

## Energy Trading Optimization

### Mandatory Criteria

| Criteria  | Requirement   |
|---|---|
| Deep understanding of SAWEM or similar related market rules, market code and participant obligations.                       | Proof of attendance.(certificate of attendance)                               |
| Familiarity with licensing, regulatory compliance, and reporting obligations in South Africa or equivalent related markets. | Contact details of company service was provided for (minimum of 2 companies). |
| Experience in electricity trading simulation models.  | Contact details of company service was provided for (minimum of 2 companies). |
| Knowledge of Battery Energy Storage System optimization models.   | Contact details of company service was provided for (minimum of 2 companies). |
| Experience in PPA agreements structuring.   | Contact details of company service was provided for (minimum of 2 companies). |

### Technical Criteria

A consulting company that will provide Energy trading advice and tools needed for the development of an energy trading platform.

| Quality Criteria  | Scoring Guideline  | Weighting |
|---|--|-----------|
| Broad Electricity Markets Simulation Modelling and Risk Analysis (Var & CvaR) experience within South Africa, Southern Africa and Internationally using PLEXOS<br><i>Bidder to provide company and key individuals' profile showing relevant previous experience.</i> | 0. Non-responsive<br>5. Less than 3 years relevant experience (company and/or key individuals)<br>10. 3 to 5 years relevant experience<br>15. 5 to 7 years relevant experience<br>20. 7 years or more of relevant experience | 20        |
| Battery Energy Storage System (BESS) Optimization experience within South Africa, Southern Africa and Internationally<br><i>Bidder to provide company and key individuals' profile showing relevant previous experience.</i>  | 0. Non-responsive<br>5. Less than 2 years relevant experience (company and/or key individuals)<br>10. 2 to 5 years relevant experience<br>15. 5 to 7 years relevant experience<br>20. 7 years or more of relevant experience | 15        |
| PPA Structuring & Price Evaluation experience within South Africa, Southern Africa and Internationally<br><i>Bidder to provide company and key individuals' profile showing relevant previous experience.</i>   | 0. Non-responsive<br>5. Less than 2 years relevant experience (company and/or key individuals)<br>10. 2 to 5 years relevant experience<br>15. 5 to 7 years relevant experience<br>20. 7 years or more of relevant experience | 10        |
| Portfolio Optimization & VPP Integration experience within South Africa, Southern Africa and Internationally<br><i>Bidder to provide company and key individuals' profile showing relevant previous experience.</i>   | 0. Non-responsive<br>5. Less than 2 years relevant experience (company and/or key individuals)<br>10. 2 to 5 years relevant experience<br>15. 5 to 7 years relevant experience<br>20. 7 years or more of relevant experience | 10        |

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| Algorithmic Trading System Development experience within South Africa, Southern Africa and Internationally<br><br><i>Bidder to provide company and key individuals' profile showing relevant previous experience.</i>  | 0. Non-responsive<br>5. Less than 2 years relevant experience (company and/or key individuals)<br>10. 2 to 5 years relevant experience<br>15. 5 to 7 years relevant experience<br>20. 7 years or more of relevant experience   | 10  |
| Track record showing successful delivery of Electricity Markets Simulation projects as well as support provision.<br>Bidder to provide company profile confirming previous simulation project experience and approved reference letters showing previous work of similar nature.   | 0. Non-responsive<br>6. Three or less Electricity Market simulation projects and One approved reference letter provided<br>9. Four to seven Electricity Market simulation and modelling projects and two approved reference letters provided<br>12. Eight to ten Electricity Market simulation and modelling projects and three approved reference letters provided<br>15. Exceeding ten Electricity Market Simulation and modelling projects and four or more approved reference letters provided | 10  |
| Outline of how training, modelling support and skills transfer will be achieved.<br><i>Bidder to provide a workable approach showing how the following will be provided:</i><br><ul style="list-style-type: none"> <li>• Formal training</li> <li>• Refresher training on previously developed models</li> <li>• Providing ad-hoc support</li> <li>• Doing "what if" analysis of statistical models</li> </ul> | 0. Non-responsive<br>6. Showing workable approach for 1 of the requirements or <25% confidence in approach.<br>9. Showing workable approach for 2 of the requirements or <50% confidence in approach.<br>12. Showing workable approach for 3 of the requirements or <75% confidence in approach.<br>15. Showing workable approach for all of the requirements and full confidence in approach.   | 10  |
| <b>Total score</b>   |  | 100 |
| <b>Minimum threshold score = 70</b>  |  |     |

The technical evaluation of the tenders received will be based on the following basic requirements:

Mandatory project information to be included as part of the bid:

- Company profile;
- CVs of personnel;
- Company organisation chart and reporting structure; and
- List of expertise (in simulation and modelling using different simulation platforms including years of experience and number of successful projects)

*\*The bidder must provide Curriculum Vitae (CVs) of all proposed project resources, clearly indicating each resource's level (e.g., junior, senior, or principal consultant) and detailing previous experience in electricity market simulation projects. Each CV must specify the simulation platform(s) employed on those projects in particular, experience with PLEXOS must be highlighted where applicable.*

*In the event that a proposed resource becomes unavailable during the term of the contract, the bidder shall be required to provide a replacement resource with equal or superior qualifications and relevant experience to ensure continuity of services and eligibility for subsequent work orders corresponding to the relevant resource level.*


Companies are permitted to form consortia or partnerships to collectively respond to this request for proposals.



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Date: 19/11/2025

**Compiled by: Mathapelo Makgoba**



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Date: 19/11/2025

**Approved by: Awelani Phaswana**