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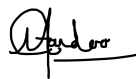
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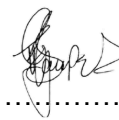
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CONTROLLED DISCLOSURE

1. INTRODUCTION

This document describes the process to be followed in performing technical evaluations during the tender evaluation for the JET Stakeholder Engagement Improvements Contract around Arnot, Camden, Hendrina and Kriel Power Stations in Mpumalanga.

The evaluation of tender is based on the tenderer's ability to meet both mandatory and qualitative requirements specified for the JET Stakeholder Engagement Improvements Contract around Arnot, Camden, Hendrina and Kriel Power Stations in Mpumalanga. A weighted score card approach will be used to evaluate the tenders against the *Employer's* requirements.

2. SUPPORTING CLAUSES

2.1 SCOPE

The purpose of this document is to provide the technical evaluation strategy for the JET Stakeholder Engagement Improvements around Arnot, Camden, Hendrina and Kriel Power Stations in Mpumalanga.

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 basis for the tender technical evaluation process.

2.1.2 Applicability

This document is applicable to the JET Office, Arnot, Camden, Hendrina and Kriel 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] ISO 9001 Quality Management Systems

2.2.2 Informative

None

2.3 DEFINITIONS

2.3.1 Classification

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

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2.3.2 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.

2.3.3 Tender

A tender refers to an open or closed competitive request for quotations / prices against a clearly defined scope / specification.

2.4 ABBREVIATIONS

Abbreviation	Description
BDS	Business Development Support
CV	Curriculum Vitae
JET	Just Energy Transition
MEL	Monitoring, evaluation, and learning
PM	Project Manager
SME	Small and Medium-sized Enterprises
SMME	Small, Medium, and Micro Enterprises

2.5 ROLES AND RESPONSIBILITIES

As per 240-48929482: Tender Technical Evaluation Procedure

2.6 PROCESS FOR MONITORING

N/A

2.7 RELATED/SUPPORTING DOCUMENTS

- Access Control Maintenance Scope
- 240-53716746: Tender Technical Evaluation Report Template
- 240-53716712: Tender Technical Evaluation Results Form Template
- 240-53716726: Tender Technical Evaluation Scoring Form Template
- 240-53716769: Tender Technical Evaluation Strategy Template

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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%.

3.2 EVALUATION SCORING TABLE

Tenderers that have met all the Mandatory Evaluation Criteria shall be evaluated against the Qualitative Criteria as defined in this Tender Technical Evaluation Strategy.

The scoring of qualitative criteria shall be based on the degree of achievement by the tenderer to meet the technical requirements. A score shall be allocated as per Table 1 below: Qualitative Evaluation Criteria Scoring Table, for each technical qualitative criterion.

Each TET member shall populate a Tender Technical Evaluation Scoring Form for each tenderer.

Note: Individual Qualitative Criteria scores shall only be finalised after all clarification sessions have been concluded.

Table 1 Qualitative Evaluation Criteria Scoring Table

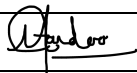
Score	(%)	Definition
5	100	COMPLIANT Meet technical requirement(s) AND. No foreseen technical risk(s) in meeting technical requirements.
4	80	COMPLIANT WITH ASSOCIATED QUALIFICATIONS Meet technical requirement(s) with. Acceptable technical risk(s) AND/OR. Acceptable exceptions AND/OR; Acceptable conditions.
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		

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3.3 TET MEMBERS

Table 2: TET Members

TET number	TET Member Name	Designation	Signature
TET 1	Khosi Mkongi	Snr Advisor Business Consultant	
TET 2	Melissa Naidoo	Senior Advisor – JET	
TET 3	Teboho Ntshabiseng	Snr Advisor Stakeholder Management	

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3.4 MANADATORY TECHNICAL EVALUATION CRITERIA

Table 3 defines all Mandatory Evaluation Criteria to be used as well as reference to specification and motivation for use of criteria. These criteria will not be scored. Each tender will be assessed on a YES/NO basis. If any answer below is NO the tenderer may be eliminated from the tendering process.

Table 3: Mandatory Technical Evaluation Criteria

	Mandatory Technical Criteria Description	Reference to Technical Specification / Tender Returnable	Motivation for use of Criteria
1.	None	None	None

3.5 QUALITATIVE TECHNICAL EVALUATION CRITERIA

Compliant tenders will be evaluated against a set of weighted qualitative evaluation criteria. The evaluation criteria have been broken down into sections and a percentage weighting for each section is allocated. The Tenderer must ensure that his submission/proposal contains all relevant data/proof to substantiate the *Employer's* weighted criteria as populated in Table 4: Qualitative Technical Evaluation Criteria. If no information from the submission file is available per criteria to be evaluated, the weighted score for those criteria will result in a zero without further clarification. Only information, which is presented, but ambiguous to the evaluators, will be allowed for further clarification.

Table 4: Qualitative Technical Evaluation Criteria

Appointment of a Contractor to support Eskom's JET Office in stakeholder identification, engagements, communications and capacity building around Arnot, Camden, Hendrina and Kriel Power Stations in Mpumalanga				
#	Resource	Evaluation Criteria: Company's (Resources) Experience requirements	Criteria Evaluation Requirements	Weight
1	Technical Lead	10 years + in managing socio-economic development, stakeholder engagement and enterprise development with examples and testimonials of successes that can be verified. - Social economic development, diversification and community co-creation experience - Extensive experience working in a developmental context – community development/SMME (and not just policy/strategy design) - Stakeholder engagement experience - A good understanding of social and economic development issues in Mpumalanga - Examples of successful stakeholder projects Returnable: CV with detailed information and contactable references, attach proof	0 evidence, no experience and proof for socio economic, stakeholder, enterprise development experience (if 2/3 is provided, half points will apply), 0	20%
			1 record, experience <2 years and proof provided, 2	
			>2years <10 years experience in field, provide all proof and contacts /records, 4	
			10yr + experience in managing socio-economic development, stakeholder management and engagement experience, enterprise developed. Understanding of socio-economic issues in MP, 5	
2	Project Manager	7 years + experience in project management, ensuring that project goals are met and delivered on time, within budget, and to the required quality standards. Examples and testimonials of successes that can be verified provided.	<=1y experience in field, no experience in socio development impact, <1year in leadership and managing complex projects, 0	15%
			1y-4y experience, 4	

		<ul style="list-style-type: none"> - 5years + Social economic development experience - Strong leadership and project management skills - Extensive experience managing large and complex projects. - List of successful projects submitted. <p>Returnable: CV with detailed information and contactable references, attach any relevant proof</p>	>7 y experience in PM related to the scope delivery; proof of managing complex projects involving stakeholder analysis and engagement, 5	
3	Stakeholder manager and community facilitation	<p>7 years + experience in stakeholder management Building, monitoring and maintaining constructive relationships with both their internal and external stakeholders,</p> <ul style="list-style-type: none"> - Experience working with local communities. - Experience in establishing and formalizing partnerships with relevant institutions to support the implementation of project activities - Providing strategic internal and external communication services - 5 year + stakeholder engagement and community facilitation experience - Extensive experience stakeholder management and communication. - Expert must be able to work effectively with diverse stakeholders, have excellent communication and interpersonal skills, and be able to think creatively and develop innovative solutions to stakeholder needs. <p>Returnable: CV with detailed information and contactable references, attach any relevant proof</p>	<p>0 experience<1 year, no relationship building for both internal and external, 0</p> <p>1 to 2 projects involving community work and partnerships formed. Stakeholder engagement, platforms used, type of content used, 4</p> <p>7+ years experience in stakeholder management: Building, monitoring and maintaining constructive relationships with both their internal and external stakeholders. Types of stakeholders and reference Engaged communities, Media, videos, 5</p>	20%
4	Business Development Support (BDS) Trainer/facilitator	<p>5 + years experience providing technical advice, guidance, and support on enterprise development strategies and initiatives.</p> <ul style="list-style-type: none"> - Support and capacity building for the development and growth of small and medium-sized enterprises (SMEs) in emerging economies, and to promote job creation and 	<1 year : no experience in business development, mentorship, training capabilities, 2	10%

		<p>economic growth.</p> <ul style="list-style-type: none"> - Community Skills Development Trainer and/or Facilitator. - Experience with innovative solutions to enterprise development challenges and training - List of successful projects and training interventions. <p>Returnable: CV with detailed information and contactable references, attach proof</p>	<p>1 to 5 years experienced in this field, proof and references,4</p> <p>5 year + experience in business development, mentorship, facilitation, businesses developed, client mentored, SME's advised, training carried out and proof of business successes (number of businesses developed),5</p>	
5	Socio-economic researcher and MEL expert	<p>5 years+ experience in analysing social, financial and or economic data, specifically in the developmental and or public sector space.</p> <ul style="list-style-type: none"> - Experience in Monitoring, Evaluation & Learning (MEL) in development projects ensuring that the projects and programs achieve their intended outcomes and have a positive impact on target populations. - Social, psychology, economics and or developmental study training at graduate level or equivalent - 5years + experience in analysis in the development sector •Experience with monitoring and evaluating projects or programs (MEL) in development projects •List of successful projects. Returnable: CV with detailed information and contactable references, attach proof 	<p>< 1year experience in analysing social, financial and or economic data, specifically in the developmental and or public sector space,2</p> <p>>1yr and < 5yr in analysing social, financial and or economic data, specifically in the developmental and or public sector space. Provide at least 1 successful project,4</p> <p>>5 years experience in analysing social, financial and or economic data, specifically in the developmental and or public sector space. Experience in developing, monitoring and evaluating projects/program (MEL) projects, Provide at least 2 projects,5</p>	15%
6	Communications and Content Development Officer	<p>3+ years experience in development, distribution, of strategic messaging and content creation. Experience with digital marketing software, tools, and methods. Experience with promotional material development. Experience with preparing marketing materials and media releases.</p> <ul style="list-style-type: none"> •3+years + experience in communication, content development and marketing •Relevant training •Effective writing and communication skills •Effective people and project management skills. 	<p>0 - 2year experience in development, distribution, of strategic messaging and content creation. Experience with digital marketing software, tools, and methods. Experience with promotional material development. Experience with preparing marketing materials and media releases., 0-1 project,2</p> <p>3-5year experience in development, distribution, of strategic messaging and content creation. 3 Years+ Experience with engaging strategic stakeholders and influencing responses/support for projects. 2-3years +digital marketing software, tools, and methods.</p>	15%

		<p>•List of successful projects and portfolio: Returnable: CV and supporting proof of experience, customers, projects, references</p>	<p>Experience with promotional material development. Experience with preparing marketing materials and media releases., 1+ projects experience skills and proof, 4</p> <p>5year + experience in development, distribution, of strategic messaging and content creation. 4+ Years Experience with engaging strategic stakeholders and influencing responses/support for projects. 5 Years +digital marketing software, tools, and methods. Experience with promotional material development. people management, skills management experience, provide proof, 2+ projects experience, 5</p>	
7	<p>Project Assistant and Administrator Officer</p>	<p>3+ years experience administrative duties; setting meetings, workshops and site visits Project coordination and communication Experience with progress reports, sorting project documents, and scheduling meetings. •3+ years experience project administration and coordination •Experience with report writing and analysis •Relevant experience and track record submitted Returnable: CV with detailed information and contactable references</p>	<p>0-1 year administration duties, meetings setup and follow ups, workshops arrangement, minutes,2</p> <p>1 – 2 years experience administrative duties; setting meetings, workshops and site visits, Project coordination and communication , Experience with progress reports, basic analysis, sorting project documents, and contacting and scheduling meetings, 4</p> <p>3 years + experience administrative duties; setting meetings, workshops and site visits, Project coordination and communication , Experience with progress reports, basic analysis, sorting project documents, and contacting stakeholders and scheduling meetings, 5</p>	5%
Total				100%

3.6 TET MEMBER RESPONSIBILITIES

Table 5: TET Member Responsibilities

Mandatory Criteria Number	TET 1	TET 2	TET 3
1.	X	X	X
Qualitative Criteria Number	TET 1	TET 2	TET 3
1	X	X	X

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3.7 FORESEEN ACCEPTABLE / UNACCEPTABLE QUALIFICATIONS

3.7.1 Risks

Table 6: Acceptable Technical Risks

Risk	Description
1.	None

Table 7: Unacceptable Technical Risks

Risk	Description
1.	A supplier that has no proven track record in stakeholder management

3.7.2 Exceptions / Conditions

Table 8: Acceptable Technical Exceptions / Conditions

Risk	Description
1.	None

Table 9: Unacceptable Technical Exceptions / Conditions

Risk	Description
1.	None

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4. AUTHORISATION

This document has been seen and accepted by:

Name & Surname	Designation
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Khosi Mkongi	Snr Advisor Business Consultant
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Teboho Ntshabiseng	Snr Advisor Stakeholder Management

5. REVISIONS

Date	Rev.	Compiler	Remarks
July 2025	0	C Mathebula	Change of template

6. DEVELOPMENT TEAM

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

- Melissa Naidoo
- Collen Mathebula
- Dana Gampel

7. ACKNOWLEDGEMENTS

None

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