

236047-2026 - Competition

Germany – Business development consultancy services – 81322845-MAV+: Technical assistance for selected companies in the pharmaceutical sector in South Africa for the SAVax project

OJ S 67/2026 07/04/2026

Contract or concession notice – standard regime

Services

1. Buyer

1.1. Buyer

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

Email: katharina.cheimanoff@giz.de

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: 81322845-MAV+: Technical assistance for selected companies in the pharmaceutical sector in South Africa for the SAVax project

Description: The project "Vaccines for Africa: Roll out and Production in South Africa" (SAVax) is part of South Africa's strategic objective to enhance the local production of vaccines, medicines, and health technologies. Co-financed by the German Federal Ministry for Economic Cooperation and Development (BMZ) and the European Union (EU), SAVax aims to strengthen local manufacturing capacity in the biopharmaceutical industry and improve access to essential health products. The initiative aligns with the goals of key South African government partners, including the Department of Science, Technology and Innovation (DSTI), the Department of Health (DoH), and the South African Health Products Regulatory Authority (SAHPRA), to create a sustainable and competitive biopharmaceutical sector. The project aims at supporting selected South African biopharmaceutical companies with "ready-for-market" products, providing targeted technical assistance to improve their manufacturing capacity, and enhancing market access at national, regional, and continental levels. These companies face challenges such as market intelligence gaps, demand forecasting difficulties, high production costs, and technology transfer obstacles, which impede their ability to meet growing health needs. Addressing these challenges requires long-term strategies, including off-take agreements, purchase guarantees, and investment in technology and skills development.

Procedure identifier: 3dd7396f-c4c1-4b6a-a797-58e5210d3579

Internal identifier: 81322845

Type of procedure: Open

The procedure is accelerated: no

2.1.1. Purpose

Main nature of the contract: Services

Main classification (cpv): 79411100 Business development consultancy services

Additional classification (cpv): 73200000 Research and development consultancy services

2.1.2. Place of performance

Anywhere

Additional information: South Africa, cf. tender documents.

2.1.4. General information

Additional information: #Bekanntmachungs-ID: CXTRY6YT866V4NS# 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.

Participation in a criminal organisation: In accordance with §§ 123,124 GWB, § 22 LkSG.

Terrorist offences or offences linked to terrorist activities: In accordance with §§ 123,124 GWB, § 22 LkSG.

Money laundering or terrorist financing: In accordance with §§ 123,124 GWB, § 22 LkSG.

Fraud: In accordance with §§ 123,124 GWB, § 22 LkSG.

Corruption: In accordance with §§ 123,124 GWB, § 22 LkSG.

Child labour and including other forms of trafficking in human beings: In accordance with §§ 123,124 GWB, § 22 LkSG.

Breaching obligation relating to payment of taxes: In accordance with §§ 123,124 GWB, § 22 LkSG.

Breaching obligation relating to payment of social security contributions: In accordance with §§ 123,124 GWB, § 22 LkSG.

Breaching of obligations in the fields of environmental law: In accordance with §§ 123,124 GWB, § 22 LkSG.

Breaching of obligations in the fields of social law: In accordance with §§ 123,124 GWB, § 22 LkSG.

Breaching of obligations in the fields of labour law: In accordance with §§ 123,124 GWB, § 22 LkSG.

Insolvency: In accordance with §§ 123,124 GWB, § 22 LkSG.

Assets being administered by liquidator: In accordance with §§ 123,124 GWB, § 22 LkSG.

Business activities are suspended: In accordance with §§ 123,124 GWB, § 22 LkSG.

Analogous situation like bankruptcy, insolvency or arrangement with creditors under national law: In accordance with §§ 123,124 GWB, § 22 LkSG.

Grave professional misconduct: In accordance with §§ 123,124 GWB, § 22 LkSG.

Agreements with other economic operators aimed at distorting competition: In accordance with §§ 123,124 GWB, § 22 LkSG.

Conflict of interest due to its participation in the procurement procedure: In accordance with §§ 123,124 GWB, § 22 LkSG.

Direct or indirect involvement in the preparation of this procurement procedure: In accordance with §§ 123,124 GWB, § 22 LkSG.

Early termination, damages, or other comparable sanctions: In accordance with §§ 123,124 GWB, § 22 LkSG.

Misrepresentation, withheld information, unable to provide required documents or obtained confidential information of this procedure: In accordance with §§ 123,124 GWB, § 22 LkSG.

5. Lot

5.1. Lot: LOT-0001

Title: 81322845-MAV+: Technical assistance for selected companies in the pharmaceutical sector in South Africa for the SAVax project

Description: SAVax conducted a landscape assessment of South Africa's biopharmaceutical industry, covering the pharmaceutical, biotechnological, and biomanufacturing sectors as well as a call for applications for companies to self-identify their technical assistance needs. The objective of this assignment is to engage a service provider to provide tailored technical assistance for the selected companies in the biopharmaceutical sector. This technical assistance aims at enhancing the capacities of companies to gain market access with their products. The goal is to equip these companies with the knowledge and skills necessary to advance their products to market access. The selected companies will receive targeted, non-financial support addressing the technical, regulatory, organizational, and strategic challenges they face in advancing biopharmaceutical products to market. Support areas may include, but are not limited to, the following:

1. Technology Platforms and Innovation Readiness
 - o mRNA Technology Transfer Support: Assistance in understanding, adapting, or implementing mRNA-based platforms, including guidance on formulation, delivery systems, process design, cold-chain logistics, and regulatory considerations for mRNA therapeutics or vaccines.
 - o Digitisation of cGMP Systems: Support in planning and implementing digital systems for Good Manufacturing Practice (GMP) compliance. This includes electronic batch records, quality management systems (QMS), equipment calibration tracking, and data integrity solutions aligned with international norms.
2. Regulatory and Quality Systems Strengthening
 - o Navigating Regulatory Pathways: Tailored guidance for interacting with SAHPRA and other relevant authorities (e.g. WHO Prequalification), including dossier preparation, clinical trial applications, reliance mechanisms, and fast-track pathways. Also includes strategic regulatory planning for biosimilars and advanced therapies.
 - o Quality Management Process Strengthening: Support in designing, upgrading, or implementing fit-for-purpose Quality Management Systems (QMS) based on ICH Q10 principles. This includes standard operating procedures (SOPs), change control, deviation management, and risk-based approaches to quality oversight.
 - o ISO Certification Readiness: Technical support to prepare for ISO 9001, 13485 or other relevant certifications, including gap assessments, internal audits, documentation guidance, and quality culture development.
 - o GMP Training and Compliance Advisory: Provision of technical training in GMP principles, inspection readiness, and facility hygiene requirements, adapted to different staff levels (operators, QA/QC, management). May include site-specific support for corrective/preventive actions (CAPA).
3. Intellectual Property and Commercial Strategy
 - o Intellectual Property (IP) Strategies: Support in designing or refining IP strategies including freedom-to-operate analyses, IP landscaping, filing strategies (local and international), and licensing terms. Emphasis on protection in the context of partnerships and technology transfer.
 - o Optimising Commercialisation Pathways: Advisory services to develop and refine commercial strategies, including go-to-market models, pricing approaches, and health economic value propositions. May include support in understanding procurement systems (e.g. NHI, pooled African mechanisms).
 - o Market Assessment and Market Access Support: Tailored market research to evaluate demand, pricing, competition, and policy environments in local and regional markets. Support may include alignment with public procurement frameworks and donor-funded demand sources.
4. Organisational Resilience and Investment Readiness
 - o Financial Restructuring and Strategy Advisory: Guidance on cost structures, business modelling, and capital allocation to improve organisational sustainability. Support may include preparing for audits, understanding grant or equity implications, or structuring financials for growth.
 - o Managing Investor Relations: Capacity-building on investor engagement, including pitch deck refinement, term sheet review, investor reporting frameworks, and relationship management practices that align with sector expectations.
 - o Mentorship Programmes: Pairing of companies with seasoned executives,

technical experts, or entrepreneurs who can provide continuous coaching in technical, strategic, and commercial areas. Structured mentorship plans with KPIs will be encouraged. 5. Human Capital and Collaboration o Strategies for Talent Development and Retention: Development of internal work-force strategies including upskilling plans, career progression models, and organisational culture interventions to reduce talent attrition in critical areas like QC, regulatory affairs, and bioprocessing. o Managing Strategic Partnerships: Support in structuring and managing public-private partnerships, consortia, and technology transfer agreements. This includes due diligence, contractual frameworks, IP considerations, and governance models to ensure mutual value. o Facilitation of International Training Exchanges: Design and support of outbound and inbound staff exchange opportunities with regional or international centres of excellence, including identification of partner institutions, logistics coordination, and documentation of learning outcomes.
Internal identifier: 81322845

5.1.1. Purpose

Main nature of the contract: Services

Main classification (cpv): 79411100 Business development consultancy services

Additional classification (cpv): 73200000 Research and 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

Anywhere

Additional information: South Africa, cf. tender documents.

5.1.3. Estimated duration

Duration: 14 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: Cf. tender documents.

Aim of strategic procurement: Fulfilment of social objectives

Description: Cf. tender documents.

Approach to reducing environmental impacts: The transition to a circular economy, Climate change adaptation, Climate change mitigation, Pollution prevention and control
Social objective promoted: Ethnic equality, Gender equality, Human rights due diligence in global supply chains, Employment opportunities for the long-term unemployed, disadvantaged and/or for persons with disabilities, Fair working conditions, Other

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 Angebot; 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: References on specified services

Description of selection criterion: EN-B1: Technical and professional ability (Mit dem Angebot; Mittels Eigenerklärung): 1. The technical assessment is only based on reference projects with a minimum commission value of 100,000.00 EUR and within the last 36 months. 2. At least four (04) reference projects in the technical field "Training of Biopharmaceutical Companies" and out of these four references at least three (03) reference projects conducted in Southern Africa.

Criterion: Average yearly turnover

Description of selection criterion: EN-C1: Economic and financial standing (Mit dem Angebot; 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: 750,000.00 EUR.

Criterion: Other economic or financial requirements

Description of selection criterion: EN-C2: Economic and financial standing (Mit dem Angebot; Mittels Eigenerklärung): Average number of employees and managers in the last three calendar years, at least 5 persons.

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: Zur Ermittlung des wirtschaftlichsten Bieters wird hier von der Vergabestelle die erreichte Gesamtpunktzahl nach fachlicher Wertung eingetragen. Es werden nur Angebote mit einer fachlichen Bewertung von mindestens 500 Punkten gewertet. Fachliche Angebote mit weniger Punkten scheiden als fachlich ungeeignet aus.

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

Award criterion number: 70

Criterion:

Type: Quality

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

Description: Zur Ermittlung des wirtschaftlichsten Bieters wird hier von der Vergabestelle die erreichte Gesamtpunktzahl nach fachlicher Wertung eingetragen. Es werden nur Angebote mit einer fachlichen Bewertung von mindestens 500 Punkten gewertet. Fachliche Angebote mit weniger Punkten scheiden als fachlich ungeeignet aus.

Category of award threshold criterion: Minimum score

Award criterion number: 500

5.1.11. Procurement documents

Languages in which the procurement documents are officially available: English

Deadline for requesting additional information: 27/04/2026 23:59:59 (UTC+02:00) Eastern European Time, Central European Summer Time

Address of the procurement documents: <https://ausschreibungen.giz.de/Satellite/notice/CXTRYY6YT866V4NS/documents>

Ad hoc communication channel:

URL: <https://ausschreibungen.giz.de/Satellite/notice/CXTRYY6YT866V4NS>

5.1.12. Terms of procurement

Terms of submission:

Electronic submission: Required

Address for submission: <https://ausschreibungen.giz.de/Satellite/notice/CXTRYY6YT866V4NS>

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 tenders: 05/05/2026 12:00:00 (UTC+02:00) Eastern European Time, Central European Summer Time

Duration during which the tender must remain valid: 148 Days

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: katharina.cheimanoff@giz.de

Telephone: +49 6196792510

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

Notice information

Notice identifier/version: 605e561a-4ad4-441c-989c-c7199c2163d0 - 01

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Notice type: Contract or concession notice – standard regime

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