

	Strategy	C&I Engineering
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Title: Tender Technical Evaluation Strategy for C&I Service and Maintenance of boiler emissions gas analysers for both south and north stack at Arnot power station for a period of 4 years	Unique Identifier:	AECI 0162
	Alternative Reference Number:	N/A
	Area of Applicability:	Generation Engineering
	Documentation Type:	Strategy
	Revision:	2
	Total Pages:	17
	Next Review Date:	Not Applicable
	Disclosure Classification:	CONTROLLED DISCLOSURE

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1. INTRODUCTION

Arnot Power Station consists of 6 coal-fired power generating units. The station consist of two smokestacks and each stack emits flues gases to the atmosphere. Emissions monitoring is a legal requirement under the National Environmental Management, Air Quality Act 39 of 2004 (NEMAQA). The reliability and sustained performance of Control and Instrumentation (C&I) systems are fundamental to the safe, efficient, and compliant operation of Arnot power station. It is required that the gas monitors and its systems be serviced every two weeks in accordance with Eskom's Directive. This requirement is to ensure the station's performance of the monitors is assured and the system's availability and reliability to provide credible readings is accurate.

Given the criticality of these systems, the development of a robust technical evaluation strategy is essential when compiling a four-year maintenance service contract of boiler emissions gas analysers and the provision of spares "as and when" required basis for both South and North stack at Arnot Power Station. Such a strategy enables the business to objectively assess suppliers and products based on quality, reliability, compliance with Eskom Generation Engineering and international standards, and lifecycle cost-effectiveness. It ensures that the station fully comply with national legislation, NEMAQA act 39 of 2004, Arnot Atmospheric emissions license (No: 17/4/AEL/ MP313/ 11/15 under condition 7 sub-section 7.2), Eskom's Emissions Monitoring and reporting standard (240-56242363) as well as the Eskom Generation Standard GGS1086 later superseded by GST36-742, as well as International Standards, BSEN 14181:2004 and BSEN 15259:2007

This document outlines a well-defined technical evaluation strategy that will support the business in achieving long-term cost control, supply chain stability, and alignment with Eskom's asset management and sustainability objectives. By establishing clear evaluation criteria covering design compliance, test certification, material quality, and supplier capability the document ensures that only technically sound and proven products are procured. This approach enhances plant reliability, operational integrity, and overall performance continuity, ultimately supporting the strategic goal of ensuring Arnot power station meets its EAF production targets and optimal generation efficiency across the station's operational lifespan.

2. SUPPORTING CLAUSES

2.1 SCOPE

This document outlines the Supplier Technical Evaluation process for a four-year maintenance service contract of boiler emissions gas analysers, and the provision of spares "as and when" required basis for both South and North stack at Arnot Power Station. It defines the evaluation framework that the Technical Evaluation Team (TET) will apply to assess supplier responses to the enquiry, including:

- Evaluation criteria
- TET member roles and responsibilities
- Acceptable versus unacceptable risks
- Permissible qualifications and conditions

The document also formally appoints the TET members and specifies their duties.

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The Technical Evaluation Strategy establishes the following key components:

- Mandatory Evaluation Criteria
- Qualitative Evaluation Criteria
- TET Member Responsibilities
- Acceptable/Unacceptable Qualifications

Once approved and issued to the market, the evaluation criteria will remain fixed to ensure a fair and consistent procurement process.

2.1.1 Purpose

This document defines the Technical Evaluation Strategy for the tender process, outlining the mandatory evaluation criteria, qualitative evaluation criteria as well as the roles and responsibilities of the TET. The strategy serves as the foundation for evaluating tender submissions and addresses the following key questions for each bidder:

- Capacity - Does the supplier possess the resources and capability to deliver as required?
- Competency - Is the supplier technically proficient and reliable in meeting deadlines?
- Consistency - Can the supplier demonstrate a track record of stable and dependable performance?
- Process Control - Does the supplier maintain systematic control over processes while offering flexibility?
- Commitment to Quality - Has the supplier implemented a robust quality management system to ensure consistent standards?

2.1.2 Applicability

This document shall apply to Eskom Arnot 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] 240-168966153 - Generation Technical Tender Evaluation Procedure Rev 1.
- [2] 240-56242363 - Gx Asset Management Emissions Monitoring and Reporting Standard Rev 3.
- [3] 240-56242850 - Continuous Emission Monitoring System Selection Standard Rev3.
- [4] 240-56242363 - Emissions Monitoring and Reporting Standard Rev 3.
- [5] ISO 9001 Quality Management Systems.
- [6] Occupation Health and Safety Act.
- [7] 474-13175 - Control and Instrumentation Generation Engineering Strategic Report 2025.
- [8] 240-76960420 - Guideline for Spares Procurement Technical Evaluation and Quality Inspection.
- [9] 32-1033 - Eskom Procurement and Supply Chain Management Policy.

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- [10] 32-1034 Eskom Procurement and Supply Chain Management Procedure.
- [11] 240-141007195 - Electronic Signature Usage Policy.
- [12] 240-78921684 - Process Control Manual (PCM) for Source External Suppliers.
- [13] 240-44682850 - PCM - Provide Engineering During Project Sourcing.

2.2.2 Informative

- [14] Local operating procedures applicable to individual power stations
- [15] 240-53716769 - Tender Technical Evaluation Strategy Template Rev 2
- [16] 240-156280553 - Procedure for signing documentation electronically using the Eskom Electronic Signing System
- [17] 240-53114190 - Internal Audit Procedure

2.3 DEFINITIONS

2.3.1 Classification

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

2.4 ABBREVIATIONS

Abbreviation	Description
C&I	Control and Instrumentation
ISO	International Organization for Standardization
OEM	Original Equipment Manufacturer
OHS Act	Occupational Health and Safety Act
QCP	Quality Control Procedure
TET	Technical Evaluation Team

2.5 ROLES AND RESPONSIBILITIES

As per 240-168966153: Generation Tender Technical Evaluation Procedure for Generation

2.6 PROCESS FOR MONITORING

Quality checks during the maintenance services as per 240-56242363 - Rev 3- Emissions Monitoring and Reporting Standard

2.7 RELATED/SUPPORTING DOCUMENTS

- 240-53716746: Tender Technical Evaluation Report Template
- 240-53716712: Tender Technical Evaluation Results Form Template

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- 240-53716726: Tender Technical Evaluation Scoring Form Template
- 240-53716769: Tender Technical Evaluation Strategy Template.
- 240-76879530: Procurement Request Template

3. TENDER TECHNICAL EVALUATION STRATEGY

3.1 TECHNICAL EVALUATION THRESHOLD

The minimum weighted final score (threshold) required for a tender to be considered from a technical perspective is 70%.

3.2 TET MEMBERS

Table 1: TET Members

TET number	TET Member Name	Designation
TET 1		
TET 2		
TET 3		

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3.3 MANDATORY TECHNICAL EVALUATION CRITERIA

Table 2: Mandatory Technical Evaluation Criteria

	Mandatory Technical Criteria Description	Reference to Technical Specification / Tender Returnable	Motivation for use of Criteria
1	Provide SANAS and ETCert accreditation certificate from South Africa National Laboratory Association for stack emission maintenance services	Gx Asset Management Emissions Monitoring and Reporting Standard Rev 3 - 240-56242363.	Standard explicitly states all stack testing personnel be Emission Testers Certification (ETCert) certified at the appropriate level by the Stack Tester of South Africa (STSA). The quality of data provided by the emission instruments is paramount to reporting data integrity of Arnot Power station emissions which affects directly the Engineering Manager, station's General Manager and Eskom Generation group management in terms of the South Africa's Global emission targets.

3.4 QUALITATIVE TECHNICAL EVALUATION CRITERIA

Compliant tenderers will be assessed against weighted qualitative evaluation criteria. These criteria have been categorized into distinct sections, with each section assigned a specific percentage weighting.

Tenderers must ensure their submissions contain all necessary supporting documentation to substantiate their compliance with the Employer's weighted criteria as outlined in Table 2.

Key Evaluation Provisions:

1. Any criteria lacking supporting evidence in the submission will receive a zero score for that specific weighted criterion, with no opportunity for subsequent clarification.
2. Only presented information that requires interpretation may be subject to clarification requests from evaluators.
3. The evaluation will be conducted strictly based on the information provided in the original submission.

Table 3: Qualitative Technical Evaluation Criteria

Score	%	Definition
5	100	COMPLIANT <ul style="list-style-type: none">• Meet technical requirement(s) AND;• No foreseen technical risk(s) in meeting technical requirements.
4	80	COMPLIANT WITH ASSOCIATED QUALIFICATIONS Meet technical requirement(s) with; <ol style="list-style-type: none">1. Acceptable technical risk(s) AND/OR;2. Acceptable exceptions AND/OR;3. Acceptable conditions.
2	40	NON-COMPLIANT Does not meet technical requirement(s) AND/OR;

		<ul style="list-style-type: none"> Unacceptable technical risk(s) AND/OR; Unacceptable exceptions AND/OR; Unacceptable conditions.
0	0	TOTALLY DEFICIENT OR NON-RESPONSIVE
<p>Note 1: Foreseen acceptable and unacceptable risk(s), exceptions and conditions shall be unambiguously defined in the relevant Tender Technical Evaluation Strategy.</p> <p>Note 2: The scoring table does not allow for scoring of 1 and 3.</p> <p>Note 3: The minimum weighted final score (threshold) required for a tenderer to be considered from a technical perspective is 70%.</p>		

Compliant tenderers will be assessed using a set of weighted qualitative evaluation criteria. These criteria are divided into sections, each with an assigned percentage weighting. Tenderers must ensure that their submissions include all relevant information and supporting evidence required to address the Employer's weighted criteria, as outlined in the evaluation table. If a submission lacks the necessary information for any specific criterion, a score of zero will be assigned to that criterion without further clarification. Only information that is included in the submission but unclear to the evaluators may be subject to clarification.

Table 3 Evaluation Criteria

	Qualitative Technical Criteria Description	Reference to Technical Specification / Tender Returnable	Criteria Weighting (%)	Criteria Sub Weighting (%)	Evaluation Scoring Breakdown			
1	Qualifications and related experience		40		0	2	4	5
1.1	The tenderer to submit proof of previous successfully executed supply and delivery works within the last 4 years:		10	100	No submission	Submits 1-3 previously executed supply and deliveries with contactable references	Submits 3-6 previously executed supply and deliveries with contactable references	Submits 7 previously executed supply and deliveries with contactable references

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	<ul style="list-style-type: none"> Submits proof of order and proof of delivery accepted and stamped by the Client. Submit contactable references 							
1.2	<p>2XTechnicians:</p> <ul style="list-style-type: none"> Min requirements: National Diploma in Engineering (chemical/control & instrumentation) 2 Years' work experience on boiler emissions Analytical instrumentation 	Certified copy of Certificates from a recognised and registered training institution	15	100	No submission	Submitted uncertified copies of qualification from creditable institution	-	Submitted certified copies of qualification from creditable institution
		CV with traceable work experience Plus Proof or record of having done a similar service for a minimum of 2 years	15	100	No submission	Submitted traceable CV of similar service with less than 1 year experience	Submitted traceable CV of similar service with 1-2 years' experience	Submitted traceable CV of similar service with at least 2 years' experience
	<p>OR:</p> <ul style="list-style-type: none"> Min requirements: N4 plus Trade test Must have minimum 4 years' experience on boiler emissions Analytical instrumentations 	Certified copy of N 4 & Trade Test Certificate from a recognised and registered training institution	-	-	No submission	Submitted uncertified copies of qualification from creditable institution	-	Submitted certified copies of qualification from creditable institution
		CV with traceable work experience Plus Proof or record of having done a similar service for a minimum of 4 years	-	-	No submission	Submitted traceable CV of similar service with 3-4 years' experience	Submitted traceable CV of similar service with 4-4 years' experience	Submitted traceable CV of similar service with at least 4 years' experience

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2	Methodology		30		0	2	4	5
2.1	Method Statements for work to be executed on the installed (PROCAL) Continuous Emission Monitoring (CEM) gas analysers for gaseous emission measurement:	Installation & commission of the Stack Emission Analyser Instrumentation - Detail method (in accordance with manufacturer's specifications and applicable standards)	10		No demonstration of skills or never worked with PROCAL CEM gas analysers	Demonstrated skills on how to install and commission other types of gas analysers but never worked with PROCAL CEM gas analysers	Demonstrated skills to install and commission PROCAL CEM gas analysers on a junior level	Fully demonstrated skills to install and commission PROCAL CEM gas analysers at a professional level
		Full calibration and maintenance service on the gas analysers - Detail method (in accordance with manufacturer's specifications and applicable standards)	10		No demonstration of skills or Never worked with PROCAL CEM gas analysers	Demonstrated skills on how to perform calibration and maintenance service on other types of gas analysers but never worked with PROCAL CEM gas analysers	Demonstrated skills to perform calibration and maintenance service on PROCAL CEM gas analysers on a junior level	Fully demonstrated skills to perform calibration and maintenance service on PROCAL CEM gas analysers at a professional level
		Fault finding method and technical support - Detail method (in accordance with manufacturer's specifications and	10		No demonstration of skills or Never worked with PROCAL CEM gas analysers	Demonstrated skills on how to perform fault finding method and technical support on other types of gas analysers but never worked with PROCAL CEM gas analysers	Demonstrated skills to perform fault finding method and technical support on PROCAL CEM gas analysers on a junior level	Fully demonstrated skills to perform fault finding method and technical support on PROCAL CEM gas analysers at a professional level

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		applicable standards)						
3	Quality Management System and Safety		10		0	2	4	5
3.1	Submit company certification for quality management system as per the ISO 9001:2015 or equivalent.	Provide detailed QCP of the activities covering: • Installation & commission of the Stack Emission Analyser. • Full calibration and maintenance service on the gas analysers • Fault finding method and technical support • Full service and maintenance on the gas analysers do on-going verification of the quality management with reference system ISO 9001:2015.		40	No submission		Submit proof in complying with quality management system ISO 9001:2015.	Submitted ISO certification.
3.2	The warranty and guarantee of the supplied spare as per the SOW.	Provide warranty and guarantee		40	No submission		The warranty and guarantee provided for each component as per SOW with some conditions	Full warranty and guarantee provided for each component as per SOW
3.2	Occupational Health and Safety Act 85	Physical fitness to execute the SOW		20	No submission	Submitted fitness and working at heights	Submitted fitness and working at heights	Submitted fitness and working at

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		to the required quality with proof of competency for working at heights				certificate but <u>not fit for work to execute</u> the SOW to the required quality	certificate with <u>Restriction</u> to execute the SOW to the required quality	heights certificate to fully execute the SOW to the required quality
4	Documentation		10		0	2	4	5
4.1	Provide preservation procedures for the spares to be supplied.	Compliance to the following standards: IEC 60721-3-1 IEC60721-3-2 IEC 60721-3-3		100	No submission	Submitted preservation procedure of less than 20% of quoted components where applicable	Submitted 50 % preservation procedures of quoted components where applicable	Submitted preservation procedures for all quoted components where applicable
5	Delivery		10		0	2	4	5
5.1	The tender submits a detailed methodology of how the tender shall: • Provide maintenance service to specification as per SOW and poor workmanship and premature failures of components • Perform quality verifications • Provides onsite and offsite material storage procedures as per Equipment manufactures requirements or procedures • Perform safe stock handling and transportation of critical components • Provide technical support to Eskom of service as per SOW in liaising with respective Equipment manufactures	Compliance to the following standards: IEC 60721-3-1 IEC60721-3-2 IEC 60721-3-3		100	No submission	Submitted with major gaps and major risks identified. • Does not meet technical requirement(s) AND/OR; Unacceptable technical risk(s) AND/OR; • Unacceptable exceptions AND/OR; unacceptable conditions.	Submitted with sufficiently detailed with Minor omissions. • Meets technical specification and Acceptable technical risks identified.	Submitted detailed covers entire SOW. • Meet technical requirement(s) AND; • No foreseen technical risk(s) in meeting technical requirements.

3.5 TET MEMBER RESPONSIBILITIES

Table 4: TET Member Responsibilities

Mandatory Criteria Number	TET 1	TET 2	TET 3
1	X	X	
Qualitative Criteria Number	TET 1	TET 2	TET 3
1	X	X	X
2	X	X	X
3	X	X	X
4	X	X	X
5	X	X	X

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3.6 FORESEEN ACCEPTABLE / UNACCEPTABLE QUALIFICATIONS

3.6.1 Risks

Table 5: Acceptable Technical Risks

Risk	Description
1.	None

Table 6: Unacceptable Technical Risks

Risk	Description
1.	Deviating from standard and specification captured in the Works Information/scope of work.
2.	Under or overrated equipment.

3.6.2 Exceptions / Conditions

Table 7: Acceptable Technical Exceptions / Conditions

Risk	Description
1.	None

Table 8: Unacceptable Technical Exceptions / Conditions

Risk	Description
1.	Delivery of substandard components.
2.	Tenderer not supplying all items in the full scope.

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4. AUTHORISATION

This document has been seen and accepted by:

Name	Designation	Signatures

5. REVISIONS

Date	Rev.	Compiler	Remarks
November 2025	1		
April 2026	2		

6. DEVELOPMENT TEAM

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