



EXPRESSIONS OF INTEREST

EXPRESSIONS OF INTEREST FOR THE SUPPLY AND DELIVERY OF FIBERGLASS POLES AND CONCRETE POLES – ZESCO/EOI/105/2022

ZESCO Limited is a vertically integrated electricity utility, which generates, transmits, and distributes, electricity in Zambia. It is a public utility wholly owned by the Government of the Republic of Zambia through the Industrial Development Corporation (IDC).

ZESCO Limited wishes to engage manufacturers through an uptake product agreement with competent manufacturers and willing companies in establishing concrete pole and fiberglass pole factories in various parts of Zambia.

BACKGROUND

The demand for electric power in Zambia has been on the rise since the last decade. The contributing factors have been largely due to the economic resurgence and growing entrepreneurship introduced because of favourable investment incentives and economic policies articulated by the Government. Mining, Industrial, Agricultural, Commercial and Domestic electricity consumption has increased. The rapid growth in the demand for electricity has in turn triggered the need to invest in power generation, transmission, distribution and supply infrastructure necessary to deliver electric power to load centres in order to provide a more reliable, affordable, quality and safe service to the customers.

ZESCO has been using wooden poles on distribution infrastructure at a cost relatively high due to complexity in validating the life spans associated with the poles.

Further, the local supply of wood poles has been erratic thereby, affecting timely implementation of expansion, intensification projects and distribution infrastructural maintenance regime.

To mitigate the above operational issues, ZESCO has resolved to include the use of Concrete Poles and Fiberglass Poles on both the sub transmission and distribution infrastructure to increase the reliability and availability of the poles while creating employment for the Zambian population during manufacturing, transportation, and erection of the said product.

The factory (ies) will result into the following benefits to ZESCO and the nation at large:

- provision of required fiberglass poles and concrete poles to meet new connections and maintenance of transmission and distribution infrastructure for electricity, telecommunication and municipalities who require poles;
- contribute to green economy promotion by reducing cutting of trees for pole requirements;
- reduction in ZESCO project and maintenance costs as the fiberglass poles and concrete poles have a longer life span compared to wood poles;
- creation of sustainable employment opportunities for the citizens; and
- Support local industries through opportunities to supply raw materials required by the factories.

TERMS OF REFERENCE FOR ENGAGEMENT

The terms of reference on the engagement of a partner are as below:

- Submission of a viable project proposal on setting up of the factory in any district of Zambia apart from Lusaka, Ndola and Kitwe Districts;
- adherence to local regulations such as membership to Zambia Association of Manufacturers or any relevant associations;
- show potential growth of the business and supply the concrete poles into the Southern African Power Pool;
- Provision of employment to local labour at Management and Artisan levels; and
- Ability to setting up an initial Plant with capacity to manufacture at least 1,000 mixed size fiberglass poles and concrete poles per month for the facility as a minimum and show growth to meet annual requirements for ZESCO and possible exports.

QUALIFICATIONS AND EXPERIENCE FOR THE APPLICANT

ZESCO Limited now invites manufacturers/producers of fiberglass poles and concrete poles to express interest in this regard. Prospective manufacturers may associate with either Zambian Citizens or Locals to enhance their capability statement in setting the manufacturing facilities.

Interested applicants should submit the following:

- a) Detailed company profile and years of experience of the firm in undertaking assignments of similar nature and magnitude envisaged under this expression of interest;
- b) Proof of financial capacity to undertake the assignment (Submission of immediate last three (3) audited reports), and

c) Proof of the Applicants (both persons and firm) having carried out similar assignments in the last ten (10) years.

Interested applicants may obtain further information from the undersigned, during office hours, 08:00 to 12:30 hours and from 14:00 -16:30 hours, local time using contact information as follows: telefax number is +260-211-362314 The email address is procurement@zesco.co.zm and felixmunsaka@zesco.co.zm

The Expressions of Interest should be deposited in the tender box located on the Ground Floor Main Entrance, LDCC Building Procurement Offices P.O. Box 33304 10101, Lusaka, Zambia, clearly marked **"Expressions of Interest for the Supply and Delivery of Fiberglass Poles and Concrete Poles – ZESCO/EOI/105/2022"** in sealed envelopes and addressed to the Managing Director, ZESCO Limited, Stand No. 6949, Great East Road, Lusaka, Zambia, not later than **Friday, 17th February, 2023 at 10:30** hours local time. HOWEVER, TELEFAX OFFERS WILL NOT BE ACCEPTED.

The Expressions of Interest shall be opened immediately thereafter in the Boardroom of the **Procurement Division** in the presence of applicants or their representatives who choose to attend.

FELIX MUNSAKA
ACTING HEAD PROCUREMENT
FOR/MANAGING DIRECTOR
ZESCO LIMITED