 Eskom	Strategy	Engineering
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Strategy for Medupi Power Semi-  
Bulk and Bulk Chemical Supplier

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<b>Content</b>	<b>Page</b>
1. Introduction .....	4
2. Supporting Clauses .....	4
2.1 Scope .....	4
2.1.1 Purpose .....	4
2.1.2 Applicability .....	4
2.1.3 Effective date .....	4
2.2 Normative/Informative References .....	4
2.2.1 Normative .....	4
2.2.2 Informative .....	5
2.3 Definitions .....	5
2.3.1 Classification .....	5
2.4 Abbreviations .....	5
2.5 Roles and Responsibilities .....	5
2.6 Process for Monitoring .....	6
2.7 Related/Supporting Documents .....	6
3. Tender Technical Evaluation Strategy .....	6
3.1 Technical Evaluation Threshold .....	6
3.2 TET Member .....	6
3.3 Mandatory Technical Education Criteria .....	7
3.4 Qualitative Technical Evaluation Criteria .....	8
3.5 TET Member Responsibilities .....	9
3.6 Foreseen Acceptable/Unacceptable Qualification .....	11
3.6.1 Risks .....	12
3.6.2 Exceptions / Conditions .....	12
4. Acceptance .....	12
5. Revisions .....	14
6. Development Team .....	14
7. Acknowledgements .....	14
Tables	14
Table 1: Qualitative Evaluation Criteria Scoring .....	7
Table 2: TET Members .....	7
Table 3: Mandatory Technical Evaluation Criteria .....	7
Table 4: Qualitative Technical Evaluation Criteria .....	8
Table 5: TET Member Responsibilities .....	9
Table 6: Acceptable Technical Risks .....	11
Table 7: Unacceptable Technical Risks .....	12

**CONTROLLED DISCLOSURE**

Table 8: Acceptable Technical Exceptions / Conditions .....	12
---	----

Table 9: Unacceptable Technical Exceptions / Conditions .....	13
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## **1. Introduction**

To maintain optimal performance, safety, and environmental compliance the Medupi power station requires a comprehensive technical evaluation of the bulk and semi bulk chemicals used in its water treatment plant and auxiliary cooling systems. This evaluation aims to ensure the selection of effective, safe and environmentally sustainable chemicals that meets the specific needs of the power station.

The following technical evaluation criteria outline key factor and methodologies that will be used to assess the tender submissions for the supply Bulk and Sem Bulk chemicals, to be use in the Medupi power station water treatment plant for the period of 5(five) years The document provides annexures developed to address various aspects required to perform technical evaluations.

## **2. Supporting Clauses**

### **2.1 Scope**

This document contains the technical evaluation criteria and associated documents relating to a commercial enquiry for the technical evaluation and Bulk/Semi Bulk Chemicals Contract.

The technical evaluation team members are listed and appointed in this document along with their responsibilities.

The technical evaluation requirements consist of the following criteria:

- Mandatory Evaluation Criteria Qualitative Evaluation Criteria

Once the Technical Evaluation Strategy is authorised no changes will be made to the evaluation criteria without appropriate authorisation.

### **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 shall apply to Medupi Power Station Bulk and Semi bulk supply Contract.

### **2.1.3 Effective date**

This document will be effective as soon as the all signature are present.

## **2.2 Normative/Informative References**

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

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## **2.2.1 Normative**

- [1] 240-48929482: Tender Technical Evaluation Procedure
- [2] 32-1034: Eskom Procurement Policy

## **2.2.2 Informative**

- [1] ISO 9001: Quality management systems
- [2] ISO 14001: Environmental Management systems
- [3] 474-59: Internal Audit Procedure

## **2.3 Definitions**

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.
Local	Within the borders of the Republic of South Africa
Tender	A tender refers to an open or closed competitive request for quotations / prices against a clearly defined scope / specification.

## **2.3.1 Classification**

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

## **2.4 Abbreviations**

Abbreviation	Description
BOM	Bill Of Material
C&I	Control & Instrumentation
CIP	Clean in place
COA	Certificate Of Analysis
Coag	Coagulant
CoE	Centre of Excellence
FeCl <sub>3</sub>	Ferric Chloride
Floc	floculant
HCl	Hydrochloric acid
HV	High Voltage
ISO	International Standard Organisation
LV	Low Voltage
Min	Minimum

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Abbreviation	Description
MSDS	Material Safety Data Sheet
Na <sub>2</sub> S <sub>2</sub> O <sub>5</sub>	Sodium Meta bisulphite
NaOCl	Sodium hypochlorite
NEC	New Engineering contract
PO	Purchase order
RO	Reverse Osmosis
SAP	System application and products
SG	Specific Gravity
STP	Sewage Treatment Plant
TET	Technical Evaluation Team
TSP	Trisodium phosphate
TTA	Tolytriazole
UF	Ultra-filtration
WTP	Water Treatment plant

## 2.5 Roles and Responsibilities

As per 240-48929482: Tender Technical Evaluation Procedure

## 2.6 Process for Monitoring

This procedure shall be monitored by 474-59: Internal Audit Procedure

## 2.7 Related/Supporting Documents

Tender Technical Evaluation Scoring Form

# 3. Tender Technical Evaluation Strategy

## 3.1 Technical Evaluation Threshold

The section details the methodology to be employed by Eskom in scoring the "Technical" category of the tender evaluation. This evaluation exercise is performed by the appointed Eskom TET.

The evaluation of the tenders will be based on the tenderer's ability to meet the technical requirements. The evaluation consists of mandatory criteria and qualitative criteria. Results of mandatory evaluation will be "compliant" or "non-compliant"

The qualitative evaluation shall apply a weighted score card approach to evaluate the tenders against the specifications and employer's requirement. The score card below will be used.

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Table 1: Qualitative Evaluation Criteria Scoring

Score	Weight Score%	DESCRIPTION
5	100	<b>COMPLIANT</b> <ul style="list-style-type: none"> <li>Meet technical requirement(s) AND;</li> <li>No foreseen technical risk(s) in meeting technical requirements.</li> </ul>
4	80	<b>COMPLIANT WITH ASSOCIATED QUALIFICATIONS</b> <ul style="list-style-type: none"> <li>Meet technical requirement(s) with;</li> <li>Acceptable technical risk(s) AND/OR;</li> <li>Acceptable exceptions AND/OR;</li> <li>Acceptable conditions.</li> </ul>
2	40	<b>NON-COMPLIANT</b> <ul style="list-style-type: none"> <li>Does not meet technical requirement(s) AND/OR;</li> <li>Unacceptable technical risk(s) AND/OR;</li> <li>Unacceptable exceptions AND/OR;</li> <li>Unacceptable conditions</li> </ul>
0	0	<b>TOTALLY DEFICIENT OR NON-RESPONSIVE</b>

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

### 3.2 TET Member

Table 2: TET Members

TET number	TET Member Name	Designation
TET 1	Ntsikie Nani	Chemical Service Manager
TET 2	Refiloe Mphela	System Engineer
TET 3	Sello Senama	Senior Chemist
TET 4	Masilo Makgoba	Senior Chemist

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### 3.3 Mandatory Technical Education Criteria

Table 3: Mandatory Technical Evaluation Criteria


Mandatory Technical Evaluation Criteria	Reference to Technical Specification / Tender Returnable	Motivation & Comments
1.  OEM Letters	The tenderer shall provide the signed commitment letters from the OEM or the OEM local supplier as per the BOM stating that they will be able to provide chemicals to the tenderer.  Only applicable to items on the BOM where deviation from the OEM will not be acceptable	Chemicals cannot deviate from OEM.

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### 3.4 Qualitative Technical Evaluation Criteria

Table 4: Qualitative Technical Evaluation Criteria



EVALUATION CRITERIA- Supply of Medupi Power Bulk/Semi Bulk Chemicals- External Contractor

(PART A) TECHNICAL CRITERIA - TECHNICAL SELECTION CRITERIA												
Item No:	KPA - Area of Evaluation	Weight (%)	KPI - Criteria Evaluation Indicator	Minimum Criteria Evaluation Requirements	Source	Unit	Scale				Score	Weighted score
							0	50%	75%	100%		
1.	Chemical list availability and any deviation from the list.	30%	Availability of listed Chemicals and any deviation from the list.	Availability of listed Chemicals and any deviation from the list.	Complete supplied BOM and Indicate chemicals that cannot be supplied and reasons why.	30	BOM not completed or 100% Deviation	BOM completed and Deviation of >=60% from the list	BOM Completed and Deviation of <=20%	BOM completed and no Deviation from the list		
2.	Company	25%	Experience on similar work	Supplier background and experience on supply of Bulk and Semi Bulk Chemicals.	Proof of reference letters or purchase orders indicating years that the contractor has been doing work similar or related to supply of Bulk and Semi Bulk Chemicals.	25	No experience	Less than 3 years	Experience of 3-5yrs	More than 5+ yrs.		
3.	Workshop/Facility	10%	Ability to properly store, handle, test and QC	Facility to store, handle, test and perform quality checks.	Proof of facility accreditation by SANS or equivalent body and ISO 9001 and 14001 accreditations.	10	Facility is not accredited	Facility is accredited by either SANS or equivalent body or ISO 9001&14001 accredited but the certificates have expired	Facility is accredited by either SANS or equivalent body or ISO 9001&14001 accredited	Facility is accredited by both SANS or equivalent body and ISO 9001&14001 accredited		

CONTROLLED DISCLOSURE

**Tender Technical Evaluation Strategy for Medupi Power Semi-Bulk  
and Bulk Chemical Supplier**

Unique Identifier: 241-20221193

Revision: 2

Page: 10 of 14

4.	Transportation	10%	Delivery of Chemicals ability	Ability of the Supplier to transport and deliver chemicals anytime upon request from the employer	Truck or Vehicle with proof of ownership or lease agreement or intent to lease	10	No Transport	Transport available but no proof of ownership/lease or intent to lease	Truck or Vehicle with proof of ownership/lease or intent to lease	Truck or Vehicle with proof of ownership/lease or intent to lease and chemical transportation permit.		
5.	Imported Raw Materials/chemicals	5%	Delivery of Chemicals ability	Ability of the Supplier to import chemicals or raw materials and deliver manufactured chemicals compound upon request from the employer	Proof of PO and delivery notes indicating period that the contractor has been able to deliver chemicals manufactured outside the country or containing raw materials that are imported out outside south Africa.	5	No proof	30 days working	21 days	14 days		
6	Offloading /Loading	10%	Offloading of Chemicals ability	Ability of the Supplier to provide forklift or other equipment appropriate to be used on site for off-loading or loading chemicals anytime	Proof of Contractor's ownership or lease agreement or intent to lease of forklift or similar equipment	10	No Loading or offloading Equipment	forklift or similar equipment available but no proof of ownership/lease or intent to lease	forklift or similar equipment with proof of ownership/lease or intent to lease	forklift or similar equipment with proof of ownership/lease or intent to lease and Load testing valid		

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**Tender Technical Evaluation Strategy for Medupi Power Semi-Bulk and Bulk Chemical Supplier**

Unique Identifier: 241-20221193

Revision: 2

Page: 11 of 14

7	Warranty	10%	Warranty of critical chemicals	Warranty of listed critical chemicals	Warranty of chemicals listed as critical and duration of the warranty indicated.	10	No warranty of all listed critical spare(s)	Warranty for only 40% of all listed critical chemicals	Warranty for only 80% of all listed critical chemicals	Warranty for all listed critical chemicals		
TOTAL SCORE												
TAKE NOTE: ONLY TECHNICAL SUITABLE IF TOTAL SCORE IS EQUAL TO OR GREATER THAN 75%												

### 3.5 TET Member Responsibilities

Table 5: TET Member Responsibilities

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

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### 3.6 Foreseen Acceptable/Unacceptable Qualification

#### 3.6.1 Risks

Table 6: Acceptable Technical Risks

Risk	Description
1.	Deviation from chemical specification, if a technical equivalency is available without modification to the running plant.
2.	Supply of the superior products with same chemical properties requirements
3.	Deviation from chemicals containers without compromising SHEQ, and provide means to offload without plant modification

Table 7: Unacceptable Technical Risks

Risk	Description
1.	No letter of confirmation of supply from Chemical manufacturer/supplier or approved local supplier for chemicals that requires letters as per BOM
2.	Incompatibility between the proposes chemicals and the system materials (membranes/material of constructions), which may result premature failures and permanent fouling)

#### 3.6.2 Exceptions / Conditions

Table 8: Acceptable Technical Exceptions / Conditions

Risk	Description

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**Tender Technical Evaluation Strategy for Medupi Power Semi-Bulk  
and Bulk Chemical Supplier**

Unique Identifier: 241-20221193

Revision: 2

Page: 13 of 14

1.	Supplier/Tenderer that are non-OEM's
2.	Signed letters from OEM's/Approved local supplier by OEM to non-OEM's Supplier/Tenderer.

**Table 9: Unacceptable Technical Exceptions / Conditions**

Risk	Description
1.	Supplier/Tenderer does not meet all mandatory criteria

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**4. Acceptance**

This document has been seen and accepted by:

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**5. Revisions**

Date	Rev.	Compiler	Remarks
May 2025	1	Refiloe Mphela	Original document
August 2025	2	Refiloe Mphela	Revised Table 4

**6. Development Team**

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

Sello Senama

Ntsikie Nani

**7. Acknowledgements**

Not applicable

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