

INDUSTRIALISATION STRATEGY EVALUATION CRITERIA AND PROJECTED NUMBERS

1.1. Technical Evaluation Criteria

No.	Description	Returnable	Weight	Scoring				
				0	30	50	80	100
1	Company Consultancy, Advisory and Implementation experience in the development and Implementation of an Industrialization strategy or Experience in Supplier Development & Localization	Fully signed Reference Letters covering the Industrialisation Strategy Implementation or Supplier Development & Localization	30%	No Reference Letter Submitted	Partially Compliant Letters, do not cover all aspects of scope	One (1) Reference Letters covering the full scope	Two (2) Reference Letters covering the full scope	Three (3) or more Reference Letters covering the full scope
2	Number of years of experience in the Implementation of an Industrialization strategy or Supplier Development & Localization	Firms profile highlighting years of experience and clients serviced in line with Industrialization strategy execution or Supplier Development & Localization	30%	<2 years' Experience	>2 <5 years' Experience	>5 <7 years' Experience	>7 <10 years' Experience	>10 years' Experience
3	Execution Methodology – a comprehensive overview of the execution of the scope	Method Statement of how the service will be rendered (Organogram, Industrialization Models, tools and equipment, back-end support i.e HR,IT,etc, time sheet management, work quality management, skills transfer and knowledge management, background checks, performance management, , task order management, scope execution, strategic alliances)	40%	No Method statements submitted 0%	Method statements does not address most of the requirements <50%	Method statement does not cover all areas as identified =50%	Method statement covers most of the areas as identified >50%	Method statement covers all the areas as identified =100%
	Threshold		75%					
	Total		100%					

Note:

- The reference letter must be on the letter head of the company providing the reference, it must contain the contact details of the person providing the reference and must contain the scope executed and when the work was undertaken including the contract or order number.
- The profile should highlight when the firm was established and the number of years the firm has provided the service and the names of the companies the service was provided to. The purpose is to see that the firm has the necessary experience in offering the services. A year would only be counted whereby the firm highlights the works undertaken in that year that are associated with the scope e.g., for a firm to score points they must indicate in each of the 5 years' work undertaken by the company, associated with the scope.
- A due diligence check will be conducted on the submitted information.

Public

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

4. NTCSA reserves the right to reduce the functionality threshold from 75% to 70% should no tenderer achieve the minimum functionality threshold of 75%. In such an event, only tenderers who achieve a minimum functionality score of 70% will be considered for further evaluation.

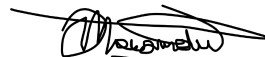
Compiled by:

.....

Rudzani Tshikungulu
Senior Advisor SDL&I

Date: 24 June 2026

Approved by:



.....
Zwelethu Xundu
Middle Manager Supplier Development Localization and
Industrialization

Date: 24 June 2026

Public