

ELECTRICITY SUPPLY CORPORATION OF MALAWI LTD



REQUEST FOR PROPOSALS

FOR

CONSULTANCY SERVICES FOR PROVISION OF STRATEGIC, TECHNICAL AND COMMERCIAL ADVISORY SERVICES FOR ESCOM OFC

PROCUREMENT NO: ESC01/RFP/CS/FY2026-27

DATE OF ISSUE: 6th July 2026

1. The Electricity Supply Corporation of Malawi Limited (ESCOM), through its Optic Fibre Communications (OFC) Directorate, has budgeted funds for **engagement of a qualified consultancy firm to provide strategic, technical and commercial advisory services to support the expansion of its telecommunications business and digital service offerings.**

ESCOM OFC operates a nationwide overhead optic fibre backbone network mounted on electricity infrastructure reaching all parts of Malawi, supported by a National Data Centre. The directorate has positioned itself as a key driver in supporting the Government of Malawi's digitalisation agenda by providing reliable, secure and scalable telecommunications and digital infrastructure.

As part of ESCOM's broader ambition and OFC's five-year strategic plan aimed at accelerating growth and maximising value from its telecommunications infrastructure and digital platforms, ESCOM OFC intends to engage a qualified consultant to provide **feasibility study, strategic planning, technical design guidance, commercial strategy development, financial plan, and regulatory advisory services** to support the planned rollout of competitive mobile and digital services.

2. The Corporation now invites sealed proposals from eligible and qualified consultants to undertake the following assignment:

Description	Location
Consultancy Services for Strategic, Technical and Commercial Advisory for ESCOM OFC Telecommunications and Digital Services Expansion	ESCOM OFC – Blantyre

The assignment will include advisory support covering the following key areas:

- Feasibility study
- Strategic planning and regulatory advisory
- Telecommunications network design and technology roadmap development
- Go-to-market strategy and commercial launch planning
- Internal operational processes and systems best practices
- Organizational structure design and human resource planning
- Financial and Operational modelling

3. The procurement will be conducted in accordance with **Request for Proposals (RFP) procedures specified in the Malawi Public Procurement and Disposal of Public Assets Act, 2025.**

4. Interested eligible consultants may obtain further information and inspect the **Request for Proposals (RFP) Documents** from ESCOM's Procurement Division at the address given in paragraph **8(a)** below from **08:00 to 12:00 hours and 13:00 to 16:00 hours local time (Monday to Friday), except national public holidays.**

5. A complete set of the **Request for Proposals Documents in English language** may be purchased by interested consultants at the address indicated in paragraph **8(b)** below upon payment of a **non-refundable fee of MK10,000.00.**

The method of payment shall be **cash or bank certified cheque.** The document may be collected by the bidder.

6. Proposals must be delivered to the **Tender Box at the address indicated in paragraph 8(c)** on or before **4th August 2026 at 10:00 hours local time.**

Electronic submissions will **not be permitted** and **late submissions will be rejected.**

Proposals will be opened in the presence of consultants' representatives who choose to attend at the address indicated in **paragraph 8(d)** on **4th August 2026 at 10:30 hours local time.**

7. Proposals must be accompanied by a **Bid Security** as specified in the Request for Proposals document or a **Bid Securing Declaration Form if the bidder is 100% owned by Malawian Nationals.**

The Bid Security shall be in the form of a **Bank Certified Cheque or Bank Guarantee issued by a reputable bank acceptable to the Procuring Entity** amounting to **K5,000,000.00** for non-Malawian Owned Companies.

8. The addresses for **inspection, purchase, submission and opening of proposals** are as follows:

(a) Address where Proposals will be inspected and issued from:

ESCOM House Annex Building
Second Floor
Procurement Division
9 Haile Selassie Road
P.O. Box 2047
BLANTYRE

(b) Address where Proposals will be purchased:

Accounts Office
ESCOM
Umoyo House, Third Floor
Victoria Avenue
BLANTYRE

(c) Address where Proposals will be deposited:

ESCOM House Annex Building
Tender Box situated at IT Reception
9 Haile Selassie Road
P.O. Box 2047
BLANTYRE

(d) Address where Proposal Opening will take place:

ESCOM Staff Training Centre

Mpemba, BLANTYRE