



Request for Expression of Interest (EOI)

Issued by ICLEI Africa

Launching a pilot to assist in tackling non-revenue water loss in Gauteng City Region municipalities

5 August 2025

ICLEI Africa invites applications to participate in a project titled, “WaterSOURCE - Sharing Opportunities for Urban Resource Circularity and Equity” in Gauteng.

Expressions of Interest due: 12 September 2025

Enquiries related to this request for EOI can be sent via email to Kiera Crowe Pettersson at kiera.crowepettersson@iclei.org with cc to zakiyya.atkins@iclei.org

Submitted Eols will be assessed against criteria set forth in this document and used for purposes of prequalification of interested parties to proceed to the dialogue stage of the procurement process.

ICLEI Africa reserves the right not to select a municipality in relation to this Expression of Interest (EOI).

1. About ICLEI Africa

ICLEI is a global network of over 2 500 cities and other subnational governments and their associations committed to building a sustainable future. ICLEI provides technical services, capacity building, networking and global representation opportunities, as well as cutting-edge solutions to its member and network cities and regions, and their communities.

ICLEI's African Head Office, which serves ICLEI's network cities from across Africa, is based in Cape Town, South Africa. Over the past 20 years, ICLEI Africa has established a reputation for its climate change and nature-based solutions work, and for the long term relationships formed with our members across the continent. In 2018, we launched a third work stream focusing on urban systems, and within this we are rapidly building a portfolio of work addressing issues of circular economy, water, management of resources and wastes, water, public procurement, finance and governance.

As a part of this expanding portfolio we have recently launched the project, WaterSOURCE (Sharing Opportunities for Urban Resource Circularity and Equity) - which aims to address critical water governance challenges in South Africa by strengthening local government authorities (LGAs) and promoting sustainable service delivery through circular economy principles.

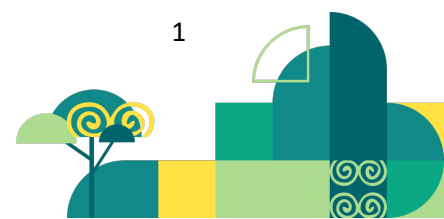
2. Project Background

ICLEI Africa has received funding from the Embassy of Finland, Pretoria and intends to use part of the funds to hold a pilot in the Gauteng City Region dedicated to shifting the needle on non-revenue water (NRW) loss in select water-zones in a select municipality. This pilot falls under the broader project titled WaterSOURCE - Sharing Opportunities for Urban Resource Circularity and Equity.

The broader project responds to the urgent need for sustainable water management by fostering enhanced collaboration between local governments, increasing stakeholder familiarity with circular water economy concepts, and driving the adoption of innovative tools and practices to reduce water losses and improve system efficiency. This is set against four (4) project outcomes:

- **Outcome 1:** Enhanced collaboration and knowledge exchange between local governments in different regions
- **Outcome 2:** Increased familiarity with circular water terminology, conceptual frameworks, and practical tools among stakeholders
- **Outcome 3:** Improved public and private engagement in leak management initiatives across several Gauteng zones/neighborhoods
- **Outcome 4:** Adoption of circular water tools and practices by local governments

This request for expressions of interest and the subsequent pilot speak to outcome 3 of the project. The connected outputs include the development of a community engagement digital platform for leak



reporting; and the implementation of a pilot for private sector and SME engagement model for leak management in three (3) zones in the selected municipality.

In order to fulfill outcome 3 and the subsequent objectives, ICLEI Africa requests that interested municipalities in the Gauteng City Region respond to this call for EOIs.

2.1. Objectives

The main objectives of the pilot are to:

1. To identify water zones in the selected municipality that have a high instance of NRW loss that can be attributed to leaks (and not related to other causes of NRW, e.g. known unauthorised consumption);
2. To utilize simple digital communications tools (like WhatsApp) to collect and document leaks that occur in selected zones outside of private property using photo and location markers;
3. To mobilise private sector and SMEs to rapidly respond to the identified leaks within the selected zones through repair of leaks and burst pipes;
4. To measure the difference between the bulk water supply and the expected revenue from the zone on a monthly basis throughout the pilot;

Each of these feed into the overall pilot-goal of lowering the difference between bulk supply and expected revenue in the given zones by fostering community engagement and SME support to existing municipal activities of water management.

2.2. Scope

The scope of the pilot is limited to:

- Municipalities in the Gauteng City Region
- Municipalities with zones that have identifiable levels of NRW loss
- Non-revenue water loss that is attributable to leaks or burst pipes. The pilot will not include tackling NRW loss attributable to unauthorised consumption.

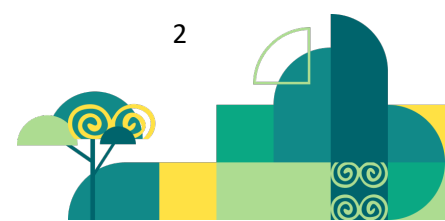
3. Selection of Respondents

The purpose of this EOI is to establish a shortlist of not more than six (6) municipalities for the subsequent pilot rollout, and to then move forward the further discussion for the selection of the three (3) pilot sites.

4. Assessment Criteria

EOIs will be evaluated based on the following criteria:

1. Effective demonstration of the need for NRW intervention in the municipality
2. Existing efforts to address water resource management in the municipality
3. Political interest in water security present in the municipality



4. Enabling environment for SME deployment & experimentation present in the municipality
5. Allocation of a focal point(s) from the municipality to co-develop this process with ICLEI Africa

5. Submission of Information

Information in response to this EOI should be submitted via email to kiera.crowepettersson@iclei.org with cc to zakiyya.atkins@iclei.org, using the subject line: **WaterSOURCE Pilot EOI Submission** no later than close of business on Friday 12 September, 2025. No late responses will be considered.

Included in the email body should be the name of the municipality expressing interest to participate in the pilot as well as the contact details for the key focal point for the pilot.

Attached to the email should be a document, detailed in section 5.1 of this EOI.

5.1. Response Format

Responses to this request should be sent in PDF format. The response should include:

1. A brief overview of the municipality
2. A brief overview of the state of NRW in the municipality
3. Identified zones for the pilot, and motivation about why these zones would be most appropriate
4. Demonstration of interest in the pilot project
5. Statements and declarations indicating that the municipality agrees to SME and private sector support in addressing leaks and burst pipes in the identified zones
6. The Declaration of Support, signed by Department Head or appropriate authority, which can be found in Appendix A of this document

6. Timeline

Request for Expression of Interest: 5 August 2025

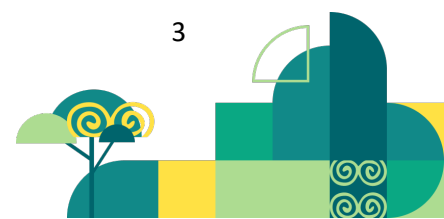
Submission of EOI deadline: 12 September 2025

EOI Review by SteerCo: 14 - 26 September 2025

Signed agreement to proceed with the pilot: 24 October 2025

7. Enquiries

Enquiries related to this request for EOI can be sent via email to Kiera Crowe Pettersson at kiera.crowepettersson@iclei.org with cc to zakiyya.atkins@iclei.org



Appendix A

Declaration of Support

To the WaterSOURCE Steering Committee:

I, _____, representing
(full name of Department Head or appropriate authority)

_____,
(municipality submitting EOI)

submit this declaration as evidence of my support for the submission of this Expression of Interest in the WaterSOURCE pilot. This includes an indication of awareness for SME and private sector involvement in addressing leaks and burst pipes in order to address non-revenue water loss in the zones detailed in this EOI submission.

Signature

Name

Designation

Date

