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BRIEFING SESSION: NON-GRID ELECTRIFICATION TENDER

18 October 2019

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BACKGROUND



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- The Non-Grid Electrification Programme is about provision of energy to rural communities where there is unavailability of networks, infrastructure and where the topography is unsuitable to connect grid electricity
- Over 180 000 Solar Home Systems have been installed predominately in Limpopo, EC, NC, KZN and WC
- The Cabinet approved new Household National Electrification Strategy in June 2013. The strategy seeks to address the backlog of 3.4 Million households without electricity by ensuring that 97% of all households have access to energy by 2025 by means of grid and cost effective off-grid technologies
- About 120 000 will receive non-grid electricity across the country by 2025, and with regard to this tender Department intention is to provide over 50 000 SHS over three year period subject to budget availability

BACKLOG

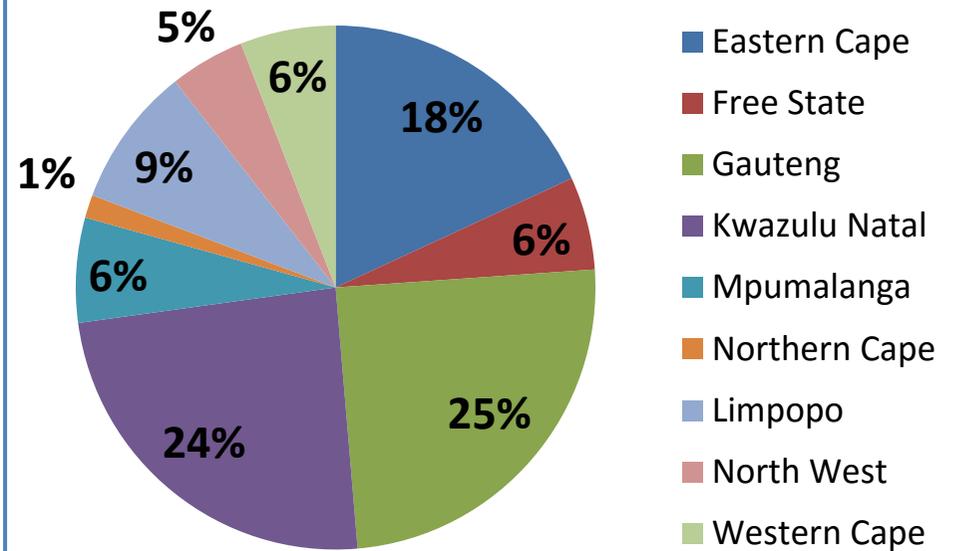
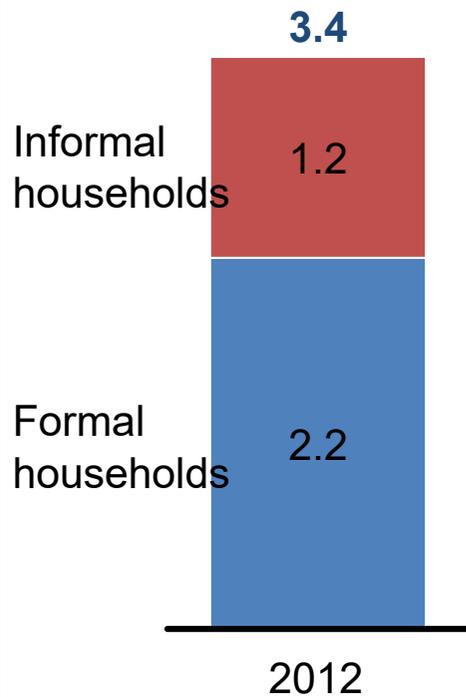


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Number of connections outstanding

Million connections



NETWORK STATUS



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Legend

Province

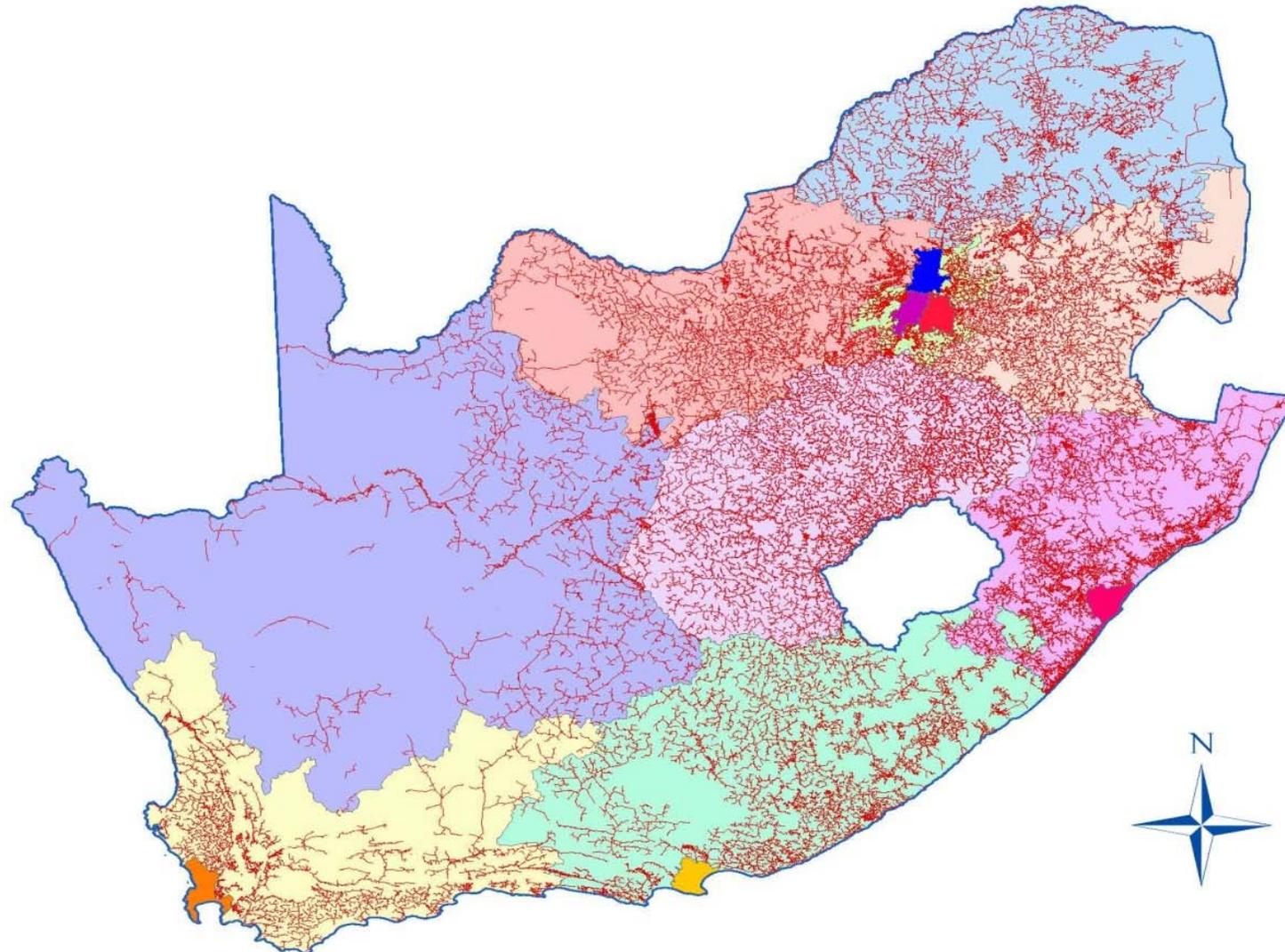
- EASTERN CAPE
- FREE STATE
- GAUTENG
- KWAZULU-NATAL
- LIMPOPO
- MPUMALANGA
- NORTH WEST
- NORTHERN CAPE
- WESTERN CAPE

District Munics

- DC's

METRO

- Cape Town
- Durban
- East Rand
- Johannesburg
- Port Elizabeth
- Pretoria



PROCESS

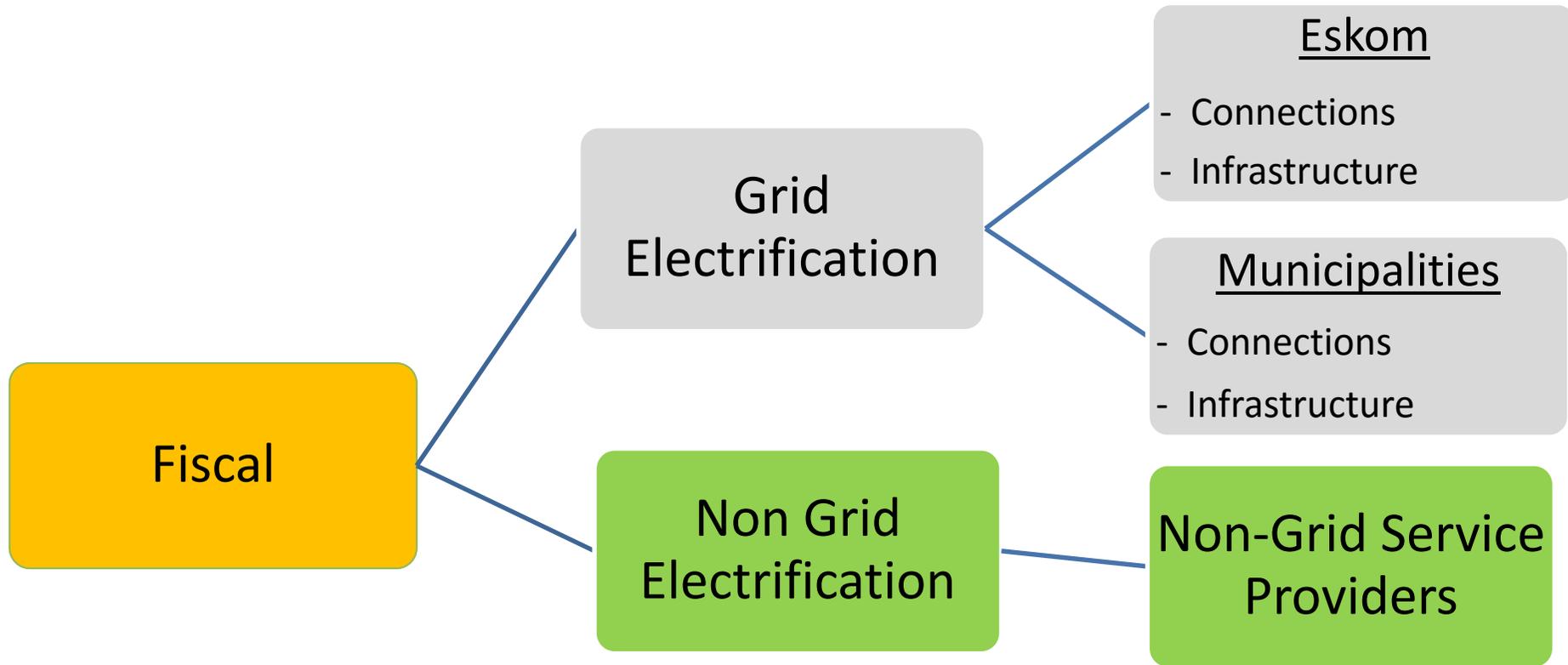


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- Municipality identify areas of need
- Municipal apply for non grid service and attach Council resolution indicating support and the maintenance plan of the project
- Department assess application in terms of backlog studies, networks studies ,electrification plans and available budget.
- confirm the project if in line with Masterplan/Eskom
- Letter of approval will be sent to the municipality with the name of the contractor who will implement the project
- Stakeholder engagements (social and contractual obligations)
- Implementation and Reporting

FUNDING MODEL



ABOUT THE TENDER



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GENERAL

- Duration for this contract will be up till March 2022
- Targeting to achieve over 15000 SHS connections this financial year and about 40 000 in the next two years subject to funding availability
- Department reserve the right to appoint more than one service providers
- Pre-qualification (30% to be subcontracted and contracting to form part of the bid)
- Department may verify infrastructure of the preferred bidders including testing of the prototype system

FINANCIAL SUBMISSION

- List of items to be quoted “price list” has been attached as part of the tender package
- Financial projections including income statement, balance sheet and cash flow will be submitted by the service provider
- Confirmation of acceptance of guarantee security obligations
- Letters of intent or other indication of support from potential financier
- Financial Submission will be relevant once the technical submission exceeded the required functionality threshold which is 70%

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TECHNICAL ASPECTS (6 items)

The bidder needs to provide sufficient detail about the proposed system design, performance, warranties applicable, compatible appliances/services, etc.

- System design and performance of 95-100Wp system (components, integration, energy management, energy availability)
- Battery Management strategy
- Theft prevention strategy
- System User friendly documentation (design)
- Local content of supply (SATS 1286)
- Innovative technical approaches

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OPERATIONAL ASPECTS (8 items)

The bidder's operational plan should ensure that the systems are correctly installed, that sufficient end-user training ensures optimal system usage, that systems are effectively maintained over the determined period and that there is sufficient communication between customers and service providers.

- Quality of proposed customer managements system
- Customer engagement strategy
- User training on system operation (training)
- System maintenance approach
- Business model outline
- Local job creation/training
- Exercising warranties
- Data management



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THANK YOU