25 November 2025

Request for quotation (RFQ) – UK PACT

RFQ title	Technical assistance for the development of an Electric Vehicle battery policy in South Africa
RFQ issue date	25 November 2025
Terms of reference	The services to be delivered are detailed in the attached Schedule.
Project title	UK PACT
Close date and time	12 December 2025 (12:00 GMT)
Details for submission	Expertdeployments@ukpact.co.uk

Palladium as the delivery partner for the Foreign, Commonwealth and Development Office (FCDO)'s UK Partnering for Accelerated Climate Transitions (UK PACT) programme invites you to submit a quotation for the services detailed in this RFQ.

Please forward your quote in accordance with the Details for Submission above by the Close Date and Time. This RFQ includes the following materials:

Schedule 1 – Terms of Reference

Schedule 2 – Instructions for submission

Schedule 3 – Terms and Conditions

Annex I – RFQ Response Form

Annex II – Budget and workplan template

Annex III – Clarification question template

I look forward to your response. If you have any questions, please do not hesitate to contact us at expertdeployments@ukpact.co.uk

Schedule 1 - Terms of Reference

1.1. Overview of requirements	
Name of project	Technical assistance for the development of an Electric Vehicle battery policy in South Africa
Country/region	South Africa
Proposed start date	01 February 2026
Proposed end date	31 May 2026

1.2 Context and scope of work

The transition to electric vehicles (EVs) presents both a potential existential challenge and a significant opportunity for South Africa's automotive manufacturing industry. While the global shift away from internal combustion engine (ICE) vehicles threatens established production models, it also creates pathways to deepen regional value chains, increase domestic value addition, and generate employment. Realising these opportunities will require coordinated action across the entire ecosystem.

The overarching objective is to protect and expand sustainable automotive assembly and component manufacturing to safeguard jobs and livelihoods, while leveraging the region's strategic mineral resources to enable new industrial development.

Aligned with the EV White Paper, government policy aims to support a just transition of the automotive industry that contributes to South Africa's sustainable reindustrialisation and, more broadly, to the economic and industrial development of the Southern African region. A key policy goal is to facilitate the development of a battery value chain, capitalising on the critical mineral endowments of South Africa and neighbouring SADC countries to build new industrial capabilities that support the automotive sector and related industries.

Battery manufacturing represents the single largest contributor to value addition in an EV. Participation in this value chain is essential to achieving the SAAM 2035 local content target of 60%, and to complying with the EU/UK–SADC EPA Rules of Origin, which require at least 60% of a vehicle to be manufactured locally to qualify for duty-free access. Without regional battery production, these thresholds cannot be met.

Various battery chemistries - such as lithium-ion (including NMC and LFP variants), sodium-ion, and emerging solid-state technologies - depend on critical minerals, many of which are found within South Africa and the wider SADC region. This presents a strategic opportunity for regional industrialisation and mineral beneficiation.

Substantial groundwork has already been undertaken to inform this policy agenda, including:

- A World Bank report on establishing a battery value chain (July 2025);
- A UNIDO-supported EV Batteries report delivered to the dtic; and
- Ongoing work under the Automotive Supply Chain Competitiveness Initiative (ASCCI) on behalf of NAACAM.
- The ongoing work at SACU and SADC levels comprising engagements towards cooperation on automotive and battery value chain development.

- Finalisation of the critical minerals strategy and the implementation plan, with strong emphasis on battery value chain development.
- The UK Growth Gateway and UK Government Centres of Expertise projects to support critical minerals investment pipeline development and battery manufacturing business case development.
- The Localisation Support Fund (LSF) project targeting the development of vanadium redox flow battery value chains.

The South African Renewable Energy Masterplan (SAREM) also references applications in stationary energy storage with aims to industrialise renewable energy and battery storage value chains by 2030, focusing on solar, wind, and stationary energy systems such as lithium-ion and vanadium batteries. Its goals include unlocking system readiness for large-scale renewable rollout, localising manufacturing, creating 25,000 jobs, fostering inclusive growth, driving R15 billion in investment, and supporting skills development and innovation. Battery storage is highlighted as a critical enabler for grid stability and energy security, underpinning South Africa's just transition and decarbonization objectives.

This Request for Quotations (RFQ) seeks expert assistance to synthesise this existing work into a draft policy document accompanied by an Implementation Strategy and Plan to guide the development of South Africa's battery value chain in line with rising demand from the automotive sector.

1.3 Outputs and timelines

The Department of Trade, Industry and Competition (the dtic) seeks technical support to build a comprehensive policy framework for establishing a domestic battery value chain over the next decade. While the primary objective is to meet growing demand from New Energy Vehicle (NEV) manufacturing - identified as a national priority in the EV White Paper - the framework should also consider applications in stationary energy storage.

The assignment's objectives are to:

- Develop a policy framework that promotes job creation, sectoral growth, exports, and decarbonisation in support of South Africa's Nationally Determined Contribution (NDC) targets.
- Provide a clear, actionable implementation plan with defined timelines and roles.
- Align with both national policy priorities and UK PACT's Gender Equality, Disability and Social Inclusion (GEDSI) principles.

The assignment is expected to contribute to a set of outcomes that collectively support the dtic's mandate to foster economic, environmental, and social benefits while advancing technological innovation and global competitiveness within South Africa's evolving automotive landscape. Specifically, the assignment aims to:

- **Attract investment and stimulate industrial development** in South Africa's battery manufacturing and electric mobility sectors, positioning the country as a preferred destination for sustainable industrial growth.
- **Develop and strengthen local and regional supply chains** across the battery value chain - from raw material extraction and processing to component manufacturing and final assembly - thereby enhancing economic diversification and reducing reliance on imported inputs.

- **Promote sustainable EV production and a managed transition** from ICE vehicles, supporting decarbonisation, air quality improvements, and alignment with South Africa's NDC targets.
- **Position South Africa as a competitive player in the global EV and battery markets**, enabling technology transfer, innovation, and integration into international value chains.
- **Support job creation and inclusive participation** by ensuring that emerging opportunities in the battery and EV sectors are accessible to women, youth, and persons with disabilities, and by facilitating the upskilling and reskilling of workers affected by the phase-out of ICE-related industries.
- **Contribute to a just and inclusive industrial transition**, ensuring social protection and equitable economic participation for affected communities and workers through new employment pathways and enterprise development.
- **Build institutional capacity within the dtic and key stakeholders** to implement and coordinate the battery value chain strategy effectively, ensuring policy coherence, sustainability, and long-term impact.

Expected outputs include:

- Draft Policy Framework for consideration by the dtic Deputy Director-General by 28 February 2026.
- Support for finalisation of the Final Policy Framework within two months thereafter.

The supplier will work in close collaboration with the dtic's Auto Desk and the Battery Value Chain Workstream in a fast-paced environment to ensure policy coherence and impact.

In line with UK PACT's GEDSI strategy, all expert deployments are expected to complete a GEDSI training and develop a GEDSI Action Plan with the support of the Fund's GEDSI expert. Respondents should consider incorporating GEDSI expertise and mainstreaming of GEDSI perspectives to enhance the project's potential for impact in this area.

Activity	Output	Delivery Dates	Acceptance Criteria / Sign-off
1. Conduct inception and scoping phase – Review existing studies (World Bank, UNIDO, ASCCI, others), confirm project objectives with the dtic, and develop a detailed **Project Scoping Report**, **Stakeholder Engagement Plan**, and **Work Plan** aligned with national and UK PACT frameworks.	Project Scoping Report, Stakeholder Engagement Plan, and Detailed Work Plan	**Deliverable due:** 27 February 2026	Sign-off by the Battery Value Chain Workstream in partnership with the dtic Auto Desk; final approval by UK PACT
2. Develop a GEDSI Action Plan – Complete UK PACT GEDSI training, identify inclusion challenges and opportunities within the sector, and outline actions to integrate GEDSI principles into all project outputs.	GEDSI Action Plan (to be updated in monthly progress reports)	**Deliverable due:** 27 February 2026	Review and endorsement by UK PACT GEDSI Expert; sign-off by the dtic Auto Desk

3.Conduct a situational and gap analysis, including a mapping of the current and emerging battery value chain ecosystem. This should include an assessment of policy, regulatory, and institutional gaps, as well as the identification of investment, infrastructure, and skills development opportunities across the value chain. The analysis must be aligned with the SADC position on the beneficiation of critical minerals, which underscores the strategic importance of resources such as lithium, cobalt, manganese, and rare earth elements in driving the global energy transition and advancing green industrialization.	Situational and Gap Analysis Report forming the baseline for policy development	**Deliverable due:** 16 March 2026	Sign-off by the Battery Value Chain Workstream and the dtic Auto Desk; final approval by UK PACT
4. Draft the policy framework – Prepare a **Draft Policy Framework** with a focus on EV batteries for the South African battery value chain, drawing on local and international best practice. Facilitate targeted stakeholder consultations to test policy options and ensure alignment with industry and regional priorities.	Draft Policy Framework and Stakeholder Consultation Outcomes Report	**Deliverable due:** 31 March 2026	Sign-off by the Battery Value Chain Workstream and the dtic Auto Desk; final approval by UK PACT
5. Conduct a policy impact assessment – Analyse the potential economic, social, environmental, and industrial impacts of the proposed policy measures, including investment attraction, local content, emissions reduction, and job creation outcomes. This should include a comprehensive Cost Benefit Analysis and SWOT analysis.	Policy Impact Assessment Report, integrated into the revised draft policy, incorporating the requirements and guidance of South Africa's Socio-Economic Impact Assessment System (SEIAS)	**Deliverable due:** 31March 2026	Sign-off by the Battery Value Chain Workstream and the dtic Auto Desk; final approval by UK PACT
6. Finalise and present the policy package – Incorporate stakeholder feedback and impact findings into a **Final Policy Framework**, accompanied by a comprehensive **Implementation Strategy and Plan** with timelines, responsible institutions, and monitoring indicators.	Final Policy Framework, Implementation Strategy & Plan, and Project Closure Report	**Deliverable due:** 30 April 2026	Sign-off by the Battery Value Chain Workstream and the dtic Auto Desk; final approval by UK PACT

1.4 Required expert qualifications and experience

This RfQ is seeking one supplier that can deliver on all the outputs mentioned above. This could be an organisation, or a small team of consultants. Consortiums are welcome to apply, however please note the responsibility of the consortium will lie with the lead partner who will be primary point of contact and bear all responsibilities of holding the consortium together until the project end date, contracting, due diligence, coordination, delivery and reporting. Suppliers should nominate a Team Leader/Project Director who will be overall accountable for delivery.

Any experts proposed should demonstrate

- A proven ability to deliver high-quality policy and technical outputs within tight timeframes. Demonstrated relevant professional experience is expected.
- Strong technical expertise in battery manufacturing and EV technologies, including battery chemistry, materials science, electrical or mechanical engineering, thermal management, design, development, and testing.
- A solid understanding of manufacturing processes and quality control for battery cells and packs is essential.
- Policy, regulatory, and sustainability knowledge, including familiarity with life cycle assessment, sustainable manufacturing practices, and integration with green energy and decarbonisation goals.
- Insight into EV and battery supply chains - covering raw materials, investment environments, trade agreements, logistics, incentives, and job/market creation
- Ability to align industrial policy and real-world market dynamics.
- international experience and knowledge of best practices in battery manufacturing, EV technology, and policy development are highly desirable. Engagement in the sector alongside environmental and sustainability metrics would be beneficial.
- experience in policy drafting and implementation, as well as inclusive stakeholder engagement involving government, private sector (including potential investors), and research institutions, is critical.
- Appreciation or experience engaging with just transition principles and concepts of inclusivity, equity, social co-benefits is desirable.
- A strong understanding of the South African policy and industrial landscape, including relevant frameworks such as SAAM 2035, the EV White Paper, and the NDC, will be advantageous.
- commitment to skills transfer and capacity building for dtic counterparts and local organisations.

International experts are encouraged to partner with local counterparts to ensure contextual relevance and impact.

1.5 Reporting

Alongside the project-specific reporting outlined in the output section above, the supplier will also be required to align with the UK PACT monitoring and reporting governance framework, which includes:

1. Monitoring, evaluation and learning (MEL) plan, with support from the UK PACT MEL Expert);
2. Development and updating of a GEDSI Action Plan, with support from the UK PACT GEDSI Expert;
3. Monthly submission of invoices and forecast;
4. Monthly progress report on outputs, including relevant activities and results;
5. A full project completion report, summarising project achievements, lessons learnt, including progress and learnings on GEDSI, and any recommendations for future action; and
6. At least one case study (inclusive of concept note and final report) that qualitatively describes project results and experiences for programmatic learning.

To report against standard UK PACT monitoring indicators, the supplier will also need to collect, and report disaggregated data on the organisations and individuals participating in workshops and training. Disaggregation should cover gender as a minimum and include age, disability, geography, and other social characteristics where feasible. As applicable, the supplier may also be asked to accomplish indicator-specific baseline and reporting tools.

1.6 Budget and contracting

The maximum budget is up to GBP 100,000, which must include personnel and expenses and be inclusive of all applicable local taxes. Bidders should clearly state tax-exclusive, tax component, and tax-inclusive totals in GBP.

Expenses must include all workshop and conference logistics, venue, any interpretation & translation services, travel & accommodations of delivery team, as well as participants.

While in-person engagement with the Counterpart and stakeholders will be beneficial, this is not a key expectation for this assignment, and virtual / hybrid interactions are acceptable.

Please note that the selected supplier will also be responsible for arranging and organising the travel and accommodation, venues, and packages for all workshops and stakeholder engagement sessions. Managing these logistical aspects is a component of the service expected.

The successful supplier, having passed the requisite due diligence checks, will enter into a subcontractor agreement with Palladium for the delivery of the services. The agreement will include a milestone payment structure with 30% of personnel fees withheld against agreed deliverables. The exact milestone structure will be agreed between both parties during contract mobilisation.

The supplier will submit a monthly invoice, forecast, and progress update.

Schedule 2 – Instructions for submission

2.1 Eligibility

What type of organisations can apply?

We invite applications from organisations with relevant experience in delivering technical assistance and capacity-building projects in relevant sectors. This includes the private sector, think tanks, consultancies, academic institutions, community organisations, NGOs, professional associations, and other similar entities with the expertise required to implement eligible projects.

Government agencies, government departments, staff and state-owned enterprises are not eligible to receive UK PACT funding, either as lead applicants or consortium partners.

What types of costs are eligible?

Eligible costs may include:

- Consultancy and/or staff time required to deliver project activities;
- Reasonable travel and subsistence expenses;
- Direct activity-related costs such as workshops, seminars, report production, translation, and similar outputs.

Ineligible costs include infrastructure, hardware, or the purchase of tangible assets.

This project will be managed under a subcontract, not a grant agreement. As a result, overheads cannot be charged as a separate cost line. All overheads and profit must be built into the daily rates provided in your budget.

2.2 Submission process

Timeline

Stage	Date
1. Terms of Reference (ToR) and application process launched	25/11/2025
2. Date for confirmation of intention to bid	05/12/2025
3. Deadline for receipt of clarification questions	05/12/2025
4. Deadline for submission of applications	12/12/2025
5. Applicants notified of project selection	18/12/2025
6. Due diligence complete	20/01/2026
7. Agreement signature	01/02/2026

Applicant guidance

Interested suppliers should complete and submit the below documents to expertdeployments@ukpact.co.uk with the subject line: **RFQ Submission – [Supplier name]- UK PACT South Africa EV battery policy**

- **RFQ Response form**
- **Budget and Workplan Template**
- **CVs of key experts or personnel** (max two pages per CV)

Please note the following key dates:

- **Expression of interest**: 05/12/2025 (12:00 GMT) – express your (non-binding) interest in bidding and receiving tender updates by emailing expertdeployments@ukpact.co.uk
- **Deadline for Queries:** 05/12/2025 (12:00 GMT) Clarification questions must be sent using the template provided in Annex III
- **Submission Deadline:** 12/12/2025 (12:00 GMT)

2.2 Evaluation criteria

Criteria	Category	Weighting
Technical	Approach and methodology	30%
	Quality of personnel	50%
Commercial	Competitiveness of the supplier's cost	20%
Total		**100%**

2.2.1 Technical evaluation

The technical criteria will be evaluated by the procurement panel using the scale detailed below:

Score	Description
5 (Excellent)	Demonstrates an expert understanding of the project and proposes excellent and accurate solutions which address all requirements, and which are innovative where appropriate. Responses are excellently tailored to the context in all aspects. The level of detail and quality of information provides the highest degree of confidence in the ability to deliver.
4 (Very Good)	Demonstrates a very good understanding of the topic relating to delivery of the project. Responses are relevantly tailored to the context in the majority of aspects. There is sufficient detail and quality of information to give a strong level of confidence that they will deliver.
3 (Good)	Demonstrates a good understanding of the topic relating to the delivery of the project. Responses are reasonably tailored to the context for many of the aspects. There is a good level of detail and quality to give a good level of confidence that they will deliver.
2 (Satisfactory)	Demonstrates a satisfactory understanding of the topic relating to delivery of the project. Some appetite to tailor to context where required. Provides a limited level of detail and the quality of information provided gives only some level of confidence that they will be able to deliver satisfactorily.
1 (Unsatisfactory)	Demonstrates a poor understanding of the topic relating to delivery of the project. Poor tailoring to the context where this is required. Generally, an unsatisfactory and a

	low level of quality information and detail, leading to a low level of confidence that they will deliver.
0 (Fail)	Failure to address the material requirements of the project. No tailoring of responses to meet the context. No quality responses providing no confidence that they will deliver.

2.2.2 Commercial evaluation

Competitiveness of the supplier's cost

The commercial evaluation will be conducted using the total cost quoted in the Schedule III - Budget and Workplan (Cell V24 of "Budget Summary" sheet).

Supplier scores will be calculated relative to the lowest price supplier using the formula below:

*((cost of lowest price supplier/ cost of supplier) *price weighting 20%)*

Where scoring has not identified a clear winning supplier, the top supplier(s) may be invited to an interview to finalise the evaluation and/or a Best and Final Offer process may be used to differentiate between suppliers of equal scoring.

Terms and Conditions

1. **Quote conditions**
   By submitting a quote, potential suppliers are bound by these terms and conditions. Potential suppliers must submit offers with all details provided in English and with prices quoted in GBP.
2. **Quote Lodgement**
   The Company may grant extensions to the Closing Time at its discretion. The Company will not consider any quotes received after the Closing Time specified in the RFQ unless the Company determines to do so otherwise at its sole discretion.
3. **Evaluation**
   The Company may review all quotes to confirm compliance with this RFQ and to determine the best quote in the circumstances.
4. **Alterations**
   The Company may decline to consider a quote in which there are alterations, erasures, illegibility, ambiguity or incomplete details.
5. **The Company's Rights**
   The Company may, at its discretion, discontinue the RFQ; decline to accept any quote; terminate, extend or vary its selection process; decline to issue any contract; seek information or negotiate with any potential supplier that has not been invited to submit a Quote; satisfy its requirement separately from the RFQ process; terminate negotiations at any time and commence negotiations with any other potential supplier; evaluate quotes as the Company sees appropriate (including with reference to information provided by the prospective supplier or from a third party); and negotiate with any one or more potential suppliers
6. **Amendments and Queries**
   The Company may amend, or clarify any aspect of the RFQ prior to the RFQ Closing Time by issuing an amendment to the RFQ in the same manner as the original RFQ was distributed. Such amendments or clarifications will, as far as is practicable be issued simultaneously to all parties. Any queries regarding this RFQ should be directed to the Contact Person identified on the cover page of this RFQ.
7. **Clarification**
   The Company may, at any time prior to execution of a contract, seek clarification or additional information from, and enter into discussions and negotiations with, any or all potential suppliers in relation to their quotes. In doing so, the Company will not allow any potential supplier to substantially tailor or amend their quote.
8. **Confidentiality**
   In their quote, potential suppliers must identify any aspects of their quote that they consider should be kept confidential, with reasons. Potential suppliers should note that the Company will only agree to treat information as confidential in cases that it considers appropriate. In the absence of such an agreement, potential suppliers acknowledge that the Company has the right to disclose the information contained in their quote. The potential supplier acknowledges that in the course of this RFQ, it may become acquainted with or have access to the Company's Confidential Information (including the existence and terms of this RFQ and the TOR). It agrees to maintain the confidence of the Confidential Information and to prevent its unauthorised disclosure to any other person. If the potential supplier is required to disclose Confidential Information due to a relevant law or legal proceedings, it will provide reasonable notice of such disclosure to the Company. The parties agree that this obligation applies during the RFQ and after the completion of the process
9. **Alternatives**
   Potential suppliers may submit quotes for alternative methods of addressing the Company's requirement described in the RFQ where the option to do so was stated in the RFQ or agreed in writing with the Company prior to the RFQ Closing Time. Potential suppliers are responsible for providing a sufficient level of detail about the alternative solution to enable its evaluation.
10. **Reference Material**
    If the RFQ references any other materials including, but not limited to, reports, plans, drawings, samples or other reference material, the potential supplier is responsible for obtaining the referenced material and considering it in framing their quote. And provide it to the Company upon request.
11. **Price Basis**
    Prices quoted must be provided as a fixed maximum price and show the tax exclusive price, the tax component and the tax inclusive price. The contract price, which must include any and all taxes, supplier charges and costs, will be the maximum price payable by the Company for Services.
12. **Financial Information**
    If requested by the Company, potential suppliers must be able to demonstrate their financial stability and ability to remain viable as a provider of the Services over the term of any agreement. If requested by the Company, the potential supplier must promptly provide the Company with such information or documentation as the Company reasonably requires in order to evaluate the potential supplier's financial stability.
13. **Referees**
    The Company reserves the right to contact the potential supplier's referees, or any other person, directly and without notifying the potential supplier.
14. **Conflict of interest**
    Potential suppliers must notify the Company immediately if any actual, potential or perceived conflict of interest arises (a perceived conflict of interest is one in which a reasonable person would think that the person's judgement and/or actions are likely to be compromised, whether due to a financial or personal interest (including those of family members) in the procurement or the Company).
15. **Inconsistencies**
    If there is inconsistency between any of the parts of the RFQ the following order of precedence shall apply:
    (a) these Terms and Conditions;
    (b) the first page of this RFQ; and
    (c) the Schedule so that the provision in the higher ranked document will prevail to the extent of the inconsistency.
16. **Collusion and Unlawful Inducements**
    Potential suppliers and their officers, employees, agents and advisors must not engage in any collusive, anti-competitive conduct or any other similar conduct with any other potential supplier or person or quote any unlawful inducements in relation to their quote or the RFQ process. Potential suppliers must disclose where quotes have been compiled with the assistance of current or former the Company employees (within the previous 9 months and who was substantially involved in the design, preparation, appraisal, review, and or daily management of this activity) and should note that this may exclude their quote from consideration. Potential suppliers warrant that they have not provided or offered any payment, gift, item, hospitality or any other benefit to the Company, its employees, consultants, agents, subcontractors (or any other person involved in the decision-making process relating to this RFQ) which could give arise to a perception of bribery or corruption in relation to the RFQ or any other dealings between the parties.
17. **Jurisdiction**
    This Agreement shall be subject to the laws of the Jurisdiction. The Supplier and the Company will use their best efforts to settle amicably any dispute, controversy, or claim arising out of, or relating to this Agreement or the breach, termination, or invalidity thereof. If no agreeable settlement can be found, any dispute, controversy, or claim arising out of or relating to this Agreement or the breach, termination, or invalidity thereof, shall be settled by arbitration in accordance with the UNCITRAL Arbitration Rules in effect on the date of this Agreement. The appointing authority shall be the Secretary-General of the Permanent Court of Arbitration. The Parties will be bound by any arbitration award rendered as a result of such

arbitration as the final adjudication of any such dispute. The place of arbitration shall be the headquarters location of Company at the time the claim is filed and the language of the arbitration will be English. The relevant laws shall be the laws of the Jurisdiction.

If your quote is successful, you will be required to enter into the Company's standard contract for the types of services being provided. In the provision of the Services, you will be required to comply with the Company's policies, including (without limitation) its Business Partner Code of Conduct and any relevant Project Manual. Potential suppliers must also comply with the Company's Business Partner Code of Conduct in the submission of any quotes pursuant to this RFQ. If you are bidding as part of a joint venture, partnership or similar, please make this clear in your submission. Likewise, if you propose to subcontract any part of the services provision, then disclose this fact within your submission. The Company may require additional information from you and approval for subcontracting will not be automatic as subcontractors will be subject to Palladium's Due Diligence process.