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## 1. INTRODUCTION

The purpose of this document is to provide a technical scope of work for the establishment of a **Camden Power Station packing supply contract** <sup>[1]</sup>, for a period of **60 months, with a packing supplier**.

*Note [1] – Scope of Work: C-TE-IN-406 - PACKING CONTRACT SOW - REV 1*

## 2. SUPPORTING CLAUSES

### 2.1 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 basis for the tender technical evaluation process.

### 2.2 APPLICABILITY

- Camden Procurement Department
- Camden Tender Committee

### 2.3 NORMATIVE/INFORMATIVE REFERENCES

#### 2.3.1 Normative

Parties using this document shall apply the most recent edition of the documents listed in the following paragraphs.

- |              |   |
|--------------|---|
| [1] OHS-Act  | Occupational Health and Safety Act 85 of 1993 (OHS-Act) |
| [2] PER      | Pressure Equipment Regulation (PER)                     |
| [3] SANS 347 | South African National Standard 347 (SANS)              |

#### 2.3.2 Eskom Standards

- |                   |  |
|-------------------|--|
| [4] QM 58         | Supplier Contract Quality Requirements Specification |
| [5] 240-168966153 | Generation Tender Technical Evaluation Procedure     |

#### 2.3.3 Classification

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

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## **2.4 TECHNICAL EVALUATION PLAN**

The technical evaluation will be conducted in three phases:

### **2.4.1 Evaluation Phase 1**

Mandatory criteria M-1 and M-2 will be evaluated by the technical evaluation team, companies that do not meet the mandatory requirements will be removed from the tender.

### **2.4.2 Evaluation Phase 2**

Supplier Premises Visit – M-3

### **2.4.3 Evaluation Phase 3**

Qualitative evaluation of companies that met the requirements of M-1, M-2 and M-3. The minimum threshold is set at 75%, only companies that score 75% and higher on their qualitative evaluation will be successful in the technical evaluation. Companies that score less than 75% will be removed from the tender.

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## 2.5 DEFINITIONS

Definition	Description
Packaging	Packing refers to a form of seal, typically composed of braided or moulded flexible material, installed within a stuffing box, reses or gland chamber of the equipment. It is used to restrict or prevent the leakage of fluids (liquids or gases) along moving and static parts.
Supplier	In the context of this document, the supplier will be the company tendering for the contract.

## 2.6 ABBREVIATIONS

HP	High Pressure
ID	Inside Diameter
LP	Low Pressure
OEM	Original equipment manufacturer
PER	Pressure Equipment Regulation
PO	Purchase order
QCP	Quality Control Plan
SE	System engineer
SOW	Scope of work

## 2.7 ROLES AND RESPONSIBILITIES

*As per 240-168966153: Generation Tender Technical Evaluation Procedure*

## 2.8 RELATED/SUPPORTING DOCUMENTS

- [1] 240-53716746: Tender Technical Evaluation Report
- [2] 240-53716712: Tender Technical Evaluation Results Form
- [3] 240-53716726: Tender Technical Evaluation Scoring Form

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### 3. TENDER TECHNICAL EVALUATION STRATEGY

#### 3.1 TECHNICAL EVALUATION THRESHOLD

The minimum weighted final score (threshold) required for a tender to be considered from a technical perspective is 75%.

The deviation from the recommended 70% in the Generation Tender Technical Evaluation Procedure (240-168966153) is necessary as the qualitative tender criteria is important and extremally relevant to the works, 70% compliance could potentially allow companies with technical shortcomings to pass the technical evaluation, therefor an additional 5% is added to the minimum threshold for acceptance.

#### 3.2 TECHNICAL EVALUATION TEAM MEMBERS

Generation Tender Technical Evaluation Procedure (240-168966153) transaction type 1b, requires a minimum of 2 evaluators per engineering discipline, for Services with technical scope content ≤R100m that is deemed technically complex by the Accountable Manager.

**Table 1: Technical Evaluation Team Members**

TET number	TET Member Name	Designation
TET 1	Abel Rudman	Senior Engineer Turbine Engineering Pr. Eng Appointed Responsible Person for this tender evaluation.
TET 2	Paul Le Grange	System Engineer Condensate and Feed heating
TET 3	Thabo Aphane	Senior Engineer Boiler Engineering Pr. Eng

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### 3.3 MANDATORY TECHNICAL EVALUATION CRITERIA

For digital tender submissions, each document file related to the mandatory criteria must be clearly labelled in accordance with the relevant criteria designation (M-1.1, M-1.2, M-2.1, M-2.2).

**Table 2: Mandatory Technical Evaluation Criteria – Evaluation Phase – 1:**

M-1	Mandatory technical criteria description	Tender returnable	Motivation for use of criteria
M-1.1	Packing OEM Technical Data Sheets	<p>Provide the official OEM product data sheets for all 30 packing items listed in the Scope of Work (SOW) document C-TE-IN-406 – Rev.1.</p> <p>The packing data sheets must clearly specify the following parameters for each packing item:</p> <ul style="list-style-type: none"> <li>• Material composition</li> <li>• Temperature and pressure ratings</li> <li>• pH range</li> <li>• Suitable velocity ranges for rotating and/or linear sliding applications</li> <li>• Chemical compatibility with relevant media</li> <li>• Application suitability (e.g., steam, chemicals, slurry)</li> </ul>	Esurance that correct packing will be supplied by the supplier
M-1.2	Packing lead time schedule	<p>Submit a lead time schedule for all 30 packing items listed in the contract Scope of Work (SOW) C-TE-IN-406 – Rev.1.</p> <p>The schedule must specify the indicative delivery lead times for each packing item, calculated from the date of order placement.</p>	Assess the supplier's actual capability to fulfil the required supply commitments

M-2	Mandatory technical criteria description	Tender returnable	Motivation for use of criteria
M-2.1	Quality Assurance Documentation	<p><b>ISO 9001 Certification:</b> The tenderer must submit a valid ISO 9001 certification issued to their company.</p> <p><b>Packing Traceability System/Procedure:</b> The tenderer must provide a detailed description of the packing traceability procedures implemented by their company, ensuring full product identification and batch tracking throughout the supply chain.</p>	Quality assurance is essential to ensure the reliability and suitability of the packing for its intended use

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<b>M-2</b>	<b>Mandatory technical criteria description</b>	<b>Tender returnable</b>	<b>Motivation for use of criteria</b>
<b>M-2.2</b>	Shelf Life and Storage Requirements	Submit the company procedure detailing how the tenderer manages the shelf life of the packings, including handling, packaging, labelling, and long-term storage practices.	Maintaining packing shelf life and traceability is critical to ensuring the quality and reliability of the supplied packing materials.

### **Mandatory Technical Evaluation Criteria – Evaluation Phase 2:**

The tender evaluation team will conduct site visits to the premises of tenderers that fully satisfied mandatory evaluation criteria M1 and M2, to assess their operational capabilities and facilities.

**Table 3: Mandatory Technical Evaluation Criteria – Evaluation Phase – 2:**

<b>No.</b>	<b>Mandatory technical criteria description</b>	<b>Tender returnable</b>	<b>Motivation for use of criteria</b>
<b>M-3</b>	Eskom tender evaluation team to visit the premises of the company tendering for the contract to evaluate their operational capabilities and facilities.	<p>The premises visit evaluation will include the following activities:</p> <p><b>Packing traceability assessment</b> – review of systems used to track packing batches from production to delivery</p> <p><b>Packing storage assessment</b> – evaluation of storage conditions and practices to ensure proper shelf-life management and material integrity</p> <p><b>Packing sampling</b> – collection of physical packing samples for visual inspection and/or testing</p> <p>Each premises evaluation will follow a standardised process and be conducted using a uniform scoring form, which must be completed by the evaluation team. During the visit, all information submitted under mandatory criteria M-1 and M-2 will be physically verified. In addition, all qualitative evaluation criteria will be assessed as part of the visit.</p> <p>The Eskom tender evaluation team will arrange premises visits, through coordination with the responsible procurement practitioner, for all tenderers who meet mandatory criteria M-1 and M-2.</p>	In light of the inherent risks associated with open-market tendering, Eskom seeks to verify that each tendering company has a legitimate physical presence and the proven capability to consistently supply quality packing materials for the full duration of the contract.

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### 3.4 QUALITATIVE TECHNICAL EVALUATION CRITERIA

**Table 4: Qualitative Technical Evaluation Criteria – Evaluation Phase - 3**

For digital tender submissions, each document file related to the qualitative criteria must be clearly labelled in accordance with the relevant criteria designation (Q-1, Q-2, Q-3, Q-4, Q-5).

No	Criteria Description	Scoring (240-168966153)	Weight
<b>Q-1</b>	<b>Experience and References</b> The tenderer must provide evidence of previous contracts with power stations or industrial plants. Signed contract agreements should be submitted as proof.	<b>0:</b> Totally deficient or non-responsive <b>2:</b> Evidence submitted in other form than contract agreement with client. <b>4:</b> One contract agreement signed by the client submitted. <b>5:</b> More than one contract agreement signed by the client submitted.	<b>20%</b>
<b>Q-2</b>	<b>Warranty and Performance Guarantee</b> Submit the official terms, conditions and duration of the packing warranty issued by the company tendering for the contract.	<b>0:</b> Totally deficient or non-responsive <b>2:</b> The submitted document explicitly states that no warranty is offered by the tendering company. <b>4:</b> The submitted document officially confirms a warranty of less than 1 year on all supplied packing, valid when operated under specified conditions. <b>5:</b> The submitted document officially confirms a minimum of 1-year warranty on all supplied packing, valid when operated under specified conditions.	<b>20%</b>
<b>Q-3</b>	<b>Installation and Technical Support</b> The company tendering for the contract must submit proof of their installation and technical support capabilities. The following documentation must be provided as part of the tender submission: <ol style="list-style-type: none"> <li>Onsite technical assistance or training capabilities of the company tendering for the contract.</li> <li>Packing installation guides, relevant to the packing listed in the contract SOW C-TE-IN-406 – Rev.1.</li> <li>Troubleshooting support capabilities of the company tendering for the contract.</li> </ol>	<b>0:</b> Totally deficient or non-responsive <b>2:</b> Not submitting two or more of the following required documents: <ul style="list-style-type: none"> <li>Onsite technical assistance or training capabilities</li> <li>Packing installation guides relevant to the packing listed in the contract SOW C-TE-IN-406 – Rev.1.</li> <li>Troubleshooting support capabilities</li> </ul> <b>4:</b> Not submitting one of the following required documents: <ul style="list-style-type: none"> <li>Onsite technical assistance or training capabilities</li> <li>Packing installation guides relevant to the packing listed in the contract SOW C-TE-IN-406 – Rev.1.</li> <li>Troubleshooting support capabilities</li> </ul> <b>5:</b> All required documents are submitted as required by Q-3.	<b>20%</b>

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No	Criteria Description	Scoring (240-168966153)	Weight
<b>Q-4</b>	<p><b>Failure Analysis and Root Cause Support</b></p> <p>It is essential that the packing supplier provides assistance in failure analysis and root cause identification, as packing failures can result in prolonged downtime of production equipment.</p> <p>As part of the tender submission, the following documentation must be provided:</p> <ol style="list-style-type: none"> <li>1. Description of the supplier's failure analysis services</li> <li>2. Details of root cause support capabilities offered</li> <li>3. Testing and material analysis capabilities for packing that failed</li> </ol>	<p><b>0:</b> Totally deficient or non-responsive</p> <p><b>2:</b> Not submitting one or more of the documents required by Q4, or document submitted that states the company tendering for the contract does not provide the services described by Q4.</p> <p><b>4:</b> All required documents for Q4 is submitted, with limited support in failure analysis, root cause analyses and testing provided by the company tendering for the contract.</p> <p><b>5:</b> All required documents for Q4 is submitted, with comprehensive support in failure analysis, root cause analyses and testing provided by the company tendering for the contract.</p>	<b>20%</b>
<b>Q-5</b>	<p><b>Packing Supply History Register</b></p> <p>The tenderer must provide a comprehensive historic record of all packing supplied to clients from 2022 to the present. The packing supply register should include:</p> <ol style="list-style-type: none"> <li>1. Date of supply</li> <li>2. Client names</li> <li>3. Types and quantities of packing supplied</li> <li>4. Packing OEM reference numbers for each packing item</li> <li>5. Additional packing traceability identifiers</li> </ol>	<p><b>0:</b> Totally deficient or non-responsive</p> <p><b>2:</b> A supply history record is submitted complying to the requirements of Q5, but is missing two or more of the following required information fields:</p> <ul style="list-style-type: none"> <li>- Date of supply</li> <li>- Client names</li> <li>- Types and quantities of packing supplied</li> <li>- Packing OEM part numbers for each packing item</li> <li>- Additional packing traceability identifiers</li> </ul> <p><b>4:</b> A supply history record is submitted complying to the requirements of Q5, but is missing one of the following required information fields:</p> <ul style="list-style-type: none"> <li>- Date of supply</li> <li>- Client names</li> <li>- Types and quantities of packing supplied</li> <li>- Packing OEM part numbers for each packing item</li> <li>- Additional packing traceability identifiers</li> </ul> <p><b>5:</b> A complete supply history record is submitted complying to the requirements of Q5, containing all required information as specified under criterion Q5.</p>	<b>20%</b>

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### 3.5 TET MEMBER RESPONSIBILITIES

Table 5: TET Member Responsibilities

Mandatory Criteria Number	TET 1	TET 2	TET 3
M-1	X	X	X
M-2	X	X	X
M-3	X	X	X
Qualitative Criteria Number	TET 1	TET 2	TET 3
Q-1	X	X	X
Q-2	X	X	X
Q-3	X	X	X
Q-4	X	X	X
Q-5	X	X	X

### 3.6 FORESEEN ACCEPTABLE / UNACCEPTABLE QUALIFICATIONS

#### 3.6.1 Risks

Table 6: Acceptable Technical Risks / Exceptions / Conditions

Risk	Description
1.	None

Table 7: Unacceptable Technical Risks / Exceptions / Conditions

Risk	Reference	Description
1.	M-1.1	The tenderer supplies packing other than that specified by the SOW C-TE-IN-406 Rev.1
2.	M-1.2	Tenderer submits indicative lead times for packing delivery, exceeding 12 work weeks.
3.	M-2.1	No ISO 9001 certification submitted, or the submitted certificate does not belong to the company tendering for the contract.
4.	M-2.1	The submitted ISO 9001 certificate has expired.
5.	M-2.1	No packing traceability system or procedure submitted, or the submitted documentation does not demonstrate adequate product identification and batch tracking throughout the supply chain.

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Risk	Reference	Description
6.	M-3	The company tendering for the contract does not meet the minimum threshold of the uniform scoring form for the premises visit that the technical evaluation team will perform.

#### 4. AUTHORISATION

This document has been seen and accepted by:

Name	Designation
Abel Rudman	Senior Engineer
Thabo Aphané	Senior Engineer
Paul Le Grange	System Engineer

#### 5. REVISIONS

Date	Rev.	Compiler	Remarks
July 2025	01	A Rudman	First revision for review

#### 6. DEVELOPMENT TEAM

A. Rudman

#### 7. ACKNOWLEDGEMENTS

N/A

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