
	<b>Expression of Interest (EOI)</b>	<b>Document Identifier</b>	240-72663051	<b>Rev</b>	4	
		<b>Effective Date</b>	17 June 2025			
		<b>Review Date</b>	June 2030			
		<b>EOI/RFI Number</b>	<b>E3213DXMWP</b>			

**PART A  
REQUEST FOR AN EXPRESSION OF INTEREST (EOI)**

<b>Description of the works/goods/services</b>	Installation and commissioning of smart meters, data concentrator units (DCU), ready board retrofit, access covers, insulation piercing connector (IPC), pole top split metering kiosks, secure pole mount data concentrator (DC) kiosk, passive base units, meter seals, padlocks and including the decommissioning, scrapping and disposal of existing meters for the distribution division.		
<b>Deadline for submission</b>	<b>E3213DXMWP</b>	<b>At (South African Standard Time)</b>	<b>10:00</b>
<b>Tender Office address</b>	E Tendering  All tenders should be submitted via Eskom E-tendering using the link below. <a href="https://eTendering.eskom.co.za">https://eTendering.eskom.co.za</a>  <b>Tenders are uploaded via Eskom Tender bulletin site on the Eskom E-tendering page and the National Treasury Tender Portal.</b>		
<b>EOI's are to be submitted electronically via Eskom E- tendering site by the stipulated closing date and time.</b>	<b>Please note it is the responsibility of the supplier to ensure that the EOI submission is submitted before the closing date and time at the correct link.</b>  <b>Closing date: 03 August 2026</b>  <b>Closing time: 10h00</b>		
<b>Electronic Submission of EOI</b>	The tenderer must upload the tender via Eskom Tender bulletin site on the Eskom E- tendering page.  All documents need to be submitted in a PDF and Excel format (The upload size per document is 500 megabytes and total submission is restricted to 4 gigabytes).  No Zip/condense files can be uploaded No hard copy will be accepted  If for some reason you resubmit your EOI, then the latest version of the EOI submitted will only be accepted and all previous submission/s will be null and void.  Please ensure that the submission status is indicated as complete. Supplier Help Manual guide and video can be found on Eskom E-Tendering page		
<b>E-tendering Help Manual for supplier</b>	See manual attached separately as <b>Annexure E</b>		

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## 1. Background

Distribution is in the process of implementing a widespread deployment of Advanced Metering Infrastructure (AMI) across Eskom's entire customer base. This program aims to introduce smart metering technology that will enhance accuracy in data collection, improve operational efficiency, and significantly reduce the occurrence of meter tampering. At the core of this modernisation effort is the installation of smart meters at customer premises. These smart meters will provide real-time, remote data collection, enabling Eskom to continuously monitor electricity usage.

To this end, Distribution is inviting interested service providers to express their interest in being part of various parts of the Smart Meter Rollout Programme.

## 2. Purpose of this Expression of Interest and Future Procurement Opportunities

Eskom is conducting this Expression of Interest (EOI) to identify and assess suppliers, manufacturers, distributors and contractors with the capability, capacity, technical compliance and geographical footprint required to support the Smart Meter Rollout Programme.

Information obtained through this EOI may be used by Eskom to:

- understand market capabilities, capacity and readiness;
- identify technically compliant products and service providers;
- inform procurement packaging and sourcing strategies;
- support procurement planning activities; and
- identify suppliers that may be considered for participation in future procurement processes relating to the Smart Meter Rollout Programme.


Suppliers are strongly encouraged to participate in this EOI. While Eskom reserves the right to identify suppliers through other lawful means and sources, suppliers that do not respond to this EOI may not be reflected in the market capability assessment undertaken through this exercise. Subject to Eskom's procurement policies, delegated authority framework and applicable legislation, information obtained from this EOI may be used to identify suppliers for participation in future procurement processes related to the Smart Meter Rollout Programme.

Such future procurement processes may be conducted through various sourcing methodologies, including open competitive processes, invitation-based competitive processes, panel-based sourcing arrangements, or any other procurement mechanism permitted by Eskom's procurement framework and applicable legislation.

Submission of a response to this EOI does not constitute prequalification, registration, approval, accreditation, inclusion on any panel or supplier database, or a guarantee of

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participation in any future procurement process. Eskom reserves the right to proceed, not proceed, amend, cancel, re-scope or restructure any future procurement activity arising from this EOI.

This EOI is issued solely for market capability assessment, procurement planning and information-gathering purposes and does not constitute a tender, request for proposal, request for quotation, or commitment by Eskom to procure any goods or services.

### 3. Scope of Work:

#### Installation and commissioning

Installation and commissioning of smart meters, data concentrator units (DCU), ready board retrofit, access covers, insulation piercing connector (IPC), pole top split metering kiosks, secure pole mount data concentrator (DC) kiosk and including the decommissioning, scrapping and disposal of existing meters for the distribution division.

The scope includes the installation and commissioning of:

1. Smart meter installation (BS Footprint, Din-Rail mounted) – replacement of old non-smart meters with smart meters.
2. Pole-top box (use IPC) – installation of pole-top boxes using IPC clamps where applicable.
3. Data Concentrator (DC)– installation of new data concentrators on transformer zone or minisub installation
4. Data Concentrator (DC) Kiosk – installation of data concentrators on transformer zones and minisubs
5. Ready board retrofit – installation of retrofit ready boards where applicable.
6. Access cover – installation of access covers after removal of old ED/ BS Footprint non-smart meter to cover the live terminals where applicable.
7. Customer Data/Information Update and Collection.
8. Smart meters and DC commissioning

### 4. Technical evaluation requirements


Technical evaluation criteria the contractors of smart meters and all associated accessories

Refer to table 1 section 3.2.1 on point number 1 and 2  
table 3 section 3.2.2 on point number 2 and 3

- Submit 1EP CIDB certificate.

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NOTE: Eskom reserves the right not to perform a technical/ functional evaluation on a product that has been added to the Technically Evaluated and Accepted Product (TEAP)/ product database as this product has previously been found to be technically compliant. Where the manufacturer's product is on the TEAP list and the listed product is still valid, technical evaluation (mandatory, functionality, sample verification /factory assessment) shall be waived, and only the manufacturer's products that are not on the TEAP list shall undergo the full technical evaluation process.

The following are the tender Returnables for all the TEAP listed products

1. The tenderers are requested to submit the letter issued by Eskom confirming that their products have been approved and listed on the TEAP listing.
2. Where OEM does not have a letter issued by Eskom for the TEAP listed product, the OEM must submit a letter on their company's letterhead which must include all the Eskom approved products (TEAP listed) and the applicable model numbers/product codes.
3. Where the tenderer is not the OEM of the product, Over and above the letter indicated on item 1 or 2 above, the tenderers must ensure that they submit the Authorisation letter that confirms the agreement with the OEM.
4. It should be noted that the tenderers submitting the TEAP listed products ARE NOT required to submit any technical submissions, but only the requirements as listed on item 1 to 3 above.

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Where the submitted product meets the functional evaluation requirements, the product will be listed on the Technically Evaluated and Accepted Products (TEAP) Database on condition that all applicable certificates and type test reports are submitted to Eskom when requested and the evaluation is completed.

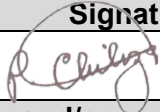
Eskom Holdings SOC Ltd ("Eskom") invites you to submit an:

- **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
Pumezile Makeba	Procurement Manager		10 July 2026
<b>Telephone number</b>	011 709 3738	<b>Fax and/or e-mail address</b>	Chilizp@eskom.co.za

<b>PART B</b> <b>RESPONSE SHEET IN TERMS OF A REQUEST FOR AN EXPRESSION OF INTEREST/ REQUEST FOR INFORMATION</b> <b>To be completed by the supplier</b>			
<b>To</b>	Eskom Holdings SOC Ltd	<b>Date</b>	
<b>Attention</b>			
<b>Tel no</b>		<b>Fax no and /or e-mail address</b>	
<b>From</b>		<b>Address</b>	
<b>Address</b>			
<b>Sender</b>			
<b>Description of the works/goods/services</b>			

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**Please find below our response to Eskom's questions:**

Provincial Footprint and Authorisation

Province	Currently installing/Installed for Eskom? (Y/N)	LV Installation	MV Installation	POE certificates held? (Y/N)	Evidence attached
Gauteng					Auth letter / POE / PO
KwaZulu-Natal					Auth letter / POE / PO
Western Cape					Auth letter / POE / PO
Eastern Cape					Auth letter / POE / PO
Free State					Auth letter / POE / PO
Mpumalanga					Auth letter / POE / PO
Limpopo					Auth letter / POE / PO
North West					Auth letter / POE / PO
Northern Cape					Auth letter / POE / PO


**POE-Portfolio of evidence:**

Annexure D Section 3.2.1, number 2 refers to the requirements of the POE.

**PO-Purchase order**

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Capacity Questionnaire	Response
Number of installation teams available	
Number of people per team	
Estimated installations per team per day	
Estimated installations per team per week	
Calibrated tools and test equipment registers attached? (Y/N)	
Do you have a valid LV (Low Voltage) authorisation? Yes/No	
Do you have a valid MV(Medium Voltage) authorisation? Yes/No	
Are you registered as an Electrical Contractor with an Installation Electrician (IE) or Master Installation Electrician (MIE) with department of labour?(Y/N)	
Have you attended line construction training for MV and LV from accredited Eskom or SETA or EWSETA institution (Y/N)	
Have you attended line construction training for Prepayment Training (Split Metering or Smart Metering) from accredited Eskom or SETA or EWSETA institution (Y/N)	
Do you have 1EP CIDB grading? Y/N	

**Are you the Main Contractor or you will be sub-contracting the installation scope?**

**Main contractor**  **Will sub-contract**

If subcontracting, name your subcontractor(s) below

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