	Supplier Development, Localisation and Industrialisation (SDL&I) Strategy Setting Template	Template Identifier	240-43921804	Rev	6
		Document Identifier	240-148918142	Rev	3
		Effective Date	01 September 2020		
		Review Date	September 2023		

Business Unit	Gauteng Cluster
Description/ Scope of Work	Contracting Strategy for the Provision of Cleaning Services, Gardening Services and Hygiene services to Eskom Distribution Property in Gauteng Operating Unit for a period of 3 years on an “as and when” required basis
Duration of the Project	36 Months
Budget	
Name of Buyer	Gustav Phaahla

Section 1: Objective criteria

The inclusion of objective criteria in an enquiry is not mandatory but a condition for contract award, and if included, this must align with the requirements of the PPPFA [clause 2(1)(f)] and be clearly stated in the enquiry together with the consequence of such objective criteria (i.e., if the tenderer does not meet objective criteria; it may lead to the second-ranked tenderer being recommended for award).

1.1 Designated Sectors

When applicable the following stipulated minimum threshold for Local Production and Content must be achieved in full by the tenderer

a) Is this Commodity or part of it a Designated Sector?

YES	NO
<input type="checkbox"/>	<input checked="" type="checkbox"/>

Please indicate below Designated Components


Commodity	Components	Local Content Threshold
Not Applicable	Not Applicable	Not Applicable

NOTE: SBD 6.2 Declaration Form and Annex C (Local Content Declaration-Summary Schedule) are therefore **mandatory** and must be tender returnables if applicable.

1.2 CIDB Skills Development Continuation of Mandatory Requirements

Confidential

When downloaded from the document management system, this document is uncontrolled and the responsibility rests with the user to ensure it is in line with the authorised version on the system. No part of this document may be reproduced without the expressed consent of the copyright holder, Eskom Holdings SOC Ltd, Reg No 2002/015527/30.

	Supplier Development, Localisation and Industrialisation (SDL&I) Strategy Setting Template	Template Identifier	240-43921804	Rev	6
		Document Identifier	240-148918142	Rev	3
		Effective Date	01 September 2020		
		Review Date	September 2023		

<p>a) Is there CIDB compulsory training?</p> <p>If Yes, what is the % of the Construction Skills Development Goal % (CSDG)</p> <p>If the answer above is Yes, it will then be mandatory for the supplier to match Eskom's targets</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 35%;">Criteria</th><th style="width: 35%;">Eskom Target</th><th style="width: 30%;">Tenderer Commitment</th></tr> </thead> <tbody> <tr> <td>CSDG Percentage</td><td>N/A</td><td></td></tr> <tr> <td>Description</td><td>N/A</td><td></td></tr> </tbody> </table> <p>NOTE: Failure by the Contractor/Service Provider/Supplier to meet the CIDB CSDG mandatory % will render their tender non-responsive.</p>	Criteria	Eskom Target	Tenderer Commitment	CSDG Percentage	N/A		Description	N/A		<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%;">YES</td><td style="width: 50%;">NO</td></tr> <tr> <td style="text-align: center;"><input type="checkbox"/></td><td style="text-align: center;"><input checked="" type="checkbox"/></td></tr> <tr> <td colspan="2">Not applicable</td></tr> </table>	YES	NO	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Not applicable	
Criteria	Eskom Target	Tenderer Commitment														
CSDG Percentage	N/A															
Description	N/A															
YES	NO															
<input type="checkbox"/>	<input checked="" type="checkbox"/>															
Not applicable																

1.3 NIPP (Not Applicable)

“NIPP is a programme that seeks to leverage economic benefits and support the development of South African industry by effectively utilising the instrument of government procurement. The NIPP programme is mandatory for all government and parastatal purchases or lease contracts (goods and services) with an imported content equal to or exceeding USD 5 million.

“The programme targets South African and foreign industries, enterprises, and suppliers of goods and services to government/parastatals, where the imported content of such goods and services equals to or exceeds USD 5 million. The first customer of NIPP is the South African industry that benefits through the NIPP business plans, which, when implemented, generate new or additional business activities through one or more of the following: investment, export opportunities, job creation, increased local sales, SMME and BEE promotion, R&D, and technology transfer.

“Companies with an NIPP obligation must sign this obligation agreement with the Department of Trade, Industry and Competition (dtic) before the contract with Eskom Holdings SOC Ltd, as a purchasing entity, is signed. The obligation agreement governs the relationship between the dtic and the supplier. It defines the NIPP obligation value(s), requirements to fulfil the NIPP obligation, performance milestones, performance monitoring processes, and the NIPP credit allocation criteria.

“All tenders with an import content that is equal to or exceeds the threshold of USD 5 million compels the winning bidder to negotiate and enter into a NIPP obligation agreement with the dtic before signing the contract with Eskom.”


1.4 Subcontracting

Tenderer to propose available opportunities.

Mandatory subcontracting on contracts above R30 million as a condition for contract award
If feasible to subcontract for a contract above R30 million, Eskom:

Confidential

When downloaded from the document management system, this document is uncontrolled and the responsibility rests with the user to ensure it is in line with the authorised version on the system. No part of this document may be reproduced without the expressed consent of the copyright holder, Eskom Holdings SOC Ltd, Reg No 2002/015527/30.

	Supplier Development, Localisation and Industrialisation (SDL&I) Strategy Setting Template	Template Identifier	240-43921804	Rev	6
		Document Identifier	240-148918142	Rev	3
		Effective Date	01 September 2020		
		Review Date	September 2023		

- a) must apply subcontracting to previously designated groups.
- b) must advertise the tender with a specific condition for contract award that the successful tenderer must subcontract a minimum of 30% of the value of the contract to:
- c) an EME or QSE;
- d) an EME or QSE, which is at least 51% owned by black people;
- e) an EME or QSE, which is at least 51% owned by black people who are youth;
- f) an EME or QSE, which is at least 51% owned by black people who are women;
- g) an EME or QSE, which is at least 51% owned by black people with disabilities;
- h) an EME or QSE, which is 51% owned by black people living in rural or underdeveloped areas or townships;
- i) a cooperative, which is at least 51% owned by black people;
- j) an EME or QSE, which is at least 51% owned by black people who are military veterans;
- or
- k) more than one of the categories referred to in paragraphs (a) to (h).

Tender Returnable if the above element is a requirement;

- Proof of a sub-contract agreement/s must be submitted.
- CSD report of subcontractors
- Sub-contractor/s B-BBEE certificate / sworn affidavit must be submitted.

Subcontracting, in this instance, will be treated as a condition for contract award. A supplier awarded a contract may not subcontract more than 25% of the value of the contract to any other entity that does not have an equal or higher B-BBEE status level of a contributor than the supplier concerned unless the contract is subcontracted to an EME that has the capability and ability to execute the subcontract.

Section 2: Other SDL&I Objectives in line with RDP Goals

Tenderers who complete and submit the undertaking as required, but who do not meet Eskom's targets, will not be disqualified. SDL&I undertakings do not form part of scoring but commitments will form part of contractual obligations

1. **BBBEE requirements:** Tenderers are required at a minimum to maintain their BBBEE status over the contract term.

2. Local Procurement Content

"Local Procurement Content" refers to value added in South Africa by South African resources. Where a single contract involves a combination of local and imported goods and/or services, Tenderer's response must be separated into its components as per the Price Schedule included with the tender documents. Local procurement content is total spending minus the imported component.

Tenderers are required to submit its proposals in the table below.

Confidential

When downloaded from the document management system, this document is uncontrolled and the responsibility rests with the user to ensure it is in line with the authorised version on the system. No part of this document may be reproduced without the expressed consent of the copyright holder, Eskom Holdings SOC Ltd, Reg No 2002/015527/30.

Local Procurement Content	Eskom target	Tenderer Proposal
	100%	

3. Tenderers procuring from entities with a minimum 51% black ownership

Subcontracting refers to activities which tenderers outsource to other enterprises in its supply chain during the execution of the contract scope of work.

Tenderers can also achieve subcontracting requirements by claiming invoices paid to service providers of indirect expenses that it incurs in the operation of its business. Such expenses may include courier services, training, transport costs, facility management, office /property rental, cleaning, gardening, ICT services.

Subcontracted Group	Designated	Eskom Target	Tenderer Proposal
Black Owned			
Black Women Owned			
Black Youth Owned			
Black Persons with Disability			

4. Jobs. Tenderers are required to submit proposals for the type and number of jobs that will be created and retained in South Africa as a direct result of being awarded a contract.

Type of Jobs to be created	Number of Jobs to be created

Type of Jobs to be retained	Number of Jobs to be retained


5. Skills development

Tenderers are required to submit proposals in a table below for developing the skills of unemployed candidates in the country. Skills development is intended to address Eskom's core, scarce and critical skills and the Agri SETA scarce and critical skills. These skills are also included in a 2020 list of occupations in high demand as stipulated in the Government Gazette 43937. Candidates shall be from all province in the country, and their composition shall be representative of the population demographics of South Africa

Skill type / Occupation	Eskom target	Proposed Number of Candidates

Confidential

When downloaded from the document management system, this document is uncontrolled and the responsibility rests with the user to ensure it is in line with the authorised version on the system. No part of this document may be reproduced without the expressed consent of the copyright holder, Eskom Holdings SOC Ltd, Reg No 2002/015527/30.

	Supplier Development, Localisation and Industrialisation (SDL&I) Strategy Setting Template	Template Identifier	240-43921804	Rev	6
		Document Identifier	240-148918142	Rev	3
		Effective Date	01 September 2020		
		Review Date	September 2023		

Horticulture / Land scaping course	2 x 3 years	
Learnership for successful candidates	2 x 3 years	

The process of developing these skills shall involve the participation by tenderers directly and through its supply network. In certain cases, the SETA's accredited training providers can be approached to participate in developing critical and scarce skills.

Note: Tenderers are required to take full responsibility for the total cost of developing the requisite skills, and Eskom shall not make any financial contribution towards the fulfilment of this obligation. Tenderers also are advised to approach its relevant SETAs to access grants, subsidies and incentives as well as South African Revenue Services for tax rebates that are earmarked for skills development initiatives.

Section 4: SDL&I Penalty and Performance Security

Eskom will apply a penalty of 2.5% of the invoice amount for failure to meet SDL&I obligations.

As security for the fulfilment of all SDL&I obligations, Eskom will apply a penalty of 10.0% of every invoice amount (excluding VAT) for failure to submit SDL&I performance reports every quarter; **or** failure to meet the SDL&I obligations in a contract.

Section 5: Reporting and Monitoring

- The suppliers shall on a monthly/quarterly basis submit a report to Eskom in accordance with Data Collection Template on their compliance with the SDL&I obligations described above.
- Eskom shall review the SDL&I reports submitted by the suppliers within 60 (sixty) days of receipt of the reports and notify the suppliers in writing if their SDL&I obligations have not been met.
- Upon notification by Eskom that the suppliers have not met their SDL&I obligations, the suppliers shall be required to implement corrective measures to meet those SDL&I obligations before the commencement of the following report, failing which Retention clauses shall be invoked.
-

Section 6: Market Research


The following information demonstrates market analysis and assisted in arriving at the targets above.

Current Suppliers Providing the Services	Potential Suppliers:
•	•

Section 7: General Information on Validity of Sworn Affidavits

Confidential

When downloaded from the document management system, this document is uncontrolled and the responsibility rests with the user to ensure it is in line with the authorised version on the system. No part of this document may be reproduced without the expressed consent of the copyright holder, Eskom Holdings SOC Ltd, Reg No 2002/015527/30.

	Supplier Development, Localisation and Industrialisation (SDL&I) Strategy Setting Template	Template Identifier	240-43921804	Rev	6
		Document Identifier	240-148918142	Rev	3
		Effective Date	01 September 2020		
		Review Date	September 2023		

The following must be considered when it comes to validity of Affidavits;

Tenderers submitting B-BBEE Sworn Affidavits must ensure that the affidavits meet the following key pointers to ensure their validity:

- Name/s of deponent as they appear in the identity document and the identity number.
- Designation of the deponent as the **director, owner** or **member** must be indicated in order to know that person is duly authorised to depose of an affidavit. **(Mark the applicable option).**
- Name of enterprise as per enterprise registration documents issued by the CIPC, where applicable, and enterprise business address.
- Percentage of black ownership, black female ownership and designated group. In the case of specialised enterprises as per Statement 004, the percentage of black beneficiaries must be reflected. **(No blank spaces to be left).**
- Indicate total revenue for the year under review and whether it is based on **audited financial statements** or **management account**. **(Mark the applicable option).**
- Financial year end as per the **enterprise's registration documents**, which was used to determine the total revenue. **(Financial year end to be stipulated by day/month/year).**
- B-BBEE Status level. An enterprise can only have one status level. **(Tick applicable level)**
- Empowering supplier status must be indicated. For QSEs, the deponent must select the basis for the empowering supplier status.
- Date deponent signed and date of Commissioner of Oath must be the same. **(The sworn affidavit must be signed in the presence of the Commissioner of Oath. Furthermore the Commissioner must also sign and stamp)**
- Commissioner of Oath cannot be an employee or ex officio of the enterprise because, a person cannot by law, commission a sworn affidavit in which they have an interest.

Compiled by:

Mosa Makhubo

.....

Senior Advisor

Supplier Development, Localisation and
Industrialisation

Date: 20 July 2023

Confidential

When downloaded from the document management system, this document is uncontrolled and the responsibility rests with the user to ensure it is in line with the authorised version on the system. No part of this document may be reproduced without the expressed consent of the copyright holder, Eskom Holdings SOC Ltd, Reg No 2002/015527/30.