MARKET ANALYSIS END-USER INPUT

1. DEFINE COMMODITY

1.1 Description of the Commodity

The EPCM services involve managing contractors for solar PV project implementation across 12 Transnet Pipelines (TPL) sites over three years. This includes engineering oversight, procurement coordination, construction supervision, quality assurance, and compliance monitoring to ensure projects meet technical, regulatory, and sustainability requirements. The service provider will ensure cost control, risk management, and alignment with TPL's Net Zero initiative, delivering energy cost savings and enhanced energy security.

1.2 Is the procurement requirement listed in the National Treasury Annual Procurement Pipeline / Plan (APP)

No

1.3 Short Background of the Need

The sourcing event is driven by TPL's Net Zero initiative, requiring solar project implementation to minimize carbon footprint, reduce electricity costs, and ensure energy security.

1.4 Indicate Sector

Engineering and Professional Services

1.5 If Engineering Construction, which category

N/A

1.6 CIDB or Non-CIDB

N/A

1.7 Sub-contracting opportunity. Identify areas of the work that could be sub-contracted or List categories of works formulating the scope of work

Areas of the work that could be sub-contracted / List of categories of works	Percentage (%) over estimated contract value
i. Structural Engineer	**5%**

1.8 Estimated contract value: (excluding VAT)

What's the estimated contract value	**R16 729 656.00**

1.9 Summary of Cost Breakdown: (excluding VAT)

Cost Element	Value
Project management	**R 3 405 539.00**
Feasibility and Concept Design	**R 3 709 763.00**
Procurement Support	**R 770 106.00**
Construction Management	**R 4 551 262.00**
Quality Management	**R 415 800.00**
Health, Safety and Environmental	**R 359 920.00**
Commissioning	**R 456 390.00**
Provisional Sums	**R 1 540 000.00**
Contingencies	**R1 520 876.00**

1.10 Envisaged Contract Duration

3 years.

1.11 Frequency of the acquisition/usage of the goods/service

One-time project-based contract.

1.12 Proposed Contracting Strategy

Was Contracts Management consulted?	**Yes**
The proposed contracting strategy	NEC – PSC
The proposed Pricing Option	Option G

2. Service Providers / Suppliers

2.1 List of Known Market Players

Name of Service Providers / Suppliers	Local / Foreign-Base
i. LESEDI	**Local Based**
ii. ZEAL	**Local based**
iii. SOLA Group	**Local Based**
iv. Juwi Renewable Energy	**Local based**
v. Lamo Solar	**Local Based**

2.2 List of names of companies that tendered for this type of supply of goods/services in the last instance that Transnet went out on tender for this provision or related RFI.

Name of Service Providers / Suppliers	Local / Foreign-Base
N/A	

2.3 Other Market Dynamics or any additional information with regards to the role players

No

3. Procurement Mechanism

3.1 Selected the proposed Procurement Mechanism

Was SCM consulted?	Yes
The proposed Procurement Mechanism	Open Tender

3.2 Assess alternative options to fulfil a need. *(i.e., existing contract, the approved list, Specialist Unit to fulfil demand and etc.)*

a) Alternative options exist (Yes / No)	No
b) If yes, why is the option not considered	Open Tender

3.3 Is there any association/registration bodies for the specified commodity i.e. CIDB, PSIRA or industry related bodies

N/A

3.4 Technical pre-qualification Decision *(List of technical pre-qualification criteria)*

i. **Pr. Eng Certified Electrical Engineer**
ii. **Pr. Eng Certified Structural Engineer**
iii. **PrCPM Project Manager**
iv. **CSM Safety Manager**

3.5 Other additional information on Procurement Management or Evaluation Methodologies

Company Experience, Key Personal Experience

4. Risk Management (i.e. General project risks)

Risks Identified	Potential Impact	Mitigation measure
Delayed Contractor Performance	Project timeline overruns	Strict contractor monitoring & milestone-based payments
Budget overruns	Increased project costs	Implement cost control mechanisms & contingency planning

5. The following technical risks has been identified by the End User and mitigated.

End User Risk	Mitigated (Yes/No)	How

6. COMPLEXITY

6.1 Technicality

High	Medium	Low
	X	

6.2 Participants in the Sectors

High	Medium	Low
X		

6.3 Strategic Importance to TPL

High	Medium	Low
X		

Completed by:

Ndabezinhle Ndlovu
Energy Engineering Technician
Date : 07/08/2026

Recommended by:

Hlompho Mafusing
Acting Principal Electrical Engineer
Date : 07/08/2026