INVITATION TO TENDER No. MPGXC 004605

FOR

Provision of Boiler Ash hopper Refractory Inspection and Repairs U 1-6 during Outages for a period of three years (the service)

Deadline for tender submission: 10:00 AM hours (South African Standard Time) on 11 April 2017

TENDERER’S NAME: ____________________________

PRICE (IF APPLICABLE): ____________________________

PLEASE RETURN THIS PAGE WITH YOUR TENDER
Eskom Holdings SOC Limited

Group Technology and Commercial Tactical Sourcing Department
Arnot Power Station
Private bag X2
RIETKUIL
1097
www.eskom.co.za

DATE: 22 MARCH 2016  REF: MPGX004605  ENQUIRIES: JABU GALELA
☎ 013 297 9388

INVITATION FOR THE PROVISION OF BOILER ASH HOPPER REFRACTORY INSPECTION AND REPAIRS U 1-6 DURING OUTAGES

We invite you to submit a tender to provide the goods identified above. The list of documents provided for the purpose of the tender is attached to this Letter of Invitation.

The scope of work is given in the Goods Information. The terms and conditions of the proposed contract are identified in Agreements and Contract Data.

Eskom Holdings Limited’s Standard Conditions of Tender specifies the actions to be taken during the process of tendering. The section entitled ‘Tender Data’ provides the details which make the standardised Conditions of Tender specific to this tender, including the criteria you are required to comply with in order to be able to submit a tender in response to this Invitation.

The tender documents are supplied to you on the following basis: (complete/delete/add as applicable).

- Free of charge

PLEASE RETURN THIS PAGE WITH YOUR TENDER
We have delegated the responsibility for this tender to Eskom Holdings Limited's Representative whose name and contact details are given in the Tender Data. We deem that a submission of a tender by you in response to this invitation constitutes your acceptance of the Conditions of Tender.

Please complete the attached Acknowledgement Form and return by Fax as indicated on the form within 5 working days of receiving this Invitation. If you do not intend submitting a tender kindly return all the enclosed documentation together with the Acknowledgement Form, giving your reason for not wishing to participate.

Tender documentation can be obtained via the following: It may be downloaded from http://mp2mas17.eskom.co.za/tenderbulletin/search.asp

Tender documents may be downloaded as follows:

Click on Tenders
Click on What's out to tender
Click Eskom's Tender bulletin
Click on General Search
Click on Search

Yours faithfully,

MATHANTSHANI
Procurement Manager

PLEASE RETURN THIS PAGE WITH YOUR TENDER
INVITATION TO TENDER – TERM SERVICES CONTRACT

FAX BACK FORM

TO: ESKOM HOLDINGS SOC LIMITED’s Representative
       ARNOT POWER STATION
       PRIVATE BAG X2
       RIETKUIL, 1097

FROM

Attention JABU GALELA
Fax No. 013 297 9100/086 234 9821

INVITATION TO TENDER NO. MPGXC004605

ACKNOWLEDGEMENT: RECEIPT OF INVITATION TO TENDER FOR THE PROVISION OF BOILER ASH HOPPER REFRACTORY INSPECTION AND REPAIRS U 1-6 DURING OUTAGES

We are in receipt of Eskom Holdings Limited’s letter dated ________. We confirm that the documentation received by us is: (delete / complete as applicable)

Either: Correct as stated in the attached list of Contents, and that each document is complete. (tick box if documentation complete)

Or: Incorrect or incomplete for the following reasons:

Please select either statement 1 or 2 below and delete the other:

1. We have noted the deadline for tender submission (given in the Tender Data) and will be submitting our tender before the closing date as instructed.

Indicate the status of the tenderer by ticking the appropriate box hereunder. The tenderer must complete the certificate set out below for his category of organisation.

A. COMPANY  □
B. PARTNERSHIP  □
C. JOINT VENTURE  □

PLEASE RETURN THIS PAGE WITH YOUR TENDER

240-55149815

CONTROLLED DISCLOSURE

TE – Group Commercial,
Effective 01 August 2012

Page 4 of 21
A. Certificate for company

I, ____________________________________________, chairperson of the board of directors of ____________________________, hereby confirm that by resolution of the board taken on ____________ (date), Mr/Ms ____________________________, acting in the capacity of ____________________________, was authorised to sign all documents in connection with this tender offer and any contract resulting from it on behalf of the company.

Signed Date

______________________________ ______________________________
Name Position Chairman of the Board of Directors

B. Certificate for partnership

We, the undersigned, being the key partners in the business trading as ____________________________, hereby authorise Mr/Ms ____________________________, acting in the capacity of ____________________________, to sign all documents in connection with the tender offer for Contract ____________________________ and any contract resulting from it on our behalf.

<table>
<thead>
<tr>
<th>Name</th>
<th>Address</th>
<th>Signature</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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</tbody>
</table>

PLEASE RETURN THIS PAGE WITH YOUR TENDER
NOTE: This certificate is to be completed and signed by the full number of Partners necessary to commit the Partnership. Attach additional pages if more space is required.

C. Certificate for Joint Venture

We, the undersigned, are submitting this tender offer in Joint Venture and hereby authorise Mr/Ms ________________________________ an authorised signatory of the company ________________________________, acting in the capacity of lead partner, to sign all documents in connection with the tender offer for Contract ____________________ and any contract resulting from it on our behalf.

This authorisation is evidenced by the attached power of attorney signed by legally authorised signatories of all the partners to the Joint Venture.

Furthermore we attach to this Schedule a copy of the joint venture agreement which incorporates a statement that all partners are liable jointly and severally for the execution of the contract and that the lead partner is authorised to incur liabilities, receive instructions and payments and be responsible for the entire execution of the contract for and on behalf of any and all the partners.

<table>
<thead>
<tr>
<th>Name of firm</th>
<th>Address</th>
<th>Authorising signature, name (in caps) and capacity</th>
</tr>
</thead>
<tbody>
<tr>
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</tbody>
</table>

PLEASE RETURN THIS PAGE WITH YOUR TENDER
2. We do not intend to submit a tender for this work, and return all of the attached documentation herewith. Our reason for not wishing to submit a tender is as follows:

[Signature]

Yours faithfully

for the tenderer

PLEASE RETURN THIS PAGE WITH YOUR TENDER
CONTENTS

1. INVITATION TO TENDER

1.1. Tender Data

1.2. Eskom Holdings Limited’s Standard Conditions of Tender (Available at www.eskom.co.za under “Tender Bulletin” and from Eskom Holdings Limited’s Representative).

2. TENDER RETURNABLES

LIST OF ITEMS TO BE SUBMITTED WITH THE TENDER

<table>
<thead>
<tr>
<th>ITEM</th>
<th>DESCRIPTION</th>
<th>Mandatory for Evaluation</th>
<th>Mandatory for points allocation</th>
<th>Mandatory for contract award</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td><strong>Commercial Non-negotiable Tender returnable-To be submitted with the Tender</strong></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>1.</td>
<td>Completed form of offer and acceptance- NEC3 TSC</td>
<td>√</td>
<td></td>
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</tr>
<tr>
<td>2.</td>
<td>Completed NEC3 TSC: C2.2 Price List</td>
<td>√</td>
<td>√</td>
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<tr>
<td></td>
<td><strong>Commercial To be submitted with the Tender</strong></td>
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<tr>
<td>3.</td>
<td>Completed data provided by the contractor- NEC3 TSC</td>
<td>√</td>
<td></td>
<td>√</td>
</tr>
<tr>
<td>4.</td>
<td>Proof of CSD registration</td>
<td>√</td>
<td></td>
<td>√</td>
</tr>
<tr>
<td>5.</td>
<td>Completed price schedules(Note: All suppliers are not, under any circumstances, to deviate from the required stipulated format for the provision of pricing)</td>
<td>√</td>
<td></td>
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<tr>
<td>6.</td>
<td>Initial each and every page of Eskom Holdings SOC Limited standard condition of tender</td>
<td>√</td>
<td></td>
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<tr>
<td>7.</td>
<td>Acceptance of Eskom’s NEC3 TSC terms and conditions</td>
<td>√</td>
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<tr>
<td></td>
<td>Declaration of Shareholding and Directorship –CK2 or CM 29</td>
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<td>-----------------------------------------------------------</td>
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<tr>
<td>9.</td>
<td>Condition of Supplier Registration with the Supplier Application Form (Only suppliers who are not registered on the Eskom Vendor Database - Supplier registration is a pre-requisite for contract award)</td>
<td></td>
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<td>10.</td>
<td>A Valid B-BBEE Verification Certificate issued by an Accredited Verification Agency</td>
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<td>11.</td>
<td>Certificate, statement or declaration confirming compliance with the Employment Equity Act of 1998 (if employing more than 50 employees)</td>
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<tr>
<td>13.</td>
<td>Completed Supplier Declaration of Interest</td>
<td></td>
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<tr>
<td>14.</td>
<td>Completed Authority to submit offer/tender (Confirms the authority of the Supplier’s representative to act as an authorized agent on behalf of the Supplier)</td>
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<tr>
<td>15.</td>
<td>Completed Declaration of Fair Bidding Practices</td>
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<tr>
<td>16.</td>
<td>Completed Preference points claim form in terms of the preferential procurement regulations 2011</td>
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<td>17.</td>
<td>Completed Appendix A and B (Commercial)</td>
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<td>18.</td>
<td>Supplier Confidential and Non-Disclosure Agreement (NDA)</td>
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</tbody>
</table>

**Technical Tender Returnable (Non-negotiable, to be submitted with the Tender)**

|   | Order numbers (Max proof of 2 and min of 1) (No proof-immediate elimination) |   |   |   |
|   | Proof of signed inspection list (All or nothing) |   |   |   |
### INVITATION TO TENDER – TERM SERVICES CONTRACT

**Unique Identifier**: 240-55149815  
**Revision**: 1  
**Revision Date**: October 2015  
**Group technology & Commercial Division**

<table>
<thead>
<tr>
<th>22. Proof of previous signed QCP's (all or nothing)</th>
<th>✔</th>
<th>✔</th>
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</thead>
<tbody>
<tr>
<td><strong>SHE Tender Returnable-Objective Criteria</strong></td>
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<tr>
<td>• Baseline SHE risk assessment</td>
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<tr>
<td>• Acknowledgement of Eskom’s rules and requirements</td>
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<tr>
<td>• SHE plan</td>
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<tr>
<td>• Valid letter of good standing</td>
<td>✔</td>
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<tr>
<td>• SHE policy</td>
<td></td>
<td>✔</td>
<td></td>
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<tr>
<td>• Project specific waste management plan storage to disposal</td>
<td></td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>• Project specific Environmental Management Plan (To include: Activity, impact, mitigation, responsible person and timelines)</td>
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</table>

**NB: TENDER SUBMISSION FORMAT**

Tender to be submitted according to this invitation to tender numbering, sequence and headings.

**NB: Failure to submit all non-negotiable tender returnable will result in tenderer being non-responsive**
3. AGREEMENTS AND CONTRACT DATA

3.1. Form of Agreement and Purchaser's Acceptance (Contract award stage only.)

3.2. Contract Data Part 1: Data provided by the Purchaser

3.3. The Eskom Holdings Limited Supply Contract. January 2000

4. CONTRACT PRICES (Contract award stage only.)

5. PURCHASER'S GOODS INFORMATION

5.1. ATTACHED ON THE NEC.

6. SUPPLIER'S GOOD'S INFORMATION (Contract award stage only)
INVITATION TO TENDER – TERM SERVICES CONTRACT

Unique Identifier 240-55149815
Revision 1
Revision Date October 2015
Group technology & Commercial Division

TENDER DATA

1 General

[1.1] Eskom Holdings SOC Limited's Representative is

- Name: Jabu Galela
- Address: Eskom SOC Limited
  Arnot Power Station
  Private Bag X2
  RIETKUIL
  1097
- Tel No.: +27 13 297 9388
- Fax No.: +27 13 297 9100/ +27 86 234 9821
- E mail: Galelaj@eskom.co.za

- [1.1 & 2.1] A tenderer is a person, partnership, firm or company eligible to submit a tender in accordance with these criteria (note the requirements on BEE [2.33]):

  Registered (country) Republic of South Africa
  Other (specify) Tenders who do not meet Eskom's mandatory
  requirements and specifications will result in the tender not being
  evaluated further

- [3.12] A responsive tender will be evaluated on the following tender criteria: Volume 2
  (Tender Returnable) and Weightings Evaluation criteria.

  A five step evaluation (1. Basic Compliance 2. Functionality 3. Financial Analysis
  4. Price and preference analysis 5. Objective criteria

  The evaluation will be conducted based on the following steps:
  - Basic Compliance
  - Functional Analysis
  - Financial Analysis
  - Price and Preference Analysis
  - Objective criteria
[2.3 & 2.5] The tender documents are

Volume 1: Invitation to tender
Volume 2: Returnable documents
Volume 3: Contract
Addenda [2.7; 3.2] issued by Eskom Holdings SOC Limited

[2.8] A site clarification meeting has been arranged for tenderers as follows:

☐ Commence at 10H00
☐ On 29 March 2017
☐ The venue is Cosmos Boardroom (Arnot-Rietkuil Country Club situated at Rietkuil Property)
☐ The meeting arrangements are site clarification.

NB: This session will provide tenderers an opportunity to clarify certain aspects as set out in the tender document.

[2.9] The closing time for clarification of queries is 5 working days (04 April 2017 @ 15:30) before the deadline for tender submission. Please note that No tenderer is allowed to contact the contract manager in anyway before contract award. All clarification of queries must be sent to a Buyer in writing via Email (Galeil@eskom.co.za). The single point of contact of all queries is a Buyer. Any receipt of the query sent must be confirmed with a buyer telephonically.

The extension of tender time is 5 working days (04 April 2017 @ 15:30) before the deadline for the submission of tenders and subject to acceptance by Eskom Holdings SOC Limited.

Suppliers are urged to print their own documents from the tender bulletin and bring with to the meeting.


[2.16] Alternative tender(s) may be based only on the following criteria and subject to acceptance by Eskom Holdings SOC Limited.

☐ A different completion date.
☐ A different main option and other combinations of secondary option clauses, acceptable to the Employer, selected from the NEC Term Service Contract.
☐ Provision of a financing package where none has been requested by this tender.
☐ Different technical methods and specifications.
• [2.18] The tender may be for the whole of the works.

• [2.19] Tender returnables are generally in the document called Tender Returnables, but may also be in other tender documents where the tenderer is requested to return something as part of his tender.

• [2.20] The tender shall be submitted as **One original hard copy plus One hard copy of the original document** of each of the technical, commercial and financial documents and other tender documents where the tenderer is requested to return something as part of his tender, failure to submit necessary copies of a tender will disqualify the supplier.

**NB:** Suppliers submitting copies which are materially incomplete for purposes of evaluation will also be disqualified.

**NB:** Kindly ensure that all documents are submitted as per tender returnable list.

(NOTE: TELEGRAPHIC, TELEPHONIC, TELEX, FACSIMILE, E-MAIL AND LATE TENDERS WILL NOT BE ACCEPTED).

• [2.22] The invitation to tender number is MPGXC004605.

• [2.23] The tender shall be addressed to Eskom Holdings SOC Limited as follows: "**STRICTLY CONFIDENTIAL**
ENQUIRY: MPGXC004605
ENQUIRY CLOSING DATE: 2016-04-11
ENQUIRY CLOSING TIME: 10H00 (South African Standard Time)
ESKOM HOLDINGS SOC LIMITED
ARNOT POWER STATION

SCOPE OF WORK: PROVISION OF BOILER ASH HOPPER REFRACTORY INSPECTION AND REPAIRS U 1-6 FOR A PERIOD OF THREE YEARS

[2.25] The place for delivery of the tender is Eskom Holdings SOC Limited's Tender Box located at:

TENDER CENTRE
NO.10 SMUTS AVENUE
WITBANK / EMALAHLENI
MPUMALANGA

Marked: Confidential Tender No. MPGXC004605
INe a)

[2.25 & 2.5] The deadline for tender submission is 10H00 hours on 11 April 2017.

[2.28] The validity period is 12 weeks.

[2.24 & 3.6] A two-envelope system will be used.

[2.34] Eskom Holdings SOC Limited’s requirement regarding BEE/Black Women-owned Suppliers is as follows: (N/A)

3 Eskom Holdings SOC Limited’s undertakings

[3.4] There will be no public opening of the tenders and prices will not be read out. N/A

[3.14] Eskom Holdings SOC Limited’s Representative will determine the evaluated tender price by adjusting the total of the Prices (if any) as follows: N/A

☐ Making the specified correction for arithmetical errors [3.12].
☐ Excluding contingencies in any bill of quantities or activity schedule.
☐ Making an adjustment based on the application of the quantitative information entered by tenderers in the Contract Data provided by the Contractor to provisional amounts assessed by Eskom Holdings SOC Limited’s Representative. A model tender assessment schedule suitable for use with Options A and B of the NEC Engineering and Construction Contract may be included in the tender returnables for this purpose.
☐ Making an appropriate adjustment for any other acceptable variations, deviations, or alternative tenders submitted.
☐ Making a comparison of the Nett Present Value of each adjusted tender based on the tendered programme (if provided) and prices, on the estimated effect of Price Adjustment Factors and rate of exchange fluctuations (if applicable) and on other evaluation parameters relating to uncertainty and risk.

[3.19, 3.20, 3.22] The number of copies of signed contract documents to be supplied by Eskom Holdings SOC Limited is:

For the NEC Term Service Contract: One
4 Additional conditions of tender

- The additional conditions of tender are:

Financial Conditions – the offered prices should be exclusive of VAT.

Upon evaluation of proposals received, a contract may be concluded with one or more respondents. Eskom will not be bound to accept the lowest or any proposal. Eskom reserves the right to enter into negotiations with any one or more of the respondents.

The onus is upon the Supplier to ensure that copies of the documentation listed above are in his possession and that his proposal is submitted strictly in accordance with the documents concerned.

All clarification questions and additional information sought during the tendering process will have to be submitted in writing. Written confirmation of the answers given and notes covering required questions will be issued, to all tenderers. These notes shall form part of the Tender Dossier and it will be the responsibility of the Tenderer to ensure that he/she receives the notes, which will be posted on the tender bulletin.

Proposals shall be well organised, straightforward, clear and concise, and be responsive to the requirements of the Scope of Work.

Eskom reserves the right not to evaluate and/or consider any tender that does not comply strictly with the requirements as set out in this tender and/or which does not meet one or more of the pre-requisites gatekeepers set out.

Eskom reserves the right to cancel or withdraw this tender without prior notice and without furnishing any reasons whatsoever.

Eskom reserves the right to award a tender to a supplier who may not be the highest scoring or highest ranked supplier, for the purpose of maximising recognition of black ownership, black management.

Please note that fax numbers on the Tender document are not for tender submission purpose.

CONFIDENTIALITY

The information contained in this document is of a confidential nature, and may only be used for purpose of responding to this Enquiry. This confidentiality clause extends to partners, whom you may decide to involve in preparing a response to this Enquiry.
Enquiry and any supporting documents submitted as part of your response will become the property of Eskom. Eskom will treat all information as received as confidential.

CONFLICT OF INTEREST

The suppliers must complete the declaration of interest form attached, to indicate that none of its personnel have any involvement or interest in Eskom and likewise no Eskom personnel have any involvement or interest in the respondent’s business as regards this Enquiry. It is part of the tender returnable.

CONDITIONS OF TENDERING

We deem that a submission of a tender in response to this invitation constitutes acceptance of the Standard Conditions of Tender and the additional terms contained in this Tender Data.

CHANGES, DELETIONS OR AMENDMENTS TO DOCUMENTATION

No changes, deletions or amendments are allowed to the Tender, Tender Conditions, NEC document or addendums. Separate submission / deviation sheet to be submitted where required.

DEVIAITION SHEET

Tenderer’s to provide a Commercial Deviation Sheet listing any deviation from Tender Enquiry and NEC Contract document with relevant counter proposal. See appendix for Deviation Sheet format. Note: changes to Core NEC clauses are not an option.

FINANCIAL

Whole tender must be submitted in ZAR.
Completed Price List

NEGOTIATION AFTER TENDERING

Eskom Holdings reserves the right to negotiate with any tenderer(s) prior to contract award.

SUPPLIER AND SUB-CONTRACTOR EVALUATION

Eskom reserves the right to do suppliers evaluation / accreditation to determine Suppliers ability to perform the required services prior to contract award.
SUPPLIER APPLICATION

Eskom Holding’s SOC Limited comprise of various Division, each with their own Vendor Database. Registration with Generation Division is not automatic if registered with one or more of the other Eskom Divisions.

PPPFA REQUIREMENTS

A five (5) steps evaluation will be conducted

1. Basic Compliance
2. Functionality Analysis
3. Financial Analysis
4. Price and preference analysis
5. Objective Criteria

Step 1: Basic Compliance

- Review tender submission for compliance to all submission requirements
- Ensure mandatory requirements are met

Eskom requires all tenderers to comply with the Eskom’s specifications. Tenderers who do not meet Eskom’s specification will result in the tenderer not being evaluated further.

Step 2: Functionality

The criterions that will be used to evaluate functionality as a gatekeeper are:

<table>
<thead>
<tr>
<th>Technical Profile</th>
<th>max</th>
<th>min</th>
</tr>
</thead>
<tbody>
<tr>
<td>Reference of previous refractory installation</td>
<td>Order numbers (Max proof of 2 and min of 1) (No proof-immediate elimination)</td>
<td>40%</td>
</tr>
<tr>
<td>Industry</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Equipment</td>
<td>Proof of signed inspection list (All or nothing)</td>
<td>30%</td>
</tr>
<tr>
<td>Documentation</td>
<td>Proof of previous signed QCP’s (all or nothing)</td>
<td>30%</td>
</tr>
</tbody>
</table>
Minimum Threshold 80%

<table>
<thead>
<tr>
<th>Functionality Criteria</th>
<th>Weightings</th>
<th>Overall Minimum Threshold for Qualification</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technical</td>
<td>100%</td>
<td>80%</td>
</tr>
</tbody>
</table>

Step 3: Financial Analysis

An analysis of the tenderers latest valid financial statements will be conducted for the purposes of establishing the tenderers financial viability and ability to meet all of its contractual obligations for the duration of the contract, should the tenderer be awarded the contract.

Where applicable a financial evaluation will be conducted by Eskom to further evaluate the financial viability of the tenderer. (incl. formal treasury evaluation).

Financial analysis must be conducted on all responsive and compliant tenders prior to the price and preference scoring.

Eliminate tenders that do not meet Eskom's financial requirements

Stage 4– Price based on either 90/10 principle

90% Price
10% BBBEE

Price and Preference Analysis

- Calculate price - 90 points.
- Apply preference points according to B-BBEE level contribution - 10 points:
- Add price points and preference points
- Select tender with highest points (Price Points + Preference Points)
Stage 5 - Objective criteria (Supplier Development & Localisation)

Objective criteria – Suppliers that are Level 1-4 from around Mpumalanga / Gauteng Province

To fulfill Eskom mandate: Which is "is to achieve maximum and sustainable local development impact through leveraging Eskom’s procurement spend in a manner that allows flexibility within the business in order to accommodate government local development initiatives and policies" the following special conditions of tender will apply:

Special Conditions of this tender

The objective criteria of this package are to:

- Preference is given to Suppliers that are Local to Mpumalanga / Gauteng Province as per Eskom’s hierarchy of PPPFA.
- The above will assist the business in achieving the BO Key Performance Area target as contained in the Shareholders Compact 2016/17 FY.

To achieve the above objectives the following will apply:

The invitation to tender prefers suppliers that has B-BBEE Level 1-4 that are within Mpumalanga / Gauteng Province