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|  | Approved Meeting Minutes | Template Identifier | 240-54076329 | Rev | 8 |
| | | Effective Date | September 2022 | | |
| | | Next review date | September 2030 | | |
| | | Distribution | | | |

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|--|--------------------|------------------------|-----------------------------|
| Meeting Name: Clarification Session of Tender E2037DXGP, 2038DXGP ad 2009DXGP: Invitation to tender (ITT) for the Design, Manufacture, Supply and Delivery of estimated quantities of Fibre Optic Cables on an “as and when” required basis for a period of five (5) years. | | | |
| Date: 28/11/2025 | Time: 10H00 | Venue: MS Teams | Meeting No.: 01/2025 |
| | | | |

| Item | Subject & salient points | Decisions & Action items | Responsibility | Target date |
|------|---|---|----------------|-------------|
| 1. | Safety and Emergency Evacuation Procedure The Chairperson shared safety and emergency evacuation procedures with the attendees. She asked all to confirm that they were safe and know how to evacuate their premises, wherever they connected from. | All attendees confirmed their understanding and safety. | All attendees | 28/11/2025 |
| 2. | Opening: 2.1 Welcome The Chairperson opened the meeting and welcomed all attendees. 2.2 Apologies and quorum | | Kebone Mogase | 28/11/2025 |

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| | <p>Yolisa Mpeta, Bongani Mosimanga, Tshepiso Moloisane, sent their apologies, other CFT members who were absent did not submit any apologies.</p> <p>2.3 Adoption of the Agenda</p> <p>Adopted with no additional items.</p> | | | |
| 3. | <p>Declaration of interest</p> <p>The prospective tenderers (tenderers) declared that they have no conflict of interest, and the CFT members have signed declaration of interest for this tender.</p> | | All attendees | 28/11/2025 |
| 4. | <p>Points of Discussion</p> <p>The Eskom Team explained the process and outlined the expectations for the tenderers.</p> | | Kebone Mogase and CFT members | 28/11/2025 |
| 4.1 | <p>Housekeeping Rules</p> <ul style="list-style-type: none"> Keep your microphone muted when not speaking to minimize background noise. Questions may be asked once a presentation is finished. Use the “Raise Hand” feature on your screen Identify yourself when speaking, by stating your name and company. | | All attendees | 28/11/2025 |

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| | <ul style="list-style-type: none"> Keep your questions brief and to the point. Meeting scheduled for two & half hours; attendees are encouraged to take comfort breaks whenever needed. | | | |
| 4.2 | <p>Purpose of the meeting</p> <p>Kebone explained to the tenderers that the three enquiries that were issued on 21/11/2025 are based on the same principle, the requirements are standard except for technical. The clarification will cover all three simultaneously.</p> <ul style="list-style-type: none"> High level explanation of Eskom's requirements to tenderers. Provide responses to the questions received from tenderers and new ones if any. Confirm addendum published post issuing of enquiry. | | Kebone Mogase | 28/11/2025 |
| 4.3 | <p>Tender Timelines</p> <ul style="list-style-type: none"> Representative during Tender period: Ms Kebone Mogase E-mail: mogasekk@eskom.co.za | | Kebone Mogase | 28/11/2025 |

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| | <p>Landline: +2711 800 3214</p> <ul style="list-style-type: none">Enquiry Issued: 21 November 2025 <p>Original Tender Closing Date & Time: 12 December 2025 at 10h00 South African Standard Time (SAST)</p> <ul style="list-style-type: none">New Tender Closing Date: 26 January 2026 at 10h00 South African Standard Time (SAST). <p>(No late submission will be accepted)</p> <ul style="list-style-type: none">Clarification Session Date & Time: 28 November 2025 @ 10h00 South African Standard Time SASTClarification queries closing Date: 21 January 2025, two (2) working days before the deadline for tender submission. <p>Tender Submission Address: Electronically via Eskom E-tendering site, https://etendering.eskom.co.za/login</p> <p>Tender is Free of Charge</p> | | | |

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| 4.4 | <p>Tender Returnables</p> <p>Kebone referred tenderers to the Tender Returnable List, used OPGW as an example and advised tenderers to pay attention to the following:</p> <p>* <u>Returnables required at Tender closing (disqualifiable): -</u></p> <p>These returnables are required to be fully completed, signed (if required on the returnable) and submitted with the tender at Tender closing date and time. If not fully completed, signed (if required on the returnable) and/or submitted by tender closing, the tenderer will be disqualified.</p> <p>** <u>Returnable required at Tender closing (non-disqualifiable): -</u></p> <p>These returnables are required to be fully completed, signed (if required on the returnable) and submitted with Tender at Tender closing date and time; however, if not submitted by Tender closing, or submitted with incomplete information or without a required signature, the Procurement Practitioner will, in writing request the tenderer to submit the returnable within 5 working days. If the returnable is not fully completed, signed if required and/or received by the Procurement Practitioner within 5</p> | | Kebone Mogase | 28/11/2025 |

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| | <p>working days of the request, the tenderer will be disqualified.</p> <p># Returnables required at Tender Closing date and time for evaluation: -</p> <p>These returnables are required to be submitted at tender closing date and time. These returnables will not be requested by the Procurement Practitioner. A tenderer that does not submit the required returnable at stipulated deadline or submits an incomplete returnable; will not be disqualified but will score zero.</p> | | | |
| 4.5 | <p>Tender Conditions</p> <ul style="list-style-type: none"> Contracts may be awarded to one or more suppliers/s which are technically, commercially, financially acceptable and where possible, it is justified by objective criteria. Prices may be negotiated where necessary. | | Kebone Mogase | 28/11/2025 |
| 4.6 | <p>Submitting a tender</p> <p>The tenderer must upload the tender via Eskom Tender bulletin site on the Eskom E- tendering page https://etendering.eskom.co.za/login under the following folders:</p> | | Kebone Mogase | 28/11/2025 |

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| | <p>Please label the tender as: Tender No. Name of tender number then attach files according to the below folders.</p> <p>Folders:</p> <ul style="list-style-type: none"> Commercial, Due Diligence (Financial Statements), Pricing (BOQ), SHEQ, SDL&I, Technical. | | | |
| 4.7 | <p>Question Received from a Tenderer</p> <p>Question:</p> <p>Commercial: E2037DXGP & 2038DXGP</p> <p>We note that the clarification meetings for both tenders are scheduled for the same date and time.</p> <p>Please confirm, will the meetings be hosted together for both tenders or if this was an error?</p> <p>Response: The clarification meeting will be hosted for both tenders.</p> | | Kebone Mogase | 28/11/2025 |
| 4.8 | Addendum To Enquiries | | Kebone Mogase | 28/11/2025 |

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| | <ul style="list-style-type: none"> Commercial <p>All three Tenders' Closing Date has been extended to 26 January 2026 @10H00 SAST</p> | | | |
| 4.9 | <p>SDL&I</p> <p>Ayanda used the OPGW Cables SDL&I bidders' template to explain the requirements for all three tenders, and then outlined the specific requirements for ADSS and Duct cables accordingly.</p> <ul style="list-style-type: none"> Pre-qualification for set aside procurement is not applicable for these transactions. Specific goals applicable for all three, OPGW at 90/10 and ADSS & DUCT at 80/20 Tenderers to ensure they submit a valid BBEE certificate to claim scoring points, failing which they will be allocated zero and not disqualified. CIDB is not applicable for all three tenders Designation for all three tenders is 90% and tenderers are required to submit mandatory documents for contract award, i.e. SBD 6.2 and Annexure C as stipulated in the bidder's template. | | Ayanda Ramokolo | 28/11/2025 |

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| | <p>Note: Where 90% of local content designation cannot be met due to shortage of raw materials or inputs or items not available locally:</p> <ul style="list-style-type: none"> Tenderers are to obtain written exemption from the Department of Trade Industry and Competition (the dtic) if there is a requirement to import the raw materials or inputs. Tenderers are required to refer to the bidder's template for details of the contact people at the DTIC for application of local content exemption. If the tenderer has applied for an exemption for certain raw materials with the DTIC, the DTIC exemption letter will be mandatory for contract award. National Industrial Participation Programme (NIPP) Should there be a foreign component or content of USD 5 million or more, NIPP requirements will kick in. Eskom's responsibility is to inform dtic of these transactions and they will contact the tenderers directly to form a separate NIPP contract. | | | |

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| | <ul style="list-style-type: none"> Mandatory Subcontracting as condition of award is only applicable o OPGW and not for ADSS and DUCT cables. Tenderers have been given two options, either they choose sub-contracting or form a joint venture. Where feasible, up to 30% subcontracting will be considered for contracts that are R30M and above. A joint venture agreement is also encouraged as an option to sub- contracting. The JV agreement could be between two South African entities or between a South African entity and an overseas entity. Tenderers to refer to the requirements of both sub-contracting and JV and comply accordingly. Tenderers to note that the application of a consolidated BBBEE certificate of a joint entity, takes about three to five working days to be processed. SDL&I Objectives in line with Reconstruction and Development Programme (RDP) Goals. Tenderers are required to adhere to the requirements of BBBEE status and act accordingly. The SDL&I objectives of all three | | | |

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| | tenders will be monitored once at contract management stage. | | | |
| 4.10 | Annexure F - CPA (IG) requirements for foreign goods and services <ul style="list-style-type: none"> Takalani explained the requirements as detailed in the annexure and mentioned that they're applicable once the tenderer has obtained an exemption approval from dtic, based on the SDL&I requirements. On CPA, he emphasized that Eskom will not accept Rate of Exchange adjustment to be included in any CPA formula. CPA to be linked to the index. <i>Tenderers are required to provide Eskom with their CPA formulae when they respond to the pricing requirements.</i> He took the supplier through Eskom's acceptable payment methods. Tenderers are not allowed to propose any other payment method. - Payment method 1A: When Eskom pays foreign currency directly to an overseas account. Tenderers to refer to all documents required to comply with this method. | | Takalani Singo | 28/11/2025 |

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| | <ul style="list-style-type: none"> - Payment method 1B: When Eskom pays foreign currency into a South African Customer Foreign Account (CFC). No two SA entities are allowed to pay each other in foreign currency. In this case, the SA entity must apply for CFC from the SA Reserve Bank. The response from SA Reserve Bank must be in their letterhead for Eskom's acceptance. Tenderers to communicate with Eskom if there are any differences to the contract terms and conditions. Tenderers to refer to all documents required to comply with this method. - Payment method 2: When Eskom pays in ZAR and it's linked to a rate of exchange movement (ROE). The ROE movement is called cancellation movement which means that Eskom is fully hedged (takes forward cover). Tenderers to note that a cancellation rate is not a spot rate. If a tenderer wants to use this method, they need to request approval prior to tender closing date by sending their request to the Eskom Representative of these tenders for Eskom's consideration. Tenderers | | | |

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| | <p>to include Eskom's approval response in their submission. Tenderers to refer to all documents required to comply with this method.</p> <ul style="list-style-type: none">- Fixed ZAR Option (Payment Method 3): This is when a tenderer chooses to take forward cover, however Eskom would want to see the rate at which the tenderer is taking. Eskom will compare rates and whoever gets the lowest rate, it will be used.• For Eskom to contract in foreign currency, the tenderer must be the direct importer.• Part 2: Exchange Rates: In the pricing schedule, where a foreign currency is to be converted to ZAR, the rate should be from the SA Reserve Bank and no other source, as at tender issue date. <p>Question from tenderer asking for clarity regarding commodities that are designated, while reference is also made to foreign payments for direct importers.</p> <p>Takalani explained that tenderers who obtain exemption from dtic, as SDL&I mentioned in their presentation, import and request Eskom to pay them in foreign currency.</p> | | | |

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| | Follow up question as to whether the exemption is for raw materials or final product. Takalani explained that Eskom would like to cover all the bases, however the dtic will provide further guidance once tenderers have submitted their application of the exemption. | | | |
| 4.11 | Due Diligence Financial Management representative was absent and Kebone mentioned that a financial analysis is going to be performed, where financial statements will be required from tenderers to determine their financial stability and overall risk profile. Tenderers to refer to the Due diligence folder in the enquiries folders. | | Kebone Mogase on behalf of Malebo Segwai | 28/11/2025 |
| 4.12 | Technical <ul style="list-style-type: none"> Lesiba explained the technical mandatory, desktop and factory assessments requirements for all three commodities to the tenderers. He indicated that evaluations are carried out to confirm the tenderers' capability to manufacture the products, and to assess if the tenderer is capable to enter a contract with Eskom. He used the OPGW cables presentation as a detailed example, since the | | Lesiba Buthane | 28/11/2025 |

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| | <p>evaluation criteria for the three cables are similar, except for the specific information that needs to be submitted.</p> <ul style="list-style-type: none"> • OPGW Cables <ul style="list-style-type: none"> - The evaluation will be performed in two phases, i.e. desktop and factory assessments. <p>A disclaimer to tenderers: Tenderers which have been assessed by Eskom within the past 36 months for the supply of this cable, may be exempted from the technical factory evaluation. Tenderers are still required to submit all technical documents listed in the Technical Evaluation Criteria documents and Standards.</p> <ul style="list-style-type: none"> - Tenderers to pay attention to the 4 excel sheets that are part of the technical pack for their completion. They are specifically for the products offered by the tenderer to Eskom | | | |

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| | <ul style="list-style-type: none"> - Note: Any OPGW cable that will be used in the Eskom System, its mechanical compatibility shall be performed with the designated hardware supplier. An agreement between the prospective fibre optic and hardware suppliers would need to be concluded first. Tenderers are encouraged to indicate which hardware is compatible. - Tenderers have been provided with the list of returnables in the excel sheet, however not limited to the sheet. Tenderers were encouraged to check all the technical documents for more details. - Lesiba requested tenderers to index their submissions correctly for ease of reference and evaluations. He also shared the guideline for the OPGW mechanical and electrical parameters. - The technical team will check the tenderers' submissions for compliance with mandatory requirements. | | | |

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| | <ul style="list-style-type: none"> - Factory assessments will be performed with tenderers which have met the required threshold detailed in the technical evaluation criteria. • ADSS Cables <ul style="list-style-type: none"> - The evaluation methodology of the ADSS cables is similar to the OPGW one. - The evaluation will be performed in two phases, i.e desktop and factory assessments. <p>A disclaimer to tenderers: Tenderers which have been assessed by Eskom within the past 36 months for the supply of this cable, may be exempted from the technical factory evaluation. Tenderers are still required to submit all technical documents listed in the Technical Evaluation Criteria documents and Standards.</p> <ul style="list-style-type: none"> - The difference is the information contained in the ADSS excel spreadsheet. | | | |

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| | <ul style="list-style-type: none"> - The technical team will be checking the tenderers' submissions for mandatory and desktop requirements compliance. - Factory evaluations will be performed with tenderers which have complied with the required threshold. • DUCT Cables <ul style="list-style-type: none"> - The evaluation of the DUCT cable involves a desktop evaluation as well as factory assessment. The difference with the evaluation of this cable is that factory assessments will be performed with tenderers which meet the required threshold even when they had been previously assessed. - Tenderers were requested to also pay attention to the excel sheet provided for their completion. He took the tenderers through the sheets and mentioned that they should not confuse the required information | | | |

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|------|--|--------------------------|----------------|-------------|
| | <p>as each excel sheet is specific to a particular type of cable.</p> <ul style="list-style-type: none"> - Lesiba mentioned that tenderers should take into consideration that the multimode fibre is part of the submission. <p>Tenderers were advised to respond accordingly to the specific cables' requirements accordingly.</p> <p>Kebone encouraged tenderers to ask questions as they were quiet, however she mentioned that if they do not feel comfortable asking in the presence of everyone, they are welcome to send their individual questions to her via the provided email address and timelines whilst the enquiries a in the open market, for the Eskom team to respond.</p> | | | |
| 4.13 | <p>Contract Management Services</p> <ul style="list-style-type: none"> • Tebatso explained the contract management and pricing part of the three enquiries. • NEC 3 SC: <ul style="list-style-type: none"> - She informed the tenderers that each commodity will have its separate contract and pricing schedule. | | Tebatso Keetse | 28/11/2025 |

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| | <ul style="list-style-type: none"> - The contract will be established with a successful tenderer approved by the relevant delegated authority. - The contract terms and conditions will be based on the NEC 3 supply contract with specific conditions i.e. core 1-9 that most tenderers are familiar with. Clauses of the main options will also be used. - Secondary clauses of the contract will also be used. Tenderers to refer to the clauses indicated in the NEC contract. - Multiple currencies, if there are any from tender's side, they must indicate that in their submission. <ul style="list-style-type: none"> • Pricing Schedule <ul style="list-style-type: none"> - Each commodity has been provided with its pricing schedule and tenderers to complete each separately. | | | |

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| | <ul style="list-style-type: none"> - Tenderers are expected to provide their proposed pricing per item on the columns provided. - Tenderers to note that the quantities provided are included for forecasting purposes and not indicative of any contract. - Contract is based on an as and when required basis, therefore quantities are not predetermined. - Negotiations, where necessary, will be held with only the supplies that have progressed to the required stages of the evaluations. - Prices to be proposed per commodity per item. Tenderers to provide their CPA formulas for their proposed unit prices. - Contracts will be allocated to one or more than one suppliers. | | | |

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| | <ul style="list-style-type: none"> - Tenderers to refer to the notes at the bottom of each pricing schedule for further information. - Lead time in weeks to be included as well. Tenderers to respond to the specific cable requirements accordingly and not expect evaluators to refer to other sections. <p>Kebone explained that, with regards to guarantees, tenderers are provided with an option to provide the company guarantee letter or performance bond; the requirement is not for both. If tenderers choose performance bond, they must refer to the list of Eskom's vetted guarantors provided in the commercial folder.</p> <ul style="list-style-type: none"> - Question from tenderer through chat whether the mechanical and electrical parameters guideline for all the cables would be shared. - Lesiba responded and mentioned that the guides will be shared with the presentation pack and published. - Another question from tenderer about factory assessments for those who import the cable and | | | |

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| | <p>don't have a factory, as to how they are going to be evaluated.</p> <ul style="list-style-type: none"> - Depending on the outcome of the exemption application request of the tenderer, the process will be guided from thereon. Then Lesiba explained that the factory of the OEM will be evaluated according to the SDL&I requirements. - The issue about forex was also explained further by Takalani, that it applies when the tenderer has been granted exemption by the dtic. | | | |
| 4.14 | <p>Safety & Health</p> <ul style="list-style-type: none"> • The SHE representative explained the minimum requirements to be met by tenderers. Tenderers to ensure where documents require signature, they are signed. She also mentioned that during evaluations, Eskom OHS Act section 37 (2) agreement (OHS Act 85 of 1993) will be assessed and must be signed by Eskom and the principal contractor at the time of awarding the contract. It will clarify that the contractor is solely responsible for the health and safety of their employees. | | Annette Mosekwa | 28/11/2025 |

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| | <ul style="list-style-type: none"> Annexure B is from the OSH Act and done by Eskom. It's also the acknowledgement of Eskom's OH legal and other requirements form signed and submitted by the tenderer. The principal contractor must be registered with the COIDA. OHS policy must be signed by the CEO of the company and then it must show commitment to health and safety, environment and quality management of the company. Competency is also assessed for the duration of the contract. The principal contractor shall appoint competent employees who will meet the requirements of the OSH act, e.g., first aiders, SHE reps, etc., they must have attended training. Baseline risk assessment, commonly known as BRA. It identifies assessment and management of OHS risk related as per the scope of work and it must be maintained every time when there's an incident or there's something, it must be updated with the latest information and also the personal | | | |

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| | <p>protective equipment (PPE) requirements need to be available with a detailed program.</p> <ul style="list-style-type: none"> Tenderers must develop their own emergency response in their work premises and also on site with detailed required information. Nonconformance compliance, this is very important. Eskom wants to see the procedure for the issuing and closing of nonconformances. | | | |
| 4.15 | <p>Environmental</p> <ul style="list-style-type: none"> Xolani took the tenderers through the environmental requirements. He mentioned that the requirements apply to both hardware and cables which are both rated as low-risk category. However, they are still to be met and complied with. Environmental policy: The contractor should have an environmental policy or a sheq policy that is signed by the company CEO or a member of Management of the contractor's company that basically shows commitment to compliance with | | Xolani Gumede | 28/11/2025 |

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| | <p>environmental obligations and environmental duty of care.</p> <ul style="list-style-type: none"> • EMT: It shows the scope of work and addresses waste management. It explains how waste is planned to be disposed of or any means to recycle and the environmental induction. • An environmental induction is to be conducted prior to work commencement and, the EMP should highlight how environmental incidents are going to be managed from federal to grave. • Also, should highlight an emergency plan for environmental incidents. | | | |
| 4.16 | <p>Quality</p> <ul style="list-style-type: none"> • Bonggi took the tenderers through the quality requirements categories for all three tenders. She referred the tenderers to the Quality folders as published per enquiry. <p>OPGW:</p> <ul style="list-style-type: none"> - The requirement is for category 1 from section A up to E. Within quality requirements, there are templates that they need to be populated by | | Bonggi Tshabalala | 28/11/2025 |

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| Item | Subject & salient points | Decisions & Action items | Responsibility | Target date |
|------|---|--------------------------|----------------|-------------|
| | <p>tenderers. Tenderers to refer to the quality tender returnable list and use it for their submission.</p> <ul style="list-style-type: none"> - Regarding the templates to be completed, for the quality control plan, tenderers can use their own template or rather use the one provided. - Tenderers to note that the requirements are for OPGW not for hardware. - Bongi emphasized that where documents need to be signed, tenderers must ensure that they are signed accordingly as they might be rendered non-responsive. <p>ADSS and DUCT</p> <p>Bongi mentioned that the requirements for both cables are for category 3.</p> <ul style="list-style-type: none"> - Section A to E also apply, however in this category if the tenderer does not have a certificate, they will still be assessed. - Tenderer to ensure that for documents #1, Quality Management system and the quality manual are | | | |

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|------|--|--------------------------|----------------|-------------|
| | <p>aligned to the latest vision of ISO 9001, the latest vision so far is 2015.</p> <ul style="list-style-type: none"> - As much as 2015 is the latest, it must cover the content of the organization, tenderer's interested party, the scope of effort and risk, opportunity and objective. - #Document 2 is for quality policy approved by the person with high authority organization. - #Document 3 is for quality objectives; this refers to tenderer's KPAs or KPIs. - Then document #4 is the control of documented information. Tenderer is required to indicate how they control both their document and record. - Document #5, how the tenderer controls their non-conforming outputs. How they detect, eliminate and correct them. - Document #6 is information on their non-conformity and corrective action. | | | |

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|------|---|--------------------------|--|-------------|
| | <ul style="list-style-type: none"> - Document #7 is for internal audit. Tenderers are required to indicate the frequency of their audits; it must cover the details of the person who performs the audit. | | | |
| 4.17 | Logistics <ul style="list-style-type: none"> • Bongani mentioned that after the tenderers have been allocated a contract, they will advise how the notification should flow. • The supplier will notify both the client and the logistics services at the same time about the material being ready and then Logistics will send some kind of briefing about the process. Materials will be collected, logistics will ensure they deliver it to the right place. • Eskom uses Rotran as the preferred transport service provider, however even though the scope includes delivery, Rotran has the first right of refusal. In instances where the service of a supplier is used, this option must be accompanied by written evidence that Rotran did not perform accordingly. | | Kebone Mogase on behalf of Bongani Mosimanga | 28/11/2025 |


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| Item | Subject & salient points | Decisions & Action items | Responsibility | Target date |
|------|--|--------------------------|----------------|-------------|
| 5. | General <ul style="list-style-type: none"> Kebone mentioned that the approved minutes together with the presentations will be uploaded in the Eskom Tender bulletin as well as the National Treasury's website. Tenderers to ensure that they check the Eskom Tender bulletin and National Treasury's website frequently for the latest updates that are published for their consideration. She further encouraged tenderers to use the tender returnable list in the invitation to tender as their check list. Tenderers to note that the procurement of the cables is not based on a two-stage pre-qualification process. Tenderers are required to complete and submit each tender as a standalone submission. Where information is standard or common across tenders, it must be included in full in each separate submission. Tenderers may not refer the Eskom evaluation team to information submitted under another tender, and cross-referencing between tenders will not be accepted. | | Kebone Mogase | 28/11/2025 |

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|  | Approved Meeting Minutes | Template Identifier | 240-54076329 | Rev | 8 |
| | | Effective Date | September 2022 | | |
| | | Next review date | September 2030 | | |
| | | Distribution | | | |

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| 6. | Closure Kebone thanked all attendees, wished them safe travels during the festive season and adjourned the meeting. | | | |

Signed as a correct record:  08/12/2025
Chairman **Date**

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