Eskom	Technical Evaluation Strategy	Generation

Title:	**Camden Power Station Supply and Delivery of Office Furniture**	Tender Number:	**N/A**
		Alternative Reference Number:	**1076035048**
		Area of Applicability:	**Camden Power Station**
		Documentation Type:	**Technical Evaluation Strategy**
		Revision:	**01**
		Total Pages:	**7**
		Next Review Date:	**N/A**
		Disclosure Classification:	**CONTROLLED DISCLOSURE**

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1. TECHNICAL EVALUATION STRATEGY

1.1 TECHNICAL EVALUATION METHOD

A two-phase Technical Evaluation Strategy shall be applied.

Phase 1.1: Mandatory Technical Evaluation Criteria (Gatekeepers)
Mandatory Technical Evaluation Criteria are "must meet" criteria.
These criteria will be assessed on a Yes/No basis and will not be weighted or scored.
Failure to meet any mandatory requirement shall result in technical disqualification and the tenderer shall not proceed to Phase 1.2.

Phase 1.2: Qualitative Technical Evaluation Criteria
Qualitative Technical Evaluation Criteria are weighted criteria used to determine the highest technically ranked tenderer.
Only tenderers who satisfy all mandatory requirements will proceed to this phase.
Evaluation shall be conducted using a weighted scorecard approach.
The minimum technical threshold for qualification shall be 70%.

Phase 2: Sample Evaluation
Tenderers achieving a minimum score of 70% in Phase 1.2 shall be invited to submit furniture samples and supporting documentation for technical assessment.
The sample evaluation will verify:

- Ergonomic compliance
- Material quality
- Construction quality
- Durability
- Compliance with specifications

Tenderers achieving a minimum score of 70% in Phase 2 shall qualify for further commercial evaluation.

Evaluation score (100%)	
• Mandatory Technical Evaluation Criteria (gatekeepers) - 1.1 • Qualitative Technical Evaluation Criteria - Phase 1.2 • Sample Evaluation - Phase 2	Gatekeeper Pass/Fail (70%) Threshold Pass/Fail (70%) Threshold
TOTAL (100%)	
Overall minimum threshold for qualification (70%)	

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2. MANDATORY TECHNICAL EVALUATION CRITERIA

2.1 TABLE 1: MANDATORY TECHNICAL EVALUATION CRITERIA (PHASE 1.1)

No	Mandatory Technical Criteria	Tender Returnable	Motivation	Yes/No
1	Letter of support from manufacturer confirming supply capability for contract duration	The tenderer shall submit proof that they are an authorised distributor, dealer, reseller, or agent of the proposed furniture manufacturer. Acceptable evidence includes a valid Manufacturer Authorisation Letter, Dealer/Distributor Certificate, Accreditation Certificate, or other official documentation issued by the manufacturer.	Supply continuity and stock availability	
2	Proof of compliance with applicable standards SANS 457 and ISO 9241-5 – Certificates from Manufacturer Acceptable	Test reports, certificates, or declarations.	Quality and ergonomic compliance	

3. QUALITATIVE TECHNICAL EVALUATION CRITERIA

3.1 PHASE 1.2 (EVALUATION CRITERIA)

Qualitative Technical Criteria Description		Reference to Technical Specification / Tender Returnable	Criteria Weighting (%)	Criteria Sub Weighting (%)	Evaluation Scoring Breakdown			
1	**Technical Criteria**							
1.1	Proof of company experience in supplying furniture (contract with traceable references)	Contract with traceable references within a 10year period. Tender Returnable: • Purchase orders • Signed contracts • Completion certificates • Contactable references	**50%**	**100%**	**0%** Supplied to Eskom or similar environment with 0 (Zero) contract	**20%** Supplied to Eskom or similar environment with 1 (One) contract.	**60%** Supplied to Eskom or similar environment with 2 (two) contracts.	**100%** Supplied to Eskom or similar environment with 3 (three) or more contracts.
1.2	Product Technical Data Sheets and Catalogues	The tenderer shall submit a product brochure, catalogue page, manufacturer specification sheet, or product information sheet for each item offered, clearly indicating: • Item description and model number. • Colour photograph of	**50%**	**100%**	**0%** Submit between 0 – 59%	**35%** Submit between 60 - 75% manufacture's Data sheets together with the Catalogue of the items listed from the scope of work	**65%** Submit between 76 - 85% manufacture's Data sheets together with the Catalogue of the items listed from the scope of work	**100%** Submit between 86 - 100% manufacture's Data sheets together with the Catalogue of the of the items listed from the scope of work

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		• the proposed item. • Dimensions (height, width, depth).						
Total			**100%**					
Minimum Threshold for Qualification			**70%**					

4. SAMPLE EVALUATION CRITERIA

4.1 PHASE 2 (REQUIREMENTS)

Tenderers who exceed the Phase 1.2 threshold shall submit sample furniture items for assessment.

Distributor / Supplier Requirements
Phase 1
Suppliers or distributors must include the following documents with their tender submission:

A Letter of Support or Supply Agreement signed by the Manufacturer or authorised distributor confirming that the tenderer is authorised to supply the proposed furniture and appliances for the duration of the contract. The letter shall indicate:

- Name and address of both parties.
- Duration of support matching the contract period.
- Product availability and lead times.
- Warranty support arrangements.
- After-sales service and maintenance support where applicable.

A **completed Annexure A.1** clearly indicating the furniture and appliance items being offered, including:

- Office chairs
- Visitor chairs
- Tables/desks
- Credenzas
- Pedestal drawers
- Fridges
- Microwaves
- Confirmation that all proposed items comply with Eskom's technical specifications.

Product information for all offered items, including:

- Colour photographs
- Product brochures/catalogues
- Manufacturer specifications
- Dimensions and material descriptions
- Warranty information

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Phase 2
Suppliers who achieve the minimum technical threshold during Phase 1 shall proceed to sample evaluation.

Suppliers shall:

- Prepare representative furniture samples for evaluation by the Technical Evaluation Team. Samples may include office chairs, tables, credenzas, pedestal drawers, or any other items identified by Eskom for evaluation.

Make samples available for physical inspection either:

- At the manufacturer's premises.
- At the supplier's showroom.
- At another location approved by Eskom.

Ensure that all supporting documentation relating to the sampled products is available during the evaluation, including:

- Product brochures.
- Manufacturer specifications.
- Warranty documentation.
- Product availability confirmation.
- Assembly and maintenance information where applicable.

Sample evaluation may take place at the supplier’s premises, manufacturer’s premises, showroom, warehouse, or another mutually agreed location. The supplier must arrange access to the products and ensure that all required samples and supporting documentation are available on the evaluation date.

Phase 2 Evaluation Scorecard

Valuation Criteria	**Weight**	**Submitted (Yes/No)**
Sample available for inspection	25%	
Ergonomic compliance (adjustability, posture support)	25%	
Material and build quality	25%	
Compliance with Eskom furniture specification	25%	
Total	**100%**	
Minimum Threshold for Qualification	**70%**	

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PHASE 2: SAMPLE EVALUATION CRITERIA			
Name of Company			
Manufacturer/Distributor (M/D)			
Date			
Name of product sampled			
Product category (If applicable)			
	Evaluation Criteria	**Company Score**	**Weight**
	Sample available for inspection		25%
	Ergonomic compliance (adjustability, posture support)		25%
	Material and build quality		25%
	Compliance with Eskom furniture specification		15%
Total			**100%**
Comments:			

Score card

The company is disqualified.	**0-69%**	**FAILED**
The company can be awarded provided they make the changes required to comply to the spec.	**70-80%**	**POSSIBLE**
The company completely complies with spec and are qualified.	**80-100%**	**PASS**

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