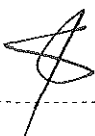
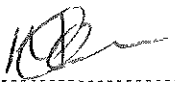
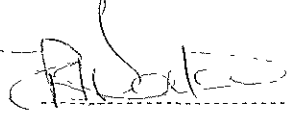


 Eskom	Strategy	Engineering
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1. INTRODUCTION

This document describes the process to be followed in performing the tender technical evaluations for the Kendal Power Station Hydrogen Generating Plant Project

The evaluations of tenders will be based on the tenderer's ability to meet both mandatory and qualitative requirements specified for this project. A weighted score card approach will be used to determine the best qualifying tenderer. The technical evaluation criteria and scoring are set out in detail within this report.

2. SUPPORTING CLAUSES

2.1 SCOPE

This strategy defines the Technical Evaluation Team (TET), their responsibilities and the criteria to be used to evaluate the Kendal Power Station Hydrogen Generating Plant Project.

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 a basis for the tender evaluation process.

2.1.2 Applicability

This document is applicable to Kendal Power Station.

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]	32-1034	Eskom Procurement Policy
[3]	ISO 9001	Quality Management Systems
[4]	240-53716712	Tender Technical Evaluations Results Form Template
[5]	240-53716726	Tender Technical Evaluations Scoring Form Template
[6]	240-56227413	Hydrogen Systems Standard
[7]	1038977	New Hydrogen Production Plant Scope Of Work
[8]	1038959	New Hydrogen Production Plant Technical Specification Report

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2.3 DEFINITIONS

2.3.1 Classification

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

Definition	Description
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
Eskom Evaluation Team	The people appointed by Eskom (referred to as the Employer) to perform the evaluation of tender submissions in line with Eskom's requirements
Normative	Documents that shall be read in conjunction with this report and are binding on tenderers
Tender	A tender refers to an open or closed competitive request for quotations/ prices against a clearly defined scope or specification

2.4 ABBREVIATIONS

Abbreviation	Description
C&I	Control and Instrumentation
CV	Curriculum Vitae
ECSA	Engineering Council of South Africa
H ₂	Hydrogen
OEM	Original Equipment Manufacturer
OPCR	Outside Plant Control Room
PLC	Programmable Logic Controller
TES	Tender Evaluation Strategy

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TET	Technical Evaluation Team
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2.5 ROLES AND RESPONSIBILITIES

As per 240-48929482 Tender Technical Evaluation Procedure

2.6 PROCESS FOR MONITORING

As per 240-48929482 Tender Technical Evaluation Procedure

3. TENDER TECHNICAL EVALUATION STRATEGY

To be eligible for evaluation, the tenderer shall meet all the mandatory requirements

The evaluation of tenders will be based on the tenderer's ability to meet the requirements specified in the Hydrogen Generating Plant Project Scope of Work for Kendal Power Station

The evaluation exercise is performed by the Eskom Evaluation team. The following criteria will be used to assess the tenderer's capability to enter into a contract with Eskom with respect to specific products and to meet Eskom's requirements

3.1 TECHNICAL EVALUATION THRESHOLD

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

3.2 TET MEMBERS

TET number	TET Member Name	Designation
TET 1	Thulani Mphoreng	Engineer – Mechanical
TET 2	Mooiman Phetla	Engineer - Electrical
TET 3	Nathi Mkhize	Engineer – Electrical
TET 4	Bongani Ngobese	Engineer – C&I Engineering
TET 5	Kellie Kwinika	Engineer – Civil Engineering

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4. TECHNICAL EVALUATION CRITERIA

This part of the evaluation starts when submissions are opened and assessed for the first time. The Eskom evaluation team will go through the details of the returnable submissions that are the required and will be ensured that all the mandatory Requirements are met. Submissions that received 'No' for any of these requirements will not be able to proceed to the Technical Qualitative Requirements Evaluation stage and therefore will fail the technical evaluation.

4.1 MANDATORY TECHNICAL EVALUATION

4.1.1 Mandatory Technical Evaluation Criteria

	Mandatory Technical Criteria Description	Reference to Technical Specification / Tender Returnable	Motivation for use of Criteria
1	Is all information supplied in English	Provide English translations for documents with information not in English	Design requirement is for all submissions to be in the English language
2	Supply proof of registration with an Electrical Contractor's Board in South Africa	Letter of confirmation	To ensure the Contractor is registered to perform electrical work
3	Supply proof of Registration with a South African Compressed Gas Association	Letter of confirmation.	To ensure that the Contractor is registered to perform work on high pressure equipment

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4	ECOSA Professional Engineering Certification of key personnel - Professional Mechanical Engineer - Professional Electrical Engineer - Professional Civil Engineer - Professional Project/ Construction Manager	Provide CVs of key personnel as accompanied by a copy of ECOSA Professional Certification or verifiable evidence for Professional Engineer/Technologist who is accountable for the design, construction monitoring and certification of applicable scope	Design Integrity
5	Cell-stack life expectancy of >8 years OEM's agent response time to rectify plant failure < 48 hours	Letter from the OEM	This is to ensure that the plant will adhere to the expected design life, and should there be failures there is a quick response from the Contractor
6	New plant comes in its own containment units and can fit in the available footprint of 5 2x17m	Provide dimensions of containment unit of plant	Space constraints on site
7	Compliance to 240-56227413 Eskom Hydrogen System Standard	All information supplied will be assessed based on requirements from 240-56227413 Eskom Hydrogen System Standard	240-56227413 Eskom Hydrogen System Standard provides guidance on the safe practices of hydrogen plants within Eskom

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4.2 QUALITATIVE TECHNICAL EVALUATION

Notes to tenderer

- 1 An undertaking is required that skills identified would not be changed on award of Contract
- 2 The CVs of key personnel should have experience which is comparable in nature to the works specified in this tender
- 3 Where no information is offered by the Tenderer, no points shall be scored

4.2.1 Qualitative Technical Evaluation Criteria Scoring Table

Score	(%)	Definition
5	100	COMPLIANT Meets technical requirement(s)
4	80	COMPLIANT WITH ASSOCIATED QUALIFICATIONS Meets technical requirement(s) with, - Acceptable technical risk(s) AND/OR, - Acceptable exceptions AND/OR, - Acceptable conditions

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2	40	NON-COMPLIANT • Does not meet technical requirement(s) AND/OR, • Unacceptable technical risk(s) AND/OR, • Unacceptable exceptions AND/OR, • Unacceptable conditions
0	0	TOTALLY DEFICIENT OR NON-RESPONSIVE
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		

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4.2.2 Mechanical Technical Evaluation Criteria

No	Technical Criteria Description	Weighting	Sub-Weighting		
	Mechanical Criteria	40%			
1	Company's background and experience on the design and construction of hydrogen generating plants and distribution plants or similar works Company's background and experience shall be a minimum of 3 years in design, construction and commissioning of hydrogen generating plants. Any sub-contracted companies as part of the main tenderer shall have experience of minimum 3 years in design, construction and commissioning of the main aspects or disciplines of the project, including but not limited to - Hydrogen generating plant - Civil and Structural works - Electrical design - Control and Instrumentation - Hazardous installations - Name of company where project		20%	Demonstrate previous experience on similar equipment	5 = 100% = COMPLIANT Provided company's (sub-contractors') background in design, construction and commissioning of hydrogen generating plants and company (sub-contractors) does have a minimum of 3 years of experience 4 = 80% = COMPLIANT WITH ASSOCIATED QUALIFICATIONS Provided company's (sub-contractors') background in design, construction and commissioning of hydrogen generating plants and company (sub-contractors) does not have a minimum of 3 years of experience 2 = 40% = NON-COMPLIANT Provided company's (sub-contractors') background in design, construction and commissioning of hydrogen generating

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	was executed • Project description • Construction period • Contact person				plants but did not provide company's (and sub-contractors') minimum years of experience 0 = 0% = TOTALLY DEFICIENT OR NON-RESPONSIVE
2	OEM of the hydrogen production plant represented by local South African company The OEM shall provide an agency agreement letter on a signed letterhead that the local agent is authorized or accredited to construct, commission, test, maintain, modify, and conduct operating and maintenance training to the end user. The direct contact details of the OEM technical support shall be indicated in the agency agreement and Eskom will have direct access and will be included in all technical issues raised.		20%	OEM's letter	5 = 100% = COMPLIANT Provided signed agency agreement letter stating that agent is authorized or accredited to construct, commission, test, maintain, modify, and conduct operating and maintenance training to the end user. Direct contact details of the OEM technical support included in the agency agreement. 4 = 80% = COMPLIANT WITH ASSOCIATED QUALIFICATIONS Provided signed agency agreement letter stating that agent is authorized or accredited to construct, commission, test, maintain, modify, and conduct operating and maintenance training to the end user. Direct contact details of the OEM technical support not included in the agency agreement. 2 = 40% = NON-COMPLIANT

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					Provided signed agency agreement letter but not clearly stating that agent is authorized or accredited to construct, commission, test, maintain, modify, and conduct operating and maintenance training to the end user 0 = 0% = TOTALLY DEFICIENT OR NON-RESPONSIVE
3	The Local Company (Agent) to have approval from the OEM to perform replacement of cells and full cell stack assembly		15%	Letter of confirmation	5 = 100% = COMPLIANT Provided letter of confirmation from OEM and it states that Agent can perform replacement of cells and full cell stack assembly 4 = 80% = COMPLIANT WITH ASSOCIATED QUALIFICATIONS Provided letter of confirmation from OEM and it states that Agent can perform replacement of cells but not full cell stack assembly 2 = 40% = NON-COMPLIANT Provided letter of confirmation from OEM and it does not clearly state that Agent can perform replacement of cells and full cell

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					stack assembly 0 = 0% = TOTALLY DEFICIENT OR NON-RESPONSIVE
4	Supply a signed warranty letter on the cell stack of no less than 2 years		10%	Full OEM replacement warranty	5 = 100% = COMPLIANT Provided a signed warranty letter on the cell stack of no less than 2 years 4 = 80% = COMPLIANT WITH ASSOCIATED QUALIFICATIONS Provided a signed warranty letter on the cell stack but it's less than 2 years 2 = 40% = NON-COMPLIANT <i>Provided a signed warranty letter on the cell stack but it's less than 1 year</i> 0 = 0% = TOTALLY DEFICIENT OR NON-RESPONSIVE
5	Compliance with the full scope of work of the hydrogen generating plant		10%	Comprehensive overview of the offered solution and concept for integration into existing infrastructure	5 = 100% = COMPLIANT Provided a comprehensive overview of the solution offered and concept for integration into existing infrastructure Overview complies with scope of work

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					4 = 80% = COMPLIANT WITH ASSOCIATED QUALIFICATIONS Provided a comprehensive overview of the solution offered and concept for integration into existing infrastructure. Overview has deviations from scope of work. 2 = 40% = NON-COMPLIANT Provided an overview of the solution offered but no concept for integration into existing infrastructure. Overview has deviations from scope of work. 0 = 0% = TOTALLY DEFICIENT OR NON-RESPONSIVE
6	Project Execution Plan		5%	Project Plan with completion dates for each activity.	5 = 100% = COMPLIANT Provided a Project Plan with completion dates for each activity that are aligned with Eskom's project timelines. 4 = 80% = COMPLIANT WITH ASSOCIATED QUALIFICATIONS Provided a Project Plan with completion dates for each activity but some dates are not aligned with Eskom's project timelines.

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					2 = 40% = NON-COMPLIANT Provided a Project Plan without completion dates for each activity and some dates are aligned with Eskom's project timelines 0 = 0% = TOTALLY DEFICIENT OR NON-RESPONSIVE
7	Supply detailed technical information		10%	Technical Data Sheets for proposed equipment, plant and instrumentation (valves, pipes, pressure gauges, dryers, cell stacks and monitoring station) Track record of the specific technology offered and specified being in service in an application similar to what is stipulated for more than 3 years without significant failure i.e. cell stack failure The maintainability of all the equipment	5 = 100% = COMPLIANT Provided all technical data sheets, track record of the technology offered, maintenance and operating philosophy, all P&IDs and HAZOP 4 = 80% = COMPLIANT WITH ASSOCIATED QUALIFICATIONS 80% of the documents requested are provided 2 = 40% = NON-COMPLIANT 40% of the documents requested are provided 0 = 0% = TOTALLY DEFICIENT OR NON-RESPONSIVE

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				needs to be clearly indicated Detailed P&IDs HAZOP	
8	The Fire System meets the provisions of SANS 10400 and the standards listed in the scope of work		10%	Hydrogen and fire detection design proposal	5 = 100% = COMPLIANT Provided a Fire System proposal that meets the provisions of SANS 10400 and the standards listed in the scope of work 4 = 80% = COMPLIANT WITH ASSOCIATED QUALIFICATIONS Provided a Fire System proposal that meets the provisions of SANS 10400 but not all the standards listed in the scope of work 2 = 40% = NON-COMPLIANT Provided a Fire System proposal but it does not meet the provisions of SANS 10400 and the standards listed in the scope of work 0 = 0% = TOTALLY DEFICIENT OR NON-RESPONSIVE

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4.2.3 Electrical Technical Evaluation Criteria

No.	Technical Criteria Description	Weighting	Sub-weighting	Tender Returnable(s)	
	Electrical Criteria	15%			
1	Method statement for manufacture, design, delivery, and installation of all electrical equipment for the Works		30%	Shall contain the following as a minimum - Description of electrical scope of work for this project - Single line drawing or block diagram demonstrating the electrical supply - Earthing procedure	5 = 100% = COMPLIANT SOW, drawing & earthing procedure. 4 = 80% = COMPLIANT WITH ASSOCIATED QUALIFICATIONS Any two of the three 2 = 40% = NON-COMPLIANT Any one of the three 0 = 0% = TOTALLY DEFICIENT OR NON-RESPONSIVE

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2	Explosion prevention techniques meet the HAZLOC zone to which it is located For motors, lighting, cabling, and cable glands and all other electrical and electronic equipment to be installed in the hydrogen generating plant		30%	Provide explosion prevention techniques for motors, light fittings, cable glands etc OR provide a declaration that all electrical designs and installations will comply with requirements of SANS 10108	5 = 100% = COMPLIANT Explosion prevention techniques for motors, light fittings & cable glands 4 = 80% = COMPLIANT WITH ASSOCIATED QUALIFICATIONS Any two of the three 2 = 40% = NON-COMPLIANT Any one of the three 0 = 0% = TOTALLY DEFICIENT OR NON-RESPONSIVE
3	Provide companies with references on work performed on electrical equipment, primarily switch gear Provide evidence of work successfully performed on the design, manufacture, installation and commissioning of electrical equipment		10%	Company's ability to perform work on Electrical Switchgear	5 = 100% = COMPLIANT Successful work on design, installation & commissioning 4 = 80% = COMPLIANT WITH ASSOCIATED QUALIFICATIONS Successful work on any two of the three 2 = 40% = NON-COMPLIANT Successful work on any one of the

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					three 0 = 0% = TOTALLY DEFICIENT OR NON-RESPONSIVE
4	Hydrogen generating plant Electrical Distribution board design to supply all electrical equipment forming part of the project		30%	Proposed electrical plant design	5 = 100% = COMPLIANT Complete compliant electrical board design 4 = 80% = COMPLIANT WITH ASSOCIATED QUALIFICATIONS Partial compliant electrical board design 2 = 40% = NON-COMPLIANT Non-compliant electrical board design 0 = 0% = TOTALLY DEFICIENT OR NON-RESPONSIVE

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4.2.4 Control and Instrumentation Technical Evaluation Criteria

No	Technical Criteria Description	Weighting	Sub-Weighting	Tender Returnable(s)	
	Control and Instrumentation Criteria	15%			
1	Detailed method statement from the Tenderer detailing the execution plan for the C&I work requirements as described in the scope of work. The Works shall include the interface of the new hydrogen generating plant PLC to the existing plant historian and interface to the Employer's OPCR DCS for monitoring purposes		50%	Method Statement	5 = 100% = COMPLIANT Provided a method statement that encapsulates the entire C&I requirements 4 = 80% = COMPLIANT WITH ASSOCIATED QUALIFICATIONS Provided a method statement with interfacing to the Historian not included 2 = 40% = NON-COMPLIANT Provided a method statement that does not cover the C&I scope of work or is high-level (general) 0 = 0% = TOTALLY DEFICIENT OR NON-RESPONSIVE

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2	Provide contactable references where the bidder has successfully performed control and instrumentation design, network interfaces, supply and implementation work for a minimum of two (2) years		50%	List of references detailing the following - Name of Company - Details of work performed relating to control and instrumentation design, network interfaces, supply and implementation work - Contact person	= 100% = COMPLIANT Provided with an extensive list of traceable and acceptable references 4 = 80% = COMPLIANT WITH ASSOCIATED QUALIFICATIONS Provided a list of references, but the references does not entail network interfacing related exposure 2 = 40% = NON-COMPLIANT Provided a list of references, but the references are not traceable or are not related to C&I work 0 = 0% = TOTALLY DEFICIENT OR NON-RESPONSIVE

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4.2.5 Civil and Structures Technical Evaluation Criteria

No.	Technical Criteria Description	Weighting	Sub-weighting	Tender Returnable(s)	Scoring Criteria
	Civil and Structural Criteria	10%			
1	Ability to carry out inspections and tests as may be required for the acceptance of data books and existing completed civil and structural works to ensure construction quality and assurance and quality control		40%	CVs and details of key resources competent in executing tests such as - Concrete durability (e g shrinkage, ASR, Chlorides & sulphates tests etc) - Mandatory Concrete tests during construction (e g slump test, cube test etc) Geotechnical tests (e g Density tests, DCPs etc)	= 100% = COMPLIANT CV with Bsc/BEng Or BTech Civil with 10 years experience in construction 4 = 80% = COMPLIANT WITH ASSOCIATED QUALIFICATIONS CV with Bsc/BEng Or BTech Civil with 5 years experience in construction 2 = 40% = NON-COMPLIANT CV with Bsc/BEng Or BTech Civil with less than 5 years experience in construction 0 = 0% = TOTALLY DEFICIENT OR NON-RESPONSIVE No Bsc/BEng Or BTech Civil or No experience in construction.

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2	Provide a detailed method statement specifying and showing ability to perform the required scope of work Listing sequence of activities (site investigation/assessment, tools, scope of works, testing, equipment, skills, specialists, and general labour		30%	Sound method statement demonstrating compliance and understanding of the required works	= 100% = COMPLIANT Comprehensive MS submitted 4 = 80% = COMPLIANT WITH ASSOCIATED QUALIFICATIONS Comprehensive MS submitted but missing some details 2 = 40% = NON-COMPLIANT MS Submitted but lacking in details 0 = 0% = TOTALLY DEFICIENT OR NON-RESPONSIVE MS not submitted
3	Provide schedule baseline plan detailing how the works will be executed including lead times to complete the scope of work timeously This should include the milestones completion dates		30%	Plan demonstrating timelines and milestone completion dates for each activity	= 100% = COMPLIANT Detailed schedule baseline plan submitted with timelines 4 = 80% = COMPLIANT WITH ASSOCIATED QUALIFICATIONS Schedule baseline plan with timeline submitted but missing some details

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					2 = 40% = NON-COMPLIANT Schedule baseline plan with timelines submitted but lacking in detail or <i>inconclusive</i> 0 = 0% = TOTALLY DEFICIENT OR NON-RESPONSIVE Schedule baseline plan not submitted or timeline omitted
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4.2.6 Configuration and Document Management Technical Evaluation Criteria

No.	Technical Criteria Description	Weighting	Sub-weighting	Tender Returnable(s)	Scoring Criteria
	Criteria	10%			
2	The contractor shall supply a configuration management program according to ISO 10007 to ensure that plant structures, components, drawings, design documents, training manuals and computer software will be managed. This program would include how transfers and approvals will be done both from the contractor or the employer's side		100%	Procedure	5 = 100% = COMPLIANT Supplied a comprehensive program in accordance with ISO 10007 covering all required documents (structures, components, drawings, design documents and software documents) 4 = 80% = COMPLIANT WITH ASSOCIATED QUALIFICATIONS Supplied a comprehensive program in accordance with ISO 10007 covering some documents but not all 2 = 40% = NON-COMPLIANT Supplied a program not in accordance with ISO 10007 covering some documents but not all 0 = 0% = NON- RESPONSIVE

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4.2.7 Maintenance Technical Evaluation Criteria

No	Description	Weighting	Sub-weighting	Tender returnable(s)	Scoring criteria
	Maintenance Criteria	10%			
1	Detailed maintenance and operating philosophy with long term cell stack storage procedure		60%	Maintenance and operating philosophy.	5 = 100% = COMPLIANT Supplied detailed maintenance and operating philosophy with long term cell stack storage procedure 4 = 80% = COMPLIANT WITH ASSOCIATED QUALIFICATIONS Supplied detailed maintenance or operating philosophy with long term cell stack storage procedure 2 = 40% = NON-COMPLIANT Supplied maintenance or operating philosophy without long term cell stack storage procedure. 0 = 0% = TOTALLY DEFICIENT OR NON-RESPONSIVE

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2	Detailed Parts List and quantities with description, OEM type and part numbers, and hyperlinks to OEM specification documents		40%	Parts list	5 = 100% = COMPLIANT Supplied Parts List and quantities with description, OEM type and part numbers, and hyperlinks to OEM specification documents 4 = 80% = COMPLIANT WITH ASSOCIATED QUALIFICATIONS Supplied Parts List and quantities with description, OEM type and part numbers, but no hyperlinks to OEM specification documents 2 = 40% = NON-COMPLIANT Supplied Parts List and quantities but without description, OEM type and part numbers, and no hyperlinks to OEM specification documents 0 = 0% = TOTALLY DEFICIENT OR NON-RESPONSIVE
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5. TET MEMBER RESPONSIBILITIES

Mandatory Criteria Number	TET 1	TET 2	TET 3	TET 4	TET 5
4 1 1	X	X	X	X	X
Qualitative Criteria Number	TET 1	TET 2	TET 3	TET 4	TET 5
4 2 2	X				
4 2 3		X	X		
4 2 4				X	
4 2 5					X
4 2 6	X	X	X	X	X
4 2 7	X	X	X	X	

6. AUTHORISATION

This document has been seen and accepted by

Name	Designation	Signature
Mooiman Phetla	Electrical Engineer	
Nathi Mkhize	Electrical Engineer	
Bongani Ngobese	C&I Engineer	
Kellie Kwinika	Civil Engineer	

7. REVISION

Date	Rev.	Compiler	Remarks
Feb 2026	00	TG Mphoreng	

8. DEVELOPMENT TEAM

The following people were involved in the development of this document

- TG Mphoreng
- Mooiman Phetla
- Nathi Mkhize
- Bongani Ngobese
- Kellie Kwinika

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