REQUEST FOR PROPOSALS (RFP)

SUPPLY, DELIVERY, INSTALLATION, COMMISSIONING, OPERATION AND MAINTENANCE OF IOT READY LED LUMINAIRES, CONTROLLERS, AND CENTRAL MANAGEMENT SYSTEMS (CMS) AT THE ELIDZ UNDER AN ENERGY PERFORMANCE CONTRACT, INCLUDING FULL FINANCING AND SHARED ENERGY SAVINGS OVER THE AGREED CONTRACT PERIOD

The **East London Industrial Development Zone SOC Ltd** is the operator of the East London Industrial Development Zone (ELIDZ), an entity which exists to help manufacturers to become globally competitive through the development and efficient management of a modern, purpose-built industrial location, which offers investing industries a streamlined business environment enhanced by a range of supporting services. The zone is already operational and currently houses a number of manufacturers that supply products for the local and international markets.

ELIDZ is committed to advancing sustainable industrial development through the implementation of innovative energy efficiency solutions that support operational excellence and environmental sustainability. As part of this commitment, ELIDZ intends to implement a Smart Street Lighting Energy Performance Contract (EnPC) to modernise and optimise its existing streetlighting infrastructure.

The project involves retrofitting existing high-pressure sodium (HPS) streetlights with high-efficiency LED lighting technology integrated with an advanced Internet of Things (IoT) control system. The solution will enable smart monitoring, remote management, improved operational performance, and enhanced energy efficiency across ELIDZ's streetlighting network.

Through this initiative, ELIDZ aims to transition its lighting infrastructure towards an Eco-Industrial Park standard by achieving measurable energy savings, reducing operational and maintenance costs, and implementing a performance-based contracting model that links service provider remuneration to verified project outcomes.

SCOPE OF WORK
Tenders are hereby invited from suitably qualified and experienced service providers for the **REQUEST FOR PROPOSAL (RFP) FOR ELIDZ ENPC LED ROADWAY LIGHTING LUMINARIES UPGRADE AND RETROFITTING.** The project will be implemented at the ELIDZ facilities located within the West Bank area of the Buffalo City Metropolitan Municipality.

The ELIDZ is aiming to implement a **shared-savings energy performance contract.** Under this contracting model, the service provider is expected to finance, implement, and maintain the energy efficiency solution and receive repayments linked to verified energy savings achieved over the agreed contract period.

Reference No.	Description / Name	Compulsory CIDB Grading	Closing Date
ES/26/RWL/EnPC/02	SUPPLY, DELIVERY, INSTALLATION, COMMISSIONING, OPERATION AND MAINTENANCE OF IOT READY LED LUMINAIRES, CONTROLLERS, AND CENTRAL MANAGEMENT SYSTEMS (CMS) AT THE ELIDZ UNDER AN ENERGY PERFORMANCE CONTRACT, INCLUDING FULL FINANCING AND SHARED ENERGY SAVINGS OVER THE AGREED CONTRACT PERIOD	4EB or 4EP, or higher	07 December 2026 at 12h00

The Services include the following summarized scope of work:

The appointed Energy Services Company (ESCO) shall provide a complete turnkey **EnPC** solution for the upgrade and optimisation of ELIDZ's existing street lighting infrastructure. The scope shall include the design, financing, supply, installation, commissioning, operation, maintenance, monitoring, and verification of an IoT-enabled smart LED street lighting system, including a shared energy savings mechanism over the agreed contract period.

The services shall include, but not be limited to, the following:

1. Conducting detailed energy assessments, technical surveys, baseline studies, and analysis of the existing street lighting infrastructure to establish current energy consumption, operating conditions, and potential energy efficiency opportunities.
2. Developing and implementing a complete energy efficiency solution, including the replacement of existing High-Pressure Sodium (HPS) street lighting infrastructure with energy-efficient IoT-ready LED luminaires, smart controllers, and associated communication technologies.
3. Supplying, delivering, installing, testing, and commissioning approximately 415 LED street lighting luminaires, controllers, and associated smart lighting equipment in accordance with the approved technical specifications.
4. Implementing a CMS to enable remote monitoring, control, fault detection, optimisation, performance tracking, and management of the installed street lighting network.
5. Developing a comprehensive Energy EnPC model, including the proposed financing structure, contract duration, savings-sharing mechanism, performance obligations, operation and maintenance responsibilities, and Measurement and Verification (M&V) methodology.
6. Providing full project financing, procurement, logistics, and implementation of the energy efficiency solution, with payments linked to verified energy savings achieved during the contract period.
7. Conducting energy savings calculations and submitting a detailed energy performance proposal demonstrating expected energy and maintenance savings, including the assumptions, modelling methodology, and projected performance improvements.
8. Developing and implementing an IPMVP-aligned Measurement and Verification (M&V) plan, including baseline methodology, key performance indicators, verification approach, roles and responsibilities, reporting frequency, and procedures for validating achieved savings throughout the EnPC period.
9. Providing a detailed project implementation plan covering project methodology, timelines, resource requirements, installation activities, testing, commissioning, and handover of the completed system.
10. Ensuring all supplied equipment complies with applicable technical standards, including relevant SANS/IEC certifications, quality requirements, warranties, and performance specifications.
11. Providing qualified and experienced resources, including project managers, engineers, technical specialists, financial specialists, operations and maintenance personnel, and M&V specialists required to successfully implement and manage the EnPC.
12. Providing ongoing operations, maintenance, monitoring, and optimisation services throughout the EnPC contract duration to ensure sustained performance, reliability of the installed infrastructure, and achievement of guaranteed energy savings.
13. Performing preventative and corrective maintenance, including fault resolution, replacement of defective equipment, maintenance scheduling, and maintaining service records for the installed infrastructure.
14. Providing monthly monitoring, verification, and performance reports detailing energy consumption, verified savings, system performance, maintenance activities, and compliance with agreed performance targets to support the shared savings payment mechanism.
15. Providing technical documentation, including equipment datasheets, drawings, commissioning certificates, operation manuals, maintenance procedures, and as-built documentation upon completion of the project.
16. Providing training, knowledge transfer, and technical support to ELIDZ personnel to ensure effective operation and sustainability of the installed smart lighting solution.
17. Demonstrating relevant experience in implementing similar LED street lighting and Energy Performance Contract projects, supported by verifiable references and evidence of successful project delivery.
18. Ensuring compliance with all applicable statutory, health, safety, environmental, procurement, and ELIDZ requirements, including submission of project-specific SHE documentation before commencement of work.

BRIEFING MEETING:
Note: There will be a non-compulsory briefing session scheduled for **25 November 2026 @ 12:00am via Teams**, to join meeting use the following details

Meeting ID: 371 099 197 360 367 0 **Passcode:** tJ2DW2af

Tenderers are encouraged to submit written questions by email to Anathi Mzantsi via e-mail to anathi@elidz.co.za on/or before **30 November 2026 at 16:00**. Responses will be sent not later than **01 December at 15:00**. It is the responsibility of the service provider to follow up with the response should there be none by 15:00 on 01 December 2026.

BID CONDITIONS:
1. Tenderers are required to submit a Valid SARS Tax Clearance Certificate with their tender, or the SARS pin code with their submission
2. Tenderers should submit a valid, original or certified B-BBEE Certificate from an accredited verification agency. Companies with annual turnover less than R10 million to submit an accountant letter confirming turnover.
3. Tenderers are required to complete and sign the ELIDZ Procurement Handbook and all applicable tender returnable documents.
4. Tenderers to provide certified copy of Company Registration Certificate
5. Tenderers to provide Letter of Good Standing from Compensation Commissioner
6. Tenderers must submit technical and financial proposals in two separate envelopes clearly marked "Envelope A -Technical Proposal" and "Envelope B – Financial Proposal". The financial proposal will only be opened should the technical proposal meet the minimum functionality requirements.
7. Non-signed "Form of Offer" the financial proposal in "Envelope B" submission will result in the disqualification of the tender.
8. Inclusion of Price Offer and/or any other price related details in "Envelope A -Technical Proposal" will result in the disqualification of the tender.
9. Tenderers must comply with all applicable Health, Safety, Environmental, and statutory requirements and submit the required SHE documentation prior to commencement of work.
10. Tenderers must provide proof of compliance with applicable electrical installation requirements, including suitably registered personnel authorised to perform electrical installation work and issue Certificates of Compliance where required.
11. In the event that the successful Bidder has been awarded the contract with value above R5 000 000.00 for the same goods/services on a consecutive basis, the successful Bidder will be required to submit a Supplier development plan for SMMEs to be agreed with the ELIDZ.
12. A registered and operational office within the Buffalo City municipal boundaries will be given preference
13. The tender will require registration with the CIDB in the category **4EB, 4EP, or higher,** this it is compulsory.
14. A service provider will be required to submit proof of registration of the staff registered with department of labour as an Installation Electrician as per Electrical Machinery Regulation 13(1) to issue the installation certificate of compliance. Failure to submit this document will result in automatic disqualification.
15. A service provider will be required to submit proof of registration with Department of labour as a Electrical Contract, this it is compulsory.

EVALUATION:
The evaluation will be guided by the ELIDZ procurement policy. Points will be awarded on the basis of Price and Specific goals.

Score breakdown:
- 80 Points for financial offer
- 20 Points for Specific goals

All tenders not providing compulsory responsive documentation and with functionality scoring less than 70%, will not be considered for the next stage of tender evaluation

PROPOSAL DOCUMENT & SUBMISSION:
The RFP documents will be available for download on **13 November 2026 at 12h00 (Noon)** at **www.elidz.co.za** under **Opportunities >> Tenders.**

To make a tender submission for an open tender you must have completed the registration process before and have an active login account. Navigate to https://tenderportal.elidz.co.za and login with your credentials captured as part of the registration process.

It will be the responsibility of the respondent to ensure that the tender/bid reaches the ELIDZ. All tender/bids documents are to be submitted online at https://tenderportal.elidz.co.za before the closing date and time of 12h00, 07 December 2026. Only PDF documents must be uploaded with a maximum size limit of 30MB per file. No tenders are to be submitted at the ELIDZ premises and No late tenders will be accepted. Hard copy document submission will not be considered.

The above is in accordance with the organization's procurement policy section 8.5.2-8.5.4

TENDER ENQUIRIES:
Questions relating to the Tender will be accepted until **16h00 pm on 30 November 2026 with responses by 01 December 2026.**

Queries relating to this tender may be addressed to: Ms A Mzantsi
T: 043 702 8200 **I E:** anathi@elidz.co.za