

	Request for Information (RFI)	Document Identifier	240-72663051	Rev	4
		Effective Date	17 June 2025		
		Review Date	June 2030		
		RFI Number	E2080CXMWP		

PART A REQUEST FOR INFORMATION (RFI) - E2080CXMWP			
Description of the works/goods/services	Request for Information for potential strategic technology partnerships in non-battery Long Duration Energy Storage		
Deadline for submission	18 November 2025	At (South African Standard Time)	10h00 South African Standard Time
Tender Office address	Tenders are uploaded via https://etendering.eskom.co.za/ Eskom Tender bulletin site on the Eskom E- tendering page.		
EOI's/RFI are to be submitted electronically via Eskom E- tendering site by the stipulated closing date and 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 RFI submission is submitted before the closing date and time		
Electronic Submission of RFI	The tenderer must upload the tender via Eskom Tender bulletin site on the Eskom E- tendering page. All documents need to be submitted in a PDF and Excel format (The upload size per document is 500 megabytes and total submission is restricted to 4 gigabyte). No Zip/condense files can be uploaded No hard copy will be accepted If for some reason you resubmit your RFI, then the latest version of the RFI submitted will only be accepted and all previous submission/s will be null and void. Please ensure that the submission status is indicated as complete. Supplier Help Manual guide and video can be found on Eskom E-Tendering page		
E-tendering Help Manual for supplier	E-tendering Help Manual acknowledgement form (Attached separately)		

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28 October 2025
Jeanette Makume
makumej@eskom.co.za
011 800 5642

Eskom Holdings SOC Ltd ("Eskom") invites you to submit a:

- **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 **potential strategic technology partnerships in non-battery Long Duration Energy Storage**.

Eskom has delegated the responsibility for this **RFI** to the signatory of this document, whose details can be found below.

We look forward to receipt of your response.

Yours faithfully



Name: Shamani Padayachee

Designation: Procurement Manager

Date: 28 October 2025

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PART B RESPONSE SHEET IN TERMS OF A REQUEST FOR INFORMATION			
To	Eskom Holdings SOC Ltd	Date	
Attention			
Tel no		Fax no and /or e-mail address	
From (Company Name)		Address	
Address			
Sender			
Description of the works/goods/services			

Please find below our response to Eskom's questions:

No.	Question	Please indicate your response in this column
1.	Company name, contact person, contact numbers, email address and physical address.	
2.	Company registration number	
3.	Brief description of company profile	
4.	<u>Company Overview</u> - Can you provide a company profile including locations and size and focus areas? - What is the company's typical or main role in the LDES value chain (Technology Developer, Integrator, operator etc.) - Are their reference plants highlighting company experience in LDES? If possible, include, name of facility, plant capacity, date of initial deployment, date of operation, years of operation after technology deployment, reason	

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	for removal if any, type of storage medium, footprint, and specification etc. - Does the company have a local South African agent or representative? - Has the company ventured into strategic technology partnerships in the past or currently? If so, is it possible to share references for such?	
5.	LDES Technology Description What LDES technologies is the company currently piloting/testing or commercialising and indicate whether the technology can be deployed via technology partnership? The following information on the technology and its performance can guide the description: - Technology readiness level and/or commercial readiness level of the company's LDES technology. - Unique features and advantages of this technology. - Design life of technology. - Estimated percentage of local content for associated technology. - Key technology risks or Lessons learned from the deployment, demonstration, or operation of LDES systems. - Storage requirements. - Typical footprint range to deploy the technology. - The possibility of scalability and flexibility of operation. - Round-trip efficiency. - Ramp rate (charge and discharge). - Response time. - Design depth of discharge. - Self-discharge rate (%/day). - Energy density. - Power density. - Capacity and performance degradation rate. - Overnight CAPEX.	

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	Levelised cost of storage (LCOS) and associated assumptions	
6	Strategic Technology Partnership Options Does the company/institute consider opportunities for partnering in terms of deploying the technology described above? - Does the company envisage that strategic partnerships support the company's LDES technology roadmap? - What forms of partnership would the company consider and why? E.g. company view on the viability for a private sector joint-venture (JV) and partnership (PSP) opportunity for the deployment of the technology and what would the potential high-level options be? - What type of collaborations/partnerships has the company/institute been involved in or is currently involved in? Are any of these partnership agreements with local entities? - What are the drivers for adoption of partnerships? - What is the general framework and advantages for such a framework for potential partnerships? - What is the alternate option or frameworks that could be applicable? - What are the typical technology capacities that the company will consider for deployment under partnerships? - What is the general approach to a project under a strategic technology partnership framework considering the LDES value chain and project lifecycle? - What options for ownership are possible in a potential partnership? - What would be the legal framework for the partnership? - What are the types of financial models that could form part of the partnership? Is shared funding an option for partnership options? - How are governance and decision making typically structured in proposed partnership?	

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	- What would be the options to approach to risk sharing and value sharing and which options will be preferred? - In general, what would be the company's expectation from a potential partner? - What is your general approach to IP management in a potential partnership? - How is skills transfer or training or information sharing factored into partnerships?	
7	Provide any additional information in respect of the technology or partnerships or collaboration which you may deem necessary to bring to the attention of Eskom.	

Yours faithfully

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

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