



**EEC RFP 02 OF 2026/2027
INVITATION TO BID
FOR
SMART METER LOCAL MANUFACTURING
TECHNICAL AND FINANCIAL PARTNER
PROCUREMENT
CLOSING DATE: 29 June 2026
TIME: 17H00**

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INVITATION TO BID

This is a confidential request and all information, including this request for proposal (“RFP”), should be treated as such. You are therefore prohibited from discussing or divulging the existence or contents of this RFP or any other information relating to this RFP to any third party without the prior written consent of Eswatini Electricity Company (“EEC”).

This is an invitation to all credible Smart Meter Manufacturers (electrical and Water) to interested in partnering with the EEC or its designated subsidiary in designing, financing, constructing/establishing and operating a Smart Meter Manufacturing Plant in Eswatini (“Project”). The final terms and conditions, including project structure for delivering the project will be determined based on the terms and conditions proposed by the best evaluated bidder as well as subsequent negotiations between the two parties (best evaluated bidder and the EEC).

1 INTRODUCTION

Through this project, the EEC aims to achieve the one of its strategic imperatives of having reliability and agility of supply in its high use or demanded inventory items as well as price affordability, predictability and stability with respect to these items of which meters form a part of.

2 OBJECTIVES

The objective of this Request for Proposals (the “RFP”) is to identify the person (natural or juristic but preferably juristic) with technical and financial capability as well as verifiable track record in the running a Smart Meter Factory and producing Smart Meters meeting the minimum specification articulated below. This person will be expected to partner with the EEC or its designated subsidiary probably through a Special Purpose Company or Vehicle (full and further details are however expected from the proposals of bidders) in establishing and operating a Smart Meter factory in Eswatini. The EEC or its subsidiary expects to hold equity in any proposed project company.

3 BUSINESS CASE

The EEC currently procures meters and smart meter from international suppliers. It spends a minimum of E10 million (circa \$610,000) to E80 million (\$4,9 million) per annum procuring units of either single or three phase meters. The demand for Smart meters is anticipated to increase by 50 -100% as EEC moves to (1) convert its current 300,000 customers from conventional meters to smart meters over the next few years and (2) is presently delivering an internationally financed project that must electrify a minimum of 30,000 new connections by 2030. It must thus install a minimum of one smart meter in each new installation. Through this aforementioned forecasted demand and routine annual maintenance or replacement of damaged meters, the EEC provides primary guaranteed off-take of the smart meters in Eswatini. There are, however, three other big companies in the country that run and manage their own company or private townships that are potential customers. The Kingdom of Eswatini is also a member of Southern African Customs Union (SACU), Common Market for Eastern and Southern Africa (COMESA) and African Continental Free Trade Area (AcFTA) to mention these three. It is thus connected to regional and continental markets that are a strong potential market for the envisaged company's products.

4 Minimum Specification

Single and Three phase Meters meeting the following minimum specification:

Single Phase DIN Rail PLC Split Smart Meter with CIU

- Network: 1P2W; 230V; 5(80)A; 50Hz
- Measurement: kWh +/-; kvarh
- Accuracy: Class 1
- Modes: Basic STS kWh, Postpaid with TOU
- Billing: Energy and Maximum Demand with Time of Use (TOU) or PREPAID mode
- Load Profile: 8 Channel
- Smart Functions: Prepaid or Postpaid Modes, Remote Disconnect, Load Limiting, Anti Tamper, Modular Communication options, Firmware Upgradable
- Communications: Uplink Modules:, GPRS, Ethernet or WIFI, G3 PLC CIU
- Standards: STS; DLMS/COSEM; IEC 62055-31, NRS049, IDIS, G3-PLC
- Four-quadrant measurement

Three-Phase Smart Meter Specifications

- Network: 3P4W; 230V; 5(100)A; 50Hz
- Measurement: kWh +/-; kvarh; KVA
- Accuracy: Class 1
- Modes: Basic STS kWh, Postpaid with TOU
- Billing: Energy and Maximum Demand with Time of Use (TOU) or PREPAID mode
- Load Profile: 8 Channel
- Smart Functions: Prepaid or Postpaid Modes, Remote Disconnect, Load Limiting, Anti Tamper, Modular Communication options, Firmware Upgradable
- Communications: Uplink Modules:, GPRS, Ethernet or WIFI, G3 PLC CIU
- Standards: STS; DLMS/COSEM; IEC 62055-31, NRS049, IDIS, G3-PLC

- Four-quadrant measurement

5 PROPOSAL INSTRUCTIONS

5.1 *Sealed Bid*

An emailed response to this RFP should be submitted on or before **Monday 29 June 2026 by 1700 hours** per the following instructions:

Subject: “**EEC RFP 02 of 2026/2027 - INVITATION TO BID FOR SMART METER LOCAL MANUFACTURING TECHNICAL AND FINANCIAL PARTNER PROCUREMENT**”

To: bongani.chauke@eec.co.sz

Copy: thabiso.masina@eec.co.sz

Please note that your email submission must be confirmed as received by EEC to qualify as a valid submitted proposal.

EEC reserves the right to reject any and all proposals, waive any informalities or irregularities, re-advertise for proposals, or take any other such actions that may be deemed to be in the best interest of EEC.

Proposals may be submitted before the closing date. Late proposals will not be accepted.

5.2 *Proposal Response*

Each proposal should address all pertinent areas and be specific. Any conditions should be clearly stated. Failure to disclose substantive terms, conditions, or covenants may result in rejection of the proposal.

Detailed response to speak to, amongst other;

- i) Technical and Financial capability in Smart Meter manufacturing . ;
- ii) Firm and clear intent to establish a local manufacturing and/or assembly line in Eswatini.
- iii) Corporate structuring, indicative pricing or price structuring, local employment indications and justification and skills transfer plan, in the case expatriate skills are unavoidable.

5.3 *Questions and Additional Information*

Proposers shall refrain from contacting any member of the EEC Board, management and staff regarding this RFP during the selection process. Requests for clarification must be directed in writing to bongani.chauke@eec.co.sz, copy thabiso.masina@eec.co.sz no later than 29nd June 2026. All questions and answers will be distributed to all respondents.

6 EVALUATION OF PROPOSALS – CRITERIA

Proposals will be evaluated on, amongst other technical experience, financial capability and equity allocation to the EEC as is more fully detailed below:

Commercial and Technical Evaluation Criteria

6.1 Commercial Criteria

The criteria shall include:

- (a) articulation of reasonable and/or acceptable investment conditions;
- (b) inclusion of all cost components required such as installation, training, inspection or proving, commissioning, in addition to the total cost of establishing the plant.
- (c) non-cost factors such as presence or absence of investment incentives (be they fiscal, financial or regulatory) demanded or not. The reasonableness or absence of the same will be evaluated more favourably.

6.2 Technical Criteria

Shall be:

Technical	Description	Maximum Points %
Approach and Methodology	<p>Overall Technology offering clear on capacity of plant and up to international standard, including on specification, standard and quality assurance</p> <p>The Tenderer shall present a comprehensive smart metering (AMI) solution, The AMI solution shall support DLMS/COSEM communication architecture shall demonstrate interoperability with third-party Head End Systems and Meter Data Management Systems. The AMI solution should comply with internationally accepted cybersecurity principles for smart metering infrastructure, including secure communication, encryption,</p>	25

	authentication, firmware integrity and access control.	
	The tenderer submission shall include detailed quality assurance systems, certification (ISO 9001, ISO 14001, ISO 45001), and proven manufacturing quality processes.	
	Systems Integration – including with respect to gateway/data intergrators and backnone infrastructure and system.	15
	Detailed work plan with timeframes for the overall project/plant establishment and certification processes	10
Maximum Points		50
Relevant Experience	Smart Meter Manufacturing Experience The tenderer proposal shall clearly demonstrate capability to produce smart meters, compliant with IEC standards (e.g., IEC 62052, IEC 62053, IEC 62056) and applicable SANS62052, SANS 62053, SANS 62056/SABS standards, as well as alignment with NRS specifications (e.g., NRS 049,, NRS 047, NRS 071, STS) for metering and revenue protection. (supported with reference letters from clients)	10
	AMI/System Integration Experience Proven experience in deployment and integration of AMI systems, including large-scale projects involving meter rollout, communication infrastructure, and backend systems. Experience	10

	within Southern Africa or similar regulatory environments will be an added advantage.	
Maximum Points		20
Localisation and Impact	Quantum or extent of Shareholding offered or reserved for the EEC or its subsidiary	10
	Skills Transfer or Local Staffing Plan	5
	Contribution to local Digital and Inventory Supply Ecosystem Demonstration of contribution to the local inventory and supply ecosystem, including sourcing of materials locally where feasible, development of local suppliers, and support for long-term industrial growth.	5
Maximum Points		20
Total Score for Technical Proposal		90
Minimum Acceptable Score for Technical Proposal		63

Financial evaluation Criteria

6.3 Financial Criteria

Shall include:

- (a) Total Investment Cost
- (b) Debt and/or equity structuring and Internal Rate of Return or other similar return on investment indicator.
- (c) Capital, (if any or willingness to undertake) and Operational Expenditure, including anticipated inventory outlay;
- (b) taxes, duties and levies;

7. DETERMINATION OF BEST EVALUATED TENDER OR TENDERS

- 7.1 The Tender with the lowest evaluated financial proposal/price, including when investment incentives, if any, are factored from among those which are eligible, compliant and substantially responsive shall be the best evaluated Tender.

8. IMPORTANT NOTICE

Without any liability being accrued to or imputed on the EEC, this process may be cancelled by EEC at any time prior to award. The EEC reserves the right to accept or reject any RFP response and to cancel the RFP and reject all replies prior to announcement of successful bidders.