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ENVELOPE A – TECHNICAL PROPOSAL

TENDER NO: RFP- ES/26/RWL/EnPC/02

REQUEST FOR PROPOSAL (RFP) PACK

FOR THE SUPPLY, DELIVERY, INSTALLATION AND COMMISSIONING OF IOT READY LED LUMINAIRES, CONTROLLERS, AND CMS SYSTEM AT THE ELIDZ UNDER AN ENERGY PERFORMANCE CONTRACT(ENPC), INCLUDING FULL FINANCING AND

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START DATE: 13 November 2026
CLOSING DATE: 07 December 2026

NAME OF TENDERER: _____

TENDERER'S ADDRESS:

_____

_____

_____

East London Industrial Development Zone SOC Ltd, Reg No: 2003/012647/30, VAT No. 4900213598
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CHECKLIST FOR SUBMISSIONS

ITEM	TICK
Supporting Documentation To Be Submitted	
Accredited Valid Original or Certified B-BBEE Certificate or Letter from an Accountant confirming Annual Turnover for EMES - Sworn Affidavit confirming annual turnover and B-BEE management split of company	
Company Profile	
Valid Proof of Office Location (Municipal Clearance Certificate for confirming office address/Lease agreement/Municipal bill)	
Compulsory Documentation To Be Submitted*	
Completed and Signed ELIDZ Procurement Handbook with all relevant supporting documentation (Tax clearance etc.)	
CSD Registration Certificate	
Valid Tax Clearance Certificate or SARS PIN	
Director or (one of the Director's) of the company provides Proof of Valid registration with ECSA as (Pr Tech Eng/ Pr Eng) or Valid registration with SACPCMP as (Pr CM/ PRCPM)	
Proof of valid CIDB certificate (cf. CIDB grading) - 4EB, 4EP or higher	
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.	
A service provider will be required to submit proof of registration with Department of labour as an Electrical Contract, this it is compulsory.	
JV Participation Documentation as per section 3 (If applicable) with ***consolidated BBBEE. All parties to submit their respective mandatory documents e.g. Tax pin, CSD, Procurement handbook etc.***	
REQUIRED RETURNABLES TO BE SUBMITTED	
FUNCTIONALITY MATRIX RETURNABLE – REFER TO THE TABLE FOR SPECIFICS **Projected energy savings (%)** **Quality of Equipment** **Measurement & Verification Plan (IPMVP**	

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Implementation Plan & Timeline **Bidder Expertise and resource** **References**	
CVs and certifications of key personnel, including project manager, engineers, maintenance team, finance, and M&V specialists.	

Please Note: All the above documents must be submitted with Envelope A - Technical Proposal.

The price schedule and proposed solution costing must be submitted with Envelope B – Financial Proposal.

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RFP PACK CONTENTS

1. **Section A:** General Guidelines
2. **Section B:** Requirements Specification
3. **Annexure 1:** Procurement Handbook
4. **Annexure 2:** Reference Letter

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SECTION A: General Guidelines

FOR THE SUPPLY, DELIVERY, INSTALLATION AND COMMISSIONING OF IOT READY LED LUMINAIRES, CONTROLLERS, AND CMS SYSTEM AT THE ELIDZ UNDER AN ENERGY PERFORMANCE CONTRACT, INCLUDING FULL FINANCING AND SHARED ENERGY SAVINGS OVER THE AGREED CONTRACT PERIOD

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1 EVALUATION CRITERIA AND COMMERCIAL EQUITY GOALS

The East London Industrial Development Zone (ELIDZ) supports national transformation goals and strives to target its procurement to create opportunities for Historically Disadvantaged suppliers and service providers. In awarding this tender, preference will be given to companies with a better rating in terms of contributions towards Broad Based Black Economic Empowerment (BBBEE).

The "tender" will be evaluated in accordance with the ELIDZ Procurement Policy using the 80/20 rule i.e. 80 of evaluation points will be based on price competitiveness and 20 will be based on BBBEE status.

Score Breakdown:

- Maximum points for financial proposal and EnPC (R) = 80 points
- Maximum points for Specific goals = 20 points

Calculation of the points for financial proposal and Energy Performance Contract (EnPC):

The following formula is used:

$$Ps = R \times \left[1 + \frac{Pt - Pmax}{Pmax}\right]$$

Where:

Ps = Points scored for price of tender under consideration

R = Percentage of the price x 100 (=80)

Pt = Performance rating for financial proposal and EnPC by tender under consideration

Financial Proposal Evaluation Formula: Performance rating (P_t)

Each Financial Proposal will be assigned a performance rating (P_t) to determine the financial ranking. The formula is designed to identify the highest net value to the ELIDZ over the project lifecycle:

$$P_t = \frac{\text{Total Monetary value of Savings during the Contract (ZAR)} - \text{Total 3-Year Post-Contract Maintenance Cost (ZAR)}}{\text{Contract Duration (Years)}}$$

- The total monetary value of savings for the duration of the EnPC. (Envelope B – Price Schedule C)
- Total 3-Year Post-Contract Maintenance: The sum of all estimated maintenance and lifecycle costs for the three years following the handover. (Envelope B – Price Schedule F)
- Contract Duration: The number of years from project commissioning to the end of the EnPC term. (Envelope B – Price Schedule B)

Pmax = Performance rating of highest acceptable tender (highest Pt provided)

The tenderer achieving the highest P_t will set the value of P_{max} value and will be ranked 1st for the financial component.

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Calculation of the points for Specific Goals

A maximum of 20 points may be awarded to a tenderer for the specific goal specified for the tender. The points scored for the specific goal must be added to the points scored for price and the total must be rounded off to the nearest two decimal places.

Subject to section 2(1)(f) of the Act, the contract must be awarded to the tenderer scoring the highest points.

Preferential and specific goals shall be as per below may include:

(a) Historically disadvantaged individuals' companies (51% Black owned)
(b) Women (51% Black Women Owned) companies.
(c) Persons with disability owned companies
(d) SMMEs
(e) Service providers located in Eastern Cape Province
(f) Black Youth
(g) Any other RDP goal or preference points in favor of historically disadvantaged individuals, may be added

The tender documents shall stipulate—

(a) the applicable preference point system as envisaged in regulations
(b) the specific goal in the invitation to submit the tender for which a point may be awarded, and the number of points that will be awarded to each goal, and proof of the claim for such goal.

Tenderers are required to submit a Valid original or certified B-BBEE Certificate issued by verification agency accredited by SANS for the Generic Suppliers, for QSE's and EME's Sworn Affidavit signed under oath confirm ownership status. Failure to submit a valid B-BBEE certificate and/or sworn affidavit may result in zero points being awarded for preference.

Unincorporated Joint Ventures are required to compile a consolidated verified BBBEE certificate in order to achieve Preferential Points

The following table shall be used to convert the Specific goals criteria into points.

Table: Specific Goals Points Conversion

Estimated Rand Value inclusive of Vat	Specific Goals and Point allocation
Above R1 000 000 up to R50 000 000	**80 points for the evaluation of Parameters and Energy Performance contract as described in Envelope B** 10 points for 51% and above Black owned suppliers 5 points for Eastern Cape based suppliers 1 point for 51% and above Black Women owned suppliers 1 point for 51% and above Black Youth owned suppliers 3 points for SMMEs

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Companies with annual turnover less than R10million (Exempted Micro Enterprises or EME's) are automatically awarded a level 4 contributor status, unless the EME is Black Owned (more than 50% black ownership), in which case the enterprise will have a level 2 contributor status. EME which is 100% black owned qualifies for a level 1 contributor. In awarding the EME status, the ELIDZ shall accept a letter from an accounting firm or SARS confirming a company's turnover as less than R10m as well as a sworn affidavit confirming annual turnover and level of black ownership. B-BBEE certificates issued by non-accredited verification agencies will not be accepted as valid proof of a company's B-BBEE status.

No points will be awarded for achieving B-BBEE objectives if the total percentage scored for B-BBEE is less than 30%. All tenders with functionality less than 70% of the total functional requirements will not be considered for the next stage of tender evaluation.

The tender will be awarded to the bid with the highest number of points. A tender may be awarded to a bidder that did not score the highest number of points if reasonable and justifiable grounds exist.
Any contract offered by the ELIDZ will be based on the correctness of information submitted by the service providers. Any misrepresentation of facts by a service provider may lead to disqualification. Should such misrepresentation be uncovered after the commencement of the contracted work, the ELIDZ reserves the right to terminate the contract and recover all payments made to that service provider and any costs that may have been incurred in the process.

ELIDZ reserves the right to have the tenderer's Black Economic Empowerment Credentials verified by an independent agency. (Procurement Handbook – Annexure: 1 must be fully completed and supplementary information may be completed by service providers with a turnover of less than R10m and be accompanied by letter from an accounting firm or SARS confirming the company's or sworn affidavit turnover is less than R10m).

2 CONDITIONS OF TENDERING

- Tenderers are required to submit a Valid SARS Tax Clearance Certificate with their tender, or the relevant SARS pin code which will allow the ELIDZ to confirm the tenderers tax status on-line
- Tenderer must be registered on Central Supplier Database (CSD) from National Treasury and MAAA number must be provided
- Tenderers should submit a Valid original or certified B-BBEE certification. Companies with annual turnover less than R10 million to submit an accountant or SARS letter confirming turnover.
- Tenderers to provide certified copy of Company Registration Certificate
- Tenderers to provide Letter of Good Standing from Compensation Commissioner

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- Tenderers must submit technical and financial proposals in two separate envelopes clearly marked "Envelope A - Technical Proposal "and "Envelope B – Financial Proposal". Then the financial proposal will only be opened should the technical proposal be found to be acceptable.
- Non- signed "Form of Offer" the financial proposal in "Envelope B" submission will result in the disqualification of the tender.
- Inclusion of Price Offer and/ or any other price related details in "Envelope A -Technical Proposal "will result in the disqualification of the tender.
- The successful Tenderer will be required to have sufficient and competent staff available to commence full-time operations in accordance with the contract with effect from the Commencement Date, failing which the contract will be awarded to the next most preferred Tender.
- Registration with the CIDB in the category 4EB or 4EP or Higher is compulsory for companies wishing to submit tenders.
- For Joint Venture a lead partner has a contractor grading designation equal or higher than 3EB/3EP class of construction work or in terms of the CIDB JV Calculator
- Director or (one of the Director's) of the company provide Proof of Valid registration with ECSA as (Pr Tech Eng/ Pr Eng) or Valid registration with SACPCMP as (Pr CM/ PRCPM)
- Submit one (1) successfully completed Energy Performance Contract or equivalent performance-based project
- The following tenderers who are registered with the CIDB, or are capable of being registered prior to submissions, are eligible to submit tenders:

a. Contractors who have a contractor grading designation equal to or higher than a contractor grading designation determined in accordance with the sum tendered for a 4EP/4EB or higher class of construction work.

  - every member of the joint venture is a registered contractor in terms of these Regulations, and the lead partner has a contractor grading designation of not lower than one level below the required grading designation in the class of construction works under consideration and possesses the required recognition status; and
  - the category of registration of the joint venture, determined in accordance with sub regulation (6) is equal to or higher than the category of registration specified in accordance with sub regulation (3)."
  - A lead partner has a contractor grading designation equal or higher than 3EB/3EP class of construction work; and
  - The combined contractor grading designation calculated in accordance with the Construction Industry Development Regulations is equal to or higher than a contractor grading designation determined in accordance with the sum tendered for a 4EB/4EP class of construction work; and
  - A Joint Venture agreement is submitted together with the tender indicating shareholding percentage

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- OR
- The joint venture calculator sums up the capacity of all the joint venture partners and calculates a grading designation for the joint venture. Notwithstanding the calculated result, the following table summarizes the combinations of designations held by Joint

b. Venture partners which as a result will be deemed to satisfy the requirements for the relevant designation:

- Three contractors registered in contractor grading designation 3 of which the lead partner must be registered in the class of work under consideration.
- Or Two contractors registered in contractor grading designation 3 of which one is the lead partner registered in the class of work under consideration plus two contractors registered in contractor grading designation 3 within the class of work under consideration.
- Or One grade 4 lead partner within the class of work under consideration plus any grade combination contractors in any class of work.

PLEASE NOTE THE FOLLOWING CONDITIONS ARE APPLICABLE TO ALL TENDERS.

- The non-compulsory briefing session will be held on the 25 Nov 2025 @ 12noon. Tenderers are encouraged to submit written questions by email to Anathi Mzantsi via e-mail to anathi@elidz.co.za on/or before **01 Dec 2026 at 16:00**. Responses will be sent not later than **02 Dec 2026 at 16:00. It is the responsibility of the service provider to follow up with the response should there be none.**
- The closing date for this tender is at **12h00** on the **01 Dec 2026**. All tender documents are to be submitted online at https://tenderportal.elidz.co.za before the closing date and time.
- E-mailed, faxed, late, or incomplete proposals will not be considered;
- ELIDZ is not obligated to accept the lowest or any proposal;
- Any expenses incurred by the tenderer in preparing and submitting the proposal will be for the tenderer's account, as the ELIDZ SOC Ltd will not accept any liability in this regard;
- We reserve the right to correct discrepancies and errors as necessary with the consent of the tenderer; however, the value total of the prices shall remain unaltered;
- Proposals which do not comply with the tender conditions or which are incomplete will, as a general rule, not be considered.
- Tenderers must be registered on CSD database from Treasury.

3 SIGNATURES ON TENDERS

All tenders submitted must be signed by that individual, or by someone on his behalf duly authorized and proof of that authority must be attached. All tenders submitted by a company must be signed by a person duly authorized thereto

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by a resolution of the Board of Directors, a copy of which resolution, duly certified by the Chairman of the company can be submitted with the tender.

If the tender is submitted by a joint venture of more than one person and/or companies and/or firms it shall be accompanied by:
A certified copy of the original document under which the joint venture was constituted. This document must clearly define the conditions under which the joint venture will function, as well as the duration and participation of the several constituent persons and/or companies and/or firms.
A certificate signed by or on behalf of each participating person and/or company and/or firm authorizing the person who signed the tender to do so.

In instances of a joint venture, each participating person and/or company and/or firm must complete and submit Annexure A (Procurement Handbook) with the tender together with all profit sharing percentage information.

4 AREA OF SERVICE/POINT OF DELIVERY

The delivery of services will be required at the ELIDZ office, Lower Chester Road, Sunnyridge, East London.

5 SPECIAL CONDITIONS APPLICABLE TO THIS CONTRACT

Service Providers must note the following special conditions of contract will apply to this contract:

Modification of any applicable terms of reference of this contract must be mutually agreed between the parties and reduced to writing.

- VAT: Unless otherwise stated all prices will be inclusive of **Value Added Tax.**
- All services provided must comply and be in accordance with pertinent laws and policies of government.

Where the SERVICE PROVIDER has incurred any liability to the CLIENT, whether arising from or under this Agreement or otherwise howsoever arising, the CLIENT may, without notice to the SERVICE PROVIDER set-off the amount of such liability against any liability of the CLIENT to the SERVICE PROVIDER arising from or under this Agreement, whether either such liability is liquidated or unliquidated, present or future, accrued or contingent, unless otherwise agreed to in writing by the CLIENT.

In the event that the successful Bidder has been awarded the contract with value above R 5 000 000.00 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.

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Where there is no designated sector, ELIDZ may decide to include a specific bidding condition that only locally produced goods or services with a stipulated minimum threshold for local production and content, will be considered, on condition that such prescript and threshold(s) are in accordance with the specific standards determined by the dti in consultation with the National Treasury.

6 COMPANY / FIRM PROFILE

A brief company profile is required, to assist ELIDZ in assessing your capabilities, capacity and competitive advantages.

7 INADEQUATE SERVICE LEVELS AND PERFORMANCE

In instances of transgression of a more serious nature, should the ELIDZ during the contract period for any reason regard the Service provider's service levels and performance against this contract as being inadequate or not to the ELIDZ's satisfaction, the details will be reduced to writing, clearly headed " Inadequate performance" and sent to the service provider. In the event that the service provider is unable to remedy the complaints to the ELIDZ's satisfaction within 14 days of such notice of inadequate performance, ELIDZ reserves the right to immediately cancel this contract and recover costs in terms of the Service Agreement.

8 SERVICE LEVEL AGREEMENT

The successful tenderer will be required to enter into a written Service level agreement with the ELIDZ which will be based on the Energy Performance contract proposed by the winning bidder, which will include Section A and B and include such terms and conditions as Management may require or prescribe to give effect to in terms of its legal obligations.

The EsCO will be required to have a liability of the Guarantee at 5 % of the capex investment value. The time to deliver the Deed of Guarantee is 21 days upon the date of signing off the award letter.

9 PRICE BASIS

ELIDZ requires the tender price to remain firm for the validity period of hundred and eighty (180) days after the closing date of the tender. The tender price shall be in South African Rand.

Where prices are subject to variation it must be noted that no prices are to be revised or invoiced, without prior mutual agreement and official modification of the contract.

10 PAYMENT TERMS

A maximum payment processing period of thirty (30) days will be enforced for the shared savings. The thirty-day period is effective from the date a complete claim is received. A complete claim requires the following to be processed:

- Agreed and signed M&V documents for the payment period in question (monthly)

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- Original invoices;
- Original covering letter of approval by the ESCO where applicable;
- Original covering letter of approval by the relevant ELIDZ official where applicable.
- Statement of accounts

All information relating to the ELIDZ's customers (and potential customers), systems, operating procedures etc. is confidential and to this end, the successful tenderer will be required to enter into a Confidentiality Agreement with the ELIDZ.

11 SUFFICIENCY OF TENDER

The tenderer shall satisfy itself before tendering, as to the correctness and sufficiency of its tender for the project. The tenderer shall ensure that the rates and prices it has stated in the schedules cover all the obligations included in the tender and sufficient for the proper completion of the project.

12 TENDERER'S CONDITION

All tenderer's shall be deemed to have waived, renounced and abandoned any terms and conditions printed or written upon any stationery used by the tenderer for the purpose of, or in connection with the submission of this tender.

13 DISQUALIFICATION

Respondents are advised that should there be any contact with ELIDZ staff and the Adjudication Team which could in any way be seen or deemed to constitute a conflict of interest, bribe or otherwise influence the process and the outcome thereof, will result in immediate disqualification.

It must be stressed that any queries relating to this tender must be in writing and within the period of one week from the date of the briefing session, and must be addressed to the Project Manager only. Respondents are not to communicate in any manner or form whatsoever with members of ELIDZ personnel about the RFP until the winning service provider has been selected and such selection has been formally communicated to the public. Any such communications by Respondents with ELIDZ personnel or with persons other than the Project Manager may prejudice a Respondent, and may lead to disqualification from consideration for selection. The ELIDZ cannot accept responsibility for the accuracy of any information obtained outside the formal communication process as stipulated.

Any misrepresentation, in particular as it relates to the truthfulness of involvement of HDI's at both ownership level, management and operational level will also result in immediate disqualification.

14 SHERQ COMPLIANCE (IF APPLICABLE)

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Before starting work, the successful service providers must produce the following for approval:

1. Project specific Safety, Health & Environmental (SHE) Risk assessments,
    a. SHE Risk assessments to include activity specific risks, service providers risk to the ELIDZ and the ELIDZ risk to them;
2. SHE plans and safe work procedures must be developed to respond to project specific activities as well as to identified risks: for example (waste management plans, fall protection plans etc.);
3. List of applicable PPE required;
4. Letters of Good standing with workman's compensation where applicable;
5. Applicable legal appointments - as required;
6. List of chemicals and related Material Safety Data Sheets;

All of the above must be included in a SHE file together with:

1. Copy of scope of work;
2. Copy of appointment;
3. PPE issue register;
4. Requisite training / competency certificates where applicable;
5. Medicals as applicable to the nature of the work (for example, there must be medicals for employees who will be working at heights to confirm that they are fit to work at heights);

15 ACCEPTANCE OF TENDER IN WHOLE OR IN PART

The ELIDZ reserves the right to accept the complete tender as submitted by the tenderer or alternatively, to accept only specific "areas of work" (or parts of "areas of work") of the tender as it sees fit.

Accordingly tenderer's are advised to ensure that all prices submitted against each "area of work" are sufficient to cover the tenderer's entire obligation as defined in these documents, required to provide each specific "area of work".

16 POPIA

By submitting this tender, the bidder hereby consents to providing the ELIDZ with personal information as provided in the Protection of Personal Information Act 2013 (POPIA).
The ELIDZ undertakes to:

1. It will take all reasonable steps and precautions to preserve the integrity of bidders Personal Information and to prevent any corruption or loss of such data.
2. It will not do any of the following: copy, compile, collect, collate, process, store, transfer, alter, delete, interfere with or in any other manner use the bidders Personal Information as described in the Act for any purpose other than with the express prior written consent of the bidder.

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3. Utilize the personal information provided for the purposes of assessment of the tender submitted by the bidder and contracting with the successful bidder as the case may be.
4. It will immediately inform the bidder in writing if any Personal Information relating to it has been compromised. The ELIDZ undertakes to immediately inform the bidder in writing as to how it will manage such compromise and what steps will be taken to rectify the situation.
5. Due and reasonable care of the bidders personal information and not to share the said personal information with any third party unless you have authorised such disclosure or the release of such information is required by law.
6. At all times strictly comply with its obligations under Data Protection Legislation.
7. Subject to legislative, regulatory, contractual and other legitimate conditions, the respective bidder has certain rights in terms of how their information is processed. The bidder can request access to information or guidance on how to lodge a complaint from or direct a request to exercise afforded rights to the ELIDZ Information Officer, or his/her deputy/ies, or the Information Regulator.
8. It will maintain guidelines, policies or procedures for the retention or destruction of data and will retain it only as long as necessary for the identified purposes or to meet legal requirements or policies.
9. It shall implement and maintain, at its cost and expense, appropriate, reasonable technical and organisational measures to prevent loss of, damage to or unauthorised destruction of Personal Information and unlawful access to or Processing of Personal Information.

The ELIDZ shall not incur any liability for costs, loss or damage arising from the use of inaccurate or incomplete data provided by or on behalf of the bidder.

17 METHOD OF SUBMISSION

The RFP document will be available for download at no cost on **13 Nov 2026** at **12h00** (Noon) from the East London Industrial Development Zone website: www.elidz.co.za under Opportunities >> Tenders All tender documents are to be submitted online at https://tenderportal.elidz.co.za

No late tenders will be accepted.

Telegraphic, telephonic, telex, facsimile and e-mail tenders will not be accepted.

The ELIDZ reserves the right:

1. To negotiate with the successful tenderer and/or
2. modify the RFP's goods / service(s) and request Respondents to re-bid on any changes;
3. reject any Proposal which does not conform to instructions and specifications which are detailed herein;
4. disqualify Proposals submitted after the stated submission deadline;
5. disqualify Proposals submitted that do not meet the goods or services specifications;
6. disqualify Proposals submitted that do not meet the necessary functionality where required;
7. not necessarily accept the lowest priced Proposal;
8. reject all Proposals, if it so decides;
9. place an order in connection with this Proposal at any time after the RFP's closing date;
10. split the award of the order/s between more than one Supplier/Service Provider; or
11. make no award at all;

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12. ELIDZ reserves the right not to award business to the highest scoring bidder/s where objective criteria justify the award to another bidder.
13. The ELIDZ does not bind itself to accept your (or any) proposal, nor will it disclose any information regarded as confidential.

East London Industrial Development Zone SOC Ltd, **Reg No:** 2003/012647/30, **VAT No.** 4900213598
Directors: Mr A Kanana (Chairperson), Mr T. Zweni (CEO - Ex officio), Dr Z. Dweba, Cllr T Tempi, Mr S. Gqalangile, Ms N. Penxa, Ms N. Sonjani, Ms P. Dhlamini, Ms N. Mnconywa, Mr M. Mlota

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SECTION B: Requirements Specification

FOR THE SUPPLY, DELIVERY, INSTALLATION AND COMMISSIONING OF IOT READY LED LUMINAIRES, CONTROLLERS, AND CMS SYSTEM AT THE ELIDZ UNDER AN ENERGY PERFORMANCE CONTRACT, INCLUDING FULL FINANCING AND SHARED ENERGY SAVINGS OVER THE AGREED CONTRACT PERIOD

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Directors: Mr A Kanana (Chairperson), Mr T. Zweni (CEO - Ex officio), Dr Z. Dweba, Cllr T Tempi, Mr S. Gqalangile, Ms N. Penxa, Ms N. Sonjani, Ms P. Dhlamini, Ms N. Mnconywa, Mr M. Mlota

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1. Introduction

The East London Industrial Development Zone SOC Ltd operates the East London Industrial Development Zone (ELIDZ), an entity dedicated to helping manufacturers achieve global competitiveness. This is accomplished through the development and efficient management of a modern, purpose-built industrial location that offers a streamlined business environment enhanced by a range of supporting services. The ELIDZ is a greenfield development transforming over 400 hectares of prime land into a world-class industrial location.

The zone features six individually fenced sub-zones, each designed to meet specific manufacturing needs. It boasts excellent internal roads, including a newly built dual carriageway capable of accommodating both light and heavy vehicles, including 22m-long interlinks. All sites within the ELIDZ are fully serviced with access to utilities and ICT infrastructure and are in close proximity to key transport networks.

Located on Buffalo City's West Bank, adjacent to the East London port and airport, the ELIDZ is operational and currently hosts several manufacturers that supply products to both local and international markets. As the ELIDZ remains operational, tenders are invited from relevant service providers for the provision of various maintenance services on the premises.

2. Considerations

2.1. Requirements Considerations

The score achieved for quality functionality will be assessed using the following criteria, each of which will be scored individually up to the maximum number of points indicated (failure to submit the relevant information will result in zero score for that section).

FUNCTIONALITY EVALUATION MATRIX

Evaluation Areas	Evaluation Criteria	Total Max Points	Item Max Points	Evaluation Description
Projected energy savings (%)	• 15 points ≥75% (clear baseline, credible modelling) • 12 points 50–59% (well supported assumptions) • 9 points 35–49% (acceptable) • 6 points 15–34% (low ambition) • 0 points <15% or unclear model	15	15	The bidder must, as part of the proposal, submit a detailed energy savings calculation

Evaluation Areas	Evaluation Criteria	Total Max Points	Item Max Points	Evaluation Description
Quality of Equipment	• 15 points All major equipment has national/international certification (SABS, IEC), ≥5-year warranty – The ESCO (i.e. the bidder) is Tier 1 SANEDI registered. • 12 points Good-quality, reputable brands, some missing documents, >5years warranty • 9 points Acceptable quality, warranty <3 years or standard specs only • 6 points Weak documentation, unknown brands • 0 points No specs or quality control details	**15**	15	This part of the evaluation scores the quality of the equipment proposed and its responsiveness to the detailed technical specifications
Measurement & Verification Plan (IPMVP)	• 10 points Full IPMVP compliance, clear KPIs, responsibilities, frequency • 7 points Partial IPMVP application or unclear methodology • 5 points Generic plan, lacks detail • 3 points Weak M&V with gaps • 0 points No M&V provided	**10**	10	The bidder must propose a detailed M&V plan for the duration of the proposed energy performance contract
Measurement & Verification (M&V) Protocols Experience	• 10 points: Demonstrated experience in applying recognised M&V protocols (e.g. IPMVP) in three or more reference projects. • 7 points: Demonstrated experience in applying recognised M&V protocols in two reference projects. • 5 points: Demonstrated experience in applying recognised M&V protocols in one reference project. • 3 points: Limited M&V experience, with insufficient evidence of applying recognised protocols (e.g. IPMVP). • 0 points: No evidence of M&V protocols experience provided.	**10**	10	The bidder must demonstrate proven experience in applying recognised M&V protocols, such as IPMVP, in previous projects.
Implementation Plan & Timeline	• 10 points ≤6 months, detailed timeline, resource plan provided • 7 points 6–9 months, minor uncertainties • 5 points Acceptable timeline, some missing detail	10	10	The bidder must propose a detailed implementation plan for delivery, installation and commissioning of the equipment requested in

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Evaluation Areas	Evaluation Criteria	Total Max Points	Item Max Points	Evaluation Description
	• 3 points >9 months or weak planning • 0 points No implementation plan			detailed technical specifications below
Bidder Expertise and resource	**Project Manager CV** Academic qualifications • Master's Degree in Electrical Engineering, Energy Engineering or Renewable Energy (additional qualification) • BEng/BSc/BTech Electrical Engineering or equivalent	5 3	5	The bidder must submit CVs for a qualified team that will be responsible both for the installation and commissioning of the equipment and for managing the energy performance contract over the proposed contract duration
	Work History Experience (Street Lighting & EnPC Projects) • More than 10 years relevant experience • 8–10 years relevant experience • 5–7 years relevant experience in street lighting, electrical distribution or energy efficiency projects • Less than 5 years relevant experience	8 6 3 0	8	
	Professional Registration & Relevant Project Experience • Successfully completed 3 or more municipal LED streetlight/EnPC projects of similar scope and complexity • Successfully completed 1–2 municipal LED streetlight or energy performance projects within the last 10 years	7 5	7	
References	Provide 3 relevant verifiable references on the ELIDZ template.	**20**	20	Scores will be allocated based on the scores from the referees

NB: Minimum points required to proceed to the next evaluation phase is 70 out of 100.

2.2. Financial Considerations

Payments will be monthly instalments of the verified savings over the duration of the contract with a share of 20% (to be proposed by the bidder) going to ELIDZ. Milestones will be monthly over …… years (duration to be proposed by bidder) according to the commencement date agreed upon in the energy performance contract .

2.3. Time Constraints

The East London Industrial Development Zone would like this project to commence during …… after the signing of the energy performance contract.

2.4. Area of Service and Facilities

The delivery of services will be required at the East London IDZ offices, Lower Chester Road, Sunnyridge, East London or anywhere the service is required.

3. Detailed Requirements

3.1. Scope

The bidder shall (cf. Envelope B) propose a complete model on which the energy performance contract will be based, including details of the financing, sharing of the savings, operation and maintenance, and M&V over the energy performance contract duration (which is to be proposed), together with the equipment specified in the attached technical specifications.

The detailed technical specifications are attached.

4. Response Format

4.1 Project Approach

4.2 Project leader experience

4.3 Project implementation team (engineers, M&V specialists, operations and maintenance team, financial specialists etc.))

4.3.1 Detailed Energy performance contract proposal, including a detailed model for expected energy savings, financing, savings sharing, M&V protocol, energy performance contract duration, as well as a detailed proposal for the requested equipment

4.4 References

- Provide 3 relevant references on the ELIDZ forms template
- In the event the referee does not possess a company stamp. The referee should submit a letter on company letterhead confirming sign-off of ELIDZ forms template

Please forward any queries to: Mrs Anathi Mzantsi at the following contact details:

E-mail: anathi@elidz.co.za

Tel: (043) 702 8200

Fax: (043) 702 8251

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ANNEXURE 1

PROCUREMENT HANDBOOK

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ANNEXURE 2

REFERENCE LETTER