

257318-2026 - Result

**Germany – Business and management consultancy and related services – 81320686-
Contributing to the regulatory framework for sustainable industrial areas in Egypt
OJ S 73/2026 15/04/2026
Contract or concession award notice – standard regime
Services**

1. Buyer

1.1. Buyer

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

Email: olena.dudko@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: 81320686-Contributing to the regulatory framework for sustainable industrial areas in Egypt

Description: Egypt is committed to achieving sustainable economic growth and fostering a green industrial transformation across its industries. A crucial element in this transformation is the planning, development and management of "Sustainable Industrial Areas (SIAs)" that can attract and support manufacturers in adopting environmentally and socially sustainable practices. Currently, there is a need to strengthen the capacity of both public and private sector actors involved in the planning, development, and management of industrial areas to align with international best practices in sustainability. The German Federal Ministry for Economic Cooperation and Development (BMZ) commissioned the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH to implement the "Private Sector Innovation II" (PSI II). PSI II started its activities in June 2024 and will probably end in May 2027. In partnership with public and private stakeholders, the main objective of PSI II is "to improve the competitive situation of the Egyptian industry in light of increasing market requirements for a green transformation of the economy". This assignment, "Contributing to the regulatory framework for sustainable industrial areas in Egypt" aims to address this need by providing a structured pathway for industrial areas to become more sustainable. It will be achieved through awareness raising, fostering dialogue between public and private stakeholders, developing practical recommendations for areas' green transformation, building the capacity of relevant government officials, and supporting decision-makers in adopting such recommendations. Ultimately, the project will contribute to creating an enabling environment for the green transformation of manufacturers in Egypt by ensuring the availability of suitable and sustainable industrial infrastructure. With the main focus of supporting the Egyptian industrial sector in adopting and implementing green transition and transformation measures, the project consists of four interconnected outputs: 1. Green Institutional Capacity Development 2. Green Finance 3. Green Business Development Services 4. Climate Start-ups. GIZ intends to contract a service provider to contribute to the implementation of output 1 of the project.

Procedure identifier: a62a70da-b036-43a9-8d7f-1f60c91fa17e

Internal identifier: 81320686

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): 79400000 Business and management consultancy and related services

Additional classification (cpv): 71313000 Environmental engineering consultancy services, 90711200 Environmental standards other than for construction

2.1.2. Place of performance

Postal address: Permanent establishment of the GIZ Private Sector Innovation project 24 Talaat Harb, Cinema Radio Building, Cairo, Egypt

Town: Cairo

Postcode: 00000

Country: Egypt

2.1.4. General information

Call for competition is terminated

Additional information: #Bekanntmachungs-ID: CXTRY6YT8GZDML7# All communication takes place in English via communication tool in the project area of the procurement portal.

Legal basis:

Directive 2014/24/EU

vgv -

5. Lot

5.1. Lot: LOT-0001

Title: 81320686-Contributing to the regulatory framework for sustainable industrial areas in Egypt

Description: This assignment contributes to PSI II's overall objective by providing a structured pathway for industrial areas to become more sustainable. This will be achieved through awareness raising, fostering dialogue between public and private stakeholders, developing practical recommendations for areas' green transformation, building the capacity of relevant government officials, and supporting decision-makers in adopting such recommendations. Ultimately, the project will contribute to creating an enabling environment for the green transformation of manufacturers in Egypt by ensuring the availability of suitable and sustainable industrial infrastructure. The contractor will contribute to the implementation of Output 1. The contractor should build and align, use experience, and create synergies with other activities of PSI II. Output 1 aims to strengthen the technical capacities of selected public or semi-public institutions to promote the industry's competitiveness with a focus on green transformation. Output 1 capacitates actors on the macro-economic and regulatory level regarding the implementation of instruments to promote the transformation to a green economy, e.g., the green pillar of the strategy for industrial improvement of the Ministry of Industry, sustainability standards for industrial parks by Industry Development Agency (IDA). The focus lies in strengthening technical implementation skills for green economy approaches. The output combines technical and process consulting, training measures and the strengthening of participatory cooperation formats, e.g., private-public dialogues, for the development of economic policy measures. The assignment is divided into 3 stages: - Create a shared understanding and commitment among key stakeholders regarding the importance of

sustainable industrial areas. This involves identifying existing gaps in current practices and securing buy-in from both public and private entities to adopt sustainability measures. - Enhance the technical capabilities of relevant personnel in public bodies, academia, and the private sector to adjust the regulatory framework and provide guidelines for sustainable industrial areas in Egypt. This will be achieved through a comprehensive capacity-building program, ensuring they have the necessary knowledge and skills for planning, developing, and managing sustainable industrial areas. - Facilitate the adoption of a changes to regulatory framework and guidelines for sustainable industrial areas in Egypt. This framework will align with international best practices and be tailored to the Egyptian context, ultimately ensuring its successful implementation and broad acceptance. The key tasks for this assignment include: - Create Buy-in Among Stakeholders. - Design and Deliver Capacity Development Programs. - Introducing Changes to the Regulatory Framework. For the implementation of these tasks, the tenderer is required to provide 6 core experts with a total of 540 expert days: - Key expert 1: Team Leader and Technical Director with international experience - Key Expert 2: Senior Expert on Sustainable Areas Planning and management with international experience - Key expert 3: Senior Expert on (Sustainable) Industrial Policy and Regulatory Framework with national experience - Expert 4: Senior Expert on Environmental Sustainability and Industrial Ecology with national experience - Expert 5: Expert on Capacity Development with national experience - Expert 6: Logistics Coordinator with national experience

Internal identifier: 81320686

5.1.1. Purpose

Main nature of the contract: Services

Main classification (cpv): 79400000 Business and management consultancy and related services

Additional classification (cpv): 71313000 Environmental engineering consultancy services, 90711200 Environmental standards other than for construction

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

Postal address: Permanent establishment of the GIZ Private Sector Innovation project 24 Talaat Harb, Cinema Radio Building, Cairo, Egypt

Town: Cairo

Postcode: 00000

Country: Egypt

5.1.3. Estimated duration

Start date: 15/03/2026

Duration end date: 15/04/2027

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

Procurement Project not financed with EU Funds.

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

5.1.7. Strategic procurement

Aim of strategic procurement: Innovative purchase

Description: see tender documents

Aim of strategic procurement: Fulfilment of social objectives

Description: see tender documents

Social objective promoted: Gender equality, Human rights due diligence in global supply chains, Fair working conditions, Other

Innovation procurement: The procured works, supplies, or services entail process innovation

5.1.10. Award criteria

Criterion:

Type: Price

Name: Price

Description: Price competition

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

Award criterion number: 30

Criterion:

Type: Quality

Name: Technical Assessment

Description: Technical competition

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

Award criterion number: 70

Criterion:

Type: Quality

Name: Total number of points achieved according to technical evaluation (incl. Average)

Description: To determine the most economical bidder, the total number of points achieved is entered by the awarding authority according to the technical assessment. Only tenders with a technical score of over 500 points are evaluated. Technical bids with fewer points are rejected as technically ineligible

Category of award threshold criterion: Minimum score

Award criterion number: 500

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

6. Results

Value of all contracts awarded in this notice: unpublished

Justification code: Other public interest

Justification for publishing later: Maintaining price competition

6.1. Result lot identifier: LOT-0001

Winner selection status: At least one winner was chosen.

6.1.2. Information about winners

Winner:

Official name: GOPA Consultants

Tender:

Tender identifier: 1 - 91736

Identifier of lot or group of lots: LOT-0001

Value of the tender: 360 423,00 EUR

The tender is a variant: no

Subcontracting: No

Contract information:

Identifier of the contract: 1

Title: GOPA Consultants, 61348 Bad Homburg

Date of the conclusion of the contract: 13/03/2026

6.1.4. Statistical information

Received tenders or requests to participate:

Type of received submissions: Tenders

Number of tenders or requests to participate received: 5

Type of received submissions: Tenders submitted electronically

Number of tenders or requests to participate received: 5

Type of received submissions: Requests to participate

Number of tenders or requests to participate received: 7

Type of received submissions: Tenders from micro, small or medium tenderers

Number of tenders or requests to participate received: 3

Type of received submissions: Tenders from medium tenderers

Number of tenders or requests to participate received: 3

Type of received submissions: Tenders from small tenderers

Number of tenders or requests to participate received: 0

Type of received submissions: Tenders from micro tenderers

Number of tenders or requests to participate received: 0

Type of received submissions: Tenders from tenderers registered in other European Economic Area countries than the country of the buyer

Number of tenders or requests to participate received: 1

Type of received submissions: Tenders from tenders registered in countries outside of the European Economic Area
Number of tenders or requests to participate received: 0
Type of received submissions: Tenders verified and inadmissible
Number of tenders or requests to participate received: 0
Type of received submissions: Tenders verified and inadmissible because of an abnormally low price or cost
Number of tenders or requests to participate received: 0

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: olena.dudko@giz.de
Telephone: +49 6196794670
Fax: +49 6196791115
Internet address: <https://www.giz.de>

Roles of this organisation:

Buyer
Organisation providing additional information about the procurement procedure

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: GOPA Consultants
Size of the economic operator: Large
Registration number: DE314357310
Postal address: Hindenburgring 18
Town: Bad Homburg
Postcode: 61348
Country subdivision (NUTS): Hochtaunuskreis (DE718)

Country: Germany
Email: werner.trutt@gopa.de

Roles of this organisation:

Tenderer

Beneficial owner:

Nationality of the owner: Germany

Winner of these lots: LOT-0001

8.1. ORG-0004

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: 798b299f-083d-4451-98c1-96a39ba7dae9 - 01

Form type: Result

Notice type: Contract or concession award notice – standard regime

Notice subtype: 29

Notice dispatch date: 13/04/2026 18:10:50 (UTC+02:00) Eastern European Time, Central European Summer Time

Languages in which this notice is officially available: German

Notice publication number: 257318-2026

OJ S issue number: 73/2026

Publication date: 15/04/2026