



**REQUEST FOR EXPRESSIONS OF INTEREST
(CONSULTING SERVICES – FIRMS SELECTION)**

**UNDERTAKING THE BATOKA GORGE HYDRO ELECTRIC SCHEME (BGHES)
POWER MARKET STUDY**

**Assignment Title: Undertaking the Batoka Gorge Hydro Electric Scheme (BGHES)
Power Market Study.**

Reference No.: ZRA-BATOKA-C-1-26

1. **The Zambezi River Authority (the Authority)** has set aside funds for purposes of financing various operations during its current strategic window and intends to apply a portion of the funds to eligible payments under the execution of the Power Market Study consulting services for the Batoka Gorge Hydro Electric Scheme (BGHES/the Project).
2. The objective of the **Power Market Study** is to determine the Project's potential value to Zambia, Zimbabwe, the Southern African Power Pool (SAPP), and the Eastern African Power Pool (EAPP) in balancing forecasted electricity demand with optimised competitive generation and transmission pricing models.
3. **Scope of Services:** The market study will be a comprehensive analysis covering the following key areas:
 - **Demand Forecasting:** Develop hourly, scenario-based electricity demand forecasts (Low, Medium, High) for Zambia and Zimbabwe from 2026-2055, considering economic drivers, step-loads, and electrification.
 - **Generation and Supply Assessment:** Catalog existing and planned generation with detailed technical and economic parameters (CAPEX, OPEX, fuel costs, constraints) for modelling.
 - **Network Assessment:** Identify key transmission constraints for integrating BGHES and meeting targeted demand, incorporating transmission losses into the analysis.
 - **Regional Power Market Analysis:** Analyse export potential to SAPP and EAPP markets, considering competing projects and key interconnectors (e.g., ZTK, ZIZABONA, Malawi-Zambia).

- **Off-taker Identification & Financial Analysis:** Identify potential buyers, develop indicative offtake profiles, and conduct a detailed financial impact analysis on the Power Utilities (ZESCO and ZESA), including cash flow implications and tariff analysis.
 - **Least-Cost Expansion & Dispatch Modelling:** Utilize PLEXOS or equivalent advanced modelling software for hourly dispatch and scenario analysis to determine a least-cost expansion plan and a least-cost production schedule, including the value of BGHES.
 - **Economic and Utility Impact Assessment:** Quantify the Project's net economic benefits for the national economies and its impact on Power Utilities financial health.
 - **Training and Capacity Building:** Provide knowledge transfer and training on PLEXOS to ZRA, ZESCO, and ZESA staff.
4. **Methodology:** The study mandates the use of advanced power market simulation software, specifically the PLEXOS Integrated Energy Model or an equivalent, to perform hourly, cost-optimized dispatch and expansion planning simulations over the 30-year horizon.
 5. **Terms of Reference:** The detailed Terms of Reference (TOR) for the assignment are attached to this Request for Expressions of Interest (REOI).
 6. The Zambezi River Authority now invites eligible consulting firms ("Consultants") to indicate their interest in providing the Services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services. The shortlisting criteria are:
 - a) **Company Profile** with the legal registration documents including tax clearance certificate.
 - b) The **firm's core business** being in the proposed assignment (power market studies, energy economics, and power system modelling).
 - c) The Consulting Firm must provide information [names of the assignments, names of clients, date of execution, value and summary description of the assignments] on at **least three (3) previous consulting assignments** similar to the Assignment which is subject of this solicitation executed within the last **fifteen (15) years** and for which the consulting firm/organization and the sub consultants for this Assignment were engaged either individually as distinct corporate entities or jointly as members of an association or consortium of corporate entities.
 - d) In these projects, the Consulting firm must demonstrate the experience in:
 - (i) Hydro-dominated power system modeling in a regional context;
 - (ii) Financial analysis of power utilities and tariff modeling; and
 - (iii) The use of PLEXOS or similar optimization software for a major power market study.

The number of such relevant and qualifying projects will be the sole determinant for ranking, with those having a greater number of similar completed assignments regarded as more highly qualified. A maximum of six (6) firms will be shortlisted and will be requested to submit proposals for final selection.

7. Key Experts and methodology will not be evaluated at the shortlisting stage.
8. Consultants may associate with other firms to enhance their qualifications but should indicate clearly whether the association is in the form of a joint venture, consortium and/or a sub-consultancy. In the case of a joint venture, all the partners in the joint venture shall be jointly and severally liable for the entire contract, if selected.
9. A Consultant will be selected in accordance with the **Least-Cost Selection (LCS)** method set out in the Authority's Procurement Policy and Procedures Manual.
10. Expressions of Interest (EOIs) shall be submitted in writing in the English language and in PDF format. The EOIs must be delivered to the address indicated below by email no later than **9 February 2026 at 16:00 hours (Zambian Time)**. The email address for submission is procurement@zambezi.org
11. The Client shall not be responsible for late submissions, and EOIs received after the deadline shall not be considered.
12. Submission of an EOI does not constitute a commitment on the part of the Client to invite the Consultant to submit a proposal.
13. Further information can be obtained at the address below during office hours from 08:00hrs to 16:30 Hours.

The Chief Executive: Eng. Munyaradzi C. Munodawafa
Street Address: Kariba House, 32 Cha Cha Cha Road,
City: Lusaka
Country: Zambia
Attention: Manager Procurement, Mrs. Misozi Mbawo