

|                                                                                   |                 |                     |               |     |   |
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|  | Meeting Minutes | Template Identifier | 240-54076329  | Rev | 7 |
|                                                                                   |                 | Effective Date      | November 2019 |     |   |
|                                                                                   |                 | Next review date    | October 2022  |     |   |
|                                                                                   |                 | Group Procurement   |               |     |   |

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|-------------------------------------------------------------------------------------------------------------------|---------------|---------------|---------------------|
| <b>Meeting Name:</b> Clarification Meeting for Zero Trust Network Access Services over a period of five (5) years |               |               |                     |
| <b>Date:</b>                                                                                                      | <b>Time:</b>  | <b>Venue:</b> | <b>Meeting No.:</b> |
| 05 February 2024                                                                                                  | 10h00 – 11h00 | MS Teams      | 01                  |

| Item | Subject & salient points                                                                                                                                                                                                                                                                                                                                      | Decisions & Action items | Responsibility | Target date |
|------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------|----------------|-------------|
| 1.   | <b>Opening and Safety</b><br><br>Naledi opened the meeting and welcomed everyone. She expected everyone to be safe wherever they are and that they will be able to locate the exit points in case of an emergency.                                                                                                                                            | Naledi Lekoto            |                |             |
| 2.   | <b>Welcome and Introductions</b><br><br>Naledi allowed everyone to introduce themselves and declare any conflict of interest. All attendees confirmed that they did not have conflict of interest to declare.<br><br><b>Present:</b><br>Naledi Lekoto, Procurement – Eskom<br>Charles Kungwane, Technical – Eskom<br>Jaco du Plooy, Contracts Advisor - Eskom | Naledi Lekoto            |                |             |

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| Item | Subject & salient points                                                                                                                                                                                                                                                                                                                                             | Decisions & Action items | Responsibility | Target date |
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|      | Malcolm Sydney, Technical - Eskom<br>Nosipho Mzimela, QS – Eskom<br>Pumeza Mabunda, SHE, Eskom<br>Rojane Qacha, SDL&I – Eskom<br>Ronald Netshishivhe, Technical – Eskom<br>Tenderers                                                                                                                                                                                 |                          |                |             |
| 3.   | <b>Declaration of Interest</b><br><br>Everyone indicated that they do not have interests to declare.                                                                                                                                                                                                                                                                 |                          |                |             |
| 4.   | <b>Apologies</b><br><br>Juliet Malatji – Technical, Eskom                                                                                                                                                                                                                                                                                                            |                          |                |             |
| 5.   | <b>Clarifications</b><br><br><b>Commercial</b><br>Naledi highlighted the following: <ul style="list-style-type: none"> <li>Tender number - MWP2341CX.</li> <li>Tender closing date – 22 February 2024 at 10h00 South African Standard Time (SAST). No late tenders will be accepted.</li> <li>Tender delivery address: Eskom Megawatt Park tender office.</li> </ul> |                          |                |             |

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| Item | Subject & salient points                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Decisions & Action items | Responsibility | Target date |
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|      | <ul style="list-style-type: none"> <li>She is the Eskom representative for the tender and that any communication or clarification must be sent to her via e-mail at <a href="mailto:lekotonk@eskom.co.za">lekotonk@eskom.co.za</a> and responses will be posted on both Eskom tender bulletin and NT e-Tender portal websites.</li> <li>Deadline for clarification of queries is on 19 February 2024.</li> <li>The tenderers are required to submit the original and the exact copy of the original tender in Commercial, SDL&amp;I, Technical, Financial, Safety (SHE) and Quality folders. Failure to submit the copy of the original tender, the tenderer will be disqualified and will not be evaluated further.</li> <li>Eskom also requires that one (1) additional complete soft copy of the original tender be submitted in electronic format. Where the tenderer does not submit a soft copy, the tenderer will not be disqualified.</li> <li>The evaluation process will be based on a 90/10 preference point system.</li> <li>Tender evaluations will be done as follows:               <ol style="list-style-type: none"> <li>Basic compliance - the submission of the original and copy of the original will be checked.</li> </ol> </li> </ul> |                          |                |             |

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|      | <p>b) Mandatory tender returnables. Failure to submit mandatory tender returnables, tenderers will be disqualified and will not move to the next stage of evaluation.</p> <p>c) Functionality evaluation will be done on tenderers who have complied to basic compliance and mandatory tender returnables stage of evaluation. The minimum threshold is 80%. Failure to meet the minimum threshold, tenderers will be disqualified and will not move to the next stage of evaluation.</p> <p>d) Price and specific goals evaluation – ranking will be based on 90/10 preference point system and BBEE points.</p> <p>e) Once the evaluation for price and specific goals has been done, the next stage is the Contractual requirements which are required to be met and assessed after the evaluation and ranking of the tenders. This is not a disqualifying stage. Tenderers will be required to submit the requirements within the stipulated deadline.</p> <p>f) Tenderers to take note of the list of tender returnables on pages 17 – 19 of the RFP document as follows:</p> |                          |                |             |

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| Item | Subject & salient points                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Decisions & Action items | Responsibility | Target date |
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|      | <p>g) * Returnable required at Tender closing (disqualifiable)<br/>– These returnable are required to be fully completed, signed (if required on the returnable) and submitted with the tender at Tender closing date and time. If not fully completed, signed (if required on the returnable) and/or submitted by tender closing the tender will be disqualified.</p> <p>** Returnable required at Tender closing. (Non-disqualifiable) – These returnable are also required to be fully completed, signed (if required on the returnable) and submitted with Tender at Tender closing date and time, however, if not submitted by Tender closing, the Procurement Practitioner will request in writing the outstanding returnable to be submitted within 5 working days. If the requested returnable are not fully completed, signed (if required on the returnable) and/or received by the Procurement Practitioner within 5 working days of the request; the tender will be disqualified.</p> <p># These returnable are mandatory for evaluation and therefore required at tender closing time and date. These will not be requested by the Procurement Practitioner, however the tenderer will not be disqualified but score zero.</p> |                          |                |             |

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|      | <p><b>Scope of work clarification</b></p> <p>Charles explained the scope of work.</p> <p><b>Pricing Schedule</b></p> <p>Charles explained the following:</p> <p>Pricing information must be completed in full on pricing schedule provided. All quoted prices and must be exclusive of VAT.</p> <p>Notes:</p> <p>All cells highlighted in green must be completed.</p> <p>Zero Trust Network Access must be quoted based on the scope provided.</p> <p>Select the currency from the currency drop-down.</p> <p>The adjustments for prevailing rates and the basis for future price adjustment will be determined at time of contracting.</p> |                          |                |             |

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|      | <p>The exchange rate variations may not be claimed for the local markup in the pricing structure, NB provide the price adjustment formula applicable.</p> <p><b>Nosipho emphasized the following:</b></p> <p>Tenderers not to interfere with the formulas in the spreadsheet because it will affect totals and Eskom will be evaluating on a common basis.</p> <p>Tenderers not to change the quantities as the scope was interpreted to this schedule.</p> <p>Should tenderers change quantities then their tender will be deemed non-responsive,</p> <p><b>Charles explained the technical evaluation criteria as follows:</b></p> <p>This is the evaluation criteria as the question was raised earlier. There is a paper based which the minimum threshold will be 80% and there will also be technical in which tenderers will come and demonstrate to Eskom to say that the solution that that was picked does meet the requirements.</p> |                          |                |             |

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|      | <p>And then on the technical side, tenderers will need to demonstrate each and every line that is highlighted.</p> <p>All questions that are raised will need to be demonstrated on the system and it will either be a “yes” or a “no”, meaning that if it's a “yes”, it will be a pass and if it's a “no” then it will be a fail.</p> <p><b>Malcolm highlighted the following:</b></p> <p>Tenderers to substantiate with evidence and to show some sort of physical evidence to the question answer data sheet that gives us proof of the product for the question.</p> <p>Eskom wants to see some sort of evidence that it can do when tenderers are providing their answer.</p> <p>Q: You had two tabs on your Excel spreadsheets. The first tab was technical responses. The second tab was technical demonstration. Do we need to do anything with technical demonstration until we do the demo in everything for us to complete on that sheet in the meantime?</p> |                          |                |             |

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|      | <p>A: No, tenderers will only do the paper-based evaluation after they have been nominated to say that they have passed, they have met the 80% threshold, it is then that they will be nominated for the technical demo.</p> <p>Technical demo is the second phase. If tenderers did not pass the first phase, there wouldn't be a need for them to go through to technical phase technical demo phase.</p> <p><b>SHE</b></p> <p>Pumeza explained the following:</p> <p>There are only 3 requirements for this transaction, namely:</p> <ul style="list-style-type: none"> <li>The first one is the valid COID certificate or letter of good standing. Should tenderers submit it and by the time Eskom does the evaluation it would have expired, tenderers will be requested to submit the most valid copy, because it expires every year.</li> <li>The second requirement is the 16.2 appointment where the tenderers are appointing their senior management personnel in terms of section 16 of the OHS Act, they are saying that is the person that Eskom can liaise with, who is responsible and accountable for health and safety in the</li> </ul> |                          |                |             |

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|      | <p>tenderers' company. The 16.2 appointment letter must be on the tenderers' company letterhead. Eskom will not be giving tenderers a template for that as it is internal to tenderers' company that they are appointing their own representative for health and safety.</p> <ul style="list-style-type: none"> <li>The last one is the 37.2 agreement. There is an Eskom template that tenderers would need to populate and acknowledge that they will ensure that during the scope execution at Eskom they will comply to the requirements of the health and Safety Act.</li> </ul> <p>Charles highlighted that on the Pricing Schedule, there'll be a version 2 of Pricing Schedule as there was no estimate of total hours per year for professional services.</p> <p>Eskom will update with professional service and there won't be any change, but it will only be estimated hours per year.</p> <p>Questions (Q) and Answers (A):</p> <p>Q: In terms of the submission format, how would you like the electronic format to be submitted? Via web upload, email or in a form of USB which must be delivered with the original and the hard copy?</p> |                          |                |             |

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|      | <p>A: The electronic file can be submitted in a form of a USB which must be delivered with the original and the hard copy.</p> <p>Q: Please confirm that the copy should be of the signed original.</p> <p>A: Correct, the copy should be the exact copy of the original.</p> <p>Q: Will we receive a copy of this recording?</p> <p>A: Yes, the copy of the recording will be posted on National Treasury e-Tender portal and Eskom Tender Bulletin.</p> <p>Q: Should the pricing be separate from the technical proposal or can they be filed together?</p> <p>A: Separate</p> <p><b>Technical</b></p> <p>Charles explained the scope of work for ZTNA.</p> <p>Q: You did mention the solution should be agentless to meet all your requirements.</p> |                          |                |             |

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|      | <p>A: The solution should be agentless.</p> <p>Q: Looking at the scope of work and in section 3, there's a section about safety and service capability and functionality and it refers that the following features need to be demonstrated. Do you expect a soft response? A word-based response or on those items? Or is it going be a demonstration to Eskom after the initial Excel spreadsheet has been evaluated? What's the mechanics behind how you want this response done?</p> <p>A: Eskom has the technical demo.</p> <p>Q: One of your points that has the ability to integrate with existing or new data protection services and access right management. Are you able to share what is that data protection service and action access right management solution you're looking for us to integrate with?</p> <p>A: The data prevention services, it is normally to speak to DLP services and access rights management will be speaking to PAM and identity management, access management services.</p> |                          |                |             |

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|      | <p>It doesn't have to be either product specific, it has to be able to integrate at the high level with the data prevention services and access rights management services.</p> <p>Q: And when you say we should integrate with existing data protection services, are you able to share what DLP or access right management system that is that you want us to integrate with?</p> <p>A: Yes. within Eskom there are multiple data protection services. As a result, disclosing that will be like sharing Eskom's protection services, which is why tenderers at a high level need to be able to integrate with data protection services, meaning that any product that can integrate with either the DLP data leakage services will be welcome and on identity and access management, there are things like AD, things like access rights management, like PAM that are used to manage privileges. Therefore the solution should be able to integrate with such. Eskom does not have to disclose to say, within Eskom internally, what product is Eskom using and from an architecture perspective it has to integrate with those.</p> |                          |                |             |

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|      | <p>Q: I think the last question on my end is one of the statements is around NPE for compliance vetting and diagnosis. I was just curious what is NPE and which sort of compliance are you looking to adhere to? Is it PCI? Is it regional regulatory compliance?</p> <p>A: NPE refers to non-person entity like stated in the brackets to say that is devices, platforms and AI application. Compliances mean there are policies that are required to be enforced within the network, specifically from access point of view. The issue of vetting for application to request access tenderers understand from network perspective, application do create session whereby they need to communicate with each other and for a service or a server or any application, for it to grant and access from either an application or a device or from a platform, it needs to conform to certain policies or certain configurations so that continuous vetting when access is requested, it's what is being referred here to say that there will be a continual vetting and diagnosis to say that does the NPE conform to how it should be configured. Does it have all the configuration? Does it have all the details that Eskom require for application to communicate with each other and that continue to fit into to the analytics that is required. The ZTNA is not only based on human it is featuring even to services, devices application and platforms.</p> |                          |                |             |

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|      | <p>Comment: Thank you. So essentially, corporate policy, not regional regulatory compliance, more corporate compliance, is it compliant with your standards and if it is allowed connectivity.</p> <p>A: Should the ZTNA support agent and agentless support, enforcing any endpoint compliance SASE user visibility? Should the ZTNA also support Linux, Unix, Windows, Apple and Android.</p> <p>A: Currently if tenderers look at the scope and preference, the agentless will be the preferred. But even with the agent, if tenderers solution can meet primary requirements, it will be considered. That's why Eskom says that they will come to the criteria where they highlight if tenderers meet the minimum requirement even though they might have an agent, however, agentless would have been what is recommended. But according to most of the researchers, even with agent, Eskom will still look if tenderers meet the criteria.</p> <p>Q: So ZTNA solution which we have to propose, is it only for are you looking only for a web application support or it will be any legacy application which will be hosted in your data center?</p> |                          |                |             |

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|      | <p>A: It will have to also consider the legacy capability that Eskom has.</p> <p>Q: How diverse geographically like is it within the South Africa you're looking for or ZTNA solution must be capable of, receiving or maybe getting authenticated through worldwide?</p> <p>A: Primarily South Africa, but Eskom do have people that work from different geographic location globally and it is not only demarcated to African borders even when you go to Europe east or wherever, Eskom still have people that work from there. It will need to have the capability to protect Eskom, and hence the statement <b>“authenticate every device and user, no matter where they are located.”</b></p> <p>Q: And is there any compliance or regulation that it has to be, it can be it can be cloud based services right there should be no security or residency requirement like it should be within the Eskom cloud, it can be in the winter cloud as well?</p> <p>A: Yes it can be in the cloud, but the question that will come, which is on the priority of Eskom's CIO, is to say that data sovereignty point of view, how it needs to be complied to. No matter the solution that tenderers propose, they will need to be a respect of data sovereignty clause from the POPIA perspective and looking at also the issue that Eskom falls</p> |                          |                |             |

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|      | <p>under Critical Infrastructure Act and Nation Key Point Act. Any data will have to be within the borders of South Africa. No data will be sitting in an unknown place.</p> <p>Q: How many expected users? What is the user account for your organization?</p> <p>A: Eskom do have contractors, and they do have guests that are on board so there will be time based access request to Eskom and there are contractors that often come for a certain period of time.</p> <p>Q: A minimum level 45 ok. I saw the information in the meeting chat, 40,000 users minimum I think or is that correct?</p> <p>A: Yes that is correct. That is the landscape.</p> <p><b>General</b></p> <p>None.</p> <p>Naledi explained that in the interest of time, if there are any queries related to SDL&amp;I and Quality, tenderers can send email to <a href="mailto:lekotonk@eskom.co.za">lekotonk@eskom.co.za</a> and response will be posted on Eskom tender bulletin and National Treasury e-Tender portal.</p> |                          |                |             |

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| 15.  | <b>Closure</b><br>The meeting adjourned at 11h02. |                          |                |             |

Compiled by:

Naledi Lekoto



09/02/2024

Date

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