



**EEC RFP 03 OF 2026/2027  
INVITATION TO BID  
FOR  
CABLES AND ANCILLARY PRODUCTS LOCAL MANUFACTURING  
TECHNICAL AND FINANCIAL PARTNER PROCUREMENT  
CLOSING DATE: 3 July 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 Cables and Ancillary Products Manufacturers (electrical and Water) to interested in partnering with the EEC or its designated subsidiary in designing, financing, constructing/establishing and operating a Cables and Ancillary Products 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 Cables and Ancillary Products Factory and producing Cables and Ancillary Products 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 Cables and Ancillary Products 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 Cables and Ancillary Products from international suppliers. It spends a minimum of E120 million (circa \$7.3 million) to E400 million (\$24,6 million) per annum procuring units of cables and related or ancillary material . The demand for Cables and Ancillary Products is anticipated to increase by 50 -100% as EEC moves to install the last line distribution network of at least 8,000 kilometres by 2030 under an internationally financed project it is delivering as well as planned and unplanned annual maintenance it undertakes on a 30,000 kilometre long network that is increasingly battered by climate change induced storms. Through this aforementioned forecasted demand and routine annual maintenance or replacement of damaged meters, the EEC provides primary guaranteed off-take of the Cables and Ancillary Products 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

Item	<b>ACSR conductors' Specification.</b>
1	FOX WIRE CONDUCTOR ACSR; FOX WIRE CONDUCTOR ACSR; 190AMPS , 8.37MM 6/1/2.79MM SANS 182-3; 3000M PER WOODEN DRUM
2	MINK WIRE CONDUCTOR ACSR; MINK WIRE CONDUCTOR ACSR; 260 AMPS, 10.9, 6/1/3.66MM, TO SANS 182-2; WOODEN DRUM 1500M PER DRUM
3	HARE WIRE CONDUCTOR ACSR; HARE WIRE CONDUCTOR ACSR, 360 AMPS , 14.1 X 105MM2 6/1/4.72MM TO SANS 182 PART 3, 1500M X WOODEN CABLE DRUMS
4	FOX DEAD END PREFORMED; FOX DEAD END PREFORMED, GALVANIZED STEEL, COLOUR BLUE, TO SANS 61284 - 80 UNITS PER BOX

5	MINK SIDE TIES; MINK SIDE TIES, COLOUR RED, GALVANIZED STEEL TO SANS 61284, 80 UNITS PER BOX
6	HARE SIDE TIES STEEL GALVANIZED; HARE SIDE TIES STEEL GALVANIZED; COLOUR BROWN TO SANS 182;; 80 UNITS PER BOX
7	FOX DEAD END PREFORMED; FOX DEAD END PREFORMED, GALVANIZED STEEL, COLOUR BLUE, TO SANS 61284 - 80 UNITS PER BOX
8	MINK DEAD END; MINK DEAD END, GALVANIZED STEEL, COLOR ; (RED) TO SANS 178, 80 UNITS PER BOX
9	HARE DEAD END COLOUR BROWN; HARE DEAD END COLOUR BROWN; 6X9-18MM CONDUCTOR DIA TO SANS 182 STEEL, PACKAGING DETAILS 80 UNITS PER BOX
Item	<b>ABC conductors' Specification.</b>
1	ABC CONDUCTOR 35MM <sup>2</sup> X 1 CORE + 35MM <sup>2</sup> BARE NEUTRAL 600/1000V(ABC)TO SANS 1418, 500M PER WODDEN DRUM
2	ABC 35MM <sup>2</sup> X 3 CORE WIRE CONDUCTOR + 50MM <sup>2</sup> BARE NEUTRAL 600/1000V(ABC)TO SANS 1418, 500M PER WODDEN DRUM
3	ABC CONDUCTOR 70MM <sup>2</sup> X 3 CORE, ALUMINUM LV XPE + 50MM <sup>2</sup> BARE NEUTRAL 600/1000V(ABC)TO SANS 1418, 500M PER WODDEN DRUM
4	ABC 95MM <sup>2</sup> X 3 CORE WIRE CONDUCTOR, ALUMINUM LV XLP + 50MM <sup>2</sup> BARE NEUTRAL BARE SUPPORT CABLE 600 / 1000V (ABC) SANS 1418
5	ABC PRE-INSULATED FERRULE; 35MM <sup>2</sup> ; ABC PRE-INSULATED FERRULE; 35MM <sup>2</sup> ; TO MAKE AN ELECTRICAL JOINT BETWEEN TWO AERIAL BUNDLED CONDUCTORS; MUST CONFORM TO SANS 1418
6	ABC PRE-INSULATED FERRULE; 70MM <sup>2</sup> ; ABC PRE-INSULATED FERRULE; 70MM <sup>2</sup> ; TO MAKE AN ELECTRICAL JOINT BETWEEN TWO AERIAL BUNDLED CONDUCTORS; MUST CONFORM TO SANS 1418
7	ABC PRE-INSULATED FERRULE; 95MM <sup>2</sup> ; ABC PRE-INSULATED FERRULE; 95MM <sup>2</sup> ; TO MAKE AN ELECTRICAL JOINT BETWEEN TWO AERIAL BUNDLED CONDUCTORS; MUST CONFORM TO SANS 1418

8	ABC PRE-INSULATED BIMETALLIC LUG:95MM; ABC PRE-INSULATED BIMETALLIC LUG: 95MM^2: INFUSED WITH GREASE TO PREVENT WATER INGRESS: MUST CONFORM TO SAN 50483-4:2014.
9	ABC PRE-INSULATED BIMETALLIC LUG: 35MM^2; ABC PRE-INSULATED BIMETALLIC LUG: 35MM^2: INFUSED WITH GREASE TO PREVENT WATER INGRESS: MUST CONFORM TO SANS 1418
10	ABC PRE-INSULATED BIMETALLIC LUG: 70MM^2; ABC PRE-INSULATED BIMETALLIC LUG: 70MM^2: INFUSED WITH GREASE TO PREVENT WATER INGRESS: MUST CONFORM TO SANS 1418
11	IP RATED FUSE HOLDER; USED IN ABC NETWOR; IP RATED FUSE HOLDER; USED IN ABC NETWORK TO CONNECT 'NH' TYPE OF FUSES: DESIGNED FOR FULL LOAD SWITCHING WITH FUSE OF DISCONNECTOR BLADES UP TO THE RATED CURRENT: MUST CONFORM TO SAN 50483-4:2014.
12	SUSPENSION CLAMP; SUSPENSION CLAMP, FOR ABC 35-50MM, 8KN MIN FA, HEAVY DUTY BOX, 36 UNITS PER BOX
13	STRAIN WEDGE CLAMP; STRAIN WEDGE CLAMP, FOR ABC 35-50MM, 14KN MIN, 35-50MM, ABC CLAMP STRAIN WEDGE 35-50MM, HEAVY DUTY BOX, 36 UNITS PER BOX
14	END CAP FOR ABC; END CAP FOR ABC, 35-70MM, UV STABLE,35-70MM; 100 PER PLASTIC BAG, 5000 IN A BOX
15	END CAP FOR ABC; END CAP FOR ABC, 70-95MM, UV STABLE,70-95MM; 100 PER PLASTIC BAG, 5000 IN A BOX
16	IPC BLUE CLAMP FOR ABC,; IPC BLUE CLAMP FOR ABC, BI-METALIC, 35-95MM - ABC CLAMPS, 35-95 (M) 6-25(T) BARE NEUTRAL / INSULATED BARE / INSULATED CONDUCTOR, 200...
17	IPC BLACK ABC CLAMPS; 35-95MM TTD201; IPC BLACK ABC CLAMPS; 35-95MM TTD201, 3039; D3039 R15 SAP 0165496,IEC STANDARD 61238/61952, 160 UNITS PER BOX

## 5 PROPOSAL INSTRUCTIONS

### 5.1 *Sealed Bid*

An emailed response to this RFP should be submitted on or before **Monday 3 July 2026 by 1700 hours** per the following instructions:

Subject: **“EEC RFP 03 of 2026/2027 - INVITATION TO BID FOR CABLES AND ANCILLARY PRODUCTS LOCAL MANUFACTURING TECHNICAL AND FINANCIAL PARTNER PROCUREMENT ”**

To: [bongani.chauke@eec.co.sz](mailto:bongani.chauke@eec.co.sz)

Copy: [thabiso.masina@eec.co.sz](mailto: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 Cables and Ancillary Products 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](mailto:bongani.chauke@eec.co.sz), copy [thabiso.masina@eec.co.sz](mailto:thabiso.masina@eec.co.sz) no later than 22<sup>nd</sup> 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 %
<b>Approach and Methodology</b>	<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 provide a comprehensive technology and manufacturing approach, clearly detailing the capacity of the proposed plant, production processes, and adherence to internationally recognized standards. The proposal shall demonstrate compliance with IEC standards for ACSR conductors (e.g., IEC 61089/SANS 61089 (SABS adopted standard) and ABC cables (e.g., IEC 60502, IEC 60228/SANS 60811, SANS 60332), in addition ABC systems shall confirm to applicable NRS guidelines (e.g. NRS 016/relevant distribution specifications.</p>	25
	<p>Preparedness to also manufacture ancillary but critical components such as .....</p> <p>The Tenderer shall demonstrate preparedness to manufacture ancillary but critical components, including but not limited to fittings, lugs, clamps, connectors, and accessories required for overhead</p>	15

	and distribution systems, ensuring full system compatibility and supply chain completeness.	
	<p>Detailed work plan with timeframes for the overall project/plant establishment</p> <p>A detailed project implementation plan shall be provided, including timelines for establishment of local manufacturing facilities, commissioning of plant, technology transfer, and commencement of production. The plan shall clearly define milestones, resource allocation, and risk mitigation measures.</p>	10
<b>Maximum Points</b>		50
<b>Relevant Experience</b>	<p>Cables and Ancillary Products Manufacturing Experience</p> <p>Demonstrated experience in the manufacture of ACSR conductors, ABC cables, and related ancillary products, including proven track record of supplying utilities or similar projects (demonstrated with reference letters from utilities confirming supply of such materials), with evidence of compliance of materials with IEC/SANS/SABS standards.</p>	10
	The Tenderer shall further provide evidence of a fully developed Quality Assurance System, including certification to ISO 9001 (Quality Management Systems), and where applicable, ISO	

	14001 (Environmental Management) and ISO 45001 (Occupational Health & Safety). Accreditation of manufacturing facilities	
<b>Maximum Points</b>		10
<b>Localisation and Impact</b>	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 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
<b>Maximum Points</b>		20
<b>Total Score for Technical Proposal</b>		80
<b>Minimum Acceptable Score for Technical Proposal</b>		56

## **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.