



DWT/CO–Pretoria: ILO DWT for Eastern and Southern Africa and Country Office for South Africa, Botswana, Lesotho, and Eswatini

Request for Proposals: RFP028/2026

Title: To provide Energy Management and Optimisation Training Programme for 25 irrigation scheme workers, operations managers, and related technical personnel in the Eastern Cape, SOUTH AFRICA.

Deadline: proposals should be sent to the following email **only:** skills-pretoria@ilo.org by **MIDNIGHT Tuesday 09th June 2026**. (Late bids and proposals submitted by any other means will be rejected).

Eligibility: Qualified registered entities or companies should submit:

- Updated Company and/or institutional profile.
- A detailed technical and financial proposal for undertaking assigned tasks.



The ILO DWT/CO-Pretoria for Eastern and Southern Africa and Country Office for South Africa, Botswana, Lesotho, and Eswatini, is seeking proposals from suitably qualified service provider to deliver a practical 3-day Energy Management and Optimisation Training Programme for 25 irrigation scheme workers, operations managers, and related technical personnel in the Eastern Cape.

The assignment is estimated to be conducted in August 2026 -September 2026

These Terms of Reference (1) provide background information on the assignment; (2) describe the specific inputs and outputs required from the Service Provider and (3) list the terms and conditions of the assignment.

► Background and Context

The Eastern Cape Province is transitioning towards a low-carbon and climate-resilient economy, requiring targeted interventions to ensure inclusive growth, sustainable livelihoods, and decent job creation. In May 2025, the International Labour Organization (ILO), in partnership with Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ), convened a Just Transition Social Dialogue to identify sector-specific skills gaps and opportunities within the province. Agro-processing and energy emerged as critical pillars for inclusive rural development and key drivers of the Just Energy Transition.

The Eastern Cape Rural Development Agency (ECRDA), which is responsible for the commercialisation of agriculture and rural development, identified several persistent challenges affecting irrigation schemes and broader agricultural operations, including:

- Rising energy costs impacting profitability and sustainable management
- Inefficient water and energy use in irrigation systems
- Limited technical skills in energy management and optimisation and
- Low uptake of renewable energy solutions due to limited technical capacity, and resources.

These constraints reduce farm productivity, increase operational costs, and limit the sector's ability to transition toward sustainable and climate-resilient practices. Ultimately, these challenges negatively affect food security, livelihoods, and employment opportunities for thousands of rural residents, including youth.

In response, the ILO seeks to appoint a suitably qualified service provider to design and deliver a practical 3-day Energy Management and Optimisation Training Programme for irrigation scheme workers, operations managers, and related technical personnel in the Eastern Cape.



The intervention forms part of the ILO's broader Reskilling and Upskilling for a Just Energy Transition programme and aims to strengthen the technical capabilities of agricultural workers currently reliant on electricity supplied by Eskom while preparing them for future renewable energy integration.

► **Scope of the Assignment**

The programme aims to capacitate irrigation farmers and dairy operations managers, with practical skills in energy and water optimization, enabling reduced costs, improved productivity, and readiness for renewable energy integration, whilst still being supplied electricity by Eskom.

The appointed service provider will be required to facilitate a practical and participatory training programme focused on energy management and optimisation for irrigation schemes and related agricultural operations.

The assignment will include, but not be limited to, the following:

► **Training Design and Preparation**

The service provider shall:

- Develop a detailed training programme and agenda for a 3-day intervention
- Prepare participant training materials, presentations, case studies, practical exercises, and handouts
- Incorporate adult-learning methodologies and practical examples relevant to irrigation schemes and agricultural operations in the Eastern Cape
- Ensure content is aligned with Just Transition principles and green skills development objectives.

► **Training Delivery**

The training should cover practical and introductory knowledge in the following areas:

Core Topics

- Fundamentals of energy management
- Understanding electricity consumption and costs in irrigation systems
- Pump and motor efficiency optimisation



- Water-energy nexus and efficient water use practices
- Resource Efficient and Cleaner Production principles
- Energy monitoring and basic energy auditing techniques
- Operational practices to reduce energy consumption and costs
- Introduction to renewable energy systems applicable to agriculture, including:
 - Solar-powered water pumping systems
 - Basic battery storage concepts
 - Renewable energy readiness and planning

Practical Components

- Demonstrations or practical exercises related to energy efficiency opportunities
- Case studies from agriculture and irrigation operations
- Group exercises focused on identifying energy-saving opportunities at irrigation schemes.

Reporting and Documentation

The service provider will be expected to:

- Maintain participant attendance registers
- Submit a comprehensive training report including:
 - Training methodology
 - Number and profile of participants
 - Key outcomes and recommendations
 - Participant feedback and evaluation results
 - Photographic evidence where applicable.

► Objectives and Expected Outputs

Overall Objective

To strengthen the technical capacity of irrigation scheme workers, operations managers, and related personnel in energy management and optimisation practices that improve productivity, reduce operational costs, and support readiness for renewable energy integration within the agricultural sector.

Specific Objectives

The training programme should aim to:

- Improve understanding of energy consumption patterns in irrigation and agricultural operations
- Build practical skills in energy efficiency and optimisation
- Enhance knowledge of water and energy management practices
- Increase awareness of renewable energy technologies applicable to agriculture
- Support the development of sustainable and climate-resilient farming operations
- Contribute to green skills development and the Just Energy Transition in the Eastern Cape.

Expected Outputs

The successful bidder will deliver the following outputs:

Output		Description
Inception Meeting	PHASE ONE DELIVERABLES (30% of fees))	Initial engagement with the ILO and ECRDA to confirm scope and logistics
Training Programme		Detailed agenda and methodology for the 3-day training
Training Materials	PHASE TWO DELIVERABLES (60% of fees)	Participant manuals, presentations, exercises, and handouts
Training Delivery		Facilitation of the training programme for identified participants
Final Report	PHASE THREE (10% of fees)	Comprehensive report outlining final outcomes, to the satisfactory of the ILO

Expected Outcomes

The intervention is expected to contribute to:

- Improved energy and water efficiency practices
- Reduced operational costs for irrigation schemes
- Increased awareness and readiness for renewable energy adoption
- Enhanced productivity and sustainability in agricultural operations

► Costing, Financial and Location submission

The assignment **is estimated to be conducted in August 2026 -September 2026**

The assignment is expected to take place over a period of 3 training days, with preparatory and reporting activities undertaken before and after the training. The training will be conducted in the Eastern Cape Province, South Africa.

Interested service providers are requested to submit a detailed financial quotation in South African Rand (ZAR), inclusive of VAT where applicable.

The RFP should clearly indicate the following cost components:

1. Training costs for 25 participants
2. Travel and Accommodation for service providers

An all-inclusive fee should be paid to the service provider as follows:

1. Per **phase one** deliverables with inception plan
2. Per **phase two** with set deliverable Training
3. Final fees per **phase three** upon submission and to satisfactory of the ILO (Final Report)

► ILO Responsibilities

The ILO will be responsible for the following:

- Organize training venue
- Provide needed travel logistics for workshops and meetings

► Required Qualifications and Experience

The preferred service provider should demonstrate the following qualifications and expertise:

- Proven experience in energy efficiency, energy management, renewable energy, or resource efficiency training
- Experience working within the agricultural sector or agro-processing environments
- Familiarity with Just Transition and green skills development initiatives
- Experience facilitating participatory adult-learning programmes
- Availability of suitably qualified trainers and technical experts.

► Required Qualifications and Experience

Interested bidders should submit:

1. Company profile
2. Technical proposal outlining methodology and training approach
3. Detailed programme outline and indicative agenda
4. CVs of proposed facilitators
5. Financial quotation
6. At least three relevant references for similar work completed.

► Conclusion

This initiative represents an important opportunity to link skills development, energy efficiency, and renewable energy readiness within the agricultural sector in the Eastern Cape. Through practical capacity building, the programme seeks to support inclusive rural development, improve productivity and sustainability, and contribute meaningfully to a Just Energy Transition.

► For any Clarifications

Bidders requiring any clarifications on technical, commercial, or legal aspects of the RFP028/2026 documents please submit the queries/enquiry to the email address: skills-pretoria@ilo.org by **04 June 2026 before 12noon, to meet the closing date deadline of MIDNIGHT Tuesday 9th June 2026**

Deadline: proposals should be sent to the following email **only:** skills-pretoria@ilo.org by **MIDNIGHT Tuesday 9th June 2026**. (Late bids and proposals submitted by any other means will be rejected).

► Additional INFORMATION - to Register as ILO Supplier (ILO Database)

Please Note: ILO only contracts individuals or companies registered in its Suppliers Database. Interested individual or bidders should submit at their earliest convenience a duly filled ILO Supplier forms. Click on this <https://www.ilo.org/media/104516/download> to access the supplier form. Once completed, filled in and signed, the form should be submitted to skills-pretoria@ilo.org