Request for Proposal (RFP) reference number	E3754CXMWPGFD
Issue date	3 November 2026
Submission date and time	24 November 2026 at 12h00
RFP validity period	12 months from the submission date and time
Tenders are to be submitted electronically via Eskom E- tendering site by the stipulated closing date and time. **Please note it is the responsibility of the supplier to ensure that the tender submission is submitted before the closing time**	All tenders should be submitted via Eskom E-tendering https://etendering.eskom.co.za/ Please note it is the responsibility of the supplier to ensure that the tender submission is submitted before closing time.

Dear Sir/Madam

REQUEST FOR PROPOSAL FOR MUNICIPAL DEBT RECEIVABLES MONETISATION AND RECOVERY SOLUTIONS

Please take note that 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 our prior written consent.

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Eskom Holdings SOC Ltd Reg No 2002/015527/30

1. DEFINITIONS

"B-BBEE Act"	the Broad-Based Black Economic Empowerment Act No. 53 of 2003
"Tenderer"	Any corporate service provider or consortium that submits responses to this RFP as per procurement procedures
"RFP Response"	any reply submitted by a Tenderer in response to the requirements of this invitation
" Submission Date"	the date identified as the RFP Response Submission Date
"Eskom"	Eskom Holdings SOC Ltd, registration number 2002/015527/30, as incorporated pursuant to the Eskom Conversion Act No. 13 of 2001
"PFMA"	the Public Finance Management Act No. 1 of 1999
"Preferential Procurement Policy Framework Act" or "PPPFA"	the Preferential Procurement Policy Framework Act No. 5 of 2000

2. BACKGROUND

Eskom has large receivables outstanding related mainly to its municipal customers. For purposes of this RFP, Eskom is requesting proposals for Municipal Debt Receivables Monetisation and Recovery Solutions in respect of a selected municipality or a cluster of municipalities or a district. The specific municipalities will be determined by Eskom and agreed upon after evaluation of proposals.

3. OBJECTIVE

The objective of this RFP is to solicit proposals from credible institution(s) to recover outstanding debt from multiple selected municipalities while ensuring payment of current

account and not compromising the obligations under the Distribution Agency Agreement process.

4. ELIGIBLE TENDERERS

Tenderers must be recognised firms with proven experience in providing working capital solutions, including structures that may be applicable to municipal debt. Tenderers are deemed **ineligible** to submit a proposal if they have the nationality of a country on any international sanctions list. A Tenderer shall be deemed to have the nationality of a country if it has the status of a national or is constituted, incorporated, or registered and operates in conformity with the provisions of the laws of that country.

5. CONFLICT OF INTEREST

A Tenderer shall not have a conflict of interest. All Tenderers found to have a conflict of interest shall be disqualified. Tenderers must submit a form, see **Annexure A**, stating that none of its personnel have any involvement or interest in Eskom and any of its subsidiaries and likewise no Eskom personnel have any involvement or interest in the Tenderer's business with the response to this document or influence the decisions of Eskom during the bidding process.

A Tenderer may also be considered to have a conflict of interest with one or more parties in this RFP process, if they have a relationship with each other, directly or through common third parties, which puts them in a position to have access to information about or influence on the proposal of another Tenderer.

Alternatively, the bidder must disclose **ALL** such information in its response submission containing sufficient disclosure regarding any interests that may result in an actual or potential conflict of interest. Where any potential or actual conflict of interest arises after the submission of the proposal or during the term of the potential mandate, the Tenderer shall be obliged to immediately notify Eskom thereof in writing. Note that Eskom reserves the right to disqualify a Tenderer or terminate the services as service provider if there is, in the opinion of Eskom, any actual or perceived conflict of interest.

The bidder is to disclose anyone involved in its business that is a Domestic Prominent Influential Person (DPIP) as per section 3 of the Financial Intelligence Centre Act (FICA).

6. COSTS OF TENDERING

The Tenderer shall bear all costs related to the preparation and submission of their RFP responses. Eskom shall in no way be responsible or liable for any of these costs regardless of the conduct or outcome of the procurement process.

7. PARTNERSHIPS

Provisions of the Preferential Procurement Policy Framework Act (PPPFA) of 2011 and its regulations will apply in terms of awarding points. Tenderers are required to submit original and valid B-BBEE Status Level Verification Certificates or certified copies thereof together with their responses, to substantiate their B-BBEE rating claims. Tenderers who do not submit their B-BBEE status level verification certificates or are non-compliant contributors to B-BBEE will not qualify for preference points for B-BBEE.
To assist Eskom with its transformation and B-BBEE objectives, it is proposed that the Tenderer enhance their team with their choice of B-BBEE financial advisory firms.

8. SCOPE OF REQUIREMENT

The successful bidder will be required to provide the following information related to proposed solutions for multiple selected municipalities' debt:

i. Overview and description of the proposed solutions.
ii. Indicative term sheet for the proposed solution, including high level terms and conditions.
iii. Related cost and fees.
iv. Indicative timeline for execution of the proposed solution.
v. Provide evidence of a track record of implementing the proposed solutions, including examples relevant to municipal debt or comparable receivables.
vi. Provide insight on how the proposed solutions will impact the current payment obligations of the municipal to Eskom and the Distribution Agency Agreement process.

9. MANDATORY RESPONSE REQUIREMENTS

The RFP response should cover all the criteria stipulated in the attached Annexure A and must be a maximum of 30 pages, Arial font size 11. In addition, the Tenderer must submit the following:

- Signed integrity declaration form,
- Company profile and relevant experience,
- Company registration documents,
- Provide contactable references,

- Evidence of registration with applicable recognised professional body,
- Original or certified copy of B-BBEE verification certificate,
- Original or certified copy of Tax clearance certificate,
- Audited Financial Statements of the tenderer for the previous 18 months, or to the extent that such statements are not available, for the last year,
- CSD number,
- Pricing must be inclusive of VAT.

Failure to submit the original response, copies of the tender and integrity declaration form will disqualify your submission. Failure to submit B-BBEE verification certificates will not result in disqualification but will impact the scoring.

10. EVALUATION CRITERIA

Responses must cover the evaluation criteria set out below and in **Annexure B**. RFP Proposals that do not meet the 70% threshold for the technical scoring will not qualify to be evaluated further and subsequently disqualified. Tenderers that meet the 70% threshold will be ranked using the applicable 90/10 preferential point-scoring system. Price will be scored out of 90 points, while B-BBEE status will be scored out of 10 points in accordance with the PPPFA.

Technical Criteria	**Weighting**
Legal Structure	40%
Description of structure.	20.00%
The term sheet sufficiently defines the legal and financial obligations.	20.00%
Transaction Readiness	40%
Provide timelines to financial close for the solution.	15.00%
Provide structure of all costs associated with solution i.e., setup cost, on-going costs.	5.00%
Impact analysis of proposal on current payment obligations of the municipal to Eskom and the Distribution Agency Agreement process.	20.00%
Credence of parties	20%
Number of similar solutions successfully executed domestically and internationally in the last 20 years exceeding ZAR100 million, including municipal debt or comparable receivable structures.	10.00%
Number of years the firm has demonstrable experience in municipal debt structures; or comparable receivables monetisation, recovery, or financing solutions.	10.00%

Following the scoring of the technical criteria the highest-ranking tenderer after consideration for pricing will be considered for contracting**.**

11. LODGING OF PROPOSALS

Your submission titled **"TREASURY RFP – MUNICIPAL DEBT RECEIVABLES MONETISATION AND RECOVERY SOLUTIONS"** must be lodged via an electronic copy submitted through https://etendering.eskom.co.za. Late proposal will not be accepted.

12. DISCUSSIONS

Eskom reserves the right to call upon a Tenderer to discuss its proposal in more detail as and when deemed necessary.

Shortlisted candidates should expect that on short notice, the core implementation team will be required to attend a one (1) hour clarification meeting during which thirty (30) minutes will be dedicated to the presentation of the proposal followed by a thirty (30) minutes question and answer session.

13. QUERIES/CLARIFICATION

Should there be questions/clarification or queries regarding this RFP please contact the following Eskom representatives listed below. Please note that correspondence should only be in writing by email.

Name: Francois Venter	**Name:** Liugi Van Der Merwe
Email: VenterFrJ@eskom.co.za	**Email:** vdMerwLC@eskom.co.za

The tenderer will notify the Employer of any clarifications required before the closing time for clarification queries, which is 4 working days before the deadline for tender submission.

14. IMPORTANT NOTICES

Even though Eskom has exercised all efforts in good faith to prepare the information contained in this document, neither it nor any of its directors, partners, employees, sub-contractors, intermediaries, or agents, provide any assurances or guarantees, explicit or implied, in relation to this RFP. No representation or warranty, express or implied, is given by Eskom, or any of its respective directors, partners, employees, sub-contractors, intermediaries, or agents as to the accuracy or completeness of any of the contents of this RFP.

By issuing this RFP, Eskom does not undertake any obligation to provide any further information, or to correct any inaccuracies in this proposal, or to correct any omissions, which become known at any time. Any costs and expenses incurred by the persons who replied to this RFP, or by their agents or advisers, will be the sole responsibility of such persons and Eskom does not undertake to cover such costs.

This enquiry may be cancelled by Eskom at any time prior to deciding on it, if it is not deemed necessary to continue with the procurement process due to a substantial change in circumstances, or if public interest and welfare dictate such.

Eskom reserves the right to accept or reject any RFP Response, and to cancel the RFP and reject all replies prior to the announcement of the successful Tenderers.

Yours sincerely



Kabelo Masike
GENERAL MANAGER, TREASURY
Date: 27 October 2026

ANNEXURE A

INTEGRITY DECLARATION FORM

(Form to be completed and signed by tenderer as Invitation to RFP returnable)

1. DECLARATION OF INTEREST

I/We understand that any natural/legal person, including employees of the State and/or those related to an Eskom employee/director (as per the definition of "related" set out hereunder), may tender to Eskom. However, in view of possible allegations of favouritism (the practice of showing favour to, or giving preference to some person/group, to the detriment of, or at the expense of another that is entitled to equal treatment or an equal opportunity), should the resulting tender, or part thereof, be awarded to such natural/legal person, as described herein, it is required that the *tenderer/s* declare such interest/relationship where:-

- the *tenderer/s* employees/directors are also employees/contractors/consultants/ directors in the state or a state-owned entity.
- the *tenderer/s* employees/directors are also employees/contractors/consultants/ directors of Eskom.
- the *tenderer/s* employees/directors are also employees/contractors/consultants or directors in another entity together with Eskom employees/consultants/contractors/ directors.
- the *legal person/s (including its employees/contractors/directors/members/ shareholders)* on whose behalf the tender documents are signed, is in some other way "related" to an Eskom employee/contractor/consultant/director involved in the tender evaluation/tender adjudication/tender negotiation. "Related" meaning that: -
    - an individual is related to another individual of they are married or live together in a relationship like marriage.
    - or are separated by no more than two degrees of natural or adopted consanguinity or affinity.
    - an individual is related to a juristic person if the individual directly or indirectly controls the juristic person, as determined in accordance with the definition of "control" (as per Companies Act section 2(1)); and

    - **a juristic person is "related" to another juristic person if: -**
        - (1) either of them directly/indirectly controls the other, or the business of the other, as determined in accordance with the definition of

"control" (as per Companies Act section 2(1)).

- (2) either is a subsidiary of the other; or

- (3)a person directly/indirectly controls each of them, or the business of each of them, as determined in accordance with the definition of "control".

- the *tenderer/s* and one or more of the *tenderers* in this tendering/RFP process have a controlling partner in common, or a relationship with each other, directly or through common third parties, that puts them in a position to have access to information about or influence on the tender/proposal/response of another tenderer or influence the decisions of Eskom regarding this bidding process.

To give effect to the provisions above, please complete the table hereunder with all required information. **Full Name & Capacity/ Position within tenderer (e.g., employee/Director/member/ owner/shareholder)**	**Confirm and provide details (including employee number) if you are a State/State owned entity employee/contractor/ director**	**Full Names & Capacity/Position of Eskom employee/ director/ consultant and details of the relationship or interest(marital/ familial/personal/ financial etc.)**	**To your knowledge is this person involved in the evaluation/ adjudication/ negotiation of tenders**

1. If any employee/director/member/shareholder/owner of Tenderer/s is also currently employed by Eskom, state whether this has been declared and whether there is

authorisation(Y/N) to undertake remunerative work outside public sector employment and attach proof to this declaration. _____

2. Do the tenderer/s and other tenderer in this tendering/RFP process share a controlling partner or have any relationship with each other, directly or through common third parties? (Y/N) If yes, attach proof to this declaration. _____

I declare that I have read and understood the provisions of the Integrity declaration form, that all information furnished herein is correct, that it is understood that the Tenderer's proposal/response may be rejected, and that Eskom will act against the Tenderer should any aspect of this this declaration prove to be false.

Signature:	
Designation and capacity in which signing:	
Date:	

ANNEXURE B

Technical Criteria	Sub-weighting	RFP particulars (response)	Weighting
Legal Structure	100%		40%
Description of structure. i.e.: • Type of solution and rationale • Transaction parties and roles • Legal form and ownership • Mechanics and cash flows • Recourse and risk allocation • Eligibility of receivables • Interaction with current account and the Distribution Agency Agreement	50.00%	Provided with clear description and detailing the mechanics of the structure = 5 Not Provided = 0	20.00%
The term sheet sufficiently defines the legal and financial obligations.	50.00%	Provided = 5 Not Provided = 0	20.00%
Transaction Readiness	100%		40%
Provide timelines to financial close for the solution.	37.50%	Provided with clear description = 5 Not Provided = 0	15.00%
Provide structure of all costs associated with solution i.e., setup cost, on-going costs.	12.50%	Provided with clear description and detail = 5 Provided = 2.5 Not Provided = 0	5.00%
Impact analysis of proposal on current payment obligations of the municipal to Eskom and the Distribution Agency Agreement process	50.00%	Provided with clear description and detail = 5 Provided = 2.5 Not Provided = 0	20.00%
Credence of parties	100%		20%
Number of similar solutions successfully executed domestically and internationally in the last 20 years exceeding ZAR100 million, including municipal debt or comparable receivable structures.	50.00%	Number of transactions: 10 or more transactions = 5 points 5 or more transactions = 2.5 points 1 transactions = 1 point 0 transactions = 0 points	10.00%
Number of years the firm has demonstrable experience in municipal debt structures; or comparable receivables monetisation, recovery, or financing solutions.	50.00%	Experience: > 20 years - 5 points Between >15 - 20 years - 4 points Between 10 - 15 years - 3 points Between 5 - 10 years - 2 points Between 1 - 5 years - 1 point	10.00%

Total Technical Score	**100%**