

Energy and Combustion Services Technology Solutions Development (Pty) Ltd.
Block D, Bellevue Campus, 5 Bellevue Road
Kloof, 3610
KwaZulu-Natal, South Africa
PO Box 2596, Pinetown, 3600, South Africa
Tel: +27 31 765 0443
Fax: +27 31 765 0444
Co Reg No: 2007/015535/07
Vat Number: 4790245676
www.enerserv.co.za
R34528

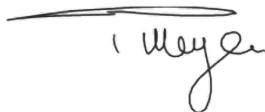
08 July 2025

To Whom It May Concern

Energy and Combustion Services Technology Solutions Development (Pty) Ltd (ECS TSD) hereby submits its application to the Department of Public Works, Roads and Transport to provide the services as outlined in Section B: Electronic Fuel Management System of the Scope of Work.

The services provided are as set out in the Tender Scope of Work and are fully detailed in the document R34492 relating to the SmartFEMS proposal.

Yours sincerely



P Meyer
Marketing and Sales Director
Energy and Combustion Services (Pty) Ltd

DEPARTMENT OF PUBLIC WORKS, ROADS AND TRANSPORT FINANCIAL PROPOSAL

2. PROVISION OF ELECTRONIC FUEL MANAGEMENT FUNCTION

2.1. Fuel Management Equipment (Specify)	R 19,576,240 [Once-off]
2.2. Recurring Costs	R 200,000 [Monthly Fee]
2.3. Other	R 0

The pricing is set out in detail in the section below.

SmartFEMS Solution Pricing Proposal – Solution and Hardware

The pricing provided consists of the following elements:

- SmartFEMS Monthly Solution Fee
- SmartFEMS Monthly Support Fee
- Hardware costs [Upfront capital cost] related to the implementation of an automated fuel management system. This will include the equipment for gauging, metering, mining equipment operational tracking and any other associated hardware that is required to integrate the data for an effective and efficient fuel management solution.

The following summary pricing is applicable to the Hardware and Solution elements of the project.

Table 1: Hardware Capital Cost

Cost Category	Description of Cost Elements	Cost in Rand
Hardware Costs [Capital Once-off Cost]		
Capex Cost	Hardware	R11,955,265
	Installation	R6,273,835
	Travel and Accommodation	R1,347,140
	Total Hardware Costs Installed	R19,576,240

The following pricing relates to the monthly SmartFEMS Solution and Support Fee.

Table 2: Monthly Solution and Support Fees

Cost Category	Description	Sites	Price Per Site	Cost in Rand
Monthly Solution Fees [Operating Costs and Support]				
Opex Costs	SmartFEMS Solution Fee	25 Sites	R5,000	R125,000
	SmartFEMS Support Fee	4 Hours per site per month		R75,000
	Total Monthly Solution Fee			R200,000

The Solution is provided as a ‘Software as a Service’ Solution (SaaS), on the following factors and principles.

Solution Pricing:

- The solution pricing is based on the Solution Fee and the Hardware Requirements as determined from the Tender Requirements
- The Solution fee will be charged from the month of implementation
- The monthly Solution fee will be for a contractual period of 12 months
- The Solution is licensed per site – not individual users of the system. This is via a monthly Solution fee for the duration of the contract
- Pricing does not include third-party system integration fees and licensing
- The initial take-on of the base data and information required to populate the Reporting Platform forms part of the cost of the hardware implementation
- The Solution pricing includes remote support

Commercial Principles of the Solution

The following commercial Principles apply:

- The items have been priced in Rand.
- The cost of the project has been stated excluding VAT and any duties.
- A Purchase Order is required prior to any work being commenced.
- The annual fees will be adjusted by CPI annually in terms of the contract term. CPI will be the headline year on year rates as reflected in Table B2 of the Statistical Release PO141 as published monthly by Stats SA in the Consumer Price Index report.
- The Solution Fee is to be invoiced from month one of the agreed contract period and paid 30 days from Statement (net).
- Month one will be the Solution backend build and specific site setup, assets and equipment uploading and allocation as well as the reporting infrastructure build for the site.
- Travel, accommodation and subsistence costs are detailed in the Hardware and Installation Pricing and determination of Hardware Requirements
- The hardware pricing is based on the requirements received in the Tender.
- The pricing provided is indicative based on the information provided. The options are to be presented and agreed to by ECS and Department of Public Works, Roads and Transport for finalisation of the requirements.
- The hardware requirements for the Operations are determined based on the information provided by Department of Public Works, Roads and Transport.

Hardware and Installation

The hardware component of this offer has been tailored based on the specific site equipment configuration and optimized for data acquisition in the given fuelling and operations environment. The following elements have been provided to enable integration into the Solution for effective control, notifications, and reporting.

The equipment supplied by ECS comes with a one-year manufacturer's warranty, which ECS will manage in the event of any required replacements. Notably, because the Solution is an intelligence-based system, the use of tag-based and nozzle-in-tank equipment is unnecessary. This significantly reduces the risk of equipment failure, thereby minimizing downtime and associated costs.

The data communication will be effected through a local site-based network connection (Ethernet Cable or Wi-Fi). Connections between Instrument Panels are to be via Ethernet or Wi-Fi (If line of sight is available between panels – Wi-Fi is preferred).

Determination of Hardware Requirements

The following information has been used to determine the hardware requirements for the site. This proposal is based on the information received for the Department of Public Works, Roads and Transport. For SmartFEMS to work effectively at each fuelling facility, refuelling bowsers and operational equipment, the requirement is for electronic pulsed output metering and gauging on all stationary fuel facilities with Digital Identifiers need to be installed on each piece of mobile equipment to be monitored.

Should ECS be selected as the preferred supplier for the Automated Fuel Management System, an in-depth assessment (metering and gauging equipment) of the fuel facilities, mobile bowsers and equipment across the Department of Public Works, Roads and Transport Home Base will be conducted.

The assessment of the site hardware requirements has been based on the information included in the tender documents in support of the hardware installation and Solution implementation requirements.

The following hardware has been assessed as being required to provide the outcomes specified in the Tender Scope of Work.

Table 3: Site Hardware Requirements

Depots	Instrument Panels	Level Measurement Controller	Dispensing Interface	Tank Level Probes	Dispensing Meters
Active Sites					
Sabie	1	1	1	2	2
Lydenburg (Mashisling)	1	1	1	2	2
Barberton	1	1	1	1	1
Driekoppies	1	1	1	1	1
Tonga	1	1	1	2	2
Malekutu	1	1	1	1	1
Malamule	1	1	1	1	1
Godide	1	1	1	2	2
Chochocho	1	1	1	1	1
Elukwatini	1	1	1	1	1
Mkhondo	1	1	1	2	2
Mkhondo Hospital	1	1	1	5	5
Pixley ka Seme (Amersfoot)	1	1	1	1	1
Ermlo	1	1	1	2	2
Lukiug (Standerton)	1	1	1	2	2
Dipaleseng (Grelingstad)	1	1	1	1	1
Govern Mbeji (Bethal)	1	1	1	2	2
Belgas	1	1	1	3	3
Middleburg	1	1	1	2	2
Pullens Hope (Read Camp)	1	1	1	1	1

Depots	Instrument Panels	Level Measurement Controller	Dispensing Interface	Tank Level Probes	Dispensing Meters
Witbank Hospital	1	1	1	1	1
Delmas	1	1	1	1	1
Kwamhlanga	1	1	1	1	1
Siyabuswa	1	1	1	3	3
Nelspruit Vintonia	1	1	1	1	1
Total	25	25	25	42	42
Inactive Sites					
White River					
Mayflower					
Pixley ka Seme (Wakkerstroom)					

The following equipment has been utilised in determining the hardware requirements.

Table 4: Equipment Listing

Description	Standard Vehicle Telemetry Units
Dozer	6
Excavator	7
Front End Loader	6
Grader	98
Mobile Crane	3
Roller	7
TLB	50
Tractor	22
Total	199

Hardware and Installation Pricing

The following pricing relates to the installed cost of the hardware as specified based on the information provided.

Table 5: Hardware and Installation Pricing

Description	Total		
	Units	Price per Unit	Total Cost
Hardware			
Bulk Tank Facility			
Instrument Panel	42	R117,800	R4,947,600
Level Measurement controller	25	R20,000	R500,000
Dispensing Interface	25	R34,585	R864,625
Tank Level Probes	42	R44,095	R1,851,990
Dispensing Meters	42	R42,395	R1,780,590
Certification and Drawings	42	R6,720	R282,240
Sundry Hardware	42	R21,660	R909,720
Sub-total Hardware - Bulk Tank Facility			R11,136,765
Telemetry Units			
Standard Vehicle Telemetry Unit	200	R3,200	R640,000
Sub-total Hardware - Telemetry Units			R640,000
Sub-total Hardware Ex Works Durban			R11,776,765
Contingency			R0
Delivery			R178,500
Sub-total Hardware Delivered			R11,955,265
Implementation and Installation Costs			
Fixed [Overall Project]			
Project Scoping, Planning, Procurement and Logistics			R536,000
Induction and HSSE			R316,800
Training of Installation and Maintenance Teams			R32,000
Set up and integration testing			R277,300
Post Implementation Support			R31,200
Sub-total Fixed [Overall Project]			R1,193,300
Variable [Per Units Installed]			
Installation at Bulk Storage			R4,225,200
Calibration and CoC			R266,000
Installation of Standard Vehicle Telemetry Unit			R443,335
Project Oversight - On Site			R146,000
Sub-total Variable			R5,080,535
Sub-total Implementation and Installation Costs			R6,273,835
Travel, Accommodation and Subsistence			R1,347,140
Total Project Hardware Costs Installed			R19,576,240