	Supplier Development, Localisation and Industrialisation (SDL&I) Strategy Setting Template	Template Identifier	240-43921804	Rev	6
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Business Unit	Eskom Real Estate
Description/ Scope of Work	Land Management Supervisory and Advisory Services
Duration of the Project	5 Years
Budget	
Name of Buyer	Lebohang Motaung

Section 1: Specific Goals

A maximum of 10/20 points may be awarded to a tenderer for the specific goal specified for the tender. The points scored for the specific goal must be added to the points scored for price and the total must be rounded off to the nearest two decimal places. Subject to section 2(1)(f) of the Preferential Procurement Policy Framework Act, the contract must be awarded to the tenderer scoring the highest points.

B-BBEE Status Level of Contributor	Number of points (90/10 system)	Number of points (80/20 system)
1	10	20
2	9	18
3	6	14
4	5	12
5	4	8
6	3	6
7	2	4
8	1	2
Non-compliant contributor	0	0

NB: The following documents are required to claim preference points,


- Valid B-BBEE certificate issued by a SANAS accredited verification agency / sworn affidavit / CIPS affidavit
- Proof of ownership / shareholding (preferably CIPC documentation) inclusive of shareholding breakdown
- Certified ID copies of shareholder(s)
- Proof of Disability (where applicable)

Tenderer failing to provide documentation for the allocation of preference points will not be disqualified, but'

- May only score point out of 90/80 for price
- Scores 0 points out of 10/20 for specific goals

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Section 1: Objective criteria

The inclusion of objective criteria in an enquiry is not mandatory but a condition for contract award, and if included, this must align with the requirements of the PPPFA [clause 2(1)(f)] and be clearly stated in the enquiry together with the consequence of such objective criteria (i.e., if the tenderer does not meet objective criteria; it may lead to the second-ranked tenderer being recommended for award).

1.1 Designated Sectors

When applicable the following stipulated minimum threshold for Local Production and Content must be achieved in full by the tenderer

a) Is this Commodity or part of it a Designated Sector?

YES	NO
<input type="checkbox"/>	<input checked="" type="checkbox"/>

Please indicate below Designated Components

Commodity	Components	Local Content Threshold

NOTE: SBD 6.2 Declaration Form and Annexure C (Local Content Declaration-Summary Schedule) is therefore **mandatory** and must be a tender returnable.

1.2 CIDB Skills Development this is not a construction contract

a) Is there CIDB compulsory training?

YES	NO
<input type="checkbox"/>	<input checked="" type="checkbox"/>


If Yes, what is the % of the Construction Skills Development Goal % (CSDG)

If the answer above is Yes, it will then be mandatory for the supplier to match Eskom's targets

Criteria	Eskom Target	Tenderer Commitment
CSDG Percentage		
Description		

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1.3 NIPP Not Applicable.

1.4 Enterprise Development Program (Incubation) N/A

Task orders that is R 30 million and above and the duration is 18 months and more shall be considered for the implementation of the incubation program. This Incubation shall be at a value of 5% of the Bid amount.

1.5 Subcontracting

Mandatory subcontracting on contracts above R30 million as a condition for contract award
If feasible to subcontract for a contract above R30 million, Eskom:

- a) must apply subcontracting to previously designated groups.
- b) must advertise the tender with a specific condition for contract award that the successful tenderer must subcontract a minimum of 30% of the value of the contract to:
 - c) an EME or QSE.
 - d) an EME or QSE, which is at least 51% owned by black people.
 - e) an EME or QSE, which is at least 51% owned by black people who are youth.
 - f) an EME or QSE, which is at least 51% owned by black people who are women.
 - g) an EME or QSE, which is at least 51% owned by black people with disabilities.
 - h) an EME or QSE, which is 51% owned by black people living in rural or underdeveloped areas or townships.
 - i) a cooperative, which is at least 51% owned by black people.
 - j) an EME or QSE, which is at least 51% owned by black people who are military veterans.
- or
- k) more than one of the categories referred to in paragraphs (a) to (h).

Tender Returnable if the above element is a requirement.

- Proof of a sub-contract agreement/s must be submitted.
- CSD report of subcontractors
- Sub-contractor/s B-BBEE certificate / affidavit must be submitted.


Subcontracting, in this instance, will be treated as a condition for contract award. A supplier awarded a contract may not subcontract more than 25% of the value of the contract to any other entity that does not have an equal or higher B-BBEE status level of a contributor than the supplier concerned unless the contract is subcontracted to an EME that has the capability and ability to execute the subcontract.

Section 2: Other SDL&I Objectives in line with RDP Goals

Tenderers who complete and submit the undertaking as required, but who do not meet Eskom's targets, will not be disqualified. SDL&I undertakings do not form part of scoring but commitments will form part of contractual obligations

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1. Transformation – BBBEE Improvement or Retention Plan.

The supplier must have a valid B-BBEE Certificate/Affidavit before task order will be allocated and for the duration of the contract.

Transformation remains an area of focus, where Eskom continuously strives to align itself with national transformation imperatives to unlock growth, drive industrialization, create employment and contribute to skills development.

Eskom encourages its suppliers to constantly strive to improve their B-BBEE rating. Whereas Tenderer/s will be allocated points in terms of a preference point system based on specific goals, Eskom also requests that tenderer/s submits their B-BBEE improvement or retention plan within 30 days of signing the contract.

Tenderer/s are therefore requested to indicate the extent to which they will maintain (only if the respondent is a Level 1) or may improve/maintain their B-BBEE status over the contract period if their B-BBEE status is level 2 or 3. Tenderer/s with a B-BBEE status level 4 at the time of contract award, shall migrate and achieve as a non-negotiable a milestone of B-BBEE Level 3 by the end of the first year of the contract and thereafter improve their B-BBEE status level or migrate by one level higher.

Tenderer/s with a B-BBEE recognition status of Level 5 to Level 8 or non-compliant at the time of contract award, shall migrate and achieve as a non-negotiable a milestone of Level 4 by the end of the first year of the contract and thereafter improve at least one B-BBEE Level higher of each year from the second year of the contract.

Tenderer/s are requested to submit their B-BBEE Improvement Plan as an essential document within 30 days of signing the contract.


NB: A valid B-BBEE certificate or Sworn Affidavit is a condition for contract award, if your company's annual Total Revenue is R10 Million or less you qualify as an Exempted Micro Enterprise therefore you can submit Sworn Affidavit. If your annual Total Revenue is R50 Million or less, you qualify as Qualifying Small Enterprise and must comply with all of the elements of QSE score card relevant to your sector unless an entity is at least 51% Black owned you are required to obtain a Sworn affidavit. If your Annual Total Revenue is above R50m you need to submit a Valid B-BBEE certificate

2. Local Procurement Content

"Local Procurement Content" refers to value added in South Africa by South African resources. Where a single contract involves a combination of local and imported goods and/or services, Tenderer's response must be separated into its components as per the Price Schedule included

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with the tender documents. Local procurement content is total spending minus the imported component.

Tenderers are required to submit its proposals in the table below.

Local Procurement Content	Eskom target	Tenderer Proposal
	100%	

3. Tenderers procuring from entities with a minimum 51% black ownership

Subcontracting refers to activities which tenderers outsource to other enterprises in its supply chain during the execution of the contract scope of work.

Tenderers can also achieve subcontracting requirements by claiming invoices paid to service providers of indirect expenses that it incurs in the operation of its business. Such expenses may include courier services, training, transport costs, facility management, office /property rental, cleaning, gardening, ICT services.

Procurement from black Designated Group	Eskom Target	Tenderer Proposal
Black Owned	4%	
Black Women Owned	3%	
Black Youth Owned	2%	
Black Persons with Disability	1%	

4. Jobs. Tenderers are required to submit proposals for the type and number of jobs that will be created and retained in South Africa as a direct result of being awarded a contract.

Type of Jobs to be created	Number of Jobs to be created


Type of Jobs to be retained	Number of Jobs to be retained

5. Skills development

Tenderers are required to submit proposals for the skills types / occupations and the number of candidates to be developed. The candidates shall be currently unemployed graduates from school, Universities and technical, vocational, education and training (TVET) campuses. The threshold will be as follows to ensure successful implementation of this initiative:

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- ✓ Successful tenderer will be obligated to **skill one** candidate for every **R 2 Million** received cumulatively ; The supplier will be required to implement this requirement a month after the threshold is reached.
- ✓ This obligation will be for the duration of the contract; however, the supplier needs to demonstrate positive progress on a monthly basis.

Type of skill / Occupations	Number of candidates
Project Manager/ SHEQ Officer	1 skill for every R 2 million receive

The process of developing these skills shall involve the participation by tenderers directly and through their supply network. In certain cases, the SETAs accredited training providers can be approached to participate in developing critical and scarce skills.

Skills development of candidates must represent the demographics of the country, South Africa.

Note: that these targets for skills development candidates categorically exclude Eskom employees and registered learners. The tenderers are required to take full responsibility for the total cost of developing the requisite skills, and Eskom shall not make any financial contribution towards the fulfilment of this obligation. Tenderers also are advised to approach their relevant SETAs to access grants, subsidies, and incentives as well as South African Revenue Services for tax rebates that are earmarked for skills development initiatives

Section 3: SDL&I Retention and Performance Security

Eskom will apply a retention of 1.5% of the invoice amount for failure to meet SDL&I obligations.


As security for the fulfilment of all SDL&I obligations, Eskom will apply a Retention of 1.5% of every invoice amount (excluding VAT) for failure to submit SDL&I performance reports every quarter; **or** failure to meet the SDL&I obligations in a contract.

Section 4: Reporting and Monitoring

- The suppliers shall on a monthly/quarterly basis submit a report to Eskom in accordance with Data Collection Template on their compliance with the SDL&I obligations described above.
- Eskom shall review the SDL&I reports submitted by the suppliers within 60 (sixty) days of receipt of the reports and notify the suppliers in writing if their SDL&I obligations have not been met.
- Upon notification by Eskom that the suppliers have not met their SDL&I obligations, the suppliers shall be required to implement corrective measures to meet those SDL&I obligations before the commencement of the following report, failing which Retention clauses shall be invoked.
-

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Name of bidder: _____

Bidder representative: _____

Representative signature: _____

Date: _____

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