

INDUSTRIALISATION STRATEGY CONSULTING SERVICES

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What the market must understand after this session

1. Requirement

NTCSA requires a capable consulting partner to support the implementation of the Board-approved Industrialisation Strategy.

2. Scope

The work covers investigation, execution support, stakeholder engagement, commodity workstreams and reporting.

3. Returnables

Tenderers must submit the correct evidence, including valid references, firm profile and a detailed execution methodology.

4. Evaluation

Technical threshold remains 75%; if none achieve 75%, tenders scoring 70%+ may be considered.

This session is not for negotiating the tender requirements. It is intended to remove ambiguity so that tenderers submit complete, comparable and responsive proposals.

The re-issue responds to market readiness while protecting quality

Previous approach

Tenderers did not meet the required 75% technical threshold, delaying appointment and implementation.

Targeted adjustment

75% remains the threshold; only if no tenderer meets 75%, NTCSA may consider tenderers scoring at least 70%.

Outcome

The change provides a governed fallback route while still requiring complete, evidence-based and responsive submissions.

Key message to tenderers:

the lower consideration point is not a relaxation of quality expectations. Complete, evidence-based submissions are still required.

Industrialisation is a structured response to strategic supply constraints



The strategy aims to strengthen transmission capability, improve security of supply, develop local industrial capacity and support South Africa's socio-economic objectives.

Important: bidders are expected to show practical implementation capability — not only strategy writing experience.

The consultant must support initiatives across priority industrialisation workstreams

Power transformers

Class 3/3B and Class 4 capability gaps; localisation and OEM/technology partnerships.

Steel value chain

Tower steel and fabrication capacity, supplier incubation and long-term sustainability.

Protection & control

Supplier diversification and reduction of single-supplier dependence.

Composite insulators

Capacity constraints for high-voltage specifications and opportunities for new entrants.

DFI / funding support

IDC and other DFI collaboration to unlock capex, working capital and supplier readiness.

Tenderers should demonstrate how their methodology will translate these workstreams into executable plans, stakeholder actions, market engagement and measurable outcomes.

The work is structured around investigation, execution and supporting activities

1 Stage 1: Investigation

- Review local capabilities
- Identify technology needs
- Review enabling legislation
- Stakeholder engagement

2 Stage 2: Execution

- Support infrastructure enablers
- Economic active zones
- Manufacturing plant set-up
- Implementation roadmap

3 Ad hoc / Ongoing

- Commodity workgroups
- TDP economic analysis
- Industrialisation support
- Reporting and governance

What NTCSA expects from the appointed consultant

Core deliverables

- Commodity-specific implementation plans
- Supplier capability assessments and gap analyses
- Stakeholder engagement plan and records
- Industrialisation dashboard / reporting pack
- Risk register, mitigation actions and escalation items

Ways of working

- Hands-on implementation support
- Structured project governance and task management
- Knowledge transfer to NTCSA SDL&I team
- Evidence-based reporting to EXCO/Board forums
- Practical support with DFI, dtic and industry engagements

Tenderers should not submit generic profiles only. The method statement must show how the work will be executed, governed, resourced and reported.

Minimum capability expected from tenderers

Industrialisation / SDL&I experience

More than 2 years' experience in industrialisation, supplier development, localisation and related consultancy services.

Strategy and facilitation capability

Experience in industrialisation / SDL&I strategy development, implementation planning and stakeholder workshop facilitation.

Relevant institutional exposure

Track record with large corporates, SOEs, multinationals, government institutions and legislative bodies.

Sector knowledge

Understanding of sector development plans, localisation policy, B-BBEE, procurement legislation and public-sector governance.

Execution capacity

Facilities, intellectual capability, tools, embedded human capital, quality management and reporting capacity.

Contract form

Services will be contracted under the NEC Professional Services Contract, Option A.

Technical scoring: three weighted criteria

Criteria	Returnable	Weight	What strong submissions demonstrate
Company consultancy, advisory and implementation experience	Fully signed reference letters covering industrialisation strategy implementation or supplier development & localisation	30%	Relevant, verifiable references covering the full scope and similar complexity.
Years of experience	Firm profile showing years of experience and clients serviced in scope areas	30%	Clear track record over multiple years, with scope-specific work evidenced per year.
Execution methodology	Method statement covering resourcing, tools, governance, quality, knowledge transfer and task management	40%	A practical, complete and credible method statement aligned to NTCSA's requirements.

Tenderers must ensure returnables are complete, signed where required, and directly aligned to the criterion being evaluated.

The only material presentation change is the threshold fallback provision

Primary threshold

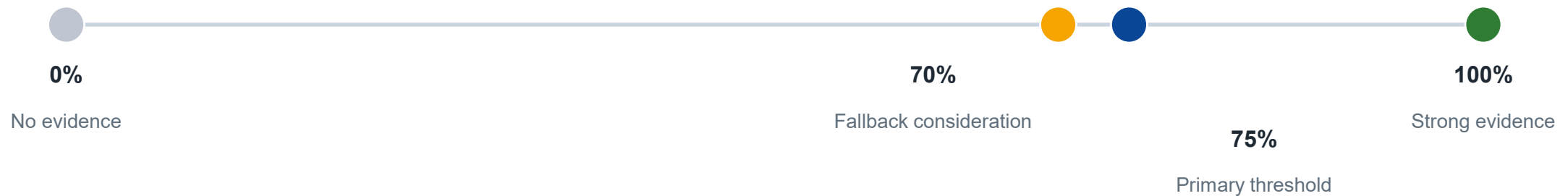
A tenderer must achieve a minimum technical score of 75% to proceed further in the evaluation process.

Fallback consideration

If no tenderer achieves 75%, NTCSA may consider tenderers who score 70% or above.

No guarantee of award

The fallback provision only allows consideration; all other tender requirements, responsiveness checks and governance processes still apply.



Common issues tenderers must avoid

Reference letters	Must be on letterhead, signed, include contact details, scope performed, timing and contract/order number.
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Firm profile	Must show when the firm was established and the years of relevant scope-specific work.
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Method statement	Must cover organogram, models, tools, resources, back-end support, quality management, knowledge transfer and task management.
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Evidence alignment	Information submitted must directly support the criterion being claimed. Due diligence may be conducted.
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Clarification emphasis: submit complete evidence, avoid generic marketing material, and ensure the proposed team and methodology match the actual scope of work.

QUESTIONS

