| Eskom | STRATEGY | Safety Risk Management |
|---|---|---|

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# 1. Introduction

This document therefore specifies the tender technical strategy that will be an input for the open tender contract between Eskom – Tutuka Power Station and the Supplier for the Supply, Provision and Delivery of Personal Protective Equipment (PPE) at Tutuka Power Station on an "As and When Required" Basis for a Period of Five (5) Years.

# 2. Supporting Clauses

## 2.1 Scope

This document is applicable exclusively to the duly appointed Technical Evaluation Team responsible for assessing tender submissions for the **Supply, Provision and Delivery of Personal Protective Equipment (PPE) at Tutuka Power Station on an "As and When Required" Basis for a Period of Five (5) Years** for the Tutuka Power Station Technical Specification project.

Its scope is limited strictly to the evaluation activities associated with this specific tender process.

### 2.1.1 Purpose

The purpose of this Tender Technical Evaluation Strategy is to formally define the Mandatory Technical Requirements, Qualitative Technical Evaluation Criteria, and the roles and responsibilities of the Technical Evaluation Team (TET) members in the execution of the technical assessment process.

This strategy provides the structured framework and governing basis upon which the tender technical evaluation will be conducted, ensuring consistency, transparency, and compliance with applicable procurement and governance requirements.

### 2.1.2 Applicability

This document is applicable to the Generation Division, specifically Tutuka Power Station.

### 2.1.3 Effective date

This document shall take effect from the date on which formal authorisation is granted.

## 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] 240-168966153 Generation Tender Technical Evaluation Procedure

[3] Quality Standard ISO 9001:2008

[4] Occupational Health and Safety Act 85 of 1993



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[5] 32-520 Occupational Health and Safety Risk Assessment Procedure.

[6] SANS 416 Chemical resistant gloves.

[7] SANS 434 Boiler Suits and Work Wear suits.

[8] SANS 1362 Sewing threads.

[9] SANS 1387-4, 6, 7 Woven cotton and similar apparel fabrics.

[10] SANS 1400 Equipment (including oculars) for eye, face and neck protection against non-ionizing radiation arising during welding and similar operations - Welding helmets, hand shields, goggles, and welding spectacles.

[11] SANS 1423-1 Performance requirements for textile fabrics of low flammability.

[12] SANS 1451-1 Hearing protectors Part 1 Earmuffs.

[13] SANS 1451-2 Hearing protectors Part 2 Ear plugs.

[14] SANS 1451-3 Hearing protectors Part 3 Earmuffs attached to an industrial safety helmet.

[15] SANS 1822 Slide (zip) fasteners.

[16] SANS 10101 Standard nomenclature for stitches, seams, and stitching.

[17] SANS 50136 Respiratory protective devices – Full face masks - Requirements, testing, marking

[18] SANS 50140 Respiratory protective devices – Half masks and quarter masks – Requirements, testing and marking.

[19] 240-44175132 – Eskom Personal Protective Equipment (PPE), revision 2, authorised 10 April 2023. Sections 3 and 4 set the minimum specifications and selection, use, care and maintenance requirements for the applicable tender lines.

### 2.2.2 Informative

[20] 240-105658000: Supplier Quality Management Specification

[21] 240-70044736 - Arc Flash Protective Clothing and Personal Protective Equipment against the Thermal Hazard of an Electrical Arc Specification

[22] 32-109 Brand Architecture and Corporate Identity Policy

[23] 32-727SHEQ Policy

## 2.3 Definitions

| Definition | Explanation |
|---|---|
| Controlled Disclosure | Controlled Disclosure to external parties (either enforced by law, or discretionary). |
| Hazard | A potential source of harm or a source of, or exposure to, danger |
| Seam | Joint consisting of a sequence of stitches uniting material or materials |



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## 2.4 Abbreviations

| Abbreviation | Explanation |
|---|---|
| **BS** | British Standard |
| **Cal/cm2** | Calories per square centimetre |
| **dB** | Decibel |
| **EN** | European Norms |
| **g/m2** | Grams per square meter |
| **NEC** | New Engineering Contract |
| **NRR** | Noise reduction rate |
| **OHS Act** | The Occupational Health and Safety Act, Act 85 of 1993. |
| **PPE** | Personal Protective Equipment |
| **QCP** | Quality Control Plan |
| **SABS** | South African Bureau of Standards |
| **SANS** | South African National Standard |
| **SNR** | Signal to noise rate |
| **TES** | Technical Evaluation Strategy |
| **TET** | Technical Evaluation Team |

## 2.5 Roles and Responsibilities

a) **Risk & Assurance Manager**: Ensures that the evaluation strategy addresses the gaps in all spheres of occupational health and safety such conducted audits etc.

b) **Compliance Manager**: Ensures that the Evaluation strategy will give assurance in complying with relevant legislation and as well as relevant prescribed Eskom standards

c) **Occupational Health and Safety Manager/ Manager**: Manages a compiler as a functional responsible person in the compilation of this Technical Evaluation Strategy

d) **Technical Evaluation Team**: The delegated Cross functional team who are responsible to review and evaluate technical aspects of the tender documentation as per the Tender Technical Evaluation Strategy.

## 2.6 Process for Monitoring

a) The elements/ information of this Technical Evaluation Strategy are transferred to the NEC contract which is an auditable process frequently.
b) The fulfilment of TES is contractually addressed through the developed QCP used during contract execution.

## 2.7 Related/Supporting Documents

[24] QM 58 Supplier Quality Management Specification (240-105658000)

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# 3. Tender Technical Evaluation Strategy

## 3.1 TET Members

| TET number | TET Member Name | Designation |
|---|---|---|
| TET 1 | | Officer Materials Requirements Planner, Material Management |
| TET 2 | | Snr Advisor Occupational Hygiene & Safety |
| TET 3 | | Snr Advisor Occupational Hygiene |

## 3.2 Technical Evaluation Threshold

Qualitative Technical Evaluation Criteria are weighted evaluation criteria used to identify the highest technically ranked tenderer. The Qualitative Evaluation Criteria are weighted to reflect the relevant importance of each criterion.

The minimum weighted final score is 70%. Only tenders meeting every mandatory requirement and achieving at least 70% in Phase 2 qualify for a supplier verification visit.

## 3.3 Technical Criteria (Tender Returnable)

### 3.3.1 Mandatory Technical Evaluation Criteria (Phase 1)

Record Yes or No for each requirement in Table 1. Record the tender evidence reference and reason for each decision. A tender proceeds to Phase 2 only when all three decisions are Yes. If any decision is No, record the failed requirement and close the technical evaluation for that tender.

**Table 1: Mandatory technical evaluation criteria**

| Requirement | Evidence required for Yes | Decision |
|---|---|---|
| M 1: Manufacturer / OEM agreement | Check the manufacturer's or original equipment manufacturer's (OEM) letter of agreement, valid registration number and relevant certificate. Match the legal entity, product range and offered models to the submission. Where the manufacturer tenders directly, verify its identity and manufacturer status against the published returnable. | Yes / No |

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| Table 1: Mandatory technical evaluation criteria | | |
|---|---|---|
| **Requirement** | **Evidence required for Yes** | **Decision** |
| M 2: Written warranty, claims procedure and applicable shelf-life requirements | The tenderer must submit a written warranty for each offered PPE line that requires one. A product-family warranty is acceptable if it identifies each covered product and its tender line number. The warranty must identify the warrantor and state the coverage, remedies, start date, duration, conditions and exclusions. The tenderer must provide a written claims procedure, either within the warranty or in a separate document submitted with it, specifying how and where Eskom must lodge a claim, the supporting documents required and any submission deadline. For consumables, the tenderer must provide the shelf-life or expiry information specified for each line, confirm any minimum remaining shelf life required at delivery and state any required warranty terms separately. | Yes / No |
| M 3: Conformity of offered PPE | Match each offered make and model to the manufacturer's datasheet and catalogue, applicable standard, required marking or approval and supporting certificate where specified. Verify the protection class, size or configuration against the price list and Eskom requirements using Table 1A. A generic catalogue without a model match is insufficient. | Yes / No |

Record each tender line, make and model, applicable clause, offered performance and evidence page. Apply the issued PPE schedule and any published Tutuka requirement for that line.

| Table 1A: PPE conformity checks against 240-44175132, revision 2 | | |
|---|---|---|
| **PPE family** | **Clause / page** | **Model-specific checks** |
| Workwear and protective clothing | §§3.2–3.12, pp. 11–23; Annexes A–E as applicable | Check fabric, garment design, size range, seams, reflective trim and labels. For SANS 434 garments verify the SABS mark. Match rain, chemical and cold-weather clothing to the specified application. |
| Head and eye / face | §§3.13–3.14, pp. 23–28; §§4.1–4.2 | For industrial helmets check the specified SANS 1397 marking and SABS mark. For eyewear and shields check lens, shade, impact or splash protection and compatibility with other headgear for the listed task. |
| Hearing | §3.15, p. 28; §4.3 | Match earplugs, headband earmuffs or helmet-mounted earmuffs to SANS 1451 parts 2, 1 or 3 respectively. Verify the manufacturer's attenuation rating, the metric specified on the line and, for mounted units, the approved helmet combination. |
| Foot, hand and skin | §§3.16–3.18, pp. 28–34; §§4.4, 4.8, 4.11 | Confirm the footwear type, sole, protective features and sizes. Match glove material, cuff and performance to the specified hazard. Check the stated skin-protection application and product information. |
| Respiratory | §3.19, pp. 34–36; §4.9 | Distinguish FFP2 and FFP3 filtering half masks, valve configuration and EN 149 markings. For reusable facepieces verify model, compatible filter, filter type and class, use limitations and expiry against the tender line. |

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| Table 1A: PPE conformity checks against 240-44175132, revision 2 | | |
|---|---|---|
| **PPE family** | **Clause / page** | **Model-specific checks** |
| Other scheduled items | §§3.20–3.21, p. 36; §4.12 | Apply the chainsaw garment or tog bag requirements only to the corresponding listed item. For specialised protection outside the generic standard, identify the separate specification in the tender. |

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### 3.3.2 Qualitative Technical Evaluation Criteria (Phase 2 – Evaluation Scoring)

Evaluate the written tender submission and permitted clarifications against Tables 2 and 3. Each evaluator records an evidence reference and reason for every rating. The TET moderates the individual results and signs the consolidated score before a visit is arranged.

**Table 2: Qualitative technical evaluation scoring matrix**

| Rating | Meaning | Application |
|---|---|---|
| 5 | Compliant | Full evidence for the highest criterion band. |
| 4 | Compliant with a qualification | Evidence meets the stated band for a rating of 4. |
| 2 | Partially compliant | Evidence supports the limited capability described in the criterion. |
| 0 | Deficient or unsubstantiated | The evidence falls in the lowest band or is absent. |

Use ratings of 5, 4, 2 or 0. Weighted points = rating ÷ 5 × criterion weight. Add the four contributions and compare the unrounded total with 70%.

**Table 3: Phase 2 weighted evaluation criteria**

| Requirement | Tender evidence | Rating rules | Rating | Weight |
|---|---|---|---|---|
| E1: Comparable supply | Signed profile and three contactable references for comparable industrial PPE supplied within the last three years. Record customer, period, products, contact and outcome. | Rate 5 for three substantiated comparable engagements, 4 for two, 2 for one and 0 for none. | | 30% |
| E2: Operating history | Use dated registration and trading or supply records to confirm years in operation of the manufacturer relied on. | Rate 5 for five years or more, 4 for three to under five years, 2 for one to under three years and 0 for less than one year or no substantiated history. | | 20% |
| W1: Storage capacity | Use a dated dimensioned plan, photographs, shelving layout and evidence of access to the proposed facility. | For usable PPE storage with suitable shelving rate 5 for at least 36 m², 4 for 25 to under 36 m², 2 for 20 to under 25 m² and 0 below 20 m² or if suitable shelving or usable area is unsubstantiated. | | 30% |
| W2: Stock control and dispatch | Examine four documented controls: (a) receipt and batch traceability, (b) stock rotation and expiry checks where applicable, (c) segregation of rejected stock and (d) replenishment and dispatch against tender lead times. Count a control only if a procedure and sample record or worked example support it. | Rate 5 for four controls, 4 for three, 2 for one or two and 0 for none. | | 20% |
| Total | Minimum qualifying score: 70%. | | | 100% |

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### 3.3.3 TET Member Scoring Tool

Supplier _____ TET member _____ Date _____

| **Mandatory decision record** | | | | |
|---|---|---|---|---|
| **Requirement** | **Yes / No** | **Evidence reference and reason** | | |
| M1 Manufacturer / OEM agreement | | | | |
| M2 Warranty coverage | | | | |
| M3 Conformity of offered PPE | | | | |
| All three requirements met? | | | | |
| **Phase 2 evaluation record** | | | | |
| **Criterion** | **Weight** | **Rating** | **Points** | **Evidence reference and reason** |
| E1 Comparable supply | 30% | | | |
| E2 Operating history | 20% | | | |
| W1 Storage capacity | 30% | | | |
| W2 Stock control and dispatch | 20% | | | |
| Weighted final score | 100% | | | Meets 70%? _____ |

Evaluator signature _____ Moderated score _____ Date _____



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### 3.3.4 Post-scoring Supplier Verification

Visit only qualifying suppliers after Phase 2 scoring and sign-off. Record the date, facility, attendees and tender evidence checked. Complete the same verification record for each qualifying supplier.

| Table 3A: Supplier verification after scoring | | |
|---|---|---|
| **Verification point** | **What the TET checks** | **Finding / evidence** |
| Facility and capacity | Match the facility address and operator to the tender. Measure the usable PPE storage area against the plan. Record dimensions, shelving, accessibility and any shared or excluded space. | |
| Stockholding and handling | Trace representative items from receipt to storage and dispatch. Check product identification, batch or lot numbers, expiry where applicable, stock rotation, quarantine and condition of storage. | |
| Offered products | Compare available representative products, markings, packaging, instructions and manufacturer records with the tendered models and line-specific approvals. Record the lines sampled and any evidence unavailable for inspection. | |
| Supply and warranty | Trace a comparable order or worked dispatch record to the claimed lead time and source. Check replenishment, returns, warranty handling and access to manufacturer support against the scored submission. | |

Record Verified, Discrepancy or Unable to verify for each check. Attach measurements, sample references and supplier comments. Retain the signed Phase 2 score. A visit adds no points. Refer material discrepancies to Procurement and document their disposition before making the technical recommendation.

Visit report reference _____ TET signatures _____

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## 3.4 Foreseen Acceptable/Unacceptable Qualifications

### 3.4.1 Risks

**Table 4: Acceptable Technical Risks**

| Risk | Description |
|---|---|
| 1. | **A delivery arrangement meets the stipulated lead time and the tenderer substantiates the arrangement.** |

**Table 5: Unacceptable Technical Risks**

| Risk | Description |
|---|---|
| 1. | **Exclusion of scope of work as specified in the Employers requirements** |
| 2. | **Unreadable/Illegible documentation** |
| 3. | **Late reporting (Not sticking to projected timelines)** |

### 3.4.2 Exceptions/Conditions

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

| Risk | Description |
|---|---|
| 1. | **A recorded qualification may be accepted where the tender permits it and the technical requirement remains met.** |

**Table 7: Unacceptable Technical Exceptions / Conditions**

| Risk | Description |
|---|---|
| 1. | **A deviation that compromises a mandatory requirement, protection rating or required scope is unacceptable.** |

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## 4. Acceptance

This draft is submitted to the following roles for review and acceptance.

| Full Name and Surname | Designation |
|---|---|
| | Middle Manager Risk & Assurance |
| | Manager, Occupational Health & Safety |
| | Manager Materials Management (Acting) |
| | Contracts Manager |
| | Senior Advisor Quality Assurance |
| | Senior Advisor Occupational Hygiene & Safety |
| | Senior Advisor Occupational Hygiene |

## 5. Revisions

| Date | Rev. | Compiler | Remarks |
|---|---|---|---|
| July 2026 | 1 | | New Document/ Original Issue |

## 6. Development Team

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- 
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## 7. Acknowledgements

- N/A

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