	Request for Information (RFI)	Document Identifier	240-72663051	Rev	1
		Effective Date	01 August 2016		
		Review Date	October 2027		
		RFI Number	E1087CXEAL		

PART A REQUEST FOR INFORMATION (RFI)			
<b>Description of the works/goods/services</b>	RFI for the Design and Delivery of Business Appreciation Workshop/Training – Development of Trading and Bidding simulations / board games		
<b>Deadline for submission</b>	13 June 2025	At (South African Standard Time)	10H00
<b>Tender Office address</b>	E Tendering  All tenders should be submitted via Eskom E-tendering using the link below. <a href="https://eTendering.eskom.co.za">https://eTendering.eskom.co.za</a> Please note, it is the responsibility of the to ensure that the tender submission is submitted before the closing date and time.		

**Eskom Holdings SOC Ltd** (“Eskom”) invites you to submit an:

- Request for information (RFI) to submit information for the works/goods/services as stated in the table. This RFI is a stand-alone information-gathering and market-testing exercise, intended only to inform and assist Eskom’s further deliberation and development of a strategy for the Delivery of Business Appreciation Workshop – Development of Trading and Bidding simulations / board games. Eskom may request indicative prices if so, stated in this RFI.

Eskom has delegated the responsibility for this RFI to:

Lebohang Motaung

Email: motaunlo@eskom.co.za

We look forward to receipt of your response.

Yours faithfully



Damela Mathetja


Corporate Procurement Manager

14 May 2025

Date:

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## 1. Background information

As a key player in the energy sector, Eskom recognizes the importance of fostering a deeper understanding of our business operations, challenges, and opportunities. This RFI aims to acquire services of a consultant to design and facilitate an engaging trading and bidding board game that simulates current electricity sector to participate in a free market system, teaching players about market dynamics, profit maximization and loss, return on equity and strategic flexibility also taking in consideration new technologies.

Create awareness and understanding of the current electricity sector design through the development of a trading and bidding simulation/board game that aligns with the Generation future business strategy covering key markets and financial instruments namely: Power Purchase Agreements (Capacity, Energy and Ancillary Services); Day ahead markets participation; Intraday trading and balancing. (Reference: Generation Strategy 2024; EPDM Rules; Draft Market Code


## 2. OBJECTIVE OF THE RFI

The gameboard simulation aims to achieve the following:

1. Simulate the dynamics of wholesale electricity markets, where large scale energy buyers and sellers engage in contracts (Bilateral – Physical/ Financial (Contract for differences CFD's) potentially separated into forward looking quarters.
2. Input parameters for adequate forward planning needs to be considered and incorporated that is specific Eskom Power Plant namely:
  - a. Plant performance projections (Energy availability factors; Planned Outages (PCLF); forced outage rate (UCLF) and other Capacity Losses (OCLF).
  - b. The simulation of major plant incidences is required to be induced during the simulation that would trigger the following aspects:
    - i. Changes to manpower and labor costs
    - ii. Increased spares costs
    - iii. Additional overnight/ emergency procurement costs
  - c. Cost of spares required for maintenance activities either planned or unplanned.
  - d. Employment and recruitment costs associated with plant operations such as additional plant outage teams to managed planned and forced outages as well as

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additional plant operating teams including manpower cost optimization through staff either upskilling or retrenchments and associated costs.

- e. Procurement of external resources/services through the contracting of additional maintenance companies.
  - f. Level of market exposure and risk management strategies per forward looking quarter relating to the extent of capacity contracted through existing PPA 's and then remaining capacity hedged through additional CFD's.
  - g. Power plant fuel requirements:
    - i. Tied Mine coal production and associated projected costs relating to the type of mine contracts namely: Fixed Price or Cost-Plus contracts and related prices as well as payments thereof.
    - ii. Negotiations could be facilitated between the mine and the power plants in managing changes to previous pricing.
  - h. Plant dispatch based on trading strategies as well as related updates to plant dispatch positions due to changing conditions.
  - i. Income
    - i. Debtors
    - ii. Ash sales
    - iii. Carbon Credit Sales
  - j. Other Expenses to be incorporated namely:
    - i. Transmission Use of System charges
    - ii. Corporate services overheads
    - iii. Interest
    - iv. Depreciation
3. Incorporate the mechanisms and platforms for energy trading (Day Ahead; Intraday; Balancing, Ancillary Service's)
  4. Agreements between energy producers and cooperate buyers.
    - a. Income statement management based on forward looking quarterly planning and associated trading strategies.

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5. Contracts between utility companies for both Fossil fuel, nuclear and renewable energy (short- and long-term trading agreements) dispatched and non-dispatched Could be PPA or purely hedging (CFD's)e.g.,
6. Development of Trading strategy and learnings (Low risk low reward; High risk high reward etc)
7. Technology and tools
8. Optimal plant mix that achieves business strategic objectives (MES; financial sustainability etc)
9. Aggregated to industrial customers.

#### Conditions

- It should take a maximum of 4 days with 4- 5 rounds. An interval of 2 hours
- Quarters: 4 in game simulation
- Number of teams 4 – 6 teams maximum
- Target group and number of participant min and max to be defined (Who should attend).
- How are we going to measure impact?
- Venue – Eskom Academy of Learning EAL Midrand campus

### 3. CLARIFICATION MEETING

#### RFI Clarification Meeting Details:

Date: 19 May 2025

Time: 10H00

Venue: MS Teams

Link: [Click here to join the meeting](#)

#### 4. Submission


All RFIs should be submitted via Eskom E-tendering on:

<https://eTendering.eskom.co.za>

**For tender submission instructions please refer to the E-tendering Help Manual for suppliers.**

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<b>PART B</b> <b>RESPONSE SHEET IN TERMS OF A REQUEST FOR INFORMATION</b> <b>To be completed by the supplier</b>			
<b>To</b>	Eskom Holdings SOC Ltd	<b>Date</b>	
<b>Attention</b>	Lebohang Motaung		
<b>Tel no</b>		<b>Fax no and /or e-mail address</b>	
<b>From (Company Full Name)</b>		<b>Business Address</b>	
<b>Company Physical Address</b>			
<b>Sender</b>			
<b>Description of the works/goods/services</b>	RFI for the Design and Delivery of Business Appreciation Workshop/Training – Development of Trading and Bidding simulations / board games		

Please find below our response to Eskom's questions:

No.	Please submit the following Information	Tick
1.	Your contact's name and contact details	
2.	Company profile, Capability and Related Experience in Development of Trading and Bidding simulations / board games	
3.	Company Central Supplier Database Number	
4.	Brief description and Presentation for the proposed solution	
5.	Please provide Indicative prices for your proposal (You may attach the pricing schedule to this RFI's)	
6.	Enhance participants knowledge about the complexities of electricity markets, including trading and bidding strategies, market dynamics, and regulatory impacts.	

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7.	<b>Accurately reflect real-world conditions and scenarios in the electricity sector, including market rules and pricing mechanisms in different market.</b>	
	<b>How are we going to measure impact?</b> <b>Venue – EAL Midrand campus</b> <b>NB: The service should include ‘Train the Trainer’ option as well as ownership of course content and simulation. Co-facilitation between Eskom and supplier.</b>	
<b>NB</b>	<b>If your proposal aligns with Eskom’s requirements, you may be requested to present /demonstrate the proposed solution</b> <b>It is important to include a clause “As and when required.” As well a Learning material to be provided by the consultant.</b> <b>The service should include ‘Train the Trainer’ option as well as ownership of course content and simulation. Co-facilitation between Eskom and supplier.</b>	

Yours faithfully

Name	Designation	Signature	Date
Telephone number		Fax and/or e-mail address	

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