

## 317373-2026 - Competition

Germany – Foreign economic-aid-related services – 10000445-Protected Area Management in Viet Nam

OJ S 89/2026 08/05/2026

Contract or concession notice – standard regime

Services

### 1. Buyer

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#### 1.1. Buyer

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

Email: [eva.theis@giz.de](mailto:eva.theis@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

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#### 2.1. Procedure

Title: 10000445-Protected Area Management in Viet Nam

Description: Viet Nam is one of the 20 regions in the world with the highest biodiversity. Intact and diverse ecosystems are key for climate protection. Protected areas in Viet Nam cover a wide range of ecosystems, including various types of forests, wetland or marine areas. Many people living in rural areas, including ethnic communities, depend on the services provided by healthy ecosystems to secure their livelihoods. At the same time, the country's resource-intensive economic development model steadily increases pressure on ecosystems. Exploitation, industrial or tourist development harm protected areas. This resulted for example in a large part of the natural forests being degraded. Responsibilities for the regulatory framework or for strengthening capacities of protected areas are allocated to different government agencies. Moreover, until now protected area administrations in Viet Nam face a lack of resources, including finances or qualified staff for the tasks of conservation. These factors make it challenging to ensure an integrated and effective management of protected areas with diverse ecosystems. Funded by the German Federal Ministry for Economic Cooperation and Development (BMZ), the project "Management and protection of protected areas with diverse ecosystems in Viet Nam" (MEPA project for short) has officially started in 01 /2025 with the major part of the implementation taking off in 2026. It involves diverse state actors, including the Ministry of Agriculture and Environment (MAE) as a political partner, the Department of Forestry and Forest Protection (VNFOREST) as implementation partner, the Department of Agriculture and Environment (DAE), Provincial People's Committees (PPC) and the Protected Area Management Board of three pilot areas (Hoang Lien National Park, Van Long Nature Reserve and Xuan Lien National Park) located in three provinces (Lao Cai, Ninh Binh, Thanh Hoa). The MEPA project aims to enhance regulatory, institutional and technical capacities for implementing integrated management of protected areas among the responsible authorities and the local population. The project interventions focus on: - Output 1: Improving the regulatory framework for an integrated management of protected areas in general and in three selected areas through the development of technical guidelines and capacity building for integrated management of special-use forests - Output 2: Identification and piloting of sustainable financing mechanisms - Output 3: Development of ecosystem restoration plans and provide support on ecosystem restoration for selected special-use forests - Output 4:

Advancing the capacities of the management authorities and local communities of the selected special-use forests are improved for the planning and implementation of sustainable, community-based tourism. The collaboration with the management boards of the three protected areas, as well as with the provincial and national authorities will ensure sustained technical capacity building results as well as advancing the overall regulatory and institutional framework. Potentials for fostering gender equality are used throughout all activities. The effective management and protection of Viet Nam's diverse protected areas requires coordinated, multi-level interventions and the application of internationally recognised technical expertise. The MEPA project is in the process of completing essential preparatory steps to ensure that technical activities can commence without delay once the project receives approval from the Vietnamese authorities. In order to ensure the effective implementation of integrated management approaches for protected areas with diverse ecosystems, the project requires comprehensive technical expertise, innovative solutions, and alignment with global best practices. Given the complexity of protected area management - including conservation finance for protect areas, digital approaches to capacity building and biodiversity monitoring, forest carbon, ecosystem restoration, and community-based tourism - the project demands highly specialised knowledge that often extends beyond domestic expertise and resources.

Procedure identifier: cf125d05-03ee-4ce0-a25e-67d6bcc73137

Internal identifier: 10000445

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): 75211200 Foreign economic-aid-related services

Additional classification (cpv): 79300000 Market and economic research; polling and statistics, 79411100 Business development consultancy services

#### **2.1.2. Place of performance**

Country: Viet Nam

Additional information: ct. tender documents

#### **2.1.4. General information**

Additional information: #Bekanntmachungs-ID: CXTRYY6YTPKYRE3M# 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:

Terrorist offences or offences linked to terrorist activities:

Money laundering or terrorist financing:

Fraud:

Corruption:

Child labour and including other forms of trafficking in human beings:

Breaching obligation relating to payment of taxes:

Breaching obligation relating to payment of social security contributions:  
Breaching of obligations in the fields of environmental law:  
Breaching of obligations in the fields of social law:  
Breaching of obligations in the fields of labour law:  
Insolvency:  
Assets being administered by liquidator:  
Business activities are suspended:  
Analogous situation like bankruptcy, insolvency or arrangement with creditors under national law:  
Grave professional misconduct:  
Agreements with other economic operators aimed at distorting competition:  
Conflict of interest due to its participation in the procurement procedure:  
Direct or indirect involvement in the preparation of this procurement procedure:  
Early termination, damages, or other comparable sanctions:  
Misrepresentation, withheld information, unable to provide required documents or obtained confidential information of this procedure:

## 5. Lot

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### 5.1. Lot: LOT-0001

Title: 10000445-Protected Area Management in Viet Nam

Description: In order to ensure the effective implementation of integrated management approaches for protected areas with diverse ecosystems, the project requires comprehensive technical expertise, innovative solutions, and alignment with global best practices. Given the complexity of protected area management - including conservation finance for protect areas, digital approaches to capacity building and biodiversity monitoring, forest carbon, ecosystem restoration, and community-based tourism - the project demands highly specialised knowledge that often extends beyond domestic expertise and resources. Services to be provided in the above-mentioned fields shall be in line with international standards and best practices. Required are technical assistance, facilitate capacity building, and introduce international standards and methodologies in protected area management. Required is further a profound understanding of the Vietnamese context and actors in the biodiversity conservation sector to match international best practices to local needs and systems. Contribution is needed to achieving the outcome and three outputs (outputs 1, 3, and 4) of the project Management and Protection of Protected Areas with Diverse Ecosystems in Viet Nam (MEPA) through delivering on selected indicators and task packages as well as full responsibility for delivering on one output (output 2) as described in key tasks below. WP 1 on Output 1: The objective of this output is to improve the knowledge base among the responsible authorities on regulatory and technical aspects of integrated protected area management. - Studies for informing advancing policy instruments for the integrated management of protected areas in Viet Nam - Develop, standardise, and digitalise training curriculum on conservation finance WP2 on Output 2: The objective of this output is to strengthen protected area management boards' capacities for financial planning and management as well as to mobilise additional investment for biodiversity conservation. - Analysis of the current financial capacity, gaps and needs of the three pilot PAs in responding to their management and protection tasks and responsibilities. This will include the review and analysis of all available fundings and the efficiency in use of current financial resources applying the Protected Area Financing Self-Assessment (PAFSAT). - Develop sustainable financing "models" through plans and roadmaps for three pilot PAs including identifying potential additional sources of finance for the PA management and protection and how to mobilise/access it. A focus lies on private sector cooperation. -

Coaching, training and facilitated expert exchanges during the entire assessment, planning and model implementation. This may include but is not limited to theory and practice of financial management, accounting, monitoring and reporting; fund raising, application writing and negotiation. Capacity building measures are based on PA's needs and PA specific training plans are to be developed and implemented. - Prepare contents for the self-learning training curriculum on sustainable financing to incorporate into the digitalized training modules of the project. - Standardise reporting and accounting systems according to the requirements and regulations of donors/investors for the pilot protected area. Equip each pilot PA with an up-to-date accounting software if necessary. - Monitor and evaluate the financial management capacity as well as progress in resource mobilisation of each pilot PA by the project end to see the impact. Output 2 is outsourced in its entirety, that is the complete responsibility for delivery of results. A comprehensive concept note is to be developed for agreement with GIZ, VNFOREST and 3 PAs. WP3 on Output 3: The objective of this output is to advance ecosystem restoration including the halting and reversing ecosystem degradation or unsustainable resource use in protected areas. This should be achieved through participatory, multi-stakeholder and cross-sectoral approaches. - Carry out study on ecosystem degradation risk / deforestation risk - Develop and test an approach for using digital tools (drones, remote sensing) for forest carbon assessment of a prevalent eco-system in the PA - Conduct eligibility and (pre-)feasibility study for a potential forest carbon project - Standardize carbon stock assessment method for the prevalent eco-system in the PA as an input to the national forest MRV. - Develop road map with options for financing to advance digital approaches to PA management WP4 on Output 4: The objective if this output is to improve the professional capacities of the administration and residents of selected protected areas for the planning and implementation of community-based, socially and environmentally compatible tourism. - Summarise good practices internationally on socially and environmentally responsible community-based tourism - Develop approach for assessing social and environmental compatibility of tourist development in PAs in Viet Nam - Assess existing trainings material and trainings on community-based tourism conducted against international best practice For the implementation of these tasks, core experts for a large part will need to deliver the services in country. The majority of work in the expert pools can be performed from their home bases; individual trips to or in Vietnam are necessary.

Internal identifier: 10000445

#### **5.1.1. Purpose**

Main nature of the contract: Services

Main classification (cpv): 75211200 Foreign economic-aid-related services

Additional classification (cpv): 79300000 Market and economic research; polling and statistics, 79411100 Business 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: Viet Nam

Additional information: ct. tender documents

#### **5.1.3. Estimated duration**

Duration: 22 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 not 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 protection and restoration of biodiversity and ecosystems, 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, 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 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) 4.a Vietnamese Enterprise Registration Certificate (ERC) or Business Registration Certificate (BRC) 4.b valid Vietnamese Tax Identification Number (TIN)

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 4 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 4 candidates with the highest scores. We reserve the right to cancel the procurement procedure if we receive fewer than 3 requests to participate. Weighted criteria for the selection of candidates: 1. Technical experience (50%) 1.1 Integrated Protected Area Management and Environmental Governance (15%) 1.2 Conservation Finance and Financial Management Systems for PAs, incl. Private & Public Funding mechanisms (15%) 1.3 Capacity Development, Training Design, and Institutionalization of approaches (10%) 1.4 Application of Data, Digital Tools, and Monitoring Systems for Environmental Management and Carbon Accounting (5%) 1.5 Implementation of Multi-Stakeholder Processes and Cross-

Sectoral Approaches (5%) 2. Regional experience in Vietnam (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. The technical assessment is only based on reference projects with a minimum commission value of 100,000 EUR (net, in words: one hundred thousand euros). 2. At least 4 reference projects in the technical field "biodiversity conservation and integrated protected area management" and of which at least 2 reference projects in Vietnam, all of which in the last 36 months.

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: 1 million 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 10 persons.

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%) 1.1 Integrated Protected Area Management and Environmental Governance (15%) 1.2 Conservation Finance and Financial Management Systems for PAs, incl. Private & Public Funding mechanisms (15%) 1.3 Capacity Development, Training Design, and Institutionalization of approaches (10%) 1.4 Application of Data, Digital Tools, and Monitoring Systems for Environmental Management and Carbon Accounting (5%) 1.5 Implementation of Multi-Stakeholder Processes and Cross-Sectoral Approaches (5%) 2. Regional experience in Vietnam (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: 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: 28/05/2026 23:59:59 (UTC+02:00) Eastern European Time, Central European Summer Time

Address of the procurement documents: <https://ausschreibungen.giz.de/Satellite/notice/CXTRYY6YTPKYRE3M/documents>

**Ad hoc communication channel:**

URL: <https://ausschreibungen.giz.de/Satellite/notice/CXTRYY6YTPKYRE3M>

**5.1.12. Terms of procurement****Terms of the procedure:**

Estimated date of dispatch of the invitations to submit tenders: 26/06/2026

**Terms of submission:**

Electronic submission: Required

Address for submission: <https://ausschreibungen.giz.de/Satellite/notice/CXTRYY6YTPKYRE3M>

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: 08/06/2026 12:00:00 (UTC+02:00) Eastern European Time, Central 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

Electronic auction: no

#### **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**

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### **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: [eva.theis@giz.de](mailto:eva.theis@giz.de)

Telephone: +49 6196793681

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](mailto: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](mailto:noreply.esender_hub@bescha.bund.de)

Telephone: +49228996100

**Roles of this organisation:**

TED eSender

## Notice information

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Notice identifier/version: 6d9da620-81ef-48fb-a87b-c4bb8f4a76b0 - 01

Form type: Competition

Notice type: Contract or concession notice – standard regime

Notice subtype: 16

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