
INVITATION TO TENDER

Morupule Coal Mine (Limited (MCM) is a mining company established in 1973 to mine and unlock the true value of coal for all stakeholders in Botswana. The MCM is at the heart of a prosperous future for Botswana with coal production contributing significantly to the country's socio- economic development. The coal mining company is fully owned by the Minerals Development Company Botswana Proprietary Limited and its located 7 km northwest of the urbanised village of Palapye (the fastest growing centre outside the capital city of Gaborone), along the Serowe-Palapye national highway (A14). The company's vision is 'To be a partner of choice in the global coal transition'.

MCM invites service providers with expertise and experience in providing corporate strategy review services for companies in the energy and coal mining industry that trades in multiple jurisdictions. Service providers are required to demonstrate proven experience in developing and implementing corporate strategies for companies in the energy and coal mining industries, with an annual turnover of at least 1 billion Pula.

Consultancy Services for Mid Term Review of 5 Year MCM Strategy

MCM Board and Shareholders approved the implementation of current strategic plan knowns as #1-3-27 corporate strategy that calls for the growth of total coal sales to 7.6 million product tonnes annually by 2027/28, of which 5.3 million tonnes will have to be exported out of the country. It is envisaged that this will be achieved by optimising the current mining assets and developing series of mine expansion projects to achieve this goal.

MCM requires the corporate strategy service providers who can demonstrate a strong record of providing mid-term strategy review and advisory services to coal mining companies that trades in multiple jurisdictions to provide a proposal to conduct a mid-term review of their #1-3-27 strategy:

The critical aspects of the scope of works (SoW) are as follows but not necessarily limited to:

- Review and reconfirm the current micro and macro environment against the base assumptions upon which the current approved strategy, objectives, KPI's and roadmap were developed.
- Review and provide expert advice on medium-long term coal market dynamics and impact the transitioning to a low carbon future and/or to clean energy sources within the region as well as any other key dynamics that may affect the operating environment have on the latest strategy.
- Review the strategy performance against latest approved strategy (baseline).
- Reevaluate and refresh the strategy until end of the current strategy period with KPI's and roadmaps.
- Conduct stress tests on the refreshed strategy against various scenarios and risks to ensure its resilience and adaptability.

This tender is open to all qualifying companies, regardless of their registration status on the MCM Database.

Tender **documents link** will be shared with the Tenderer upon receiving proof of payment of a non-refundable fee of **BWP500.00** only on or before **24 September 2024 – 16:30 hrs.**

Payments may be made in cash or by Electronic Funds Transfer to:

Account Name: Morupule Coal Mine;

Bank Name: Stanbic Bank;

Account N^o: 9060001295360

Branch: Fairgrounds Swift Code: SBICBWGX.

REF: "Your Company Name"- Tender No: M0600-MEP-0083-00-00-CF

Consultancy Services For Mid Term Review of 5 Year MCM Strategy

Submission:

Tenderers are required to submit the tender electronically to:

PMOTenderlink@mcm.co.bw

Tenders are to be submitted marked:

Consultancy Services for Mid Term Review of 5 Year MCM Strategy No.M0600-MEP-0083-00-00-CF

The closing date for the receipt of tender submissions shall be **04 October 2024 at 12:00 noon.** Tenders received after the closing date and time will not be considered.

Morupule Coal Mine reserves the right to reject or accept any submission and does not bind itself to accept the lowest or any portion of any tender. Acceptance thereof is not binding on the company until confirmed through official notification. The services pertaining to this tender shall be run under Morupule Coal Mine General Conditions of Service, details of which are in the tender documents. Enquiries relating to this tender must be addressed to: **The Contracts Manager**, at e-mail: mtema@mcm.co.bw and cc lsegosebe@mcm.co.bw