



Technical Evaluation Strategy

Generation Security

Title: **Supply, fit and maintain B6 Level armoured and accessories on Eskom GX supplied vehicles for the GX Security Division**

Unique Identifier:

Alternative Reference Number: **N/A**

Area of Applicability: **Eskom Holdings SOC Ltd**

Documentation Type: **Technical Strategy**

Revision: **01**

Total Pages: **9**

Next Review Date: **NOVEMBER 2028**

Disclosure Classification: **CONTROLLED DISCLOSURE**

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1. INTRODUCTION

An open enquiry process will be followed to source a supplier that will: Supply, fit and maintain B6 Level armoured and accessories on Eskom GX supplied vehicles for the GX Security Division. The enquiry will be for the whole of the works resulting in a single contract. The enquiry will be advertised locally. The 80/20 preference scoring system will be applicable.

This document sets out the method and criteria that will be used to evaluate the tenders that will result from this invite.

1.1. SCOPE

The Eskom Generation Security Division requires the services of a Manufacture and/or manufacture Accredited installer to convert supplied vehicles into B6 armoured vehicles according to the set specifications. The type of vehicles that will be supplied by Eskom are:

- 21 x Toyota Land Cruiser Diesel Single Cabs or similar.
- 21 x Toyota Land Cruiser Diesel Double Cabs or similar.

1.2. 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.

1.3 APPLICABILITY

This document will only be applicable to the "Supply, fit and maintain B6 Level armoured and accessories on Eskom GX supplied vehicles for the GX Security Division" project.

2. NORMATIVE/INFORMATIVE REFERENCES

Parties using this document shall apply the most recent edition of the documents listed in the following paragraphs.

2.1. .NORMATIVE

- 1) ISO 9000: Quality Management Systems
- 2) 240-55944466 Supplier Contract Quality Requirement's Specification
- 3) QM 58 Supplier Contract Quality Requirements.

2.2 INFORMATIVE

[1] N/A

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2.3 DEFINITIONS/CLASSIFICATION

Definition	Explanation
Supplier	a company, person that provides service or need, especially over a long period of time:
Tender Evaluation team	a group of people responsible for objectively assessing tenders and making recommendations to the procuring organisation
Evaluation criteria	The standards by which accomplishments of technical and operational effectiveness or suitability characteristics may be assessed
Contractor	a person or company that signs a contract to supply materials or workers to perform a service.
Contracts Manager	is an individual in a company responsible for the management and administration of contracts, as well as processes

2.3.1 CLASSIFICATION

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

2.4 ABBREVIATIONS

Abbreviation	Description
TET	Tender evaluation team
LDV	Light delivery vehicle

2.5 ROLES AND RESPONSIBILITIES

N/A as per 240-48929482: Tender Technical Evaluation Procedure

2.6 PROCESS FOR MONITORING

Eskom undertook that the tender will not be evaluated on price alone and that Eskom will broadly follow the evaluation process and apply the guideline evaluation criteria mentioned in the table below for the evaluation of the tender the following functional analysis process will be followed:

- Evaluate submissions against functional criteria.
- Rate each submission against each criterion.
- Apply weightings and calculate total functional score.
- Eliminate tenders below minimum threshold.

3. RELATED/SUPPORTING DOCUMENTS

N/A

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4. TENDER TECHNICAL EVALUATION STRATEGY

4.1 TECHNICAL EVALUATION THRESHOLD

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

4.2 TET MEMBERS

Table 1: TET Members

TET number	TET Member Name	Designation
TET 1	Isaac Tshehla	Fleet Technical Officer
TET 2	Tessa Sibeko	Senior Advisor Security (GX)
TET 3	Monette Roets	Middle Manager Security (GX)

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4.3 MANDATORY TECHNICAL EVALUATION CRITERIA

Table 2: Mandatory Technical Evaluation Criteria

Note: Companies who has tendered must first satisfied the Mandatory Requirement below before they can be evaluated further

	Mandatory Technical Criteria Description	Reference to Technical Specification / Tender Returnable	Motivation for use of Criteria
1.	Submit a certified copy of the Certificate of Registration for Manufacturer/Importer/Builder issued by the Department of Transport, in the tendering company's name. (The certification must not be older than 3 months on submission)	Certificate of Registration for Manufacturer/Importer/Builder issued by the Department of Transport	This is to ensure that the potential bidders are registered with the Department of Transport

4.4 QUALITATIVE TECHNICAL EVALUATION CRITERIA

Table 3: Qualitative Technical Evaluation Criteria

A) TECHNICAL: BASE REQUIREMENTS A minimum threshold of 70% to be achieved to be technically acceptable for the qualitative assessment		Scoring
a) Detailed brochure and specifications	Submit a detailed brochure for the B6 Level armouring as specified in the scope of work, listing detailed B6 armouring specifications.	20%
	20% Detailed brochure with specifications submitted	
	10% None detailed brochure and or no specifications on brochure submitted	
	0% No brochure attached and no specifications attached.	
b) Project Plan	Submit a detailed project plan that will indicate how the tender plan to complete the project within the proposed timeline. The plan must indicate the estimated time each vehicle will take to be completed.	30%
	30% Able to complete 5 to 6 vehicles with 6 weeks	
	20% Able to complete 3 to 4 vehicles with 6 weeks	
	10% Able to complete 1 to 2 vehicles with 6 weeks	
	0% No project plan submitted	
c) Warranty on Armouring and accessories	Submit proof that the armouring and the accessories fitted will have at least 12 months warranty from date of delivery of vehicle.	25%

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	Attach a signed letter on the tendering company name confirming the warranty on the armouring and the accessories.							
	<table border="1"> <tr> <td>25%</td> <td>Attached signed letter confirming the warranty on the armouring and accessories</td> </tr> <tr> <td>15%</td> <td>Attached signed letter confirming either the armouring warranty only or accessories warranty only</td> </tr> <tr> <td>0%</td> <td>Letter not signed and/or no letter attached</td> </tr> </table>	25%	Attached signed letter confirming the warranty on the armouring and accessories	15%	Attached signed letter confirming either the armouring warranty only or accessories warranty only	0%	Letter not signed and/or no letter attached	
25%	Attached signed letter confirming the warranty on the armouring and accessories							
15%	Attached signed letter confirming either the armouring warranty only or accessories warranty only							
0%	Letter not signed and/or no letter attached							
d) After Sales Support	<p>Submit proof that the tendering company has aftersales support in Gauteng, Mpumalanga, KwaZulu Natal, Limpopo and the Western Cape areas.</p> <p>Attached proof (address details) of service centres across the mentioned provinces</p> <table border="1"> <tr> <td>20%</td> <td>Proof of service centres across all mentioned provinces</td> </tr> <tr> <td>10%</td> <td>Service centres are not available in all mentioned provinces</td> </tr> <tr> <td>0%</td> <td>No proof attached</td> </tr> </table>	20%	Proof of service centres across all mentioned provinces	10%	Service centres are not available in all mentioned provinces	0%	No proof attached	20%
20%	Proof of service centres across all mentioned provinces							
10%	Service centres are not available in all mentioned provinces							
0%	No proof attached							
e) OEM Support	<p>Submit proof that the tendering company has support and/or is acknowledged by vehicles OEM to supply and fit vehicle armouring.</p> <p>Attached a signed support letter/certificate from OEM</p> <table border="1"> <tr> <td>5%</td> <td>Support letter/certificate attached</td> </tr> <tr> <td>0%</td> <td>No support letter/certificate attached</td> </tr> </table>	5%	Support letter/certificate attached	0%	No support letter/certificate attached	5%		
5%	Support letter/certificate attached							
0%	No support letter/certificate attached							
	Total	100%						
	Required minimum threshold	70%						

4.1.1. Site Visit

Only tenders that have met the minimum threshold of the qualitative assessment, will their workshop be evaluated. The “Annexure A1 Workshop Evaluation Form” will be used during the site visit and 100% compliance is required. Failure to comply will lead to the tenderer being deemed technically unacceptable.

5.5. TET MEMBER RESPONSIBILITIES

Table 4: TET Member Responsibilities

Mandatory Criteria Number	TET 1	TET 2	TET 3	TET 4
1	X	X	X	
Qualitative Criteria Number	TET 1	TET 2	TET 3	TET 4

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a	X	X	X	
b	X	X	X	
c	X	X	X	
d	X	X	X	
e	X	X	X	

4.6 FORESEEN ACCEPTABLE / UNACCEPTABLE QUALIFICATIONS

4.6.1 Risks

Table 5: Acceptable Technical Risks

Risk	Description
1.	Civil unrest that might take place
2.	Acts of terrorism

Table 6: Unacceptable Technical Risks

Risk	Description
1.	Poor workmanship due to making use of unqualified personnel
2.	

4.6.2 Exceptions / Conditions

Risk	Description
1.	N/A
1.	

Table 7: Acceptable Technical Exceptions / Conditions

Risk	Description
1.	N/A

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2.	
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Table 8: Unacceptable Technical Exceptions / Conditions

5. AUTHORISATION

This document has been seen and accepted by:

Name	Designation
Monette Roets	Middle Manager Security (GX)
Tessa Sibeko	Snr Advisor Security (GX)
Isaac Tshehla	Fleet Technical Officer
Vongani Chavalala	Project Manager

6. REVISIONS

Date	Rev.	Compiler	Remarks
April 2025	01	Isaac Tshehla	First revision

7. DEVELOPMENT TEAM

The following people were involved in the development of this document:

Isaac Tshehla

Tessa Sibeko

Monette Roets

8. ATTACHMENTS

Annexure A1 (Workshop Evaluation Checklist)

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