

 Eskom	Strategy	Engineering
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1. INTRODUCTION

The tender evaluation strategy is developed for the purpose of obtaining the Manufacture, Supply and Delivery of Tubular Air Heater (TAH) Tube plates , seamless tubes and Ceramic Wear Sleeves for unit 4 GO outage

2. SUPPORTING CLAUSES

2.1 SCOPE

This document covers the (and is limited to) the tender technical evaluation criteria that will be used to evaluate a suitable service provider for the execution for the supply of TAH tube plates, seamless tubes and ceramic wear sleeves for unit 4 GO outage.

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 document is only applicable to the contract scope of works defined as **“TAH tube plates, seamless tubes and ceramic wear sleeves”**.

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] 240-48929482: Tender Technical Evaluation Procedure
- [2] Applicable Commercial procurement strategy
- [3] ISO 9001 Quality Management Systems.
- [4] 32-727: Eskom SHEQ Policy
- [5] 240-105658000: Supplier Quality Management: Specification
- [6] 32-1034: Eskom Procurement and Supply Management Procedure
- [7] 32-303 Requirements for the Safe Processing, handling, Storage, Disposal and Phase-out of Asbestos
- [8] ISO 14001 (Environment)

2.2.2 Informative

- [1] Occupational Health and Safety (OHS) Act 85 of 193
- [2] OHSAS 18001 (Health and Safety) Standard

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2.3 DEFINITIONS

Table 1: Definitions

Term	Definition
Contract(ing) Strategy	The part of the commercial strategy that governs the nature of the relationship which the employer wishes to foster with the contractor, which in turn determines the risks and responsibilities between the parties to the contract, the contract terms and conditions and the methodology by which the contractor is to be paid.
Enquiry	A competitive or non-competitive request for information, interest, quotations, or proposals made to a supplier, a group of suppliers or the market at large.
Procurement	Procurement is the process which creates, manages, and fulfils contracts relating to the provision of goods, services and engineering and construction works or disposals, or any combination thereof
Procurement Strategy	Forms part of the commercial strategy and sets out estimated pricing, pre-qualification criteria, procurement mechanism, evaluation processes and any other element of the procurement process for a transaction.
Tender	A tender refers to an open or closed competitive request for quotations / prices against a clearly defined scope / specification.

2.4 ABBREVIATIONS

Table 2: Abbreviations

Abbreviation	Description
CFT	Cross Functional Team
TDS	Technical Data Sheet
TET	Technical Evaluation Team
PO	Purchase Order

2.5 ROLES AND RESPONSIBILITIES

The roles and responsibility are defined as per the Tender Engineering Evaluation Procedure 24048929482)

2.6 PROCESS FOR MONITORING

N/A

2.7 RELATED/SUPPORTING DOCUMENTS

[1] Applicable Commercial procurement strategy

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3. TENDER TECHNICAL EVALUATION STRATEGY

The technical evaluation begins with mandatory (Table 4 and Table 5) evaluation followed by the qualitative evaluation (Table 6) as illustrated in Figure 1. The scoring scheme is five (5), four (4), two (2), and zero/nothing (0) and it is explained in the table below (Table 3). For the mandatory stage, a tenderer is required to score a total of 15 points (15) to advance to the qualitative stage.

Table 3: Qualitative technical criteria scoring

SCORE	%	DEFINITION
5	100	COMPLIANT
		Meet technical requirement(s) AND;
		No foreseen technical risk(s) in meeting requirements
4	80	COMPLIANT WITH ASSOCIATED QUALIFICATIONS
		Meet technical requirements(s) with;
		Acceptable technical risk (s) AND/OR;
		Acceptable exception AND/OR;
2	40	NON-COMPLIANT
		Does not meet technical requirements(s) AND/OR;
		Unacceptable technical risk(s) AND/OR;
		Unacceptable exceptions AND/OR;
0	0	TOTALLY DEFICIENT OR NON-RESPONSIVE
Note: 1	The scoring table does not allow for scoring 1 and 3.	
Note: 2	Foreseen acceptable and unacceptable risk(s), exceptions and conditions are unambiguously defined in this Technical Tender Evaluation Strategy	

3.1 TECHNICAL EVALUATION THRESHOLD

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

The threshold will ensure that Eskom will receive the best and product from a supplier or tenderer with sound technical knowledge. In fact, due to the nature of the product market, the 70% threshold is reasonable.

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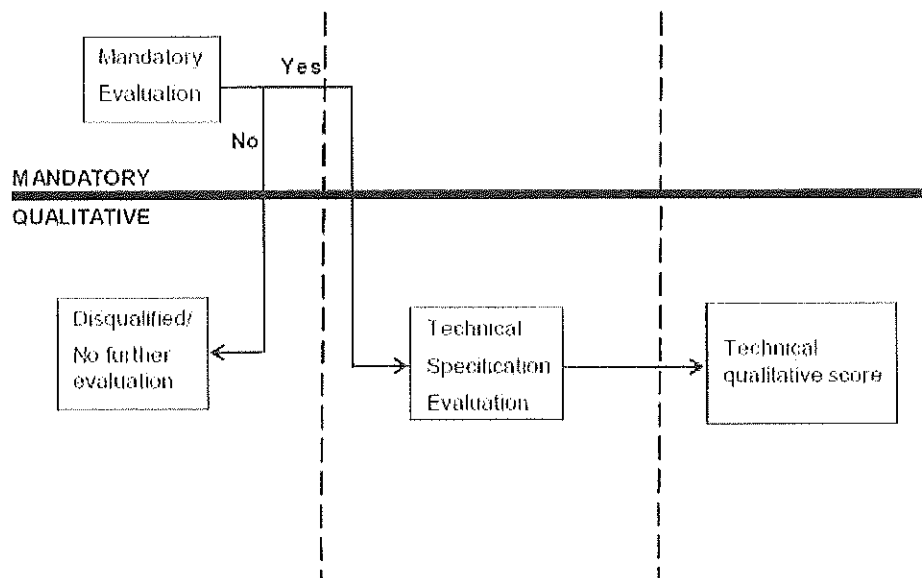


Figure 1: Technical Evaluation Process

3.2 TET MEMBERS

Table 4: TET Members

TET number	TET Member Name	Designation
TET 1	██████████	Senior Engineer
TET 2	██████████	Senior Supervisor technician
TET 3	██████████	Senior Supervisor technician

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3.3 MANADATORY TECHNICAL CRITERIA

The mandatory requirements are outlined in **Table 5** below. Tenderers are required to complete Table 5 by indicating "Yes" in the column corresponding to the standard against which the material will be supplied.

Failure to confirm compliance with **all** requirements relating to the applicable standard will result in disqualification, as the tenderer will not have met the mandatory evaluation criteria. Tenderers must acknowledge and agree to comply with the requirements for **each required material** listed in Table 5.

Table 5: Mandatory technical criteria relating to technical specification

Supplier to only tick columns for their proposed material				
	EN 10216-2 P235G	EN 10297-1 E235+AR	EN 10216 -2 P265GH	ASTM A106 grade B
Heat exchanger / condenser / air heater Tubes	Tube length of 12.5m			EN 10296-1 E235+AR
	Acknowledgement of adherence to required Compliance Standards			
	Adherence to operating pressure: 330 to 610 pascals			
	Adherence to operating temperature: 300 to 350 °Celsius			

		EN 10025-2 S355	ASTM A572 Grade 50	BS 4360 grade 50
Steel Plate: 25mm	Plate thickness: 25mm			
	Acknowledgement of adherence to required Compliance standards			
	Adherence to operating pressure: 330 to 610 Pascal			
	Adherence to operating temperature: 300 to 350 degrees Celsius			
		EN 10025-2 S355	ASTM A572 Grade 50	BS 4360 grade 50
Steel Plate: 50mm	Plate thickness: 50mm			
	Acknowledgement of adherence to required Compliance standards			
	Adherence to operating pressure: 330 to 610 Pascal			
	Adherence to operating temperature: 300 to 350 degrees Celsius			

3.4 QUALITATIVE TECHNICAL CRITERIA

The qualitative technical criteria consist of only criteria subdivided into the three commodity/product type as per below standards.

Minimum threshold to be met is 70% to be deemed technically qualified. Supplier to ensure that delivery notes are submitted with either purchase orders, signed client appointment or completion certificates.

Table 6: Qualitative Technical Evaluation Criteria

Qualitative Technical Criteria Description	Reference to Technical Specification / Tender Returnable	Weight (%)	Score
INDUSTRY INVOLVEMENT AND EXPERTISE (100%)			
Proof of experience involved in Industry on manufacture, supply and delivery of tubes, i.e. material must comply with the EN 10216-2 P235G or EN 10297-1 E235+AR or EN 10216 -2 P265GH or ASTM A106 grade B or EN 10216-2 16Mo3, EN 10296-1 E235+AR. Supplier to submit previous purchase orders, or completion certificates or Signed client appointment letter of similar project with their respective delivery notes. All purchase orders must include a cover letter with the following information: Company details Contact person Contact telephone number Contact e-mail address Site visits will be conducted to verify all information provided on purchase orders and delivery notes, completion certificates. Proof of experience involved in Industry on supply and delivery of steel plates, material must comply with the EN 10025-2 S355 or ASTM A572 Grade 50 or Q355 or BS 4360 grade 50 or EN 10025 grade steel standard. Supplier to submit previous purchase orders, or	The tenderer submitted three (3) or more purchase orders and provided a delivery note or completion certificate for each purchase order submitted.	30	5
	The tenderer submitted two (2) or more purchase orders and provide a delivery note or completion certificate for each purchase order submitted.		4
	The tenderer submitted one (1) or more purchase orders and provide a delivery note or completion certificate for each purchase order submitted.		2
	The tenderer did not submit any purchase orders and delivery notes.		0
	The tenderer submitted three (3) or more purchase orders and provided a delivery note or completion certificate for each purchase order submitted.		5
	The tenderer submitted two (2) or more purchase orders and provide a delivery note or completion certificate for each purchase order submitted.		4

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2	completion certificates or Signed client appointment letter of similar project with their respective delivery notes. All purchase orders must include a cover letter with the following information: Company details Contact person Contact telephone number Contact e-mail address Site visits will be conducted to verify all information provided on purchase orders and delivery notes, completion certificates.	The tenderer submitted one (1) or more purchase orders and provide a delivery note or completion certificate for each purchase order submitted.	30	2
		The tenderer did not submit any purchase orders and delivery notes.		0
	Tenderer to provide letter of intent from ceramic sleeve manufacturer/supplier confirming their agreement and commitment to supply the tenderer with ceramic sleeves as per the NEC3 Purchasers Goods Information.	Tenderer submitted all three (3) required documents		5
3	- Tender to provide a sample of a material certificate for any of the tubes standards stipulated in point number 1 of Qualitative Technical Criteria Description. - Tender to provide a sample of a material certificate for any of the tubes plates standards stipulated in point number 2 of Qualitative Technical Criteria Description.	Tenderer submitted two (2) of the required documents	40	4
		Tenderer submitted one (1) of the required documents		2
		Tenderer did not submit any of the documents		0

3.5 TET MEMBER RESPONSIBILITIES

Table 7: TET Member Responsibilities

Mandatory Criteria Number	TET 1	TET 2	TET 3
1. All mandatory criteria on table 5	X	X	X
Qualitative Criteria Number	TET 1	TET 2	TET 3
1. All qualitative technical criteria on table 6	X	X	X

3.6 FORESEEN ACCEPTABLE / UNACCEPTABLE QUALIFICATIONS

3.6.1 Risks

Table 8: Acceptable Technical Risks

Risk	Description
1.	There are no foreseeable risks that are identified at the time of compiling this document.

Table 9: Unacceptable Technical Risks

Risk	Description
1.	Long lead delivery time (more than four months)

3.6.2 Exceptions / Conditions

Table 10: Acceptable Technical Exceptions / Conditions

Risk	Description
1.	There are no exceptions to be made as this is seen as a basic supply scope. The technical criteria are clear and concise within the operational parameters of any entity that is within the business of the mentioned items.

Table 11: Unacceptable Technical Exceptions / Conditions

Risk	Description
1.	Submitting a data sheet not applicable to standards or material.

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4. AUTHORISATION

This document has been seen and accepted by:

Name	Designation
██████████	Senior Engineer
██████████	Boiler Engineering Manager
██████████	Engineering Manager
Matimba Strategy Committee Members (meeting held 2025/11/21)	Committee member

5. REVISIONS

Date	Rev.	Compiler	Remarks
2026/05/08	0	██████████	New document
2026/07/13	1	██████████	Revised document
2026/09/15	2	██████████	Revised document

6. DEVELOPMENT TEAM

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

- ██████████

7. ACKNOWLEDGEMENTS

None

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