EARLY MARKET ENGAGEMENT QUESTIONNAIRE
TRANSMISSION LINES, AND SUBSTATIONS PACKAGES

Purpose:

TANESCO (or the procuring entity) is seeking early feedback from qualified transmission lines contractors to help refine its upcoming procurement approach and rated evaluation criteria for large-scale transmission line projects. Responses will not be evaluated competitively but will be used to ensure the final tender is practical, transparent, and encourages quality participation.

Company Background

The Tanzania Electric Supply Company Limited (TANESCO) owns and operates the national interconnected power grid, which comprises generation, transmission, and distribution systems. The transmission network forms a critical component of the national grid, facilitating efficient power transfer across regions and supporting both domestic and regional electricity trade.

As of November 2025, TANESCO's transmission system consisted of 72 substations interconnected by a comprehensive network of high-voltage transmission lines with a total length of 8,491.38 km, including in all regions which are grid connected

The total length of high voltage transmission line stands at 4,095.62 km of 220 kV lines, 1,832.01 km of 132 kV lines, 580 km of 66 kV lines and 1524.75 km of 400 kV lines. These transmission lines ensure reliable power delivery to all major load centers across Tanzania.

There is a better experience from successfully completed and operating projects such as the 670km, 400kV Backbone Transmission Investment Project (BTIP) from Shinyanga to Iringa where the TAZA project is connecting from at Iringa and the 510km Kenya Tanzania Power Interconnector Project (KTPIP) completed and currently in operation. Upon completion, the project will enhance power system reliability and enable cross-border electricity exchange within the Southern African Power Pool (SAPP). In parallel, a 400 kV Kenya–Tanzania Interconnector is fully operational, already improving system reliability and facilitating cross-border power exchange between the two countries. Moreover, other regional interconnector projects are at various stages of development and implementation, further strengthening regional power integration.

Qualification Criteria

1. Do you think the following qualification criterion is reasonable for each lot?

(a) The bidder must have completed a minimum of 3 three contracts/projects of similar size and complexity in the past 10 years.

Note: For transmission lines, 30% deviations in terms of the length of the project would still be considered similar size. For sub-stations, up to 30% deviations in the amount of contracts completed would be treated as similar size.

(b) A bidder should have average annual turnover rate equivalent to 50% of the bid price over the past 3-5 years to be eligible to bid. In case of Joint Venture, the prime contractor must meet 50% of this requirement, whereas each partner must meet 25% of the requirement. **(This assumes that the project duration is 2 years as stated in the PPSD, may be modified as needed)**

Packaging and Timelines

TANESCO has packaged the works into four lots. The table describes each lot and the estimated distance for lot. The estimated time to complete works is 2 years for each lot after the award of contracts.

Lot	Description	Distance in (km)
1	400kV Double Circuit Transmission Line from Mutukula to Kyaka Substation	31km
	400kV Double Circuit Transmission Line from Kyaka to Nyakanazi Substation	236km
2	400kV Double Circuit Transmission Line from Nyakanazi to Ibadakuli Substation	284km
3	Extension of 400kV Nyakanazi Substation	
	Extension of 400kV Ibadakuli Substation	
4	Construction of New 2x250MVA, 400/220/132kV Kyaka Substation	

2. Do you think the packaging of works is appropriate? If you see issue, kindly explain and suggest changes along with some justification?

3. In your estimation, what should be the minimum cost estimates for each of these activities based on your past experience?

4. Do you think the anticipated timelines of completing work under each lot within two years is realistic?

5. What should be realistic timelines for completion of work against each of the above-mentioned lot—based on your implementation experience?

Commercial and Financial

6. What are your views on payment terms, price adjustment, and financing constraints that you usually face in contracts of similar size and complexity? How should these terms be structured to support contract execution?

Market and Delivery Capability

7. Based on your experience, how feasible are large-scale (200 kV and above) multi-regional transmission projects in Tanzania or similar contexts?
8. Are there any particular challenges you foresee in delivering such projects (e.g. logistics, terrain, local materials, weather, and permits)?

SUMMARY RATED CRITERIA

Rated Criteria	Sub-Criteria	World Bank Procurement Regulations & Framework Alignment

Technical Capacity & Added Value (70%)	Bidder's Understanding & Delivery Plan	Value for Money (VfM) & Efficiency: Assesses the clarity, realism, and resources required to ensure timely performance, a core principle of VfM.
	Design Methodology (with Innovation/VE)	Innovation & VfM: Directly aligns with the use of Rated Criteria to reward innovation, value engineering, and high quality, going beyond minimum compliance.
	Key Personnel	Fit for Purpose & Integrity: Ensures the team has the necessary experience and technical depth to execute a high-risk/complex project.
	Equipment and Plant Availability	Efficiency & Risk Management: Confirms the bidder has the specialized physical resources required to complete the Works efficiently and on schedule (reducing execution risk).
	Risk & Contingency Planning	Risk Management: Compliance with general risk management principles (e.g., supply chain, financial). Explicitly covers Environmental & Social Safeguards (ESS).
	Safety and High-Voltage Work Plan	Mandatory ESF Compliance (ESS2 & ESS4): Directly addresses requirements for Labor and Working Conditions (Worker Safety) and Community Health and Safety.
Environmental, Social & Regulatory Compliance (15%)	Environmental/Climate Responsive Plan	Sustainable Procurement & Climate Resilience: Aligns with the Bank's focus on climate change adaptation/mitigation and integrated E&S risk management (ESS1).
	History of Compliance (WB ESF + National Law)	Mandatory ESF Compliance: Direct requirement for adherence to the Environmental and Social Framework (ESF) as the basis for project sustainability.
	Local Regulatory and Permitting Knowledge	Efficiency & Fit for Purpose: Ensures the bidder can navigate the national legal system and project-specific requirements (like RoW/permits) to minimize implementation delays.
Local Content, Capacity Building & Tech Transfer (15%)	Local Labor, Suppliers, & Materials	Sustainable Procurement: Supports the Bank's goal of achieving socio-economic benefits and capacity building within the Borrower country, promoting local economic development.
	Technology and Knowledge Transfer	Capacity Building & Sustainability: Focuses on transferring specialized knowledge and skills to the Borrower (TANESCO) and local firms, ensuring the long-term sustainability and operability of the new asset.
	Local JV, Subcontracting, or Partnerships	Sustainable Procurement: Supports the development of local industry by measuring the commitment to structured and formal partnerships with national companies.

Technical and Innovation Aspects

9. Do you think the ratio of technical to financial bids at 80:20 is appropriate to use combined evaluation method?

10. In light of recent technological advancements, do the innovation and design criteria effectively address the complexities and opportunities in modern transmission line and substation projects? Please provide specific examples or suggest areas for refinement.

11. Do the proposed criteria for assessing technical innovation, design efficiency, sustainability, and scalability align with current industry standards and practices in transmission and substation construction? If not, what adjustments would you recommend?

Environmental, Social, and Local Participation

12. What are the main environmental and social challenges you typically encounter in transmission projects, and how do you address them?

13. Do you think the proposed emphasis on local content, employment, and capacity building is realistic? What level of local participation do you believe can reasonably be achieved?

Implementation Risk and Delivery Assurance

14. How do you view risks related to foreign exchange, taxes, or import duties in Tanzania, and how may we factor in these in bid document?

15. How should such risks be shared between TANESCO and contractors to ensure fair and efficient implementation? Are there particular contract terms or risk-sharing provisions/standard risk mitigation tools or performance guarantees you recommend.

Sustainability and Long-Term Operation

16. From your experience, what practical steps help ensure the long-term sustainability and maintainability of transmission lines after commissioning?

17. Are there specific training or technology-transfer approaches that work best for building local operational capacity?

18. Do you believe the proposed rated criteria (financial, technical, innovation, sustainability, and local benefits) provide a fair basis for selecting the best contractor?