



SUPPLY OF BIODIESEL TO BOTSWANA OIL LIMITED OVER A PERIOD OF THREE (3) YEARS

TENDER REFERENCE NO: BOL/EOI/2026-27/01

NAME OF PROCURING ENTITY
BOTSWANA OIL LIMITED

Botswana Oil Limited (BOL) is looking to procure services of experienced biodiesel suppliers to submit Expressions of Interest (EOI) for the supply of biodiesel (B100).

The purpose of this Expression of Interest is to identify capable suppliers, assess market capacity, understand available biodiesel products and supply models, and inform a possible subsequent procurement process.

1. Indicative Scope of Supply

The anticipated scope may include:

- The production, sourcing, supply, transportation, and delivery of biodiesel;
- The supply of neat biodiesel and/or biodiesel blends, as applicable;
- Quality assurance, product testing, and certification;
- Provision of safety data sheets, certificates of analysis, and product traceability records;
- Storage, handling, blending, and dispensing support, where required;
- Technical support relating to the use, storage, and handling of biodiesel;
- Management of product quality throughout the supply and delivery chain;
- Reporting on feedstock origin, sustainability, and carbon-emissions performance.

The final scope, specifications, volumes, delivery frequency, and contract duration will be confirmed during any subsequent procurement process

2. Eligibility Requirements

This Expression of Interest (EOI) is open to suitably qualified and experienced companies incorporated or registered in Botswana, as well as eligible international companies. Domiciled biodiesel producers, manufacturers, distributors and authorised suppliers must be duly registered with the Companies and Intellectual Property Authority (CIPA) and must hold a valid registration with the Public Procurement Regulatory Authority (PPRA) under Code 214: Petroleum Products, Sub-Code 01: Fuels.

3. Regulatory and Compliance Requirements

Expression of Interest Submissions must include but not limited to the following:

- Submit certified copy(ies) of valid certificate of incorporation/registration and an extract from the Companies Intellectual Property Authority.
- Submit detailed Company profile including products and services and an organisational structure.
- Submit a certified copy of Tax clearance certificate from Botswana Unified Revenue Services.
- Submit relevant licenses and permits required for biodiesel production, trading and/or storage and handling.

4. Technical Requirements

- Provide a capability statement of your company in relation to the supply of biofuels, highlighting your technical expertise in the biofuels subsector, trading experience, storage/handling capabilities and propose how your entity can work with BOL to ensure success on the delivery of the project.
- Provide proof of product (Biodiesel B100) compliance with the Botswana Bureau of Standards specification BOS 626: 2016 or equivalent Internationally recognised Standard
- Demonstrate the approach to ensuring quality, safety and regulatory compliance of the biodiesel to be supplied.
- Provide confirmation of feedstock availability for the sustainable supply of the agreed quantities of biodiesel.
- Provide confirmation of product origin.
- Provide a pricing methodology for biofuels with key variables, fixed costs and assumptions clearly articulated.
- Environmental Performance of the proposed product
- Quality Management system
- HSSEQ Plan
- Proposed Transportation and Delivery Mode

5. Format of Response

Responses should use the following Structure;

- Executive summary;
- Supplier details and company profile;
- Regulatory and Compliance (PPRA, CIPA, Licences, Permits etc)
- Contact details of the authorised representative;
- Technical Proposal (including specification of the proposed biodiesel products and blend, technical specifications, product standards and certificates, feedstock sources and traceability, bidder experience, sustainability and environment performance, production and available supply capacity, Quality management systems, HSSEQ Plan, Transportation and Delivery Model)
- Commercial Proposal (Provide a pricing methodology for biofuels with key variables, fixed costs and assumptions clearly articulated)

6. Submission Details

- Email: procurement@botswanaoil.co.bw
- Reference: **BOL/EOI/2026-27/01**
- Closing date: **25 September 2026**
- Closing time: **1000hrs GMT + 02:00**
- Clarification deadline: **16 September 2026**
- Required file format: **PDF**, with clearly labelled supporting attachments

BOL may request bidders to make presentations as part of the selection process.

Botswana Oil Limited will engage further for negotiations with suitable bidders who are shortlisted after meeting the above requirements.

Notwithstanding anything in the foregoing, Botswana Oil Limited is not bound to accept any offer nor incur expenses in the preparation thereof.

