PART A REQUEST FOR AN EXPRESSION OF INTEREST (EOI)			
Description of the works/goods/services	Identification and selection of new-entrant, 100% black-owned Exempted Micro Enterprises (EMEs) and Qualifying Small Enterprises (QSEs) to be assigned as Enterprise and Supplier Development (ESD) beneficiaries to the contracted Outage Service Contractor(s) for the Provision of Outage, Maintenance and Works Services for various Eskom Power Stations for a period of five (5) years. Selected beneficiaries will receive a minimum of 30% of the contractor's technical scope as subcontracted work, together with a structured development programme. Enterprises owned by black women, black youth and black people with disabilities are strongly encouraged to respond.		
Deadline for submission	**30 November 2026**	**At (South African Standard Time)**	10:00
Tender Office address	EOIs are uploaded via the Eskom Tender Bulletin site on the Eskom E-tendering page.		
EOIs are to be submitted electronically via the Eskom E-tendering site by the stipulated closing date and time.	This EOI is published on the Eskom Tender Bulletin (https://tenderbulletin.eskom.co.za) and the National Treasury eTender Portal (https://www.etenders.gov.za). Please note it is the responsibility of the supplier to ensure that the EOI submission is submitted before the closing date and time.		
Electronic Submission of EOI	The Respondent must upload the EOI via the Eskom Tender Bulletin site on the Eskom E-tendering page. All documents need to be submitted in PDF format (the upload size per document is 500 megabytes and the total submission is restricted to 4 gigabytes). No zip/compressed files can be uploaded. No hard copy will be accepted. If for some reason you resubmit your EOI, only the latest version of the EOI submitted will be accepted and all previous submission/s will be null and void. Please ensure that the submission status is indicated as complete. The Supplier Help Manual guide and video can be found on the Eskom E-tendering page.		
E-tendering Help Manual for supplier	Available for download on the Eskom E-tendering page.		

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Eskom Holdings SOC Ltd ("Eskom") invites you to submit an:

- **Expression of interest (EOI)** to indicate your interest in the works/goods/services as stated in the table above.

Eskom has delegated the responsibility for this **EOI** to the signatory of this document, whose details can be found below.

We look forward to receipt of your response.

Yours faithfully,

Name	Designation	Signature	Date
Phumzile Ncamani	Senior Advisor ERI SDL&I	pg ncamani	29 October 2026
Telephone number	011 629 4546	**Fax and/or e-mail address**	NcamanPG@eskom.co.za

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PART B RESPONSE SHEET IN TERMS OF A REQUEST FOR AN EXPRESSION OF INTEREST To be completed by the supplier			
To	Eskom Holdings SOC Ltd	**Date**	
Attention	**Phumzile Ncamani**		
Tel no		**Fax no and /or e-mail address**	
From		**Address**	
Address			
Sender			
Description of the works/goods/services	Selection of ESD beneficiaries for the Outage, Maintenance and Works Services Contract (OSC)		

Please find below our response to Eskom's questions:

No.	Question	Please indicate your response in this column
1.	**Contact name and contact details**	
2.	**Company registration number**	
3.	**Brief description of previous experience and description of the solution that you can offer**	
4.	**Name of local municipality and province where the business is located**	
5.	**Cluster(s) applied for (1, 2, 3 and/or 4), in order of preference (see section 3.2)**	
6.	**CSD supplier number (MAAA) and B-BBEE level / enterprise type (EME or QSE)**	
7.	**Has the company, or any of its shareholders or directors, ever held a contract or purchase order with Eskom or ERI? (Yes / No)**	

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8.	**Name of financier and amount of the finance facility or letter of intent (minimum R26 million)**	
9.	**Percentage ownership by black women, black youth and black people with disabilities**	

Yours faithfully,

Name	Designation	Signature	Date
Telephone number		**Fax and/or e-mail address**	

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ESKOM ROTEK INDUSTRIES SOC LTD

Registration No. 1990/006897/30

EXPRESSION OF INTEREST (EOI)

Selection of Enterprise and Supplier Development (ESD) Beneficiaries for the Outage, Maintenance and Works Services Contract (OSC)

EOI number: E0226EOISDLERI

1. NOTICE

ESKOM ROTEK INDUSTRIES SOC LTD (ERI), a wholly owned subsidiary of Eskom Holdings SOC Ltd, **invites Expressions of Interest (EOI) from new-entrant, 100% black-owned Exempted Micro Enterprises (EMEs) and Qualifying Small Enterprises (QSEs) that have not previously contracted with Eskom or ERI, to be selected as Eskom Enterprise and Supplier Development (ESD) Beneficiaries** under the contract for the *Provision of Outage, Maintenance and Works Services for various Eskom Power Stations for a period of five (5) years* (the Outage Services Contract, or OSC).

Selected beneficiaries will be assigned by Eskom to the appointed Outage Service Contractor(s) and will receive a **minimum of 30% of the OSC technical scope** as subcontracted work, together with a structured development programme in power-station outage and maintenance services.

Enterprises owned by **black women**, **black youth** and **black people with disabilities** are strongly encouraged to respond. Preference will be given to them through the specific goals used for selection in section 6. A letter of intent or facility letter from a financier for at least R26 million (R26 000 000) is a **mandatory requirement** (section 4.1, M11).

Continuing ESD beneficiaries need not respond. The five ESD beneficiaries already assigned under the previous, now expired, outage services contract (**EH Resources, Euforia, St Prince, Ream and YNF Engineering**) will continue their development under the new OSC, in line with the objective of developing beneficiaries that will eventually contract directly with ERI (section 2), and **need not respond to this EOI**. Those that still require further development will receive first allocation preference. This EOI will fill the remaining allocation places (section 6.5).

Item	Detail
EOI reference number	E0226EOISDLERI
Issuing entity	Eskom Rotek Industries SOC Ltd, Supplier Development, Localisation and Industrialisation (ERI SDL&I)
Description	Selection of ESD Beneficiaries for the Outage, Maintenance and Works Services Contract (OSC)
Published on	National Treasury eTender Portal (www.etenders.gov.za) and Eskom Tender Bulletin (tenderbulletin.eskom.co.za)
Publication date	29 October 2026
Non-compulsory briefing session	Thursday, 5 November 2026, 10:00 to 11:30 **(see section 7)**
Closing date for written enquiries	20 November 2026 at 12:00
Closing date and time	**MONDAY 30 November 2026 at 10:00**

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Item	Detail
EOI validity period	120 days from the closing date
Type of opportunity	Subcontracting and enterprise development (this is not a tender for a contract with Eskom)

2. BACKGROUND AND PURPOSE

ESD is a long-term developmental initiative. ERI is continuing the development of its existing ESD beneficiaries and expanding the pool with new, capable, black-owned enterprises that will be developed through Eskom's largest turbine and generator maintenance programme over the next five years.

Objective of the ESD initiative: to develop a pool of capable beneficiaries that, once their development is complete, will be able to **contract directly with ERI** as suppliers in their own right. Beneficiaries develop under the OSCs through subcontracted work and a structured ESD Programme, so that by the end of their development they have the technical capacity, business systems, track record and financial standing to compete for and hold contracts with ERI. **For this reason, existing beneficiaries that have not yet completed their development are retained** under the new OSC (section 6.5).

ERI Turbo Gen Services (TGS) provides first-line maintenance to Eskom's turbine plant for planned outages (General Overhauls, Mini-General Overhauls, Interim Repairs and Interim Inspections), unplanned outages and breakdowns, 24/7 running maintenance at the power stations, and component refurbishment at the Rosherville workshop. ERI is procuring these services through an open tender for a five-year NEC3 Term Service Contract with Task Orders, to be awarded to multiple Outage Service Contractors.

In line with the Preferential Procurement Policy Framework Act, the Public Procurement Act 28 of 2024 and Eskom's Supplier Development, Localisation and Industrialisation (SDL&I) requirements, each OSC is contractually obliged to:

- subcontract a minimum of 30% of its contract technical scope (equivalent to a minimum of 30% of its OSC contract revenue) to an Eskom-assigned ESD Beneficiary, allocated through the ERI Task Order process;
- develop the beneficiary's management, business and technical capacity through a formal ESD Programme; and
- give the beneficiary access to the OSC's market presence in power and outage maintenance services.

Purpose of this EOI: to identify, evaluate and select qualifying new enterprises that Eskom will assign to the appointed OSC(s) as ESD Beneficiaries, to fill the allocation places not taken up by continuing beneficiaries (section 6.5). This EOI is managed by ERI's Supplier Development, Localisation and Industrialisation (SDL&I) function on behalf of Eskom; the technical evaluation is conducted by ERI TGS Technical. It is not a procurement process, and OSCs do not choose their own beneficiaries and may hold no shares in them.

Broadening participation: this EOI is aimed at new entrants that have not contracted with Eskom or ERI before, and gives specific preference to enterprises owned by black women, black youth and black people with disabilities, whose participation in power-plant maintenance services has been limited.

3. SCOPE OF THE OPPORTUNITY

Selected beneficiaries will perform subcontracted outage, maintenance and works services on turbine and generator plant for a period aligned to the OSC (60 months, plus up to 2 months for outages that overrun).

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3.1 Service categories

Category	Typical work the beneficiary may perform	Where
Projects: planned and unplanned outages	Disassembly, inspection, refurbishment, re-assembly and return-to-service of HP, IP and LP turbine modules, main steam valves, generator, exciter and PMG; auxiliary systems (lube, control and jacking oil, gland steam, condensate, feedwater, seal oil); breakdown response	At the power stations
Running maintenance	24/7 mechanical and commissioning maintenance and call-outs; servicing, refurbishment and installation of pumps, coolers, valves and oil filtration plant; interim repairs and inspections	Resident at the power stations
Works services	Overhaul and refurbishment of rotors, casings, diaphragms, nozzles, couplings and generator components; pre-assembly; machining; blading support	ERI Rosherville workshop (Germiston) and approved sites
Support services	Quality control and inspection, rigging, crane operation, expediting, stores, planning and scheduling, safety, hygiene and access control	All of the above

3.2 Power stations by cluster

The OSC will be awarded in four geographic clusters. Respondents must indicate the cluster(s) for which they wish to be considered (Annexure A).

Cluster 1	Cluster 2	Cluster 3	Cluster 4
Arnot	Hendrina	Majuba	Komati
Medupi	Matla	Tutuka	Grootvlei
Kusile	Kriel	Kendal	Lethabo
Matimba	Camden	Koeberg	Duvha

3.3 Indicative outage volumes

Planned volumes per financial year are indicative only. Work is issued on an as-and-when-required basis through Task Orders and no volume is guaranteed.

Outage type	FY26/27	FY27/28	FY28/29	FY29/30	FY30/31
General Overhaul (GO)	13	7	6	9	9
Mini-General Overhaul (MGO)	13	7	12	10	8
Interim Repair (IR)	21	18	17	16	15
Interim Inspection (IN)	28	23	10	15	18
Breakdowns	12	12	12	12	12
Total	**87**	**67**	**57**	**62**	**62**

3.4 What the beneficiary will receive

- **Guaranteed share of work:** a minimum of 30% of the assigned OSC's technical scope, allocated through ERI Task Orders and paid as empowerment-related expenditure.
- **A tailored ESD Programme:** the OSC will conduct a needs analysis, agree a development plan with milestones, and appoint a qualified ESD Champion to drive it.

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- **At least five development interventions** selected from: management and labour skills transfer; payment within 14 days; guarantees on the beneficiary's behalf; interest-free, unsecured loans; administrative and cost-control systems; planning, tendering and programming skills; business, entrepreneurial and negotiation skills; technical skills and innovation; legal compliance; procurement skills; building a credit rating and loan history; and contractual (NEC) knowledge.
- **Market access:** support to access the OSC's local and global market presence in power and outage maintenance services.
- **Oversight by Eskom:** Eskom's SDL&I representatives will monitor the programme and protect the beneficiary's interests throughout the contract.

4. ELIGIBILITY CRITERIA

Only respondents that meet **every** mandatory requirement below (Stage 1) will proceed to the functionality evaluation (Stage 2). Failure to meet any one requirement, or to submit the stated proof, will result in disqualification.

4.1 Mandatory criteria

No.	Criterion	Proof required
M1	Legal entity registered with the Companies and Intellectual Property Commission (CIPC)	CIPC registration certificate (CoR 14.3 or equivalent)
M2	Registered on National Treasury's Central Supplier Database (CSD)	CSD registration report (MAAA number) not older than 30 days
M3	100% owned, controlled and managed by black people (as defined in the B-BBEE Act 53 of 2003, as amended)	Valid B-BBEE certificate from a SANAS-accredited agency, or a B-BBEE sworn affidavit (EME/QSE); certified IDs of all shareholders and directors; share register
M4	Exempted Micro Enterprise (EME) or Qualifying Small Enterprise (QSE) in terms of the dtic Codes of Good Practice	As for M3
M5	No shareholding, directly or through flow-through or modified flow-through principles, held by any prospective OSC tenderer or any company related to one (strictly 0%)	Signed declaration (Annexure B)
M6	Tax compliant	Valid SARS Tax Compliance Status PIN
M7	Not listed on National Treasury's Register for Tender Defaulters or Database of Restricted Suppliers	Verified by ERI; respondent declaration (Annexure B)
M8	Declaration of interest and disclosure of relationships	Completed and signed declaration of interest (Annexure B)
M9	Completed and signed EOI response form and declaration	Annexures A and B of this EOI
M10	**New entrant.** The respondent has never held a contract or purchase order with Eskom Holdings SOC Ltd or Eskom Rotek Industries SOC Ltd (including their divisions and subsidiaries) and is not an active vendor on the Eskom or ERI vendor database. None of its shareholders or directors is, or has in the last 5 years been, a shareholder, member or director of an Eskom or ERI vendor. Work performed as a subcontractor to an Eskom or ERI contractor does not disqualify a respondent.	Signed declaration (Annexure B); verified by ERI against Eskom and ERI vendor and contract records and the CSD

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No.	Criterion	Proof required
M11	**Access to finance.** Access to a working-capital or overdraft facility, or committed funding, of at least R26 million (R26 000 000), to ensure employees are paid in full and on time between Task Order payments. **Respondents that do not submit this letter will be disqualified.**	Facility letter from a registered bank or financier, OR a letter of intent from a registered financier (bank, development finance institution or registered credit provider) confirming its intention to provide funding of at least R26 million. The letter must be on the financier's letterhead, signed, addressed to the respondent and not older than 3 months.

4.2 Desirable attributes

These are not mandatory but will be recognised in the evaluation (section 6):

- an established track record in mechanical, electrical or turbine/generator maintenance in the power-generation, petrochemical, mining or heavy-industry sector;
- in-house trade-qualified artisans (fitters, fitter-and-turners, riggers, electricians) and supervisors meeting the TGS skill criteria;
- ownership and management by black women, black youth and black people with disabilities (scored under specific goals, section 6.2);
- registration with the Metal and Engineering Industries Bargaining Council (MEIBC), a Compensation Fund (COID) letter of good standing and a basic SHEQ system already in place.

4.3 Requirements before assignment

Shortlisted respondents must provide the following before Eskom assigns them to an OSC. Respondents that do not yet hold them may still apply but must commit to obtaining them within the period Eskom specifies:

- COID letter of good standing (or equivalent insurer letter);
- MEIBC registration;
- a SHE policy signed by the owner or CEO, in compliance with section 7 of the Occupational Health and Safety Act 85 of 1993;
- proof of a business bank account in the company's name (bank-stamped letter not older than 3 months);
- where a letter of intent was submitted under M11, a signed facility agreement or approved facility letter of at least R26 million (R26 000 000).

5. RETURNABLE DOCUMENTS

Each document must be uploaded as a separate PDF file, labelled with its number below. Copies must be certified within the last 3 months where stated.

Part 1: Mandatory (section 4.1)

☐ 1.1 Annexure A: EOI response form, fully completed

☐ 1.2 Annexure B: declaration (including the new-entrant declaration), signed by an authorised director

☐ 1.3 CIPC registration documents, including the current list of directors

☐ 1.4 CSD registration report (not older than 30 days)

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☐ 1.5 Valid B-BBEE certificate or sworn affidavit

☐ 1.6 Share register / share certificates and certified IDs of all shareholders and directors

☐ 1.7 SARS Tax Compliance Status PIN

☐ 1.8 Disclosure of any relationship with Eskom or ERI employees or with any OSC tenderer (Annexure B)

☐ 1.9 Proof of access to finance (M11): facility letter or financier's letter of intent of at least R26 million (R26 000 000)

Part 2: Functionality (section 6.1)

☐ 2.1 (F1) Quality management system: work instructions, quality management plans, document control management system, processes for managing quality

☐ 2.2 (F2) Up to 20 service, technical or investigation reports from the past 3 years, each with its scope of work, technical recommendations or lessons learned, and client signature

☐ 2.3 (F3) Up to 8 CVs (1 engineer, 1 technician, 2 supervisors, 4 artisans), each signed with name, ID number and date, with certified qualifications and an employment contract; staff complement (Annexure A5)

☐ 2.4 (F4) Purchase or task orders from the past 5 years with their invoices, on client letterhead, showing start and end dates, value and service; schedule of relevant work (Annexure A6)

☐ 2.5 (F5) Development and growth plan (maximum 4 pages)

☐ 2.6 Company profile: services, years in operation, sectors served, premises and equipment (information only, not scored)

Part 3: Specific goals (section 6.2)

☐ 3.1 Certified IDs of all shareholders and directors (to confirm gender and age) and the share register showing each shareholder's percentage

☐ 3.2 For disability claims: a medical certificate from a registered medical practitioner confirming the disability in terms of the Employment Equity Act 55 of 1998

☐ 3.3 For management control claims: CIPC list of directors, organogram and appointment letters of executive directors and senior managers

Part 4: Supporting (where applicable)

☐ 4.1 MEIBC registration certificate

☐ 4.2 Any other accreditation relevant to power-plant maintenance

6. EVALUATION AND SELECTION

The process is managed by ERI SDL&I and runs in **three sequential stages**. ERI SDL&I evaluates Stage 1 (mandatory requirements) and Stage 3 (specific goals); **ERI TGS Technical conducts the technical evaluation** (Stage 2, functionality). A respondent must pass each stage to proceed to the next.

1. **Stage 1: Mandatory requirements.** Administrative compliance (submission received on time, in the required format, with Part B and Annexures A and B completed and signed) and pass or fail against mandatory requirements M1 to M11 (section 4.1), including new-entrant status (M10) and the financier's letter of intent or facility letter for at least R26 million (M11). Respondents that fail any mandatory requirement are disqualified.

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2. **Stage 2: Minimum qualifying functionality threshold (technical evaluation by ERI TGS Technical).** Respondents are scored against the criteria in section 6.1 and must achieve **at least 60% (60 out of 100 points)** to proceed. The functionality score is used only to qualify and, where applicable, to break a deadlock (section 6.3); it is not added to the selection score.
3. **Stage 3: Selection based on specific goals.** Qualifying respondents are ranked per cluster on their specific goals points out of 20 (section 6.2), from highest to lowest. Where respondents have equal points, the deadlock criteria in section 6.3 apply. Eskom will select beneficiaries in rank order to fill the allocation places remaining after continuing beneficiaries have been allocated (section 6.5), and assign them to the appointed OSC(s), subject to verification (section 6.4).

6.1 Stage 2: Functionality criteria (minimum threshold 60%: 60 out of 100 points)

ERI TGS Technical evaluates functionality against five criteria, with a maximum of 100 points. Each criterion carries fixed points for defined evidence, published here so that every respondent knows in advance exactly how it will be scored. **A respondent must score at least 60 out of 100 (60%) to qualify for Stage 3.**

6.1.1 Summary of criteria and maximum points

No.	Criterion	Maximum points
F1	Quality management system	20
F2	Precision engineering service	20
F3	Resources: key technical personnel	20
F4	Experience in engineering and maintenance services on critical plant	15
F5	Development and growth plan (highest weighting: this is a development programme)	25
	Total (minimum 60 to qualify, 60%)	**100**

6.1.2 F1 Quality management system (maximum 20 points)

What is assessed: a sound quality management process that demonstrates a commitment to quality service in terms of processes and procedures, with evidence of controls, management of quality processes, quality management plans, work instructions and documented control management systems. ISO certification is not required and is not scored.

Returnables: documented work instructions; quality management plans; the document control management system; and the processes for managing quality.

Element	Points
Work instructions	5
Quality management plans	5
Document control management system	5
Processes for managing quality	5
Maximum	**20**

Points	Overall result
0	No evidence of any element
5	One element evidenced
10	Two elements evidenced

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Points	Overall result
15	Three elements evidenced
20	All four elements evidenced

Each element is scored on documented evidence that it is in place and used in the business. No certification of any kind is required.

6.1.3 F2 Precision engineering service (maximum 20 points)

What is assessed: experience in precision engineering work involving measurements and inspections on critical plant, including rotating equipment, and the inclusion of ergonomic, safety and system engineering during the execution of projects in the past 3 years.

Returnables: service or technical reports and investigation reports, indicative of the work conducted and its scope of work (SOW), clearly showing the engineering and technical recommendations, the client's signature and proof of implementation.

Scoring: 1 point per complete report, up to 20 reports (20 points). Each report is scored on four components of 0.25 points each:

Component	Points
Report submitted	0.25
Scope of work (SOW)	0.25
Technical recommendations or lessons learned	0.25
Client signature	0.25
Complete report	**1.00**

6.1.4 F3 Resources: key technical personnel (maximum 20 points)

What is assessed: permanently employed or long-term contracted key technical personnel relevant to precision engineering work involving measurements and inspections on critical plant, including rotating equipment. The skill types considered are engineers, technicians, supervisors and artisans.

Returnables (mandatory for each CV):

- A CV for each person, signed by that person, showing name, ID number, date and signature, so that the person acknowledges the details of his or her own CV
- Certified proof of each person's trade test qualification, degree or training certificates
- A permanent employment contract or long-term contract for each person

Counting rule: a CV without all the mandatory information is incomplete and is not considered. Each complete CV scores 2.5 points, up to the following numbers per skill type:

Skill type	Maximum CVs counted	Maximum points
Engineer	1	2.5
Technician	1	2.5
Supervisor	2	5
Artisan	4	10

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Skill type	Maximum CVs counted	Maximum points
Total	**8**	**20**

Points	Examples
0	No complete CVs submitted
12.5	For example: 1 engineer, 1 technician, 1 supervisor and 2 artisans (5 CVs)
17.5	For example: 1 engineer, 1 technician, 2 supervisors and 3 artisans (7 CVs)
20	1 engineer, 1 technician, 2 supervisors and 4 artisans (8 CVs)

6.1.5 F4 Experience in engineering and maintenance services on critical plant (maximum 15 points)

What is assessed: engineering and maintenance services projects on critical plant, including rotating equipment, successfully completed over the past 5 years, in line with the scope of work.

Returnables: copies of purchase orders or task orders, together with the respective invoices, on the client's letterhead, showing the start and end dates, the value and the service provided.

Counting rule: the value is cumulative over the 5-year period. Orders not supported by their invoices, or not in line with the scope of work, are not counted.

Points	Cumulative value (each band excludes its upper limit)
0	No evidence, or a cumulative value below R3 million
3	R3 million up to R7.5 million
6	R7.5 million up to R15 million
9	R15 million up to R22.5 million
12	R22.5 million up to R30 million
15	R30 million or more

6.1.6 F5 Development and growth plan (maximum 25 points)

What is assessed: the respondent's understanding of its own gaps and how it will use the ESD programme to grow. Because this is a development initiative, this criterion carries the highest weighting.

Returnable: a development and growth plan of no more than 4 pages. Pages beyond the fourth are not read.

Points	Evidence (each level includes everything in the level below)
0	No plan submitted
5	A plan is submitted, but it does not identify the business's gaps
10	The business's gaps are identified, but no development goals are set
15	Gaps are identified and development goals are set
20	As for 15, with measurable goals, timeframes and a clear approach to skills transfer
25	As for 20, plus job creation commitments (number of jobs) and an explanation of how ESD support will build the business's financial and operational capacity

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6.1.7 Evaluation rules

- Functionality is evaluated by a panel of at least three ERI TGS Technical evaluators, each of whom signs a declaration of interest and confidentiality before evaluation begins.
- Each evaluator scores every criterion independently on the scoring sheet (Annexure C), recording the points awarded, the documents relied on and the reason.
- A moderation meeting, facilitated by ERI SDL&I, reviews every criterion on which evaluators awarded different points. Agreed changes and their reasons are recorded.
- The final score for each criterion is the average of the evaluators' moderated points, to two decimal places. The total functionality score is out of 100.
- Only documents submitted by the closing date are considered. ERI may ask a respondent to clarify a submitted document, but no new evidence is accepted after closing.
- Evidence that is not in the required form (for example an unsigned CV, or an order without its invoice) is disregarded for that item.
- ERI may verify any evidence with clients, financiers and issuing bodies. False or misleading evidence leads to disqualification.
- Scoring sheets, moderation records and declarations are kept for at least 5 years for audit. After the outcome is notified, a respondent may request in writing the reasons for its functionality score.

6.2 Stage 3: Specific goals (20 points)

Aligned with the specific goals provided for in the Preferential Procurement Policy Framework Act 5 of 2000, the Public Procurement Act 28 of 2024 and their Regulations, respondents that pass Stages 1 and 2 will be allocated up to 20 points for the specific goals below. The goals promote enterprises owned by persons historically disadvantaged by unfair discrimination on the basis of race, gender and disability, and by youth. **Locality is not a specific goal for this EOI.**

No.	Specific goal	Points allocation	Evidence
SG1	Ownership by black women	(% black women ownership ÷ 100) × 8; maximum 8 points	Certified IDs, share register, B-BBEE certificate or affidavit
SG2	Ownership by black people with disabilities	(% ownership by black people with disabilities ÷ 100) × 4; maximum 4 points	Certified IDs, share register, medical certificate (Employment Equity Act definition)
SG3	Ownership by black youth (aged 18 to 35 at the closing date)	(% black youth ownership ÷ 100) × 4; maximum 4 points	Certified IDs and share register
SG4	Management control by black women: at least 50% of executive directors and senior managers are black women	2 points (0 if below 50%)	CIPC list of directors, organogram, appointment letters
SG5	Black ownership (race)	100% black ownership: 2 points	B-BBEE certificate or sworn affidavit
	Total	**20 points**	

A shareholder may count towards more than one goal (for example, a black woman aged 30 counts towards SG1 and SG3). *Example: an enterprise that is 100% black-owned, 60% owned by black women and 30% owned by black youth, with black women in two of its three executive roles, scores 4.8 + 0 + 1.2 + 2 + 2 = 10 points.*

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Respondents are ranked per cluster from the highest to the lowest specific goals points. Beneficiaries are selected in rank order.

6.3 Deadlock criteria

Where two or more respondents have equal specific goals points, the deadlock will be broken, in order, by: (a) the higher functionality score (Stage 2); (b) the higher points for SG1 (ownership by black women); (c) the higher score for F3 (resources: key technical personnel); and (d) if still equal, the drawing of lots in the presence of at least two ERI SDL&I representatives.

6.4 Verification and outcome

Before assignment, ERI SDL&I, with ERI TGS Technical, will verify the selected respondents through site visits, interviews with owners and key staff, and checks of ownership, control, management, personnel, the financier's letter and the documentation submitted. A respondent that fails verification, or cannot produce a firm facility of at least R26 million where a letter of intent was submitted (section 4.3), will be replaced by the next-ranked respondent.

All respondents will be notified in writing of the outcome. Selected beneficiaries will be included in the OSC tender documents or contract as assigned Eskom ESD Beneficiaries and must sign an ESD participation agreement with Eskom and a subcontract with the assigned OSC. Respondents that pass the threshold but are not assigned will be kept on a reserve list for the duration of the OSC and may be assigned if a selected beneficiary withdraws or is removed.

6.5 Continuing ESD beneficiaries and allocation order

Under the previous outage services contract, which has expired, ERI assigned five ESD beneficiaries to the contracted suppliers for development: **EH Resources, Euforia, St Prince, Ream and YNF Engineering**. Because the objective of the ESD initiative is to develop beneficiaries until they can contract directly with ERI (section 2), and enterprise development is long term, ERI will retain those that have not yet reached that point and continue their development under the new five-year OSC.

Allocation places under the new OSC will be filled in the following order:

1. **First preference: continuing beneficiaries.** ERI SDL&I, with ERI TGS Technical, will assess each continuing beneficiary's progress against its development plan under the previous contract, including whether it is ready to contract directly with ERI. A continuing beneficiary that still requires further development will be given first allocation preference, subject to that assessment and to signing an ESD participation agreement with Eskom and a subcontract with the assigned OSC.
2. **Filling the gap: new beneficiaries from this EOI.** Allocation places not taken up by continuing beneficiaries (for example, because a beneficiary has completed its development and is ready to contract directly with ERI, withdraws, or is not continued) will be filled by respondents to this EOI in rank order per cluster (section 6, Stage 3).
3. **Reserve list.** Respondents that pass the threshold but are not assigned will be kept on the reserve list (section 6.4).

The five continuing beneficiaries **need not respond to this EOI**. The number of new beneficiaries selected will therefore depend on the number of places that remain after continuing beneficiaries have been allocated.

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7. BRIEFING SESSION, ENQUIRIES AND SUBMISSION

7.1 Briefing session

A **non-compulsory** briefing session will be held on **Thursday, 5 November 2026, from 10:00 to 11:30,** on **Microsoft Teams (the joining link will be sent to registered respondents)**. Attendance is strongly recommended. Respondents must register by sending the company name and attendee names to the SDL&I contact person below by 2 November 2026.

7.2 Enquiries

All enquiries must be made **in writing** to the contact person below, quoting the EOI reference number, by **20 November 2026 at 12:00**. Responses will be shared with all respondents on the Eskom Tender Bulletin without identifying the enquirer. No verbal enquiries will be entertained, and no other ERI or Eskom employee may be contacted about this EOI.

Contact person	Designation	Telephone	Email
Phumzile Ncamani	Senior Advisor - ERI SDL&I	011 629 4546	NcamanPG@eskom.co.za

7.3 How to submit

- Responses must be uploaded electronically via the Eskom Tender Bulletin site on the **Eskom E-tendering page** by the closing date and time. It is the responsibility of the Respondent to ensure that the submission is uploaded before the closing date and time.
- All documents must be submitted in **PDF format**. The upload size per document is 500 megabytes and the total submission is restricted to 4 gigabytes.
- No zip or compressed files can be uploaded, and **no hard copy will be accepted**.
- If a Respondent resubmits its EOI, only the latest version submitted will be accepted; all previous submissions will be null and void.
- Please ensure that the submission status is indicated as **complete**.
- The Supplier Help Manual guide and video can be found on the Eskom E-tendering page.
- **Closing date and time: MONDAY 30 November 2026 at 10:00.** Late submissions will not be accepted, regardless of the reason.

8. OBLIGATIONS AND GENERAL CONDITIONS

8.1 Obligations of selected beneficiaries

By submitting an EOI, respondents accept that, if selected, they will:

1. participate fully in the OSC's needs analysis and ESD Programme, and achieve the agreed milestones;
2. perform all subcontracted work in compliance with the OSC subcontract, ERI TGS procedures, the Eskom Plant Safety Regulations, the Occupational Health and Safety Act, and ERI quality requirements (QM58);
3. deploy only personnel who meet the TGS skill criteria, with qualifications verified by an accredited service provider;

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4. source at least 50% of semi-skilled and 100% of unskilled labour from the local municipality where the service is performed;
5. pay all employees in full and on time, in line with the applicable bargaining council agreements, and maintain access to finance of at least R26 million (R26 000 000) for the duration of the subcontract;
6. remain 100% black-owned, controlled and managed, and notify Eskom in writing of any proposed change in ownership, control or management;
7. keep accurate records and give Eskom's SDL&I representatives access to premises, staff and documents for verification and reporting;
8. not cede, assign or further subcontract the work allocated to them without Eskom's written approval.

Eskom may remove a beneficiary that materially fails these obligations and assign a replacement from the reserve list.

8.2 General conditions

- **Not a tender.** This EOI is an invitation to express interest only. It is not an offer or a tender, and does not create a contract or any obligation on Eskom, ERI or any OSC to award or allocate work.
- **Dependence on the OSC award.** Assignment of beneficiaries depends on the award of the OSC. If the OSC is cancelled, delayed or changed in scope, the selection may be cancelled, delayed or changed accordingly.
- **Eskom's rights.** Eskom reserves the right to: verify any information submitted; request clarification or additional documents; visit any respondent's premises; select more or fewer beneficiaries than the number of clusters, taking into account the places allocated to continuing beneficiaries (section 6.5); assign a beneficiary to more than one cluster; and cancel this EOI at any stage without giving reasons.
- **Costs.** Respondents bear all costs of preparing and submitting their EOI and attending the briefing and site verification.
- **Accuracy.** Any respondent that submits false or misleading information, or whose shareholding is found to be fronted, will be disqualified and may be restricted from doing business with Eskom and reported to the B-BBEE Commission and the relevant authorities.
- **Conflict of interest.** Respondents must disclose any relationship with an Eskom or ERI employee or with any prospective OSC tenderer. Undisclosed conflicts will lead to disqualification.
- **Canvassing.** Any attempt to influence the evaluation, or to contact evaluation team members, will lead to disqualification.
- **Confidentiality and POPIA.** Information submitted will be treated as confidential and processed in line with the Protection of Personal Information Act 4 of 2013, only for evaluating this EOI, verification, assignment and SDL&I reporting. Submitting an EOI is consent to such processing, including sharing the selected beneficiary's contact and capability details with the assigned OSC.
- **Governing framework.** This EOI is issued by ERI SDL&I to give effect to the Annexure K SDL&I requirements of the OSC, in line with the Broad-Based Black Economic Empowerment Act 53 of 2003 and its Codes of Good Practice (Enterprise and Supplier Development), and the specific goals provided for in the Preferential Procurement Policy Framework Act 5 of 2000, the Public Procurement Act 28 of 2024 and their Regulations. It is not a procurement or tender process.
- **Fraud and corruption.** Eskom has zero tolerance for fraud and corruption. Report any unethical conduct anonymously to Eskom's Tip-Offs Anonymous hotline: 0800 11 27 22.

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ANNEXURE A: EOI RESPONSE FORM

A1. Company details

Field	Response
Registered company name	
Trading name (if different)	
CIPC registration number	
CSD supplier number (MAAA)	
SARS tax reference number	
Physical business address	
Local municipality and province	
Year established	
Annual turnover (latest financial year, R)	
B-BBEE level and enterprise type (EME/QSE)	
Contact person, designation, phone and email	

A2. Ownership and management

Shareholder / director name	ID number	Race	Gender	Youth (Y/N)	Disability (Y/N)	% shareholding	Role in the business

A3. Cluster preference (mark all that apply and rank in order of preference)

Cluster	Power stations	Apply (Y/N)	Preference (1–4)
1	Arnot, Medupi, Kusile, Matimba		
2	Hendrina, Matla, Kriel, Camden		
3	Majuba, Tutuka, Kendal, Koeberg		
4	Komati, Grootvlei, Lethabo, Duvha		

A4. Service categories of interest (mark all that apply)

Service category	Interested (Y/N)
Projects: planned and unplanned outages	

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Service category	Interested (Y/N)
Running maintenance	
Works services (Rosherville workshop)	
Support services	

A5. Staff complement

Skill category	Permanent employees	Contract employees	Trade-qualified
Artisans (fitters, fitter-and-turners, electricians)			
Supervisors			
Riggers and crane operators			
Quality inspectors / technicians			
Safety officers			
Semi-skilled and general workers			
Administration and management			
Total			

A6. Previous relevant work (last 5 years)

Client	Scope of work	Contract value (R)	Start and end dates	Reference name and contact

A7. Access to finance (M11)

Financier	Facility letter or letter of intent	Amount (R)	Date of letter

A8. Specific goals claimed (section 6.2)

Specific goal	Percentage / claim	Evidence attached (Y/N)
SG1 Ownership by black women	____ %	
SG2 Ownership by black people with disabilities	____ %	

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Specific goal	Percentage / claim	Evidence attached (Y/N)
SG3 Ownership by black youth (18 to 35)	____ %	
SG4 Black women are at least 50% of executive directors and senior managers	Yes / No	
SG5 Black ownership	____ %	

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ANNEXURE B: DECLARATION

I, the undersigned, duly authorised to represent the respondent named below, declare that:

1. all information in this EOI is true, complete and correct, and I accept that false information will lead to disqualification and possible restriction;
2. the respondent is 100% owned, controlled and managed by black people, and is not a front for any other entity;
3. no prospective OSC tenderer, or any company related to one, holds any shares or interest in the respondent, directly or indirectly;
4. neither the respondent nor any of its shareholders or directors holds, or has held, a contract or purchase order with Eskom or ERI, and none of its shareholders or directors is, or has in the last 5 years been, a shareholder, member or director of an Eskom or ERI vendor (work performed as a subcontractor to an Eskom or ERI contractor excepted);
5. the facility letter or letter of intent submitted under M11 is genuine, and the respondent will maintain access to finance of at least R26 million (R26 000 000) for the duration of its subcontract;
6. the ownership, gender, age and disability information claimed for specific goals is true, and false claims will lead to disqualification and may be reported to the B-BBEE Commission;
7. the respondent, its directors and shareholders are not listed on National Treasury's Register for Tender Defaulters or Database of Restricted Suppliers;
8. the respondent has disclosed every relationship with Eskom or ERI employees and with any prospective OSC tenderer in writing with this EOI;
9. the respondent consents to ERI and Eskom verifying the information submitted, visiting its premises, and processing its information as set out in section 8.2; and
10. the respondent has read and accepts the conditions of this EOI, including the obligations of selected beneficiaries in section 8.1.

Company name	
Name of authorised signatory	
Designation	
Signature	
Date	
Commissioner of Oaths stamp (for sworn declarations)	

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ANNEXURE C: FUNCTIONALITY SCORING SHEET

Completed by each ERI TGS Technical evaluator for each respondent (section 6.1.7). Respondents may use it to check their own submission.

Respondent	
Company name	
EOI number	
Evaluator name	
Date	

No.	Criterion	Maximum points	Returnables relied on (section 5 ref.)	Evidence counted (elements, reports, CVs, value, certificates)	Points	Reason
F1	Quality management system	20				
F2	Precision engineering service	20				
F3	Resources: key technical personnel	20				
F4	Experience on critical plant	15				
F5	Development and growth plan	25				
	Total	**100**				**Qualifies (60 or more, 60%): Yes / No**

Sign-off	Name	Signature	Date
Evaluator			
Moderation facilitator (ERI SDL&I)			

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