



Powering The Nation

EXPRESSIONS OF INTEREST

ZESCO/EOI/046/2026: EXPRESSION OF INTEREST (EOI) FOR FINANCING AND SUPPLY OF 1,200,000 SYS-COMPLIANT SMART PREPAID METERS

INTRODUCTION

ZESCO Limited intends to invite Expressions of Interest (EOI) from reputable and competent smart prepaid meter manufacturers to finance and supply a total of One Million Two Hundred Thousand (1,200,000) STS-compliant smart prepaid meters over a five-year period running from 2026 to 2030.

BACKGROUND

ZESCO Limited is a vertically integrated electricity utility company responsible for generation, transmission, distribution, and supply of electricity in Zambia. The company is wholly owned by the Government of the Republic of Zambia through the Industrial Development Corporation (IDC).

Electricity demand in Zambia has increased steadily over the past decade, driven by economic growth, favourable investment policies, and expanding activity in the mining, manufacturing, agricultural, commercial, and domestic sectors.

Consequently;

- Customer connections have increased significantly, creating higher demand of electricity meters; and
- ZESCO Limited is phasing out aged prepaid meters and replacing them with modern smart prepaid meters to improve operational efficiency, revenue protection, and customer service delivery.

OBJECTIVE

The objective of this pilot project is to pre-qualify and select reputable and competent smart prepaid meter manufacturers to finance and supply a total of One Million Two Hundred Thousand (1,200,000) STS-compliant smart prepaid meters over a five-year period.

TERMS OF REFERENCE

The key terms of engagement are as follows:

- This invitation is open to eligible prepaid meter manufacturers.
- Manufacturers shall provide a budgetary unit price for each meter, including its respective enclosure.
- The manufacturer shall finance fifty percent (50%) of the total cost of meters supplied.
- The remaining fifty percent (50%) shall be paid by ZESCO Limited progressively in accordance with the delivery schedule to be issued by ZESCO Limited.
- The financed portion (50% + n) to be repaid by ZESCO Limited over a five-year period, commencing after completion of supply of the contracted quantity.

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- Manufacturers shall clearly indicate the number of meters they are able to finance and supply under this arrangement.
- Minimum quantity to be supplied shall be Three Hundred Thousand (300,000) meters.
- All meters supplied must be STS compliant and DLMS protocol compliant.
- Note that details of the financing arrangements shall be provided in the next stage of the procurement process.

QUALIFICATION REQUIREMENTS

Interested bidders must submit the following:

- a) Proof of registration as a legal entity manufacturing prepaid meters including ownership structure of the company;
- b) A detailed company profile, including years of experience in manufacturing and supplying smart prepaid meters of similar scope and magnitude;
- c) Evidence of certified smart meter manufacturing facility;
- d) Proof of financial capacity, including submission of three (3) most recent audited financial statements;
- e) Evidence of having manufactured and supplied similar meters within the last ten (10) years with meters deployed in African utilities with operating environments comparable to Zambia. Provide three references from previous clients for whom smart meters have deployed including contact for verification; and
- f) Proof of current membership of the STS Association supported by valid STS Membership Certificate.

SUBMISSION DETAILS

Interested eligible bidders 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 +260-211-365185 / +260-211-362314. The email address is tchiputa@zesco.co.zm and ZHamalambo@zesco.co.zm

Closing date and Time	:	Friday, 5 June 2026 at 10:30 Hours
Submission Mode	:	Manual
Queries and Clarification	:	Manual

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