

Title: **TECHNICAL EVALUATION
CRITERIA FOR ESKOM
DISTRIBUTION SYSTEMS
HARDWARE AND FITTINGS**

Unique Identifier: **240-143804436**

Alternative Reference Number: **<n/a>**

Area of Applicability: **Engineering**

Documentation Type: **Report**

Revision: **2**

Total Pages: **24**

Next Review Date: **n/a**

Disclosure Classification: **Confidential**

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1. Introduction

This document establishes the standard technical evaluation criteria to be used when evaluating the submissions by prospective suppliers in response to formal Commercial Enquiries issued for various Eskom distribution systems hardware and fittings used on networks within Eskom Distribution.

This document details the technical strategy, method of evaluation and the evaluation criteria, which includes the Enquiry returnable necessary to conduct the desktop evaluation, the product sample evaluation and the requirements for the Factory Assessment and Verification.

There are numerous and varied Eskom Distribution systems hardware items published on the Eskom Buyer's Guide, each with unique standards and testing requirements. The intention of this document is to set-out the generic process to be complied with across the array of items that are the object of the formal open Enquiry and the specific requirements shall be stated in the Technical Schedules related to the specified item.

2. Supporting clauses

2.1 Scope

This document encompasses the evaluation strategy and criteria for various items of Eskom Distribution systems hardware and fittings used on power networks within Eskom Distribution. It does not specify the requirements of each item as the specific requirements for the items are contained within the Technical Schedules that are attached to the respective Commercial Enquiries. This document covers only the evaluation strategy and criteria for various distribution systems hardware and fittings used on networks within Eskom Distribution. It does not specify the technical requirements of each item. The Eskom standard requirements, including test requirements, will be stipulated in the tender pack, and may include Eskom standards, SANS standards and other National and International standards. A Tender Pack Version (see 2.7) has been published along with this complete report. The Tender Pack Version is an extract of the tender strategy and criteria relevant to the market, excluding Eskom specific information relevant to the Cross Functional Team and Technical Evaluation Team. The tender pack version is to be included to the tender documents, and not this full report.

2.1.1 Purpose

The purpose of this document is to standardise the technical strategy and evaluation criteria for application during formal Commercial Enquiry processes for Eskom Distribution systems hardware and fittings in alignment with Eskom Holdings SOC (Ltd) policies.

2.1.2 Applicability

This document shall apply throughout Eskom Holdings Limited Divisions when formal Commercial processes are undertaken for distribution hardware and fittings. This document is not applicable if a Technical Evaluation Criteria document has been published by the relevant Technology Centre of Excellence for components included to the Commercial process scope.

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] ISO 9001, Quality Management Systems.
- [2] 32-1034 - Eskom Procurement And Supply Chain Management Procedure
- [3] 240-48929482 rev 1 - Tender Engineering Evaluation Procedure
- [4] 240-51757553 - Provide Engineering during Project Sourcing

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[5] SANS IEC 61284 - Overhead lines - Requirements and tests for fittings

[6] 240-75883154 - Current Carrying Compression Fittings for Overhead Sub-Transmission Systems

2.2.2 Informative

None

2.3 Definitions

2.3.1 General

Definition	Description
Buyer's Guide	A list or catalogue of SAP numbers and associated material descriptions.
Desktop evaluation	An evaluation of the documentation included in the tender returnable.
Enquiry returnable	Items stipulated in the Tender Enquiry, defined as mandatory, to be submitted as part of the tender submission.
Eskom Assessment Representative(s)	The person(s) appointed by Eskom to perform evaluation of tender submission(s) in line with Eskom requirements.
Eskom Distribution Systems Hardware and Fittings	Hardware components and assemblies used for the construction of power systems and substations.
Non-returnable	May not be returned to the tenderer.
Supplier	Means a current or potential Supplier, vendor, contractor, consultant, or service provider. Suppliers may include Tenderers that are the OEM or redistributors.

2.3.2 Disclosure classification

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

2.4 Abbreviations

Abbreviation	Description
DTI	Department of Trade and Industry
NEC	New Engineering Contract
OEM	Original Equipment Manufacturer
SAP	Systems Application Processes
TET	Technical Evaluation Team

2.5 Roles and responsibilities

All the Eskom employees and/or appointed bodies involved in the technical tender evaluations for Eskom Distribution systems hardware and fittings shall make use of this document, and reference 32-1034 and 240-48929482 when preparing the technical documentation for the commercial process, as well as during the execution of technical tender evaluations for these products.

2.6 Process for monitoring

This document is applicable to current initiatives related to the procurement of Eskom Distribution systems hardware and fittings for Distribution networks. The document shall be monitored to ensure alignment with the documents as stated in the Normative References.

2.7 Related/supporting documents

240-143804436_1 – Technical Evaluation Criteria for Eskom Distribution Systems Hardware and Fittings (Tender Pack Version).

3. Technical Tender Strategy and Criteria

3.1 Technical Tender Enquiry Strategy

The evaluation criteria will be used to measure the supplier's ability to supply Eskom with Eskom Distribution systems hardware and fittings for Distribution Systems in compliance with the specific requirements as stated in Eskom's Standards, Eskom's Buyer's Guide Documents, South African National Standards, International Standards (if there is no South African Standard available) and specific user stipulations, as included in the Commercial strategy.

This will be achieved by conducting the desktop evaluation of a specified enquiry returnable and a product sample evaluation. In addition, it may be deemed necessary by the technical evaluation team to undertake a Factory Assessment and Verification to review the production plant wherein the items are manufactured.

Suppliers who are tendering but are not the OEM of the product must source the required technical returnable from the OEM where relevant. Missing information will not be requested after the Enquiry closing date.

If any part or sub-component of the production process is outsourced, the Supplier shall retain full and complete accountability for the (entire) product.

Note 1: Eskom Distribution systems hardware items are allocated a specific designation by the Department of Trade and Industry (DTI) which is included in the Commercial section of the enquiry. The technical evaluation process shall only proceed when the DTI designation requirements are met.

Note 2: The Factory Assessment and Verification is a requirement and must be clearly stated in the Commercial Strategy documentation. However, the Technical Evaluation Team may, in consultation with Eskom SMEs, determine that no further assessment is needed. This will be determined after the Level 3 assessments.

Note 3: The Cross Functional Team is required to consider, per item included in the scope, the options of sourcing from the OEMs only, or if Suppliers (such as redistributors) may be considered. This requirement must be clearly stated in the Commercial Strategy documentation.

3.1.1 Technical Evaluation Team Strategy

The Technical Evaluation Team (as per 240-48929482) will evaluate the submissions.

The submissions shall be subjected to a progressive series of evaluation levels. Passing of each level is a prerequisite for proceeding to the next evaluation level.

The evaluation levels are as follows:

- Level 1 Mandatory (Gatekeeper) Technical Criteria Evaluation
- Level 2 Functional (Scoring) Criteria Evaluation
- Level 3 Sample Criteria Evaluation
- Level 4 Factory Assessment and Verification (where applicable)

Level 1 and Level 2 criteria will be evaluated independently by a minimum of 2 evaluators. Clear justification will be required for concluding that any criterion is not met. The independent results will be compared after both the Level 1 and Level 2 evaluations are completed. Differences in results or scoring between evaluators for criteria shall be clarified by the Technical Evaluation Team in order to reach consensus on the specific disparities identified. Consensus shall be reached in accordance with clause 3.4.2.3 of Procedure 240-48929482. The outcome of each Level will determine if the submissions will proceed to the next level for evaluation.

If the submission proceeds, the Level 3 criteria will be evaluated independently by a minimum of 2 evaluators. Clear justification will be required for concluding that any criterion is not met. The independent results will be compared after the Level 3 evaluations are completed. Differences in scoring between evaluators for criteria shall be clarified by the Technical Evaluation Team in order to reach consensus on the specific disparities identified. The final outcome will determine if the submissions will proceed to the Level 4 Factory Assessment.

The Level 4 Factory Assessment and Verification will require the Evaluation Team together with other required Eskom Stakeholders to inspect the production facility. The Factory Assessment and Verification shall be conducted as a team and a single assessment result will be produced.

3.1.2 Technical Tender Evaluation Strategy

The desktop evaluation will require the submission of evidence demonstrating compliance to the Mandatory Technical Criteria. This will be known as the **Level 1 Mandatory (Gatekeeper) Criteria**. This aspect of the desktop assessment determines if the requirement as set for the mandatory tender returnable has been met, by assessing if all the mandatory documentation is included in the submission. The content of the document is not scrutinized at this level. This level is a test of responsiveness.

- Submissions meeting 100% of the Level 1 requirements will proceed to the next level of the technical evaluation.
- Submissions failing to meet 100% of the Level 1 requirements will be deemed non-responsive (non-compliant); the submission will be disqualified and not evaluated further.
- Where clarifications are required, the rules as per 32-1034 are to be applied and no tender is to be made responsive via the clarification process.

The desktop evaluation shall also require evidence demonstrating compliance to the Functional (Scoring) Technical Criteria. This forms **Level 2 Functional (Scoring) Criteria**. This aspect of the desktop assessment determines the compliance of the submission to specific technical criteria, by evaluating the content of the technical tender returnable.

- The technical criteria set for Level 2 shall be allocated scores. Final scores shall be stated in percentage terms.
- The submissions are assumed to have a score of 0% prior to evaluation commencement. Positive marking will apply for compliance to the stipulated criteria i.e. marks shall be added (as defined in Section 3.2.3) from the starting score of 0% until a final Level 2 score is achieved for that submission.
- The Level 2 Threshold is 90.00%. Compliance to the technical standards included in the criteria is critical, due to the high risk introduced by non-compliance. Eskom Distribution systems hardware items are considered high risk items, meaning that when component failure occurs, serious harm, injury or death may be caused to the public, animals or the environment. It also places the network at risk and could adversely affect both the performance as well as continuity of supply.
- Submissions meeting 90.00% of the Level 2 requirements will proceed to the next level of the technical evaluation.
- Submissions failing to meet 90.00% of the Level 2 requirements will be deemed non-compliant; the submission will be disqualified and not evaluated further.
- Where clarifications are required, the rules as per 32-1034 are to be applied and no tender is to be made responsive via the clarification process.

The Product Sample Criteria will be known as the **Level 3 Sample Criteria**.

The product sample assessment shall be undertaken, only if the Level 2 threshold is met. The non-returnable sample will be requested by the responsible Buyer after Level 2 requirements are met. For those samples that are deemed by the Evaluation Team to be unduly large for delivery to the respective Eskom offices where the evaluation is being conducted, the Technical Evaluation Team may opt to perform the sample evaluation at the manufacturing plant. All other smaller samples shall be delivered to the Designated Eskom Commercial office responsible for that particular product within 14 calendar days from the date of request. The inclusion of a 14 waiting period for samples needs to be included in the tender validity period and the evaluation timeline.

The sample evaluation determines the compliance of the manufactured product to the manufacturing standards as stated in the Level 2 criteria. As an example, the product sample will be assessed for compliance to aspects such as dimensions, galvanising, markings, accessories etc. These will be known and sourced from the measurable criteria stated in the Level 2 criteria. No new criteria will be introduced at this stage.

- The Level 3 Threshold is 100% (with consideration of the points raised below). Full compliance to the technical standards included in the criteria is critical due to the high risk introduced by non-compliance. Eskom Distribution systems hardware items are considered high risk items, meaning that when component failure occurs, serious harm, injury or death may be caused to the, public, animals or the environment. It also places the network at risk and could adversely affect both the performance as well as continuity of supply.
 - If the Level **2** scoring is less than 100%, but meets the Level 2 threshold requirement, the following approach shall be adopted with the sample assessment:
 - The deviations that will impact the sample assessment must be noted, and must be formally recorded in the final technical report.
 - The sample assessment must allow for the noted deviations. Points may not be deducted again for deviations accepted in the Level 2 evaluation. This will be recorded in the evaluation report as a clarification.
 - Should the submission be deemed successful at the conclusion of the Commercial process, the manufacturer of the product shall be notified of the deficiencies and shall be requested to undertake corrective action within a reasonably stipulated time. Thereafter the supplier is required to demonstrate the corrective action undertaken to Eskom as a condition of the product being considered acceptable for procurement.

Note 4: The Cross Functional Team is required to determine the reasonably stipulated time, and should the corrective action not be met within the stipulated timeframe, the resultant outcome of the technical evaluation shall be announced. Refer to clause 3.2.6

- Submissions meeting 100% of the Level 3 requirements shall proceed to the next level of the technical evaluation.
- Submissions failing to meet 100% of the Level 3 requirements shall be deemed non-compliant; the submission shall be disqualified and not evaluated further.
- Where clarifications are required, the rules as per 32-1034 are to be applied and no tender is to be made responsive via the clarification process.

Submissions satisfying the Level 3 requirements shall be considered for the Level 4 Factory Assessment and Verification. The Technical Evaluation Team and Eskom Assessment Representatives shall determine if a Factory Assessment and Verification is required. If the Factory Assessment and Verification is not required then the evaluation may be concluded with the Level 3 result.

If the manufacturer has supplied Eskom with Distribution Systems Hardware and Fittings for a period of 5 years or more, or has effected a factory change, a design change, a change in manufacturing or testing, then the respective technical evaluation team shall decide at their discretion whether or not to undertake a Factory Assessment and Verification. If a manufacturer has not previously supplied Eskom with Distribution Systems Hardware and Fittings, such a manufacturer shall be subjected to a Factory Assessment and Verification. Factory Assessment and Verifications shall only be undertaken with OEM's that have tendered or the OEM's for products offered by Redistributors, but not with the Redistributors themselves.

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The scope and criteria of the Level 4 Factory Assessment and Verification will be defined by the Technical Evaluation Team and the Eskom Assessment Representatives, prior to the assessment. The assessment checklist may be shared with the tendering company prior to the assessment. The Level 4 threshold is 80.00%. The Level 4 result will represent the final result for the submission.

A final result per submission shall be determined and shall be stated as follows in the evaluation report:

- Non-compliant
- Compliant with qualifications
 - This means that there may be deficiencies that need to be addressed prior to contracting or procuring. The terms of this will be stated in the tender strategy document.
- Fully compliant

Note 5: The Cross Functional Team is required to determine the reasonably stipulated time, and should the corrective action not be met within the stipulated timeframe, the resultant outcome of the technical evaluation shall be announced. Refer to clause 3.2.6

3.2 Technical Tender Criteria and Returnable

It is preferred that the technical returnable be contained within the technical section of the submission.

3.2.1 Technical Requirements

3.2.1.1 Technical Compliance Criteria

Products offered during the Commercial tender process and supplied to Eskom subsequent to the contract awarding process must comply with the latest revision all relevant standards.

The technical team shall provide a comprehensive listing of the relevant standards, in relation to the SAP items included in the scope of the Commercial enquiry. Refer to Annex A for an example/sample of a template to be prepared, completed and submitted by the Technical Evaluation Team to the Buyer.

3.2.1.2 Technical Tender Document Pack

The Technical Tender Documents must be consolidated and confirmed by the Technical Evaluation Team and will form part of the Enquiry Documentation. The Technical Tender Document Pack shall contain (as a minimum requirement):

- The High Level Guide contained in Annex D (edited as needed by the Technical Evaluation Team)
- This standard (240-143804436) and any additional Technical Evaluation Criteria documentation applicable to the specific Commercial enquiry.
- The list of documents as per 3.2.1.1, in the format demonstrated in Annex A.
- Copies of Eskom documents listed as relevant to Technical Compliance Criteria as per 3.2.1.1
 - **Important Note:** No SANS, International Standards or other documents shall be included in the Technical Tender Document Pack. This is due to the strict licencing rules applied to Eskom's access to external standards. It is the responsibility of the Supplier to obtain access to these documents when required.
- The Technical A&B Schedules (complete with the A&B Schedule worksheet, the Deviation Schedule worksheet and the Test Report Schedule worksheet)
- Other supporting technical documentation relevant to the tender process.
- Check Sheet of Technical Returnable found in Annex C.

3.2.1.3 Inclusion of Technical Requirements to the NEC

The Technical Evaluation Team may provide input into the technical clauses of the NEC document specific to the Commercial enquiry, if so required. The Technical Evaluation Team shall advise the Cross Functional Team and Buyer if technical standards or operational requirements may potentially influence contracting requirements (e.g. Design Reviews post tender award, design changes during the contracting period, restrictions, allowances due to concessions issued during tender evaluations, or engineering and design management meetings).

3.2.2 Level 1 Mandatory (Gatekeeper) Criteria and Returnable

This evaluation will be conducted per SAP number. The following evidence is required to meet the Level 1 Mandatory (Gatekeeper) Criteria per SAP number:

Table 1: Level 1 Mandatory (Gatekeeper) and Returnable Criteria

All evidence stated below must be included in the tender returnable for the submission to be considered complete. All returns must be submitted at tender closing and cannot be requested or submitted after tender closing.			
No	Criteria	Mandatory	Returnable (Evidence)
1	Completed and signed Technical A&B Schedules for each SAP number stated on the enquiry	Y	<p>Returnable: Completed and signed Technical A&B Schedules per SAP number</p> <p>Notes: The A&B Schedule documents will be provided by Eskom. Each SAP number will require the submission of its respective schedule. The SAP number must be stated on the schedule. Evidence for any other SAP number will not be accepted.</p> <p>This schedule is considered completed when the Supplier includes the product specific information into the Schedule B column for all criteria.</p> <p>Schedules will be considered incomplete if any criteria in Column B is returned blank or with non-technical responses such as "N/A", "TBD", "Will be submitted later" etc.</p> <p>Specific deviations to the Schedule A requirements are to be clearly stated in the Deviation Schedule with details related to the deviation and motivation for Eskom to consider a concession.</p>
2	Completed and signed Deviation Schedules for each SAP number stated on the enquiry	Y	<p>Returnable: Completed and signed Deviation Schedules per SAP number</p> <p>Notes: The Deviation schedule shall be provided by Eskom. Each SAP number shall require the submission of its respective deviation schedule. The SAP number must be stated on the schedule. Evidence for any other SAP number will not be accepted.</p> <p><u>If no deviations exist then none need to be listed, however the evidence of the Deviation Schedule must still be signed and submitted with a "nil" record.</u></p> <p>Deviations stated on the Deviation Schedule may relate to deviations stated on the Technical A&B Schedule or deviations to the testing requirements stated in the Test Report Schedule.</p>
3	Complete and approved (signed) Manufacturer Drawings for each SAP number stated on the enquiry	Y	<p>Returnable: Completed and approved (signed) Manufacturer Drawings per SAP number</p> <p>Notes: The drawings must be provided for each unique SAP number. The SAP number may be stated on the drawing or the document title can describe the product. The drawings must have the Manufacturer's name included.</p> <p>"Approved" means there is an approval signature on the drawing. Evidence for any other SAP number will not be accepted.</p>

4	Completed and signed Test Report Schedules for each SAP number stated on the enquiry	Y	<p>Returnable: Completed and signed Test Report Schedules per SAP number</p> <p>Notes: The Test Schedule Template will be provided by Eskom. Each SAP number will require the submission of its respective test schedule. The SAP number is stated on the schedule. Evidence for any other SAP number will not be accepted.</p> <p>Test Schedules will be considered incomplete if any test report number is left blank. If the test report is not available (e.g. the specific test has not been executed on the specific product) then state "Not Available".</p> <p>Where "Not Available" is stated, this deviation (per test) is to be clearly stated in the Deviation Schedule with details related to the deviation and motivation for Eskom to consider a concession for the testing requirements.</p>
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The independent results shall be compared after Level 1 evaluations are completed. Differences in results between evaluators for any criterion shall be clarified by the Technical Evaluation Team in order to reach consensus. The final outcome shall determine if the submissions will proceed.

- Submissions meeting 100% of the Level 1 requirements will proceed to the next level of the technical evaluation.
- Submissions failing to meet 100% of the Level 1 requirements will be deemed non-responsive; the submission will be disqualified and not evaluated further.

Clear justification will be required for concluding that any criterion is non-compliant.

3.2.3 Level 2 Functional (Scoring) Criteria and Returnable

This evaluation shall be conducted per SAP number.

The weighting per section is as follows:

Table 2: Level 2 Scoring and Weights

No	Criteria	Maximum Score	Weight in %
1	Completeness and compliance of the evidence stated in the Schedule B column of the Technical A&B Schedules	5	20
2	Completeness and compliance of Manufacturer's Drawings to the Eskom standards as stated in the schedule and Buyer's Guide Document.	5	15
3	Completeness of Testing Evidence Reports	5	15
4	Compliance of Testing Evidence	5	50
	Total	20	100%

The Level 2 Threshold is 90.00%.

The following evidence is required to meet the Level 2 Functional (Scoring) Criteria:

Table 3: Level 2 Functional (Scoring) Criteria - Completeness and Compliance of Schedule B evidence

All evidence stated below will be scored. Positive marking applies. All returns must be submitted at tender closing and cannot be requested or submitted after tender closing.			
Completeness and Compliance of Schedule B evidence			
No	Criteria	Maximum Score	Scoring Method
1	Completeness and compliance of the evidence stated in the Schedule B column of the Technical A&B Schedules	5	5 – Fully Compliant 4 – Compliant with qualifications 2 – Non-Compliant 0 – Deficient or non-responsive
<p>Positive marking will be applied as follows:</p> <ul style="list-style-type: none"> • Full points will be awarded for fully compliant submissions. “Fully compliant” means that the evidence stated in the Schedule B column of the Technical A&B Schedule complies with specified requirements in Schedule A; there are no deviations, omissions or incomplete/blank/irrelevant responses. • 4 points will be awarded if the submission demonstrates compliance to higher risk criteria (e.g. mechanical and electrical criteria, coupling requirements, corrosion protection) however there are deviations on some lower risk criteria (e.g. general and packaging) and these deviations are noted on both the Technical A&B Schedule and the Deviation Schedule and the deviation is accepted by Eskom. • 2 points will be awarded if the submission shows certain deviations to mechanical and/or electrical criteria and these deviations are noted on both the Technical A&B Schedule and the Deviation Schedule and the deviations are accepted by Eskom. • 0 points will be awarded if the evidence is completely non-compliant, significantly deficient, if deviations have not been noted on the deviation schedule or if deviations are noted on both the Technical A&B Schedule and the Deviation Schedule and the deviation is not accepted by Eskom. 			

Table 4: Level 2 Functional (Scoring) Criteria - Completeness and Compliance of the Manufacturer’s Drawings

All evidence stated below will be scored. Positive marking applies. All returns must be submitted at tender closing and cannot be requested or submitted after tender closing.			
Completeness and Compliance of the Manufacturer’s Drawings			
No	Criteria	Maximum Score	Scoring Method
2	Completeness and compliance of Manufacturer’s Drawings to the Eskom standards as stated in the schedule and Buyer’s Guide Document.	5	5 – Fully Compliant 4 – Compliant with qualifications 2 – Non-Compliant 0 – Deficient or non-responsive
<p>The following drawing elements will be evaluated:</p> <ul style="list-style-type: none"> • Detailed Drawing Title • Drawing Number • Revision Number • Revision Date • Dimensions and/or tolerances if applicable (in compliance to the Technical Schedule) • Markings (in compliance to the Technical Schedule) • Manufacturer’s Name • Approved with signature and date 			

Positive marking will be applied as follows:

- Full points will be awarded for fully compliant submissions. Fully compliant means that the evidence required is identifiable on the drawing submitted and it meets the required Eskom standard.
- 4 points will be awarded if the submission demonstrates compliance to most criteria (≥ 50% i.e. 4 or more) however there are deviations/omissions on some criteria.
- 2 points will be awarded if the submission shows deviations or omissions for most (> 50% i.e. 5 or more) criteria.
- 0 points will be awarded if the evidence is completely non-compliant.

Important Note: Testing evidence may be required per SAP number or for one suitable SAP number within a range of material. This requirement must be considered by the Technical Evaluation Team and may be clarified in the Addendum (see 3.2.8).

Table 5: Level 2 Functional (Scoring) Criteria - Completeness of Testing Evidence Reports

All evidence stated below will be scored. Positive marking applies.			
All returns must be submitted at tender closing and cannot be requested or submitted after tender closing.			
Completeness of Testing Evidence Reports			
No	Criteria	Maximum Score	Scoring Method
3	Completeness of Testing Evidence Reports	5	5 – Fully Compliant 4 – Compliant with qualifications 2 – Non-Compliant 0 – Deficient or non-responsive
<p>This criterion is evaluated in two parts. The evaluation must proceed in the correct sequence (i.e. 3.1 then 3.2). Completeness of Testing Evidence Reports means:</p> <ol style="list-style-type: none"> 1.1. The full set of test reports as required by the Test Report Schedule issued by Eskom are submitted as evidence. AND 1.2. The test reports contain all relevant information as stated by this criterion. <p>3.1 The set of test reports is considered complete if:</p> <ol style="list-style-type: none"> a) All tests stated with Test Report Numbers in the Test Report Schedule have a corresponding test reports contained in the submission, AND b) Where any test is stated as “Not Available”, the details related to the test requirement deviation and motivation are included on the Deviation Schedule and Eskom allows a concession for the testing requirements. <p>Positive Marking will be applied as follows:</p> <ul style="list-style-type: none"> • If all the required test reports are contained in the submission, or concessions are allowed for tests that are not available, then the evaluation will move immediately to the next step (i.e. 3.2) • If the required test reports are not included in the submission, or if concessions are not allowed then a score of 0 will be immediately awarded for this criterion. In this case, the full testing requirement is not met, and therefore submission cannot meet the requirements of criterion 4 i.e. compliance of testing evidence to the full extent of the stated testing criteria. Therefore a score of 0 will be immediately awarded for criterion 4. <p>3.2. Test report content will be considered complete if the following is stated in the report:</p> <ul style="list-style-type: none"> • The test facility at which the test was conducted • The product that was tested • The standards against which it was tested • The test name/details • The test result/outcome • Date of test/Date of report issue <p>All test reports must comply. Individual test reports per test requirement as well as consolidated test reports containing all the test results will be accepted.</p>			

<p>Positive marking will be applied as follows:</p> <p>With consideration of all test reports as a singular, consolidated reports (i.e. this scoring does not need to be repeated for each test, but for the testing evidence as a whole):</p> <ul style="list-style-type: none"> • 5 points will be awarded for fully compliant submissions. Fully compliant means that the evidence stated in the details of the criteria above have been met. • 4 points will be awarded if the submission demonstrates compliance to most criteria (≥ 50% i.e. 3 or more) however there is missing information for some criteria. • 2 points will be awarded if the submission has missing information for most (> 50% i.e. 4 or more) criteria. • 0 points will be awarded if the evidence completely non-compliant.

Table 6: Level 2 Functional (Scoring) Criteria - Compliance to Testing Requirements

<p>All evidence stated below will be scored. Positive marking applies. All returns must be submitted at tender closing and cannot be requested or submitted after tender closing.</p>			
Compliance to Testing Requirements			
No	Criteria	Maximum Score	Scoring Method
4	Compliance of Testing Evidence	5	5 – Fully Compliant 0 – Deficient or non-responsive
<p>Test reports will be considered compliant if the report conclusion indicates compliance to the testing standard requirements and the acceptable results as stipulated in those standards.</p> <p>Positive marking will be applied as follows:</p> <ul style="list-style-type: none"> • 5 points will be awarded for fully compliant submissions or where concessions are offered to allow previous (but acceptable) revisions/versions of testing standards or equivalent (but acceptable) international testing standards. Fully compliant means that all test reports have conclusions stating compliance for all tests conducted. • 0 points will be awarded if any or all the test results are non-compliant. 			

The final Level 2 scoring shall be determined by summing all the scores allocated per criteria. The score shall be converted to a percentage.

The independent results shall be compared after Level 2 evaluations are completed. Differences in scoring between evaluators for any criterion shall be clarified by the Technical Evaluation Team in order to reach consensus. The final outcome shall determine if the submissions will proceed.

- Submissions meeting 90.00% of the Level 2 requirements will proceed to the next level of the technical evaluation.
- Submissions failing to meet 90.00% of the Level 2 requirements will be deemed non-compliant; the submission will be disqualified and not evaluated further.

Clear justification will be required for concluding that any criterion is non-compliant.

3.2.4 Level 3 Sample Criteria Evaluation

This evaluation will be conducted per SAP number. A sample will be evaluated as follows:

Table 7: Level 3 Sample Criteria

Compliance to Measureable Technical Standards			
No	Criteria	Maximum Score	Scoring Method
1	Compliance of the Manufactured product to the measurable standards included in the Technical A&B Schedules and the Manufacturer’s drawings included in the submission.	5	5 – Fully Compliant 0 – Deficient or non-responsive
<p>The specific requirements for the purpose of the evaluation will be sourced from the Technical A&B Schedules and Manufacturer’s Drawings per SAP number.</p> <p>Positive marking will be applied as follows:</p> <ul style="list-style-type: none"> 5 points will be awarded for fully compliant submissions. Fully compliant means no deviations from the specified criteria were identified. 0 points will be awarded if the sample is non-compliant. 			

The Level 3 Threshold is 100%. Full compliance to the technical standards included in the criteria is critical due to the high risk introduced by non-compliance.

- Submissions meeting 100% of the Level 3 requirements will proceed to the next level of the technical evaluation i.e. the Factory Assessment and Verification or the evaluation will be concluded at this stage as per the decision from the Technical Evaluation Team.
- Submissions failing to meet 100% of the Level 3 requirements will be deemed non-compliant; the submission will be disqualified and not evaluated further.

3.2.5 Level 4 Factory Assessment and Verification Criteria

The Factory Assessment and Verification is a major milestone in the assessment of Eskom Distribution systems hardware material manufacture and supply where the production facility demonstrates that the product design and manufacturing processes meet Eskom’s product standards (derived from the functional requirements as specified in the Technical Schedules).

The Factory Assessment and Verification aims to review a design, production and testing facility’s quality systems, workplace environment and capabilities in order to manufacture Eskom Distribution systems hardware materials as required by Eskom. It ensures that the manufacturers are able to process orders as per Eskom’s requirements.

The Factory Assessment and Verification provides assurance that the manufacturer has the design and manufacturing capability to produce a product according to normative requirements specified. It also provides assurance that the manufacturer can deliver quality products, undertake continuous improvements and operate efficiently. The Factory Assessment and Verification provides insight and confidence on a manufacturer’s structure, organisation, quality process and experience in possessing the capability to process Eskom’s orders.

The Factory Assessment and Verification shall include a review of the following factors:

- Demonstrate that there are good manufacturing practices (factory production technology) established, to assess the degree of automation, sophistication and precision of the production assets installed to produce the required products in a high volume operation i.e. is the production more reliant on manual methods or fully automated processes;
- There are technical work instructions and supporting technical documents in place ensuring that every product adheres to the required standards, also ensuring that technical changes are controlled and managed from design to manufacturing, and ensuring consistency and repeatability in the production process;
- There is a product control system in place ensuring testing of raw material and testing (sample and routine) of finished products, ensuring compliance to Eskom standards, and such test certification is retained in archives and available for inspection;

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- d) That production personnel are competent and imbued with the necessary skills by means of certification and specialised training (certificates from approved authority and skills training certificates), demonstrate the technical capability of design and production personnel;

Table 8: Level 4 Factory Assessment and Verification Criteria

Compliance to Factory Assessment and Verification Criteria			
No	Criteria	Maximum Score	Scoring Method
1	Compliance to Factory Assessment and Verification Criteria	5	5 – Fully Compliant 4 – Compliant with qualifications 2 – Non-Compliant 0 – Deficient or non-responsive
<p>The specific requirements for the purpose of the evaluation will be sourced from the Factory Assessment and Verification checklist prepared by the Factory Evaluation Team.</p> <p>Positive marking will be applied as follows:</p> <ul style="list-style-type: none"> 5 points will be awarded for fully compliant production facilities. Fully compliant means no deviations from the factory evaluation criteria were identified. 4 points will be awarded if the production facility demonstrates compliance to defined criteria however there are deficiencies that are considered by the Factory Evaluation Team to be low risk criteria. 2 points will be awarded if the production facility demonstrates deviations to most criteria. 0 points will be awarded if the production facility is completely non-compliant or declines to participate in the Factory Assessment and Verification. 			

The Level 4 Threshold is 80.00%.

- Submissions meeting 80.00% of the Level 4 requirements will be awarded a result of Fully Compliant or Compliant with Qualifications, as determined by the Technical Evaluation Team.
- Submissions failing to meet 80.00% of the Level 4 requirements will be deemed non-compliant; the submission will be awarded a result of non-compliant.

3.2.6 Contractual Requirements

As per 32-1034, contractual requirements are not evaluation criteria, but these requirements must be met prior to the contract award to the highest ranked supplier.

Deficiencies identified during the tender evaluation (level 2 and 3) or Factory Assessment and Verification Criteria (level 4) as discussed in clause 3.1.2 and note 4 and note 5, must be addressed prior to contracting with the highest ranked supplier. The contractual requirements are to be discussed with the Cross Functional Team and included to the commercial strategy, clearly stating that identified deficiencies are to be addressed within a stipulated timeframe, prior to contract award. If the requirements are not satisfied, supplier will not be awarded on the contract.

3.2.7 Concessions

The Technical Evaluation Team is to consult with the relevant Subject Matter Specialist when considering concessions of a significant nature. Concessions must state the terms of acceptance. Concessions that are awarded are to be documented in the technical evaluation report. Details of the concession must be included in the contract negotiations or award process.

Where clarifications with the Supplier are required, the rules as per 32-1034 are to be applied, and no tender is to be made responsive via the clarification process.

The details included to the technical requirement must include the following:

- Bidder name
- SAP number

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- Deviation
- Statement of acceptance of the deviation
- Limits to the acceptance, if any
- Terms/Conditions of acceptance, if any

3.2.8 Addendums to the Technical Evaluation Criteria

The Technical Evaluation Team may consider minor modifications to the technical criteria as stated in this document. The modifications may be motivated by the scope of the Commercial enquiry (i.e. range of SAP numbers), technical compliance matters related to the scope, engineering instructions pertinent to the scope of the enquiry or with guidance from the Subject Matter Specialist, Addendums are to be formally recorded (see Annex B for a sample template), signed by the Technical Evaluation Team and additional approvers and must be included to the Technical Tender Documentation Pack (as per 3.2.1.2). The template/format may be adjusted as required.

Addendums must be included to the tender pack prior to the issuing of the tender. If there is a need to issue an addendum during the period that the tender is open to the market, this must be done in consultation with the Buyer and only with approval from the requisite Governing Authority. Procedural requirements of 34-1034 (latest revision) must be adhered to in this case.

No addendums may be issued once the tender is closed.

3.3 Technical Tender Documentation

The Criteria tables contained throughout section 3.2 shall be converted into evaluation sheets by the Technical Evaluation Team for the purpose of conducting the evaluations and for creating a record of the evaluation conducted per submission, per evaluator.

The Technical Evaluation Team shall provide Commercial with a formal report containing the details of the technical outcome of the evaluations.

As per the PCM, Provide Engineering during Project Sourcing, the report may contain the following content:

- Details on the implementation of Tender Technical Evaluation Strategy
- List all tenders (Supplier's name, etc.) received and evaluated
- Summary of all clarification questions and responses received
- Summary of evaluation results
- Clarifications related to the product sample evaluation scoring
- Interpretation of evaluation results (mandatory and scoring criteria)
- Final conclusions and recommendations
- All individual scoring forms and consolidated results
- Minutes of all meetings during evaluation process (internal clarification sessions, Supplier clarification sessions, etc.)

The report must be signed and authorised by appropriate representatives.

3.4 Summary Table of Technical Tender Process

The following table provides a high level overview of the process described in sections 3.1 and 3.2

Table 9: Summary of Technical Tender Process

Level	Level Description	Threshold	Maximum Score	Minimum Score	Outcomes
1	Mandatory (Gatekeeper) Criteria	100%	Pass/Fail – no scoring	Pass/Fail – no scoring	<ul style="list-style-type: none"> Submissions meeting 100% - will proceed to the next level. Submissions failing to meet 100% - deemed non-responsive; the submission will be disqualified and not evaluated further.
2	Functional (Scoring) Criteria	90.00%	100%	90.00%	<ul style="list-style-type: none"> Submissions meeting 90.00% - proceed to the next level of the technical evaluation. Submissions failing to meet 90.00% - deemed non-compliant; the submission will be disqualified and not evaluated further.
3	Sample Evaluation Criteria	100%	5	5	<p>The Level 3 Threshold is 100%. Full compliance to the technical standards included in the criteria is critical due to the high risk introduced by non-compliance.</p> <ul style="list-style-type: none"> Submissions meeting 100% - proceed to the next level of the technical evaluation i.e. the Factory Assessment and Verification or the evaluation will be concluded at this stage as per the decision from the Technical Evaluation Team. Submissions failing to meet 100% - deemed non-compliant; the submission will be disqualified and not evaluated further.
4	Factory Assessment and Verification Criteria	80.00%	5	4	<ul style="list-style-type: none"> Submissions meeting 80.00% of the Level 4 requirements will be awarded a result of Fully Compliant or Compliant with Qualifications, as determined by the Technical Evaluation Team. Submissions failing to meet 80.00% of the Level 4 requirements will be deemed non-compliant; the submission will be awarded a result of non-compliant.

4. Authorization

This document has been seen and accepted by:

Name and surname	Designation
Vinod Singh	Design Base Design Manager - Design Base and OU Support
Amelia Mtshali	DBOUS Senior Manager
Deidre February	SI Manager WCOU
Stephen Nkwane	SI Manager GOU
Rudi Kleinhans	SI Manager FSOU and NCOU
Vusi Phiri	SI Manager MOU
Henry Jordaan	SI Manager ECOU
Mmedi Motaung	SI Manager LOU

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Name and surname	Designation
Riaz Asmal	SI Manager KZNOU
Bharat Haridass	LES
Bruce McLaren	LES

5. Revisions

Date	Rev	Compiler	Remarks
Aug 2020	2	S Behari	<p>Converted to Report</p> <p>Removed wording related to “Overhead Lines”, changed to “networks”.</p> <p>Converted all content referring to “Negative Marking” to “Positive Marking”.</p> <p>Removed option to reduce threshold to align to PSCM rev 4.</p> <p>Additional explanations added to the Mandatory Criteria table.</p> <p>Mandatory requirements related to test reports changed.</p> <p>Consolidation of results after the Level 1 evaluations added.</p> <p>New section included 3.2.1.1 to 3.2.1.3</p> <p>Completeness and Compliance to Testing Requirements – point 1.1 and 1.2 added and additional note added below the table.</p> <p>Sections 3.2.6, 3.2.7, 3.2.8, Annex A, Annex B, Annex C and Annex D added</p>
Sept 2019	1	S Behari	<p>First issue - Review of first draft with development team.</p> <p>Addressed comments received as follows:</p> <p>Comments received via June 2019 SCOT Comment process:</p> <p>Added Normative References 5 and 6</p> <p>Added section 3.4</p> <p>Renamed document from TECHNICAL EVALUATION CRITERIA FOR POWERLINE HARDWARE to TECHNICAL EVALUATION CRITERIA FOR ESKOM DISTRIBUTION SYSTEMS HARDWARE AND FITTINGS</p> <p>Minor word changes throughout document in order to standardise the language used.</p> <p>Changed “Factory Assessment” to “Factory Assessment and Verification” throughout the document.</p> <p>Added weight table in section 3.2.2</p> <p>Updated bullet points in section 3.2.4.</p>

6. Development team

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

- Henry Jordaan
- Riaz Asmal
- Shabnum Behari
- Jason Blaauw

7. Acknowledgements

- Standard Implementation Departments
- LES COE Subject Matter Specialists

Annex A – Technical Compliance Criteria: List of Applicable Standards (Sample)

Tender Enquiry Number:

Products offered during the Commercial tender process and supplied to Eskom subsequent to the contract awarding process must comply with the latest revision of the following standards:

SAP Numbers in the DDT Range or specific SAP Number	SANS or Applicable International Standards	Eskom Standards	Other Technical Documents

Approval (Technical Evaluation Team):

NAME	DESIGNATION	SIGNATURE	DATE

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Annex B – Addendums to the Technical Evaluation Criteria (example)

Tender Enquiry Number:

IMPORTANT NOTE:

This document must be read in conjunction with 240-143804436 (Technical Evaluation Criteria for Eskom Distribution Systems Hardware and Fittings) for the full Technical approach and criteria.

This addendum is applicable to the following SAP numbers included on the scope of the enquiry:

SAP Number	Description

Additional Technical Requirements (not stated in reference document, however critical to application):

Test Reports:

The following items may be grouped as a range, and therefore a complete set of tests for one item in the range may be applied to all items in the range:

Group Code	SAP Numbers	Description/Explanation of Testing Requirements
1		
2		
3		

Approval (Technical Evaluation Team):

NAME	DESIGNATION	SIGNATURE	DATE

Annex D – High Level Guide to the Technical Requirements (example)

High Level Guide to the Technical Requirements

This high level guide highlights critical documents, clauses and tender templates related to the Technical Tender Evaluation that the potential bidders must be aware of or make us of as required.

- 1) Eskom Document 240-143804436_1 - Technical Evaluation Criteria for Eskom Distribution Systems Hardware and Fittings
- 2) Addendums to the Technical Evaluation Criteria
- 3) Technical Compliance Criteria: List of Applicable Standards
- 4) Check Sheet for Technical Tender Document Pack (template)
- 5) Technical Schedules which include the Technical A&B Schedule, the Deviation Schedule and the Test Report Schedule (template)