are unacceptable.

Quality Policies: The quality policy and quality objectives must be specific to the company and approved by top management, such as the CEO or director. Documented-information controls must reference and implement ISO 9001:2015 clause 7.5.

Nonconformance Controls: Tenderers must submit both documented controls for nonconforming outputs and documented nonconformity and corrective-action processes. Submitting only one of these items is incomplete and results in failure of the quality requirement.

Operational Evidence: Section B must include an organization chart and responsibility matrix identifying the quality-management role and responsibilities. Procedures for externally provided processes must define criteria for selecting, evaluating, monitoring and re-evaluating subcontractors or suppliers.

Quality Plans: Tenderers should use the supplied Contract Quality Plan template, complete the scope, communication channels and company organogram, and leave the scoring portion for the quality team. The Quality Control Plan or Inspection and Test Plan must be completed using the provided template, with the tenderer's branding and inspection, testing and verification activities.

Early Submission: Victor advised tenderers to submit safety, environmental and quality documents in the first submission so that specialists can identify shortcomings. Complete and signed documents are required, and waiting until the final opportunity may leave no time to correct missing signatures or information.

Commercial Pricing And Contract Terms:

Dicky presented the NEC3-based contract structure, annual price-adjustment mechanism, item-by-item pricing rules, negotiation process and Eskom's material-supply arrangements.

Contract Basis: The contract will use the NEC3 Engineering and Construction Contract with Eskom-specific conditions, a priced contract with a bill of quantities and the stated dispute-resolution provisions. Work will be issued on an as-and-when-required basis to multiple suppliers, so quantities are not predetermined and tenderers must provide rates.

Price Adjustment: Rates remain fixed and firm for the first 12 months. Annual CPA begins from the anniversary of the applicable base date, with labour, transport and material components adjusted using the specified industry tables and indices. Foreign-exchange adjustments are not applicable.

Pricing Completeness: Tenderers must price every BOQ item and must not leave blanks. If an item is not being priced, Dicky instructed tenderers to enter R0.00 rather than leave it blank, because an unpriced item may be treated as a non-submission and cause disqualification. The complete BOQ must be submitted in PDF; Excel may be requested later.

Negotiations: Negotiations will occur only with suppliers reaching the relevant later evaluation stage and will be conducted item by item. Eskom has not issued standard rates that tenderers must accept, but will compare and negotiate submitted rates against its internal calculations.

Materials: Eskom will generally provide materials. If an Eskom store has a deficit, the appointed contractor may be instructed to procure materials on an as-and-when-required basis with a fixed 10% handling fee and prior authorization. Dicky and Vuyisile stated that the requirement to complete or price the large material tab would be confirmed with the QS and published in the Addenda folder, with a response promised by Monday morning at 10:00.

Reissue And Administrative Follow-Up:

Dicky confirmed that the tender was reissued for an internal reason without changes to the tender documents or BOQ and assigned follow-up actions for addenda, specialist questions and the material-pricing clarification.

Reissue Status: In response to Success, Dicky confirmed that the R suffix indicates a reissue caused by an internal matter and that the tender documents and BOQ remain unchanged.

Duplicate Invitation: KOTANI PROJECTS reported receiving a second invitation with a different reference. Dicky said it was not issued from the documents he published and asked KOTANI PROJECTS to email the document so Eskom could investigate its source.

Specialist Questions: The safety and environmental specialists were unavailable to present. Dicky instructed tenderers to submit questions on health, safety, environmental, quality or quantity-survey matters by email, including the tender number in the subject line, so he can forward them to the responsible functionary.

Publication Commitments: Dicky undertook to publish prior technical clarification responses and the rigging addendum during the afternoon, and to publish the QS response on whether the material tab must be completed by Monday morning at 10:00.

Follow-up tasks:

Clarification Questions:

Send all remaining commercial, technical, quality, safety, environmental, or quantity-survey clarification questions to Dicky by email, including the tender number in the subject line. (Tenderers)

Clarification Responses:

Publish the outstanding clarification questions and answers, including the previously issued technical addendum, in the tender website's Addenda folder. (Dicky)

Material Pricing:

Obtain the QS's definitive confirmation on whether tenderers must complete and price the BOQ material tab, then publish the answer in the Addenda folder. (Dicky)

Question Documentation:

Email the three-part clarification regarding Annexures B1/B2, vehicles owned by a sister company, and authorization from other operating units so it can be formally answered and published. (Doctor Shabangu)

Tender Submission:

Submit the complete tender electronically through the Eskom e-tendering site by uploading documents into the Technical, Commercial, Financial, and Other folders, with all documents and the BOQ/price schedule in PDF format. (Tenderers)

Tender Compliance:

Complete and submit all mandatory technical returnables, including the required skilled-resource, vehicle, tools/equipment, and supporting identity and qualification evidence, in accordance with the technical evaluation criteria. (Tenderers)