

	Request for Information (RFI)	Document Identifier	240-72663051	Rev	4
		Effective Date	17 June 2025		
		Review Date	June 2030		
		EOI/RFI Number	E3275DXGOU		

PART A REQUEST FOR INFORMATION (RFI)

Description of the works/goods/services	Eskom seeks to appoint a specialist consultant to develop an integrated commercial, valuation, tariff, and system-configuration framework to support the implementation of its electricity trading and customer proposition. This will entail: • Current-State Wheeling and Billing Review: Review and map Eskom's existing wheeling and billing processes, including tariffs, contracts, metering, settlement, billing, system interfaces, losses, charges, refunds, taxes and adjustments for Eskom and municipal supply points. • Bill-Compatible Aggregation Design: Develop a portfolio-level aggregation model covering site and account mapping, invoice consolidation, payment and credit allocation, settlement reporting, reconciliation, dispute management, municipal participation, regulatory requirements and cost recovery • Eskom Green Energy Valuation: Develop a renewable energy valuation and pricing methodology covering existing and new-build assets, third-party PPAs, blended portfolios, generation profiles, market pricing, risks, environmental attributes and green-energy pricing structures. • Top-Up, Firming and SAWEM Tariff Design: Develop a tariff methodology for residual energy, top-up, firming, balancing, capacity and related services, incorporating market exposure, network costs, risk premiums, scenario analysis and transitional and SAWEM-aligned pricing. • Valuation and Tariff-Setting Models: Develop transparent and auditable valuation and tariff-setting models covering green energy, top-up and firming, blended customer pricing, wheeling, aggregation and settlement, with scenario analysis, sensitivity testing, risk metrics, profitability analysis and management dashboards. • Billing and Wheeling Tool Configuration Blueprint: Translate the approved commercial and settlement framework into billing and wheeling system configuration requirements, including master data, account and meter mapping, tariffs, settlement, allocation, calculation engines, workflows, controls, reconciliation, audit trails and data quality. • Commercial, Contractual and Governance Framework: Develop a commercial, contractual and governance framework covering green energy, top-up, wheeling, aggregation, environmental attributes, data sharing, risk allocation, regulatory requirements, approvals and interfaces with NTCSA, NERSA and municipalities.
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	• PPA and Transaction Templates: Develop transaction-ready PPA and commercial agreement templates covering Eskom Green energy, top-up and firming, wheeling, aggregation, metering, settlement, billing and environmental attributes, including key commercial terms, risk provisions, credit support, performance security, default, termination and dispute resolution. • Implementation Support and Knowledge Transfer: Provide documentation, system and model governance requirements, knowledge transfer and training to nominated Eskom personnel to support implementation and ongoing operation.		
Deadline for submission	E3275DXGOU	At (South African Standard Time)	10:00
Tender Office address	E Tendering All tenders should be submitted via Eskom E-tendering using the link below. https://eTendering.eskom.co.za Tenders are uploaded via Eskom Tender bulletin site on the Eskom E-tendering page and the National Treasury Tender Portal.		
RFIs are to be submitted electronically via Eskom E- tendering site by the stipulated closing date and time.	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. Closing date: 07 August 2026 Closing time: 10h00		
Electronic Submission of RFI	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.		

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	Supplier Help Manual guide and video can be found on Eskom E-Tendering page
E-tendering Help Manual for supplier	See manual attached separately as Annexure E

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

- **Request for Information (RFI)** to indicate your interest in the works/goods/services as stated in the table above.

1. Background

Eskom is developing an integrated customer proposition combining renewable energy supplied through Eskom Green, top-up and firming energy supplied by Eskom, virtual wheeling, portfolio optimisation and consolidated customer reporting. The proposition must accommodate customers with multiple Eskom and municipal points of delivery, changing load requirements and the anticipated SAWEM operating environment from 2027. The market commencement date and detailed settlement arrangements remain subject to regulatory and implementation readiness.

Eskom is developing an integrated customer proposition that combines renewable energy supplied through Eskom Green, top-up and firming energy supplied by Eskom, virtual wheeling, portfolio optimisation and consolidated customer reporting.

The proposed proposition is intended to accommodate customers with multiple Eskom and municipal points of delivery, changing load requirements and evolving electricity market arrangements, including the anticipated South African Wholesale Electricity Market (SAWEM) operating environment from 2027. The commencement date of the market and detailed market, trading and settlement arrangements remain subject to regulatory approvals, market readiness and implementation requirements.

The development of this proposition requires specialist expertise to translate the strategic concept into an implementable commercial, operational, contractual and technology-enabled model. The proposed solution must provide transparent and auditable valuation and tariff-setting methodologies, appropriate risk allocation, transaction-ready contractual frameworks and a practical configuration approach for Eskom's existing and developing billing and wheeling solutions.

Eskom therefore seeks information from suitably qualified and experienced service providers regarding their capability and experience in electricity trading, wholesale electricity markets, energy procurement, renewable energy valuation, route-to-market strategies, tariff design, risk management, wheeling, billing and settlement, market reform and transformation programmes.

The information obtained through this RFI will assist Eskom in assessing the market's capability and capacity to support the development and implementation of the proposed customer proposition and its transition into the evolving South African electricity market environment.

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2. INFORMATION TO BE REQUESTED FROM THE RESPONDENTS

Respondents may be required to submit:

- Relevant experience and track record in electricity trading, renewable energy, energy markets, PPAs, wheeling, aggregation, billing, settlement and working with utilities, municipalities and regulators.
- Technical and methodological approach covering the design of the integrated customer proposition, customer aggregation, green-energy valuation, top-up and firming tariffs, SAWEM transition and risk management.
- Valuation, tariff and financial modelling capabilities, including experience with hourly/half-hourly modelling, scenario and sensitivity analysis, risk assessment, profitability analysis and auditable model development.
- Billing, wheeling and system capabilities, including experience with metering, customer and account mapping, billing, settlement, reconciliation, invoicing, system configuration, data management and reporting.
- Commercial, contractual and regulatory expertise, including experience with PPAs, wheeling and aggregation agreements, environmental attributes, risk allocation, NERSA requirements, Eskom, NTCSA, municipalities and the South African electricity market.
- Proposed project team, including organisational structure, roles, responsibilities, qualifications and CVs of key personnel.
- Proposed project methodology and implementation plan, including project phases, key activities, deliverables, timelines, stakeholder engagement and knowledge transfer.
- Indicative commercial information, where required, including proposed fees, pricing structure and key cost assumptions.
- Supporting documentation, including client references, relevant case studies, tax and supplier compliance information, and conflict-of-interest declarations.

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We look forward to receipt of your response.

Yours faithfully

Name	Designation	Signature	Date
Bridget Seroka	Assistant officer Procurement		23 July 2026
Telephone number	011 800 6223	Fax and/or e-mail address	serokasb@eskom.co.za

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

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Please find below our response to Eskom's questions:

No.	Question	Please indicate your response in this column
1.	Describe your experience with electricity trading, wheeling, aggregation and settlement solutions.	
2.	Describe your experience in energy valuation, tariff design and financial modelling.	
3.	How would you support implementation, knowledge transfer and Eskom's transition to the SAWEM environment?	
4.	Provide indicative prices Note: any prices provided are non-binding and non-committal	
5.	What methodology would you use to develop Eskom's integrated customer proposition, including green energy, top-up and firming products?	

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