




 Eskom	Strategy	Maintenance
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Title	Tender Technical Evaluation Strategy for the supply and delivery of 13 ton carry deck and 90 ton rough terrain mobile cranes at Kendal Power Station	Unique Identifier	*
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Khaya Baraza	Godfrey Kgantsi	Sydwell Mabelane
Senior Advisor Contracts	Senior Technical Supervisor	Manager Maintenance
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1. INTRODUCTION

This document clarifies the technical strategy for the supply and delivery of two (2) mobile cranes

2. SUPPORTING CLAUSES

2.1 SCOPE

This document outlines the different technical aspects that will be evaluated and scored by the Technical Evaluation Team (TET) to complete the technical evaluation for the supply and delivery of two mobile cranes at Kendal Power Station

The team members who will be involved in the evaluation are listed and appointed in this document along with their responsibilities. This document also describes the acceptable and unacceptable risks and qualifications and/or conditions that will be applicable to the scope of work. Once the Technical Evaluation Strategy is authorised, no changes will be made to the evaluation criteria without the appropriate revision process and authorisations.

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 applies to Kendal Power Station only.

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
- [3] ISO 14001 Safety Management Systems
- [4] Project scope of work

2.2.2 Informative

- [5] 36-681 Generation Plant Safety Regulations
- [6] Occupational Health and Safety Act, 1993
- [7] Environmental Regulations for Workplaces, 1987

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2.3 DEFINITIONS

2.3.1 Classification

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

2.4 ABBREVIATIONS

Abbreviation	Description
OEM	Original Equipment Manufacturer
TET	Technical Evaluation Team

2.5 ROLES AND RESPONSIBILITIES

As per 240-48929482 Tender Technical Evaluation Procedure

2.6 PROCESS FOR MONITORING

The document is reviewed by Engineering, in order to ensure alignment for the scope of the respective contract. Any revisions or changes require to undergo the respective Kendal change management and document control revision process.

2.7 RELATED/SUPPORTING DOCUMENTS

- [8] 240-53716746 Tender Technical Evaluation Report
- [9] 240-53716712 Tender Technical Evaluation Results Form
- [10] 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 80%

3.2 TET MEMBERS

Table 1 lists the Technical Evaluation Team members that will participate in this Tender Technical Evaluation

Table 1: TET Members

TET number	TET Member Name	Designation
TET 1	Khaya Baraza	Senior Advisor Contracts
TET 2	Godfrey Kgantsi	Senior Technical Supervisor
TET 3	Thulane Ngoma	Crane Supervisor

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3.3 MANDATORY TECHNICAL EVALUATION CRITERIA

Mandatory Technical Evaluation Criteria (gatekeepers) are 'must meet' criteria. These criteria are not weighted, or point scored but are assessed on a Yes/No basis as to whether or not the criteria are met. An assessment of 'No' against any criterion shall technically disqualify the tenderer who shall not be further evaluated against Qualitative Criteria.

The tender submission will be evaluated against the Mandatory Technical Evaluation Criteria listed in Table 2.

Table 2: Mandatory Technical Evaluation Criteria

1	Mandatory Technical Criteria Description	Reference to Technical Specification / Tender Returnable	Motivation for use of Criteria
1.1	Technical Data Sheets Detailed crane specifications, drawings and performance charts (Data Sheets to be submitted)	Tender Returnable	These documents provide verifiable evidence of the crane's design, configuration and functional capabilities, and allow the technical evaluation team to compare the offered equipment against the minimum specification

3.5 QUALITATIVE TECHNICAL EVALUATION CRITERIA

Qualitative Technical Evaluation Criteria are weighted evaluation criteria used to identify the highest technically ranked tenderer after determining that all the Mandatory Evaluation Criteria have been met. The Qualitative Evaluation Criteria are weighted to reflect the relevant importance of each criterion.

Having met all the Mandatory Technical Evaluation Criteria, the tender submissions will be evaluated against the qualitative technical evaluation criteria listed in Table 3.

Table 3 Qualitative Technical Evaluation Criteria

Evaluation Criterion	Weight (%)	Sub-Criteria	Scoring Guide (0–5)	Score (0–5)	Evaluator Comments
1) Compliance and Technical Conformance (Data Sheets to be used)	30	Compliance with Eskom's technical specifications (capacity, boom length, turning radius, safety systems, etc)	0 = non-responsive 1 = Below Minimum Specs 2 = Partially Compliant 3 = Fully Compliant 4 = Above Average 5 = Excellent		
2) After-Sales Support and Serviceability: A letter (signed by the tenderer) explicitly stating compliance to the all the requirements	30	Availability of Local Service Centres and Certified Technicians	0 = None 1 = Overseas Only 2 = Limited/Third-Party 3 = One OEM in SA 4 = Multiple Local Centres 5 = Nationwide OEM		
		Spare Parts Lead Times	0 = No info 1 = > 6 months 2 = 3 – 6 months 3 = 1 – 3 months 4 = 2 – 4 weeks 5 = Ex-stock or 7 – 14 days		

		Long-Term Support (Service Contracts, Agreements, Helplines)	0 = None 1 = Warranty only 2 = Limited 3 = Standard agreements 4 = Extended support 5 = Comprehensive lifecycle support		
		Track record with comparable clients	0 = None 1 = Not relevant 2 = Minimal 3 = Some comparable 4 = Several contracts 5 = Extensive, excellent references		
3) Training and Skills Transfer	20	Operator and Maintenance Training	0 = None 1 – 2 = Limited Training 3 = Meets Minimum Training Requirements 4 = Comprehensive Training includes manuals 5 = Extensive Programme includes simulators		
4) Delivery, Commissioning, and	20	Delivery Lead Times and Logistics	0 = No plan 1 = Poor/unrealistic 2 = Exceeds acceptable		

Implementation Plan			timeframe 3 = Meets required timeframe 4 = Shorter than required timeframe 5 = Excellent plan, shortest timeframe and proactive		
		Commissioning and Testing Plan	0 = Not provided 1 – 2 = Incomplete 3 = Acceptable 4 = Detailed 5 = Highly structured with contingencies		

- Scoring Method:
- Weighting Each sub-criterion is scored, then multiplied by its allocated weight
 - Final Score Total weighted score out of 100%

3.6 TET MEMBER RESPONSIBILITIES

Table 4 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
2	X	X	X
3	X	X	X
4	X	X	X

3.7 FORESEEN ACCEPTABLE / UNACCEPTABLE QUALIFICATIONS

3.7.1 Risks

Table 2: Acceptable Technical Risks

Risk	Description
1	
2	
3	
4	
5	
6	
7	

Table 3: Unacceptable Technical Risks

Risk	Description
1	
2	
3	
4	

5	
6	
7	

3 7 2 Exceptions / Conditions

Table 4 Acceptable Technical Exceptions / Conditions

Risk	Description
1	
1	
2	
3	
4	
5	
6	

Table 5 Unacceptable Technical Exceptions / Conditions

Risk	Description
1	

2	
3	
4	
5	
6	
7	

4. AUTHORISATION

This document has been seen and accepted by

Name	Designation
Sydwell Mabelane	Manager Maintenance

5. REVISIONS

Date	Rev.	Compiler	Remarks
August 2025	0	K Baraza	Final Document

6. DEVELOPMENT TEAM

The following people were involved in the development of this document

- Khaya Baraza
- Godfrey Kgantsi
- Thulane Ngoma

7. ACKNOWLEDGEMENTS

Not applicable

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