

WATER PARTNERSHIPS OFFICE

INCREASING PRIVATE SECTOR
PARTICIPATION IN WATER SERVICES

RFR001/2026: Summarized
Presentation to Compulsory
Briefing Session

14 August 2026



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Water and Sanitation
REPUBLIC OF SOUTH AFRICA



RFR 001/2026: NRW PBC CONTR. PANEL

Summarized Presentation to Compulsory Briefing Session



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NATIONAL WATER PARTNERSHIPS PROGRAMME (NWPP): [NON-REVENUE WATER (NRW) REDUCTION PROGRAMME]

ESTABLISHMENT OF A PANEL OF NON-REVENUE WATER (NRW) PERFORMANCE-BASED CONTRACT (PBC) CONTRACTORS FOR A PERIOD OF FIVE YEARS

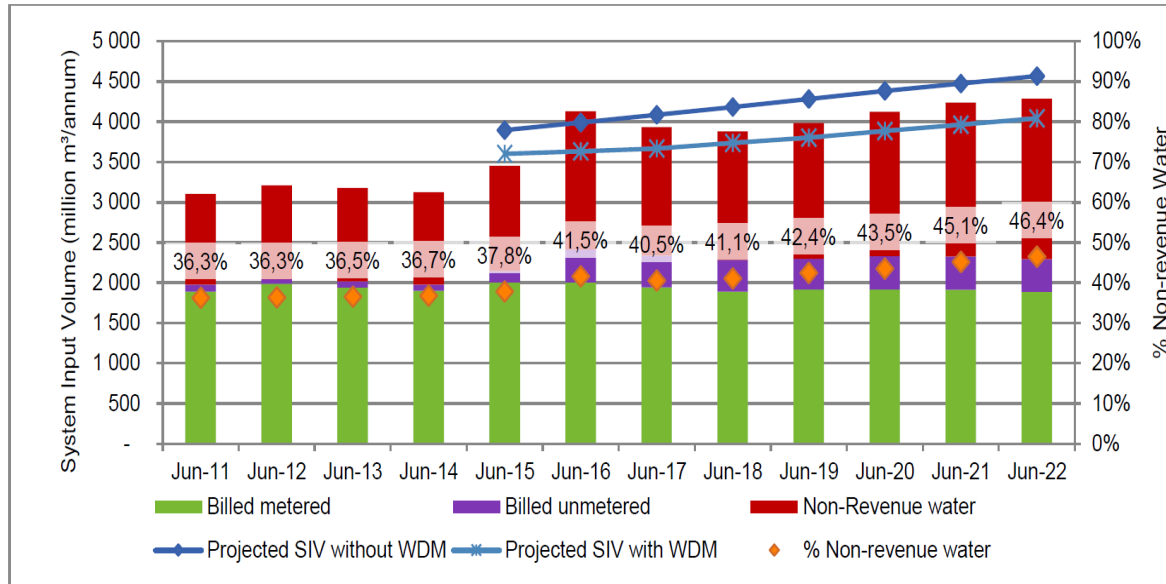
Tender Number: RFR001.2026

REQUEST FOR REGISTRATION (RFR)

28 JULY 2026

PROBLEM STATEMENT IN MUNICIPALITIES

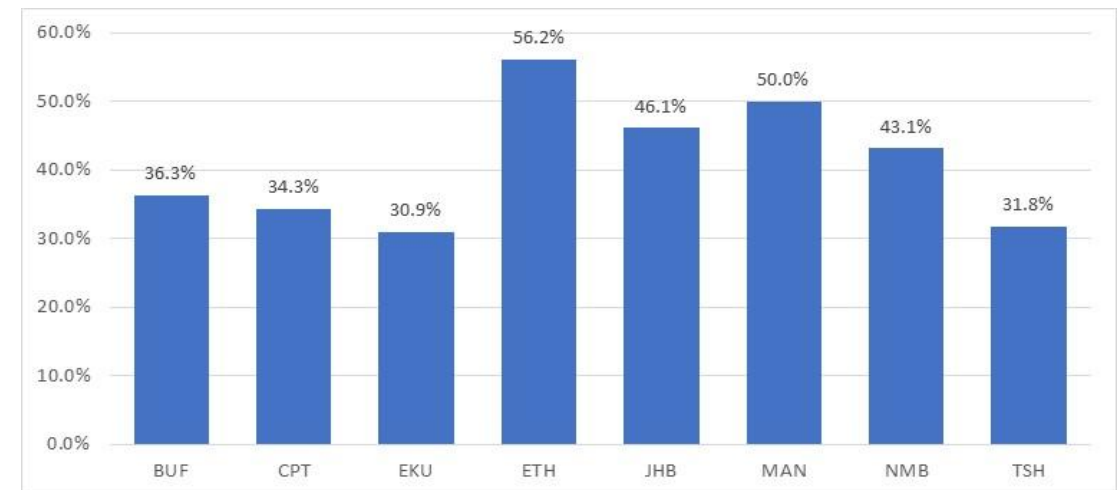
Significant increases in NRW in Municipalities



- **Significant expenditure with inability to demonstrate impact:** A total of R1.9 billion was reportedly spent on WC/WDM related projects by some WSA in the period covered by the 2025 No Drop Report of DWS. However, the WSAs were unable to demonstrate any impact with the non-revenue water increasing by 87.9 million kl/annum, despite the significant expenditure.
- **Municipalities cite lack of funding and expertise** as a major reason for not being able to reduce NRW.

Increasing NRW: Latest No Drop Report issued by DWS indicate that on average, NRW has increased from 37% in 2012, to 46.4% in 2023, and then to 47.4% in 2025.

There is an urgent need to intervene decisively to halt and reverse the trend in our water-scarce country.



OVER-ARCHING OBJECTIVES OF THE ESTABLISHMENT OF THE NRW PBC CONTR. PANEL



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- **Reduction in timelines of municipal procurement of NRW PBC Contractors** *(There is however no guarantee on the number of municipalities that will make use of this panel and work generated from it).*
- **Effective reduction of Non-Revenue Water** in municipalities through the use of (pre-qualified) NRW PBC Contractors.
- **Significant improvement in the revenues of municipalities** – *improved municipal financial viability and management.*
- **Strengthen the water security** of the municipalities and of the country *vis-à-vis* climate change impacts.
- **Improved the sustainability** of water services delivery in municipalities.
- **Significant cost savings to the municipality:** NRW reduction delays (postpones) the need for CAPEX outlay for new bulk infrastructure. Further savings on OPEX as the OPEX may be leveraged from the NRW PBC Contractor over the long-term period circa ± 10 years – *NRW PBC contract period is usually determined by the financial modelling of the bankable feasibility study.*
- **Leveraging of funding and skills from the Private Sector:** PBC Contractor is incentivized to provide funding and skills for targeted NRW Reduction interventions.

HIGH-LEVEL ADVICE TO PROSPECTIVE TENDERERS



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DBSA

1. Understanding and Compliance:

- a) **Read thoroughly:** Analyze every line of the tender rules and instructions.
- b) **Check mandatory forms:** Fill out and sign all required administrative documents.
- c) **Meet statutory needs:** Include valid tax clearances, registrations, and local licenses.
- d) **Use a checklist:** Track every single requested item to prevent disqualification.

2. Proposal Quality and Strategy:

- a) **Tailor your response:** Avoid generic text and match your solutions to the Employer's exact goals.
- b) **Highlight unique strengths:** Show clear value-added services that set you apart.
- c) **Provide proof:** Use verified case studies and client references from similar projects.
- d) **Clear structure:** Use simple headings, clear pagination, and concise layouts

HIGH-LEVEL ADVICE TO PROSPECTIVE TENDERERS



3. **Proposal Submission:**

- a) **Double-check (cross-check) all information:** Verify all compiled information required for submission.
- b) **Authorized sign-offs:** Confirm proper signatures and corporate approvals are attached.
- c) **Early submission:** Upload or deliver your package ahead of time to avoid technical failures or late lockouts.

NRW AT A GLANCE

The IWA Water Balance: 5Ws: “What?, Where?, Why?, Which?, Who?”

1	2	3	4	5
System Input Volume	Authorized Consumption	Billed Authorized Consumption	Billed Metered Consumption	Revenue Water
			Billed Unmetered Consumption	
		Unbilled Authorized Consumption	Unbilled Metered Consumption	Non-Revenue Water (NRW)
			Unbilled Unmetered Consumption	
	Water Losses	Apparent Losses	Unauthorized Consumption	
			Customer Metering Inaccuracies	
		Real Losses	Leakage on Transmission and/or Distribution Mains	
			Leakage and Overflows at Utility's Storage Tanks	
			Leakage on Service Connections up to point of Customer Metering	

NRW INTERVENTIONS AT A GLANCE

Typical NRW interventions.

Various interventions available to address NRW:

- Focus and prioritise **NRW infrastructure and non-infrastructure interventions**, including:
 - Replacement and fixing of **leaking and broken pipes** that have high burst frequencies.
 - **Fixing of faulty meters** and **installation of new meters** to ensure accurate billing and cost recovery
 - Active pressure management by **installing pressure reducing infrastructure** that will result in less pipe bursts and leaks.
 - **Addressing weaknesses in the municipal revenue value chain** – policies & procedures, tariffs, customer data quality, indigent management, billing and revenue collection, debt management, etc.
- Selection, design and phasing of interventions determined during **detailed feasibility study and commencing with interventions with highest NRW reduction benefit.**

Typical NRW interventions include the following:

- **Pipe replacement**
- **Active leak detection**
- Active pressure control (**pressure reduction installations**)
- **Bulk and customer metering**
- Meter reading and billing (revenue management and cost recovery)
- Customer complaints and awareness
- System visual inspections
- Preventative maintenance
- Hydraulic modelling
- Minimum Night Flows Analysis

CONTENTS OF RFR001/2026 TENDER DOCUMENT

- Reference will be made to the published RFR001/2026 Tender document for the relevant information contained in the below sections of the document.

Contents	
Number	Heading
Part E1: Submission procedures	
E1.1	Notice and invitation to submit a Request for Registration
E1.2	Submission data
Part E2: Returnable documents	
E2.1	List of Returnable Documents
E2.2	Submission (Returnable) Schedules
Part E3: Indicative scope of work	
E3.1	Indicative Scope of Work
Part E3: Indicative site information	
E4.1	Indicative site information

THANK YOU

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