
	Request for Information (RFI)	Document Identifier	240-72663051	Rev	4
		Effective Date	17 June 2025		
		Review Date	June 2030		
		EOI/RFI Number	E2672CXCTS		

PART A REQUEST FOR INFORMATION (RFI)			
Description of the works/goods/services	The Provision of Expert Negotiations		
Deadline for submission	02 April 2026	At (South African Standard Time)	10H00
Tender Office address	Tenders are uploaded via Eskom Tender bulletin site on the Eskom E-tendering page. <a href="https://eTendering.eskom.co.za">https://eTendering.eskom.co.za</a>		
RFI are to be submitted electronically via Eskom E-tendering site by the stipulated closing date and time.  <i>Please note it is the responsibility of the supplier to ensure that RFI submission is submitted before the closing date and time</i>	<a href="https://etendering.eskom.co.za">https://etendering.eskom.co.za</a>  RFIs are uploaded and published on Eskom Tender Bulletin		
Electronic Submission of RFI	<p>The tenderer must upload the tender via Eskom Tender bulletin site on the Eskom E-tendering page.</p> <p>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).</p> <p>No Zip/condense files can be uploaded No hard copy will be accepted</p> <p>If for some reason you resubmit your EOI, then the latest version of the EOI submitted will only be accepted and all previous submission/s will be null and void.</p> <p>Please ensure that the submission status is indicated as complete.</p> <p>Supplier Help Manual guide and video can be found on Eskom E-Tendering page</p>		

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E-tendering Help Manual for supplier	Attached
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Eskom Holdings SOC Ltd (“Eskom”) invites you to submit an:

- **Request for information (RFI)** to submit information for the 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 Provision of Expert Negotiations

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	Designation	Signature	Date
Zekhaya Nzima	(Acting) Manager Procurement		12/03/2026
<b>Telephone number</b>		<b>Fax and/or e-mail address</b>	NzimaZZ@eskom.co.za

## Background

Eskom invites information from qualified service providers possessing proven expertise in commercial and contract negotiations, as well as experience in developing programs that ensure staff remain informed of industry trends and innovations. The aim is to enhance the negotiation skills of Procurement and Supply Chain officials. Service providers are expected to propose engaging or digital training solutions focused on negotiation.


Negotiation training represents a strategic investment, helping to reduce costs, manage risks, and foster sustainable relationships with suppliers—ensuring that the Eskom gets the best value from every contract.

Strong negotiation skills will empower procurement officials’ abilities and techniques through targeted practice with fresh tools and strategies.

The goal of the negotiation training is to create a more robust procurement function that negotiates ethically, lowers expenses, boosts compliance, and rebuilds trust. The training aims to produce professionals who are both technically skilled and courageous enough to resist potential inappropriate pressures, uphold good governance, and secure lasting value for the organisation.

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## PURPOSE OF RFI

- To assess the market's proficiency, methodologies, track record, and value propositions in facilitating high-value, complex, or strategic negotiation situations.
- To evaluate available market capabilities, approaches, experience, and value propositions aimed at supporting high-value, complex, or strategic negotiations.

## IN RESPONSE


Respondents are requested to provide information on their capability to support negotiations.

- Relevant experience, including examples of successfully managed negotiation projects.
- Information on the methodologies applied, and any innovative approaches or tools used to enhance negotiation outcomes will be valuable.

<b>PART B</b> <b>RESPONSE SHEET IN TERMS OF A REQUEST FOR AN EXPRESSION OF INTEREST/ 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>	016 457 5015	<b>Fax no and /or e-mail address</b>	N/A
<b>From</b>		<b>Address</b>	
<b>Address</b>			
<b>Sender</b>			
<b>Description of the works/goods/services</b>	The Provision of Expert Negotiations		

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Please find below our response to Eskom's questions:

No.	Question	Please indicate your response in this column
1.	Company name, registration details, and years in operation	
2.	Your contact's name and contact details	
3.	Core areas of expertise related to negotiations (Typical contract values and complexity handled) Experience within SOEs, utilities, infrastructure, or large-scale procurement environments, negotiation methodology, value proposition etc)	
4.	Indicative prices	

Yours faithfully

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

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