

|                                                                                   |                 |                             |
|-----------------------------------------------------------------------------------|-----------------|-----------------------------|
|  | <b>Strategy</b> | <b>Kusile Power Station</b> |
|-----------------------------------------------------------------------------------|-----------------|-----------------------------|

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## **1. Introduction**

This document outlines the technical evaluation strategy to be applied during the tender evaluation process for the supply and delivery of non-critical fans at Kusile Power Station for a period of five (5) years on an as-and-when-required basis. The strategy is limited to qualitative technical evaluation criteria, Technical Evaluation Team (TET) member responsibilities, and foreseen acceptable or unacceptable qualifications.

The purpose of this strategy is to ensure that a consistent, fair, transparent, impartial and auditable process is followed to identify technically acceptable tenderers capable of supplying and delivering compliant non-critical fans, complete with the required technical documentation, quality records, inspection support and delivery capability in accordance with the Scope of Work. Tenderers shall be evaluated against the approved qualitative technical evaluation criteria.

## **2. Supporting Clauses**

### **2.1 Scope**

This tender technical evaluation strategy specifies the criteria for selecting a suitably qualified and experienced supplier to supply and deliver non-critical fans to Kusile Power Station on an as-and-when-required basis. The evaluation shall verify the tenderer's ability to supply items that are identical to, or fully compatible with, the equipment currently installed at Kusile Power Station, supported by applicable OEM data sheets, certificates, manuals, drawings, test records and other required technical documentation. The technical evaluation shall consist of the following only:

1. Qualitative evaluation criteria
2. TET member responsibilities
3. Acceptable and unacceptable qualifications.

#### **2.1.1 Purpose**

#### **2.1.2 Applicability**

This document shall apply to Kusile Power station.

#### **2.1.3 Effective Date**

The Effective date of this document November 2026

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## **2.2 Normative/Informative References**

### **2.2.1 Normative**

- [1] 240-168966153: Generation Tender Technical Evaluation Procedure
- [2] 32-1034: Eskom Procurement and Supply Management Procedure
- [3] 240-53716746: Tender Technical Evaluation Report Template
- [4] 240-53716712: Tender Technical Evaluation Results Form Template
- [5] 240-53716726: Tender Technical Evaluation Scoring Form Template
- [6] 32-1034: Eskom Procurement and Supply Chain Management Procedure

### **2.2.2 Informative**

- [7] ISO 9001 Quality Management Systems
- [8] KUS-20260902 Kusile Power Station Supply and Delivery of Non-Critical Fans for A Period of Five (5) Years on An As-And-When-Required Basis

## **2.3 Definitions**

| Definition            | Description                                                                                                                    |
|-----------------------|--------------------------------------------------------------------------------------------------------------------------------|
| Contractor            | Service provider contracted to provide a specific service to Eskom, Kusile Power Station and provide the required spare parts. |
| Controlled Disclosure | Controlled Disclosure to external parties (either enforced by law, or discretionary).                                          |
| Employer              | Eskom, Eskom Kusile Power Station or representative                                                                            |

## **2.4 Abbreviations**

| Abbreviation | Explanation                           |
|--------------|---------------------------------------|
| B-BBEE       | Broad Base Black Economic Empowerment |
| SD&L         | Supplier Development and Localisation |
| TES          | Technical Evaluation Strategy         |
| TET          | Technical Evaluation Team             |
| OEM          | Original Equipment Manufacturer       |

## **2.5 Roles And Responsibilities**

As per 240-168966153: Generation Tender Technical Evaluation Procedure

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## **2.6 Process For Monitoring**

The primary process for monitoring will be governed by Eskom Procurement and Supply Chain Management Policy (32-1033). This policy provides related principles to be applied to ensure uniform application of processes within Eskom Holdings SOC Ltd and its subsidiaries.

## **2.7 Related/Supporting Documents**

N/A.

## **3. Tender Technical Evaluation Strategy**

The evaluation of tenders will be based on the tenderer's ability to meet the requirements specified in the scopes of works [8]. A weighted score card approach will be used to evaluate the tenders against the Employer's requirements. The evaluation scores will be weighted as follows:

### **3.1 Technical Evaluation Threshold**

To be declared technically acceptable, the tenderers must achieve a minimum threshold of **70%**. The evaluation of tenders will be based on the tenderer's ability to meet the requirements specified in the scope of works. A weighted score card approach will be used to evaluate the tenders against the Employer's requirements. The following scoring method will be used:

**Table 1: Technical Evaluation Criteria Score**

| <b>Technical (100%)</b>                                  |            |
|----------------------------------------------------------|------------|
| Previous Experience and Customer Satisfaction.           | <b>35%</b> |
| Key Personnel for Technical Support                      | <b>10%</b> |
| Quality Control Plans (QCPs/ITPs)                        | <b>15%</b> |
| Technical Specification-Data Sheet                       | <b>15%</b> |
| Method statement                                         | <b>15%</b> |
| Delivery of spares lead times                            | <b>10%</b> |
| <b>TOTAL (100%)</b>                                      |            |
| <b>Overall minimum threshold for qualification (70%)</b> |            |

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### **3.2 TET Members**

**Table 2: TET Members**

| TET number | TET Member Name                   | Designation                              |
|------------|-----------------------------------|------------------------------------------|
| TET 1      | Thabani Mbuyazi                   | Technician Maintenance Technical Support |
| TET 2      | Percy Masethe                     | Maintenance Senior Advisor               |
| TET 3      | Musa Ngwane or Sherperd Dibakoane | Chief Engineer                           |
| TET 4      | Sipho Mthimunye                   | System Engineer                          |
| TET 5      | Yonela Dilika                     | Assistant Officer Materials Management   |

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### 3.3 Qualitative Technical Evaluation Criteria

**Table 3: Qualitative Technical Evaluation Criteria**

| <b>Technical Evaluation Criteria (100%)</b> |                                                |                                                                                                                                                                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                      |
|---------------------------------------------|------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------|
| <b>No</b>                                   | <b>Criteria Description</b>                    | <b>Reference to Technical Specification / Tender Returnable</b>                                                                                                                                                             | <b>Scoring Criteria</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | <b>Weight (100%)</b> |
| 1.                                          | Previous Experience and Customer Satisfaction. | Submit company profile, contracts/purchase orders and delivery notes confirming relevant experience on supply and delivery of Fans<br><br><i>Proof must be submitted in the form of Purchase Orders and Delivery Notes.</i> | <b>100%</b> - 5 or more previous orders of supply & delivery of fans or 5+ years equivalent executed Contract.<br><b>80%</b> - 3 to 4 previous orders of supply & delivery of fans or 3+ to <4 years equivalent Contract.<br><b>40%</b> - 1 to 2 previous orders of supply & delivery of fans or 1+ to <2 years equivalent executed Contract.<br><b>0%</b> - 0 previous orders of supply & delivery of fans or <1 years executed equivalent Contract<br>OR<br>non-responsive (No Submission)<br>OR<br>Submission is non-scope related | 35%                  |
| 2.                                          | Key Personnel for Technical Support            | 1) Qualification and Experience for a Mechanical Engineer/Technologist<br><br>Submit CV and qualifications for a Mechanical Engineer/Technologist                                                                           | <b>5 = 100%</b> - BTech/BScEng/BEng in Mechanical Engineering with 6+ Yrs of relevant technical experience and proof of qualification<br><b>4 = 80%</b> - BTech/BScEng/BEng in Mechanical Engineering with 4 to <6 of relevant Yrs technical experience and proof of qualification<br><b>2 = 40%</b> - BTech/BScEng/BEng in Mechanical Engineering with 2 to <4 of relevant Yrs technical experience and proof of qualification<br><b>0 = 0%</b> BTech/BScEng/BEng in Mechanical Engineering with <2                                  | 10%                  |

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| Technical Evaluation Criteria (100%) |                                    |                                                                                                                                                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |               |
|--------------------------------------|------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------|
| No                                   | Criteria Description               | Reference to Technical Specification / Tender Returnable                                                                                                                             | Scoring Criteria                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Weight (100%) |
|                                      |                                    |                                                                                                                                                                                      | Yrs of relevant technical experience and proof of qualification.<br><br>OR<br>No Qualification<br><br>OR<br>DEFICIENT OR NON-RESPONSIVE                                                                                                                                                                                                                                                                                                                                         |               |
| 3                                    | Quality Control Plans (QCPs/ITPs)  | Tenderer to submit Quality Control Plans (QCPs/ITPs) used for supplying and delivery of Fans.<br><br><i>Proof must be submitted in the form of QCPs approved by Quality Engineer</i> | <b>5 = 100%</b> Three (3) or more approved and signed off QCPs for previous work submitted related to scope of work.<br><b>4 = 80%</b> Two (2) approved and signed off QCPs for previous work submitted related to scope of work.<br><b>2 = 40%</b> Three (3) new QCPs for this scope work.<br><b>0 = 0%</b> No QCPs submitted<br>OR QCPs submitted are not related to the SOW                                                                                                  | 15%           |
| 4                                    | Technical Specification-Data Sheet | The supplier must submit the Specific data sheet of at least Six (6) different items in line with the scope of Work.                                                                 | <b>5 = 100%</b> – Submitted specific data sheets for at least six (6) different items, and all submissions are relevant to the scope of work and contains technical information for verification.<br><b>2 = 40%</b> – Submitted specific data sheets for three (3) items from different OEMs, or submissions are partially relevant to the scope of work but contain significant gaps requiring clarification.<br><b>0 = 0%</b> – No submission, or submitted documents are not | 15%           |

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| Technical Evaluation Criteria (100%) |                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |               |
|--------------------------------------|--------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------|
| No                                   | Criteria Description                 | Reference to Technical Specification / Tender Returnable                                                                                                                                                                                                                                                                                                                                                                                                                      | Scoring Criteria                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Weight (100%) |
|                                      |                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | specific data sheets or the documents are not aligned to the scope of work, or the items are not for different items.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |               |
| 5                                    | Provide Method statement             | <p>Submit a detailed methodology/method statement of how the tenderer shall supply and deliver to specification as per SOW:</p> <ul style="list-style-type: none"> <li>i). Handling of defective materials/equipment</li> <li>ii). Premature failures of components and</li> <li>iii). Quality verifications.</li> <li>iv). Provide technical support services</li> </ul> <p><i>Proof must be submitted in the form of Method Statement signed off by Quality Manager</i></p> | <p><b>5 = 100%</b> – Submitted a detailed and complete method statement that clearly explains how the tenderer will supply and deliver to specification as per the Scope of Work, in excess of all four required elements.</p> <p><b>4 = 80%</b> – Submitted a method statement that covers most of the required elements and is generally aligned to the SOW but contains minor gaps or lacks detail in one of the four areas. The gaps do not materially affect the ability to verify supply, delivery, quality, or support capability.</p> <p><b>2 = 40%</b> – Submitted a method statement that is partially aligned to the SOW but covers only one to two of the required elements, or provides limited detail on handling defects, premature failures, quality verification, and/or technical support services. Significant clarification would be required.</p> <p><b>0 = 0%</b> – No method statement submitted, or the submission is generic, not relevant to the SOW, does not address the required elements, or does not demonstrate how the tenderer will supply and deliver to specification</p> | 15%           |
| 6                                    | Delivery of spares lead times (order | Submit a detailed program showing all intervention                                                                                                                                                                                                                                                                                                                                                                                                                            | <b>5 = 100%</b> - Provide a program with timelines for delivery of Fans.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 10%           |

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| Technical Evaluation Criteria (100%) |                                  |                                                          |                                               |               |
|--------------------------------------|----------------------------------|----------------------------------------------------------|-----------------------------------------------|---------------|
| No                                   | Criteria Description             | Reference to Technical Specification / Tender Returnable | Scoring Criteria                              | Weight (100%) |
|                                      | placement to delivery at stores) | points for the supply including testing of fans          | <b>0 = 0%</b> - No delivery program submitted |               |

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**Table 4: Qualitative Technical Evaluation Scoring**

|                                                                                                                                                                                                                                                          | Percentage | Score    |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|----------|
| <b>COMPLIANT</b> <ul style="list-style-type: none"> <li>• Meet technical requirement(s) AND.</li> <li>• No foreseen technical risk(s) in meeting technical requirements.</li> </ul>                                                                      | <b>100</b> | <b>5</b> |
| <b>COMPLIANT WITH ASSOCIATED QUALIFICATIONS</b> <ul style="list-style-type: none"> <li>• Meet technical requirement(s) with; • Acceptable technical risk(s) AND/OR.</li> <li>• Acceptable exceptions AND/OR</li> <li>• Acceptable conditions.</li> </ul> | <b>80</b>  | <b>4</b> |
| <b>NON-COMPLIANT</b> <ul style="list-style-type: none"> <li>• Does not meet technical requirement(s) AND/OR.</li> <li>• Unacceptable technical risk(s) AND/OR.</li> <li>• Unacceptable exceptions AND/OR.</li> <li>• Unacceptable conditions.</li> </ul> | <b>40</b>  | <b>2</b> |
| <b>TOTALLY DEFICIENT OR NON-RESPONSIVE</b>                                                                                                                                                                                                               | <b>0</b>   | <b>0</b> |

Note 1: The scoring table does not allow for scoring of 1 and 3.

Note 2: Foreseen acceptable and unacceptable risk(s), exceptions and conditions shall be unambiguously defined in the relevant Tender Technical Evaluation Strategy.

### 3.4 TET Member Responsibilities

**Table 5: TET Member Responsibilities**

| Qualitative Criteria Number | TET (1), (2), (3), (4), (5) |
|-----------------------------|-----------------------------|
| 1                           | <b>X</b>                    |
| 2                           | <b>X</b>                    |
| 3                           | <b>X</b>                    |
| 4                           | <b>X</b>                    |
| 5                           | <b>X</b>                    |
| 6                           | <b>X</b>                    |

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### 3.5 Foreseen Acceptable / Unacceptable Qualifications

#### 3.5.1 Risks

**Table 6: Acceptable Technical Risks**

| <b>Risk</b> | <b>Description</b>                                        |
|-------------|-----------------------------------------------------------|
| 1.          | No alternative tender will be acceptable at tender stage. |

**Table 7: Unacceptable Technical Risks**

| <b>Risk</b> | <b>Description</b>                                           |
|-------------|--------------------------------------------------------------|
| 1.          | Exclusions of scope specified in the employers' requirements |
| 2.          | Unavailability of returnable for verification of compliance  |

#### 3.5.2 Exceptions/Conditions

**Table 8: Acceptable Technical Exceptions / Conditions**

| <b>Risk</b> | <b>Description</b>                                   |
|-------------|------------------------------------------------------|
| 1.          | Acceptance of deviation with technical qualification |

**Table 9: Unacceptable Technical Exceptions / Conditions**

| <b>Risk</b> | <b>Description</b>                        |
|-------------|-------------------------------------------|
| 1.          | Deviation without technical qualification |

### 4. Acceptance

This document has been seen and accepted by:

| <b>Name</b> | <b>Designation</b>         |
|-------------|----------------------------|
|             | Technician Maintenance     |
|             | Maintenance Senior Advisor |
|             | Chief Engineer             |
|             | Chief Engineer             |
|             | System Engineer            |

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| Name | Designation                                         |
|------|-----------------------------------------------------|
|      | Line Manager Maintenance Technical Support Services |
|      | Middle Manager Maintenance                          |
|      | Manager Materials Management                        |

## **5. Revisions**

| Date           | Rev. | Compilers | Remarks              |
|----------------|------|-----------|----------------------|
| September 2026 | 1    |           | Strategy development |

## **6. Development Team**

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

| Name & Surname | Designation                           |
|----------------|---------------------------------------|
|                | Maintenance Technician                |
|                | Maintenance Senior Advisor Mechanical |
|                | Chief Engineer                        |
|                | System Engineer                       |

## **7. Acknowledgements**

N/A

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