



## Strategy

Title: **Tender Evaluation Strategy for Coal and Auxiliary Cleaning Services at Kendal Power Station For 60 Months**

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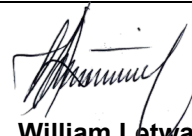
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Compiled By	Supported By	Approved by
p.p  <b>Phumzile Mahlangu</b> <b>Senior Technician</b>	 <b>Darryl Swart</b> <b>OPS Support Manager</b>	 <b>William Letwaba</b> <b>Operating Manager</b>
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## CONTENTS

	Page
<b>1. INTRODUCTION.....</b>	<b>3</b>
<b>2. SUPPORTING CLAUSES .....</b>	<b>3</b>
2.1 SCOPE .....	3
2.1.1 Purpose .....	3
2.1.2 Applicability .....	3
2.2 NORMATIVE/INFORMATIVE REFERENCES.....	3
2.2.1 Normative.....	3
2.2.2 Informative .....	3
2.3 DEFINITIONS .....	4
2.3.1 Classification .....	4
2.4 ABBREVIATIONS .....	4
2.5 ROLES AND RESPONSIBILITIES .....	4
2.6 PROCESS FOR MONITORING.....	4
2.7 RELATED/SUPPORTING DOCUMENTS .....	4
<b>3. TENDER TECHNICAL EVALUATION STRATEGY.....</b>	<b>4</b>
3.1 TECHNICAL EVALUATION METHOD .....	4
3.2 TECHNICAL EVALUATION THRESHOLD .....	5
3.3 TET MEMBERS .....	5
3.4 MANDATORY TECHNICAL EVALUATION CRITERIA .....	6
3.5 QUALITATIVE TECHNICAL EVALUATION CRITERIA.....	6
TET MEMBER RESPONSIBILITIES.....	9
3.6 FORESEEN ACCEPTABLE / UNACCEPTABLE QUALIFICATIONS.....	10
3.6.1 Risks .....	10
3.6.2 Exceptions / Conditions .....	10
<b>4. AUTHORISATION .....</b>	<b>11</b>
<b>5. REVISIONS.....</b>	<b>11</b>
<b>6. DEVELOPMENT TEAM.....</b>	<b>11</b>
<b>7. ACKNOWLEDGEMENTS.....</b>	<b>11</b>

## TABLES

Table 1: TET Members.....	5
Table 2: Qualitative Technical Evaluation Criteria .....	6
Table 3: Acceptable Technical Risks.....	10
Table 4: Unacceptable Technical Risks .....	10
Table 5: Acceptable Technical Exceptions / Conditions.....	10
Table 6: Unacceptable Technical Exceptions / Conditions.....	10

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## 1. INTRODUCTION

This contract establishes an integrated service partnership for comprehensive industrial cleaning and contamination control across Kendal Power Station's Coal and Auxiliary Plants. The scope encompasses all critical infrastructure, including coal handling chutes and conveyors, electrical substations, cable tunnels, and drainage systems.

## 2. SUPPORTING CLAUSES

### 2.1 SCOPE

#### 2.1.1 Purpose

To objectively evaluate and rank bidders based on their mandatory compliance and qualitative capability to deliver safe, reliable, and efficient industrial cleaning services across a live coal-fired power plant. The evaluation is divided into two gateways:

1. Mandatory Technical Criteria (Pass/Fail): Non-negotiable requirements. Failure on any item results in disqualification.
2. Qualitative Technical Criteria (Scored/100): Scored assessment of the bidder's proposed solution, experience, and methodology.

#### 2.1.2 Applicability

This document is applicable to the Kendal Power Station.

### 2.2 NORMATIVE/INFORMATIVE REFERENCES

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

#### 2.2.1 Normative

- [1] 240-48929482: Tender Technical Evaluation Procedure.
- [2] 240-44682850: PCM - Provide Engineering During Project Sourcing
- [3] 32-1033: Eskom Procurement and Supply Chain Management Policy
- [4] 32-1034: Eskom Procurement and Supply Management Procedure
- [5] The National Water Act (Act 36 of 1998) and Regulation GN 704 including other applicable regulations.
- [6] Ash Dump Environmental Management Plan.
- [7] Ash Dump Operational and Maintenance Manual

#### 2.2.2 Informative

- [8] Scope of work – Coal and Auxiliary Plants Cleaning Services

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## 2.3 DEFINITIONS

N/A

### 2.3.1 Classification

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

## 2.4 ABBREVIATIONS

Abbreviation	Description
PPE	Personal Protective Equipment
TET	Technical Evaluation Team
CV	Curriculum Vitae
ISO	International Organization for Standardization

## 2.5 ROLES AND RESPONSIBILITIES

- Auxiliary Engineering Manager: Kendal Auxiliary Engineering Manager shall ensure that the respective areas understand and adhere to Tender Technical Evaluation Procedure
- Technical Evaluation Team (TET) Member: The delegated technical/management team is responsible for reviewing and evaluating technical aspects of the tender documentation.

## 2.6 PROCESS FOR MONITORING

N/A

## 2.7 RELATED/SUPPORTING DOCUMENTS

N/A

## 3. TENDER TECHNICAL EVALUATION STRATEGY

### 3.1 TECHNICAL EVALUATION METHOD

A weighted score-card approach is used to evaluate the technical compliance of the tenders against the specifications. Tenderers need to have an overall weighted score of 80% or more to technically qualify for further evaluation.

The evaluation of the tender submission will be based on the tenderer's ability to meet the Engineering requirements. A weighted score card approach will be used to evaluate the tender submission against the specifications and Employer's requirements.

The scoring method will be as follows:

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

### 3.2 TECHNICAL EVALUATION THRESHOLD

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

Qualitative Technical Evaluation Criteria are weighted evaluation criteria used to identify the highest technically ranked tenderer after determining that all the Mandatory Evaluation Criteria have been met. The Qualitative Evaluation Criteria are weighed to reflect the relevant importance of each criterion. The minimum weighted final score (threshold) required for a tender to be considered from a technical perspective is 80%.

### 3.3 TET MEMBERS

Table 1: TET Members

TET number	TET Member Name	Designation
TET 1	Ryan Du Plessis	Senior Technician
TET 2	Phumzile Mahlangu	Senior Technician
TET 3	Robert Naude	Senior Technician
TET 4	Darryl Swart	OPS Support Manager

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### 3.4 MANDATORY TECHNICAL EVALUATION CRITERIA

Bidders must submit clear, verifiable evidence for each criterion. **Failure to meet ANY mandatory criterion results in immediate disqualification.**

**N/A.**

### 3.5 QUALITATIVE TECHNICAL EVALUATION CRITERIA (Scored: 100 Points)

Bidders who pass all mandatory criteria are evaluated and scored out of 100 points using the matrix below. **Minimum qualifying score: 80/100.**

All legal documentation has valid certification.

#### SECTION A: PROJECT TEAM, RELEVANT EXPERIENCE, AND PROJECT METHODOLOGY (100 Points)

Ref No.	Evaluation Criteria	Max Score	Measurement Guidelines & Scoring Rubric
A1	Site Manager - CV and Valid Proof of Technical Qualifications - National Diploma or NQF5	10	<b>10:</b> CV of highly experienced Site Manager provided (possess > 5 years in coal handling industry). Clear 24/7 management operations. <b>5:</b> CV of experienced Site Manager provided (possess > 3 and/or < 5 yrs in coal handling industry). Clear 24/7 management operations. <b>2:</b> CV of experienced Site Manager provided (possess < 3 yrs in coal handling industry). Clear 24/7 management operations.
A2	Supervisor - CV'S and Valid Proof of Technical Qualifications - N3 or Matric with valid Supervisor certification, i.e. NOSA	5	<b>5:</b> CVs of 2 highly experienced Supervisors provided (possess > 5 yrs in heavy industry). Clear 24/7 management operations. Comprehensive training matrix for all critical roles. <b>3:</b> CVs of 1 experienced Supervisors provided (possess > 3 and/or < 5 yrs in heavy industry). Clear 24/7 management operations. Adequate training matrix for critical roles.
A3	Proof of industrial Coal Plant Cleaning Projects	20	Signed contracts, Completion certificate or valid traceable appointment letter from any coal fired Power station or similar environment: <b>20:</b> 3 verifiable submissions <b>10:</b> 2 verifiable submissions <b>5:</b> 1 verifiable submission
A5	Execution plans & Capability	55	<b>10:</b> Safe access to Site process. <b>20:</b> Clear and concise plan to deal with coal plant cleaning during rainy seasons <b>25:</b> Procedure, dangers and guidelines for safely cleaning on and around conveyors, and associated structures: <ul style="list-style-type: none"> <li>- <i>Procedure provided = 5</i></li> <li>- <i>Satisfactory procedure provided = 10</i></li> <li>- <i>Satisfactory procedure with risks provided = 20</i></li> <li>- <i>Comprehensive procedure with risks and mitigations provided = 25</i></li> </ul>
	Equipment and machinery	10	<b>5:</b> Proof of machine ownership/lease agreement with corresponding pictures. <b>5:</b> Machine Safe use procedures

**TET MEMBER RESPONSIBILITIES**

Mandatory Criteria Number	TET 1	TET 2	TET 3	TET 4
1.	X	X	X	X
2.	X	X	X	X
Qualitative Criteria Number	TET 1	TET 2	TET 3	TET 4
A1	X	X	X	X
A2	X	X	X	X
A3	X	X	X	X
A4	X	X	X	X



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### 3.6 FORESEEN ACCEPTABLE / UNACCEPTABLE QUALIFICATIONS

#### 3.6.1 Risks

**Table 3: Acceptable Technical Risks**

Risk	Description
1.	None

**Table 4: Unacceptable Technical Risks**

Risk	Description
1.	Tender proposal partly covering the SOW to be executed

#### 3.6.2 Exceptions / Conditions

**Table 5: Acceptable Technical Exceptions / Conditions**

Risk	Description
1.	None

**Table 6: Unacceptable Technical Exceptions / Conditions**

Risk	Description
1.	N/A

#### 4. AUTHORISATION

This document has been seen and accepted by:

Name	Designation
Ryan Du Plessis	Senior Technician
Robert Naude	Senior Technician
Phumzile Mahlangu	Senior Technician
Darryl Swart	Ops Support Manager
William Letwaba	Operating Manager
Sifiso Mthethwa	Integration Manager

#### 5. REVISIONS

Date	Rev.	Compiler	Remarks
January 2026	01	Ryan Du Plessis	Revision 1

#### 6. DEVELOPMENT TEAM

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

Ryan Du Plessis

Robert Naude

Phumzile Mahlangu

#### 7. ACKNOWLEDGEMENTS

None

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