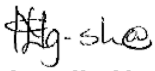
Eskom	Strategy	Hendrina Power Station

Title: **Tender Evaluation Strategy for the Supply and Delivery of Hydrogen Plant Spares on As and When Required Basis for a Period of Five Years.**

Document Number:	**380-137418**
Alternative Reference Number:	**N/A**
Area of Applicability:	**Engineering**
Functional Area:	**All**
Revision:	**0**
Total Pages:	**13**
Next Review Date:	**As required**
Disclosure Classification:	**Controlled Disclosure**

Compiled by	Functional Responsibility	Functional Responsibility
		
Sifiso Ndlovu	**Swelihle Zondi**	**Lomile Ngqendesha**
System Engineer	**Auxiliary Engineering Manager**	**Engineering Manager**
(Hendrina Power Station)	**(Hendrina Power Station)**	**(Hendrina Power Station)**
Date: 30.09.2026	Date: 30.09.2026	Date: 30/09/2026

CONTROLLED DISCLOSURE

When downloaded from the EDMS, this document is uncontrolled and the responsibility rests with the user to ensure it is in line with the authorized version on the system.

Page

Contents

1. Introduction 3

2. Supporting Clauses 3
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 5
2.5. Roles and Responsibilities 5
2.6. Process for Monitoring 5
2.7. Related/Supporting Documents 5

3. Tender Technical Evaluation Strategy 5
3.1. Technical Evaluation Method 5
3.1.1. Mandatory Criteria 5
3.1.2. Qualitative Criteria 6
3.2. Technical Evaluation Threshold 10
3.3. TET Members 10
3.4. TET Member Responsibilities 11
3.5. Foreseen Acceptable / Unacceptable Qualifications 12
3.5.1. Risks 12
3.5.2. Exceptions / Conditions 12

4. Authorization 13

5. Revisions 13

6. Development Team 13

7. Acknowledgements 13

CONTROLLED DISCLOSURE

When downloaded from the EDMS, this document is uncontrolled and the responsibility rests with the user to ensure it is in line with the authorized version on the system.

1. Introduction

An open enquiry invitation is to be issued inviting tenderers to participate in the tender process for the supply and delivery of spares for the Hydrogen (H2) generating plant at Hendrina Power Station on an as and when required base for a period of five years. This document sets out the method and criteria that will be used to evaluate the tenders that will submit tender documents and proposals for the enquiry.

2. Supporting Clauses

2.1. Scope

The scope of this document is to capture the technical tender evaluation strategy which will be used to evaluate the bidders for the supply and delivery of spares for the Hydrogen plant at Hendrina Power Station on an as and when required basis for a period of five years. The scope of the project is as described in scope document for the supply and delivery of Hydrogen Plant spare at Hendrina Power Station as and when required for a period of five years.

2.1.1. Purpose.

The purpose of this tender technical evaluation strategy is to define the mandatory Evaluation Criteria, Qualitative Evaluation Criteria and TET member responsibilities for tender technical evaluation. The technical evaluation strategy serves as basis for the tender technical evaluation process.

2.1.2. Applicability

This document applies to the Tender Technical Evaluation Team for the supply and delivery of Hydrogen Plant at Hendrina Power Station as and when required for a period of five years.

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] 240-48929153: Tender Technical Evaluation Procedure.

2.2.2. Informative

[1] ISO 9001 Quality Management Systems

CONTROLLED DISCLOSURE

When downloaded from the EDMS, this document is uncontrolled and the responsibility rests with the user to ensure it is in line with the authorized version on the system.

[2] 32-1033: Eskom Procurement and Supply Chain Management Policy

[3] 32-1034: Eskom Procurement and Supply Chain Management Procedure

2.3. Definitions

2.3.1. Classification

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

CONTROLLED DISCLOSURE

When downloaded from the EDMS, this document is uncontrolled and the responsibility rests with the user to ensure it is in line with the authorized version on the system.

2.4. Abbreviations

Abbreviation	Description
EDWL	Engineering Design Work Lead
PS	Power Station
SDL&I	Supplier Development Localization and industrialization
TES	Technical Evaluation Strategy
TET	Technical Evaluation Team
H2	Hydrogen

2.5. Roles and Responsibilities

As per 240-48929153: Tender Technical Evaluation Procedure.

2.6. Process for Monitoring

N/A

2.7. Related/Supporting Documents

None

3. Tender Technical Evaluation Strategy

3.1. Technical Evaluation Method

3.1.1. Mandatory Criteria

There are no mandatory criteria for this work.

CONTROLLED DISCLOSURE

When downloaded from the EDMS, this document is uncontrolled and the responsibility rests with the user to ensure it is in line with the authorized version on the system.

3.1.2. Qualitative Criteria

The weighted score-card approach is used to evaluate the technical compliance of the tenders against the specifications.

The technical criteria and weighting are broken down as follows:

- Criteria 1: Company Experience = 40%
- Criteria 2: Confirmation for the OEM spares = 30%
- Criteria 3: lead times for the delivery of the spares = 30%

The evaluation of the tender submission will be based on the tenderer's ability to meet the above requirements. Tenderers need to have an overall weighted score of 70% or more to technically qualify for further evaluation, which are not covered in this scope. However, in cases where tenderers do not meet the 70% threshold tenderers which obtained a weighted score of 60% and above will qualify for further evaluation.

A weighted score-card approach is used to evaluate the technical compliance of the tenders against the specifications.

The scoring method will be as follows for the qualitative evaluation criteria:

Score	Percentage	Description
5	100	**Compliant** • 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. • Acceptable technical risk(s) AND/OR. • Acceptable exceptions AND/OR. • Acceptable conditions.
2	40	**Non-Compliant** • Does not meet technical requirement(s) AND/OR Unacceptable technical risk(s) AND/OR. • Unacceptable exceptions AND/OR. • Unacceptable conditions.
0	0	**Totally Deficient or Non-Responsive**
Note 1: The scoring table does not allow for scoring of 1 and 3. **Note 2**: Foreseen acceptable and unacceptable risk(s), exceptions and conditions shall be unambiguously defined in the relevant Tender Technical Evaluation Strategy		

CONTROLLED DISCLOSURE

When downloaded from the EDMS, this document is uncontrolled and the responsibility rests with the user to ensure it is in line with the authorized version on the system.

Table 3: Criteria 1: Qualitative technical evaluation criteria

	Qualitative Technical Criteria Description		Reference to Technical Specification / Tender Returnable	Criteria Weighting (%)	Criteria Sub Weighting (%)
1.	**Criteria 1: Company Experience**			**40**	
	1.1	**Previous experience of supplying and delivering Hydrogen plant spares i.e. chiller unit, cell stack etc.** Scoring Criteria: • X ≥ 5 number of completed work = **5 points (40)** • 2< X ≤ 4 number of completed work = **4 points (16)** • 0< X ≤ 2 number of completed work = **2 points (8)** • X = 0 number of completed work = **0 points (0)** *Note: 'x' is the number of completed work.	Signed, completion certificate of previous work of similar scope with the following information: Name of company where work was executed, Project, Description, Contract period & Contact person. Purchase order supported by a signed or stamped delivery note. NB!! PO number without the PO document will not be accepted		40

CONTROLLED DISCLOSURE

When downloaded from the EDMS, this document is uncontrolled and the responsibility rests with the user to ensure it is in line with the authorized version on the system.

	Qualitative Technical Criteria Description		Reference to Technical Specification / Tender Returnable	Criteria Weighting (%)	Criteria Sub Weighting (%)
2.	**Criteria 2: Confirmation of OEM spares**			**40**	
	2.1	**Confirmation that critical spares will be sourced from the OEM** Scoring criteria: 1. Memorandum of understanding between the two parties**: 5 Points= (40)** 2. No memorandum submitted: **0 Points= (0)**	Letter from the Hydrogen Plant OEM / Agent confirming agreement from the two parties, or Memorandum of understanding between the two parties.		40
	Criteria 3: Lead times			**20**	
3.	**3.1**	**Lead times** Scoring Criteria: • X ≤ 30 days = **5 points (20)** • 30 days < X ≤ 60 days = **4 Points (8)** • 60 days < X ≤ 90 days = **2 Points (4)** • X > 90 days = **0 Points** *Note: 'x' is the lead time in hours.	Signed letter with company. letterhead confirming lead times (after an order is placed) for delivery of spares at Hendrina Power Station. Confirmation letter to be used as a legal document forming part of the NEC.		20

CONTROLLED DISCLOSURE

When downloaded from the EDMS, this document is uncontrolled and the responsibility rests with the user to ensure it is in line with the authorized version on the system.

CONTROLLED DISCLOSURE

When downloaded from the EDMS, this document is uncontrolled and the responsibility rests with the user to ensure it is in line with the authorized version on the system.

3.2. Technical Evaluation Threshold

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

3.3. TET Members

Table 1: Core TET Members

TET number: Section to be evaluated	TET Member Name	Designation
TET 1	Sifiso Ndlovu	System Engineer (EDWL)
TET 2	Henry Matlala	Senior Maintenance Technician

CONTROLLED DISCLOSURE

When downloaded from the EDMS, this document is uncontrolled and the responsibility rests with the user to ensure it is in line with the authorized version on the system.

3.4. TET Member Responsibilities

Table 4: TET Member Responsibilities

No Mandatory Technical Evaluation			
Mandatory Criteria Number	**TET 1**	**TET 2**	
No Mandatory criteria			
Qualitative Technical Evaluation			
Qualitative Criteria Number	**TET 1**	**TET 2**	
1.1	X	X	
2.1	X	X	
3.1	X	X	

CONTROLLED DISCLOSURE

When downloaded from the EDMS, this document is uncontrolled and the responsibility rests with the user to ensure it is in line with the authorized version on the system.

3.5. Foreseen Acceptable / Unacceptable Qualifications

3.5.1. Risks

Table 5: Acceptable Technical Risks

Risk	Description
1.	**N/A**

Table 6: Unacceptable Technical Risks

Risk	Description
1.	Spares do not conform to specifications.
2.	

3.5.2. Exceptions / Conditions

Table 7: Acceptable Technical Exceptions / Conditions

Risk	Description
1.	Alternative solution with similar specified material

Table 8: Unacceptable Technical Exceptions / Conditions

Risk	Description
1.	Spares do not conform to specifications.

CONTROLLED DISCLOSURE

When downloaded from the EDMS, this document is uncontrolled and the responsibility rests with the user to ensure it is in line with the authorized version on the system.

4. Authorization

This document has been seen and accepted by:

Name	Designation
Henry Matlala	Senior Technician
Zacharia Ndunjane	Procurement Practitioner
Lomile Ngqendesha	Engineering Manager
Hunadi Mahlanyane	Coal & Civil Maintenance Manager
Swelihle Zondi	Auxiliary Engineering Manager

5. Revisions

Date	Rev	Compiler	Remarks
September 2026	0	Sifiso Ndlovu	Initial compilation

6. Development Team

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

- N/A

7. Acknowledgements

- N/A

CONTROLLED DISCLOSURE

When downloaded from the EDMS, this document is uncontrolled and the responsibility rests with the user to ensure it is in line with the authorized version on the system.