

107933-2026 - Competition

Germany – Development consultancy services – 81322201 - Expert pool for advisory services on vehicle electrification in Latin America

OJ S 32/2026 16/02/2026

**Contract or concession notice – standard regime - Change notice
Services**

1. Buyer

1.1. Buyer

Official name: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Email: lisa-marie.friebel@twobirds.com

Legal type of the buyer: Public undertaking, controlled by a central government authority

Activity of the contracting authority: General public services

2. Procedure

2.1. Procedure

Title: 81322201 - Expert pool for advisory services on vehicle electrification in Latin America

Description: Latin America and the Caribbean (LAC) are at a critical moment in its transport decarbonization journey. The transport sector is one of the region's largest and fastest-growing sources of greenhouse gas emissions, driven by entrenched car dependence, under-investment in public transit, high exposure to urban air pollution, and unequal access to mobility. While many countries have abundant low-carbon electricity sources (hydro, wind, solar) and growing political commitment to climate goals - for instance, zero emission targets for fleet acquisition and operation - the conditions for scaling e-mobility are not yet in place: pilots and early adopters are evident, but high capital costs, regulatory uncertainty, and infrastructure gaps continue to constrain large-scale deployment. Often the barriers to establishing these conditions are related to the following key challenges: regulatory, policy & institutional gaps; high upfront costs & financing barriers; technical know-how & operational capacity; infrastructure & grid readiness; and equity, gender & social inclusion. The E-Motion Program is commissioned by the Green Climate Fund (GCF) to the Development Bank of Latin America and the Caribbean (CAF) and the Agence Française de Développement (AFD) as accredited entities, executing entities, and co-financiers for the Financial Assistance (FA). GIZ takes part in the program as the executing entity for Technical Assistance (TA). The TA is integrated into the Mobilize Net Zero Project of the International Climate Initiative (IKI). In the program, GIZ implements large parts of the TA, while CAF and AFD are mainly implementing the FA. E-Motion represents one of the most comprehensive regional efforts to decarbonize the transport sector in LAC. It is anchored in two complementary parts: sub-program 1, implemented by GIZ and AFD in Argentina, Brazil, Colombia, Costa Rica, Dominican Republic, Mexico, and Peru; and sub-program 2, implemented by GIZ and CAF in Panama, Paraguay and Uruguay. Together, they constitute a multi-country platform supporting the transition toward low-carbon, inclusive, and resilient transport systems. They combine policy and institutional strengthening with investment in e-mobility infrastructure and fleets, creating the enabling conditions for large-scale transformation. The program addresses key challenges and structural barriers that hinder the large-scale deployment of e-mobility in fleets in LAC, with primary focus on buses and their supporting infrastructure but also dealing with fleets of light commercial vehicles (LCV). E-Motion's objective is to translate climate ambition into practical

transformation, building the institutional, financial, and technical foundations that enable countries to move from framework to fleet. Its TA and FA model strengthens governance, mobilizes investment, builds capacities, and delivers concrete e-mobility solutions on the ground. GIZ intends to contract a service provider to implement and support the TA activities of the program, while working in close contact with the GIZ team and program partners. Thus, the contractor will perform activities related to 5 core areas: - policy, governance and regulation for building coherent, inclusive, and harmonized policy frameworks - market development, finance and business models to enable financial viability and to mobilize investment - infrastructure, energy and technology for large-scale e-mobility deployment - fleet deployment and operations bringing e-mobility into practice through large-scale fleet deployment - capacity development, awareness and knowledge exchange building institutional, industry and human capacities

Procedure identifier: 2ce5884b-7c75-4bc7-bbdc-b4821c531bd5

Internal identifier: 81322201

Type of procedure: Negotiated with prior publication of a call for competition / competitive with negotiation

The procedure is accelerated: no

2.1.1. Purpose

Main nature of the contract: Services

Main classification (cpv): 73220000 Development consultancy services

2.1.2. Place of performance

Country: Grenada

Additional information: Regional - Latin America and Caribbean (LAC)

2.1.4. General information

Additional information: #Bekanntmachungs-ID: CXTRY6YTX8MH1S9# All communication takes place in English via communication tool in the project area of the procurement portal.

Legal basis:

Directive 2014/24/EU

vgv -

2.1.6. Grounds for exclusion

Sources of grounds for exclusion: Notice

Breaching of obligations set under purely national exclusion grounds: In accordance with §§ 123,124 GWB, § 22 LkSG

5. Lot

5.1. Lot: LOT-0001

Title: 81322201 - Expert pool for advisory services on vehicle electrification in Latin America

Description: The Consultant's team combines strategic management, technical expertise, and operational support, complemented by flexible expert pools that ensure responsiveness to the program's multi-country and multi-sectoral nature. The contractor is responsible for providing the following work packages. The activities listed in each work packages are indicative, and other activities can be added to the scope of each work package. Not all activities are relevant for each country and might be requested by only a specific country or a number of countries. Specific objectives and impacts that shall be achieved and how this will be measured as well as the deliverables will be defined in a Request for Service. Work Package 1: Policy, Governance and Regulation In this work package, the contractor's role focuses on building

coherent, inclusive, and harmonized policy frameworks that enable the large-scale adoption of e-mobility. The activities involve strengthening national and local institutions, supporting regulatory development, and ensuring that equity, gender, social inclusion, and just transition principles are embedded in policy and regulatory frameworks.

Work Package 2: Market Development, Finance and Business Models The contractor works to enable financial viability and to mobilize investment by designing and/or improving sustainable business models, fiscal frameworks, and territorial assessments. This work package contributes to the objective that e-mobility markets are ready to scale, attractive for private investment, and financially sustainable.

Work Package 3: Infrastructure, Energy and Technology This work package ensures that technical and infrastructure systems are in place for large-scale e-mobility deployment. It focuses on charging and depot infrastructure, renewable integration, grid readiness, interoperability, circular economy approaches for batteries, and integration with urban mobility improvements.

Work Package 4: Fleet Deployment and Operations In this work package, the contractor role focuses on bringing e-mobility into practice through large-scale real-world fleet deployment in public transport, municipal services, and logistics. This work package aims to develop and support procurement processes, O&M systems, and scaling models to ensure replicable solutions.

Work Package 5: Capacity Development, Awareness and Knowledge Exchange In this work package the contractor role focuses on building institutional, industry and human capacities, while fostering knowledge creation and exchange at regional and national levels. The contractor should also work to raise public awareness, strengthen ownership of the e-mobility transition, and promote regional and local supply chain improvements.

Work packages 1-5 are implemented by three expert pools that ensure flexibility and technical depth.

- Pool 1 - Senior Experts with International Experience: 4 to 8 experts (in total up to 800 expert days) in finance, business models, SME development, energy systems, and battery and charging infrastructure. They provide international know-how for activities related to market development, finance and business models; and infrastructure, energy and technology, by developing bankable solutions and technical standards for large-scale e-mobility.
- Pool 2 - Senior Experts with Regional Experience: 7 to 15 experts (in total up to 2800 expert days) in policy, legal, gender, finance, infrastructure, and urban mobility. They ensure contextualized regional expertise to support activities in policy, governance and regulation; market development, finance and business models; infrastructure, energy and technology; and fleet deployment and operations, by focusing on regulation, incentives, and institutional reforms.
- Pool 3 - Junior Experts with Regional Experience: 6 to 15 experts (in total up to 2400 expert days) in procurement, gender, fleet operations, training, communication, and social impact. They support activities related to policy, governance and regulation; fleet deployment and operations; and capacity development, awareness and knowledge exchange, by implementing awareness campaigns, training programs, and operational design and management.

Work Package 6: Contract Management, Overarching tasks and responsibilities The contractor will be actively involved in contract management, ensuring all aspects of the contract are managed efficiently and in accordance with the ToR. The Project Management Team ensures the strategic, technical, administrative and operational steering of the contract and encompasses three experts:

- The Team Leader assumes overall responsibility for project coordination, quality assurance, financial oversight, and communication with GIZ. With at least 10 years of international management experience in multi-stakeholder projects, this expert ensures methodological coherence and strategic alignment across work packages.
- The Senior Technical Expert on E-Mobility provides high-level technical advice on fleet electrification, charging infrastructure, and energy systems, ensuring consistency and complementarity in project design and implementation. The expert combines 10 years of transport and mobility experience with advanced competence in quality assurance of studies, policy drafts, training materials, and reports.
- The Project Officer

ensures operational continuity through administrative backstopping and support on logistical and financial management. With over 5 years of experience in project administration and familiarity with GIZ processes, the expert supports reporting, contracting, and coordination. This personnel structure ensures strategic leadership, technical excellence, and operational flexibility. It enables access to the right expertise efficiently and adaptation of inputs and deliverables to evolving project needs in alignment with the program's objectives, regional diversity, and quality standards.

Internal identifier: 81322201

5.1.1. Purpose

Main nature of the contract: Services

Main classification (cpv): 73220000 Development consultancy services

Options:

Description of the options: GIZ may optionally commission contract amendments and/or increases based on the criteria in the tender documents to the successful bidder of this tender. For details, please see the terms of reference.

5.1.2. Place of performance

Country: Grenada

Additional information: Regional - Latin America and Caribbean (LAC)

5.1.3. Estimated duration

Duration: 42 Months

5.1.4. Renewal

Maximum renewals: 2

Other information about renewals: GIZ may optionally commission contract amendments and /or increases based on the criteria in the tender documents to the successful bidder of this tender. For details, please see the terms of reference.

5.1.6. General information

Reserved participation:

Participation is not reserved.

The names and professional qualifications of the staff assigned to perform the contract must be given: Not required

Procurement Project fully or partially financed with EU Funds.

The procurement is covered by the Government Procurement Agreement (GPA): yes

This procurement is also suitable for small and medium-sized enterprises (SMEs): yes

Additional information: #Besonders auch geeignet für:other-sme#

5.1.7. Strategic procurement

Aim of strategic procurement: Reduction of environmental impacts

Description: See tender documents

Aim of strategic procurement: Innovative purchase

Description: See tender documents

Aim of strategic procurement: Fulfilment of social objectives

Description: See tender documents

Approach to reducing environmental impacts: The protection and restoration of biodiversity and ecosystems, The transition to a circular economy, Climate change adaptation, Climate change mitigation

Social objective promoted: Ethnic equality, Gender equality

Innovation procurement: The procured works, supplies or services involve research and development activities.

5.1.9. Selection criteria

Sources of selection criteria: Notice

Criterion: Other economic or financial requirements

Description of selection criterion: EN-A1: Principles for the execution of orders (Mit dem Teilnahmeantrag; Mittels Eigenerklärung): The eligibility criteria are not from the same category as stipulated above, as there is no suitable category. 1. Self-declaration: name of company and address, tax ID, registration and commercial register number or equivalent register in accordance with the legal provisions of the country of origin. 2. No grounds for exclusion pursuant to § 123, § 124 GWB, § 22 LkSG, EU-Russia sanctions 3. Declaration of bidding consortium and/or declaration of subcontractors (if applicable)

Criterion: Other economic or financial requirements

Description of selection criterion: EN-A2: Conditions for the reduction of candidates (Mit dem Teilnahmeantrag; Mittels Eigenerklärung): If we receive more than 5 requests to participate, we will make a selection on the basis of the criteria laid out in the procurement documents and invite tenders only from the 5 candidates with the highest scores. We reserve the right to cancel the procurement procedure if we receive fewer than 3 requests to participate. If it is not possible to make a clear selection of up to 5 candidates for the tendering phase on the basis of the criteria listed in the procurement documents (e.g. if a number of candidates achieve the same overall eligibility score), we reserve the right to increase the maximum number of 5.

Weighted criteria for the selection of candidates: 1. Technical experience (50%) - Policy, Governance and Regulation in Electric Mobility/Public Transport (10%) - Market Development, Finance and Business Models (10%) - Infrastructure, Energy and Technology for Electric Mobility (10%) - Fleet Deployment and Operations in Public Transport (10%) - Capacity Development, Awareness and Knowledge Exchange (10%) 2. Regional experience in Latin America and the Caribbea (30%) 3. Experience of development projects (at least 50% ODA-financed) (20%)

Criterion: References on specified services

Description of selection criterion: EN-B1: Technical and professional ability (Mit dem Teilnahmeantrag; Mittels Eigenerklärung): 1. At least 3 references in the technical field of electric mobility in the last 36 months (reference date: date of publication of this tender) that had a minimum commission value of EUR 500,000.00 (net) (exclusion criterion). 2. At least 3 references in the region of sustainable transport in Latin America and the Caribbea in the last 36 months (reference date: date of publication of this tender) that had a minimum commission value of EUR 500,000.00 EUR (exclusion criterion). 3. Only ongoing reference projects and reference projects that have finished in the last 36 months (reference date: date of publication of this tender) will be assessed. If a reference fulfils both the criteria for the technical field and for the region/country, it will be used to assess both criteria.

Criterion: Average yearly turnover

Description of selection criterion: EN-C1: Economic and financial standing (Mit dem Teilnahmeantrag; Mittels Eigenerklärung): Average annual turnover for the last three years (last-but-four financial year can be included in case of tenders held within 6 months of end of last financial year), at least: 5.000.000 EUR (net).

Criterion: Other economic or financial requirements

Description of selection criterion: EN-C2: Economic and financial standing (Mit dem Teilnahmeantrag; Mittels Eigenerklärung): Average number of employees and managers in the last three calendar years, at least 20 persons.

Criterion: Other economic or financial requirements

Description of selection criterion: Non-inclusion on French financial sanctions list (Mit dem Teilnahmeantrag; Mittels Eigenerklärung): Our company is not included on the designated list (s) of specifically named individuals, groups or organisations subject to financial sanctions by France.

Criterion: References on specified services

Description of selection criterion: Assessment of technical eligibility / weighted criteria for the selection of candidates - Weighted criteria for the selection of candidates: 1. Technical experience (50%) - Policy, Governance and Regulation in Electric Mobility/Public Transport (10%) - Market Development, Finance and Business Models (10%) - Infrastructure, Energy and Technology for Electric Mobility (10%) - Fleet Deployment and Operations in Public Transport (10%) - Capacity Development, Awareness and Knowledge Exchange (10%) 2. Regional experience in Latin America and the Caribbea (30%) 3. Experience of development projects (at least 50% ODA-financed) (20%)

The criteria will be used to select the candidates to be invited for the second stage of the procedure

Weight (percentage, exact): 100,00

Information about the second stage of a two-stage procedure:

Minimum number of candidates to be invited for the second stage of the procedure: 3

Maximum number of candidates to be invited for the second stage of the procedure: 5

The procedure will take place in successive stages. At each stage, some participants may be eliminated

The buyer reserves the right to award the contract on the basis of the initial tenders without any further negotiations

5.1.10. Award criteria

Criterion:

Type: Price

Name: Preis

Description: Price criteria for "Bestangebots-Quotienten-Methode"

Category of award weight criterion: Weight (points, exact)

Award criterion number: 30

Criterion:

Type: Quality

Name: Erreichte Gesamtpunktzahl nach fachlicher Wertung (inkl. Mindbed.)

Description: Erreichte Gesamtpunktzahl nach fachlicher Wertung (inkl. Mindbed.)

Category of award weight criterion: Weight (points, exact)

Award criterion number: 70

5.1.11. Procurement documents

Languages in which the procurement documents are officially available: English

Deadline for requesting additional information: 18/02/2026 23:59:59 (UTC+01:00) Central European Time, Western European Summer Time

Address of the procurement documents: <https://ausschreibungen.giz.de/Satellite/notice/CXTRY6YTX8MH1S9/documents>

Ad hoc communication channel:

URL: <https://ausschreibungen.giz.de/Satellite/notice/CXTRYY6YTX8MH1S9>

5.1.12. Terms of procurement

Terms of the procedure:

Estimated date of dispatch of the invitations to submit tenders: 16/03/2026

Terms of submission:

Electronic submission: Required

Address for submission: <https://ausschreibungen.giz.de/Satellite/notice/CXTRYY6YTX8MH1S9>

Languages in which tenders or requests to participate may be submitted: English

Electronic catalogue: Not allowed

Variants: Not allowed

Tenderers may submit more than one tender: Not allowed

Deadline for receipt of requests to participate: 26/02/2026 12:00:00 (UTC+01:00) Central European Time, Western European Summer Time

Information that can be supplemented after the submission deadline:

At the discretion of the buyer, some missing tenderer-related documents may be submitted later.

Additional information: GIZ asks the applicant or bidder to submit, complete or correct documents, within the framework laid down by law.

Terms of contract:

The execution of the contract must be performed within the framework of sheltered employment programmes: No

Conditions relating to the performance of the contract: The execution conditions result from the information given in the contract notice and the tender documents.

Electronic invoicing: Required

Electronic ordering will be used: yes

Electronic payment will be used: yes

5.1.15. Techniques

Framework agreement:

No framework agreement

Information about the dynamic purchasing system:

No dynamic purchase system

5.1.16. Further information, mediation and review

Review organisation: Vergabekammern des Bundes

Information about review deadlines: According to Article 160, Section 3 of the German Act Against Restraint of Competition (GWB), application for review is not permissible insofar as 1. the applicant has identified the claimed infringement of the procurement rules before submitting the application for review and has not submitted a complaint to the contracting authority within a period of 10 calendar days; the expiry of the period pursuant to Article 134, Section 2 remains unaffected, 2. complaints of infringements of procurement rules that are evident in the tender notice are not submitted to the contracting authority at the latest by the expiry of the deadline for the application or by the deadline for the submission of bids, specified in the tender notice. 3. complaints of infringements of procurement rules that first become evident in the tender documents are not submitted to the contracting authority at the latest by the expiry of the deadline for application or by the deadline for the submission of bids, 4. more than 15 calendar days have expired since receipt of notification from the contracting

authority that it is unwilling to redress the complaint. Sentence 1 does not apply in the case of an application to determine the invalidity of the contract in accordance with Article 135, Section 1 (2). Article 134, Section 1, Sentence 2 remains unaffected.

Organisation providing additional information about the procurement procedure: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Organisation receiving requests to participate: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

8. Organisations

8.1. ORG-0001

Official name: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Registration number: 993-80072-52

Postal address: Dag-Hammarskjöld-Weg 1 - 5

Town: Eschborn

Postcode: 65760

Country subdivision (NUTS): Main-Taunus-Kreis (DE71A)

Country: Germany

Email: lisa-marie.friebel@twobirds.com

Telephone: +49 619679

Fax: +49 6196791115

Internet address: <https://www.giz.de>

Roles of this organisation:

Buyer

Organisation providing additional information about the procurement procedure

Organisation receiving requests to participate

8.1. ORG-0002

Official name: Vergabekammern des Bundes

Registration number: 022894990

Postal address: Kaiser-Friedrich-Straße 16

Town: Bonn

Postcode: 53113

Country subdivision (NUTS): Bonn, Kreisfreie Stadt (DEA22)

Country: Germany

Email: vk@bundeskartellamt.bund.de

Telephone: +49 2289499-0

Fax: +49 2289499-163

Internet address: <https://www.bundeskartellamt.de>

Roles of this organisation:

Review organisation

8.1. ORG-0003

Official name: Datenservice Öffentlicher Einkauf (in Verantwortung des Beschaffungsamts des BMI)

Registration number: 0204:994-DOEVD-83

Town: Bonn

Postcode: 53119

Country subdivision (NUTS): Bonn, Kreisfreie Stadt (DEA22)

Country: Germany

Email: noreply.esender_hub@bescha.bund.de

Telephone: +49228996100

Roles of this organisation:

TED eSender

10. Change

Version of the previous notice to be changed

:

be4994cb-35f1-47e1-9ac7-0a2fffa2611f-01

Main reason for change

:

Information updated

10.1. Change

Section identifier: PROCEDURE

Description of changes: Addition clarifying the turnover value of the reference in 05 Self-declaration

The procurement documents were changed on: 12/02/2026

Notice information

Notice identifier/version: 9a37c61c-fa8f-4b9e-990c-07afb758e849 - 01

Form type: Competition

Notice type: Contract or concession notice – standard regime

Notice subtype: 16

Notice dispatch date: 13/02/2026 10:11:02 (UTC+01:00) Central European Time, Western European Summer Time

Languages in which this notice is officially available: English

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