

**Germany – Financial consultancy, financial transaction processing and clearing-house services
– Scale-Up Academy - Module 3: Internationalisation France
OJ S 101/2025 27/05/2025
Contract or concession notice – standard regime
Services**

1. Buyer

1.1. Buyer

Official name: House of Finance and Tech Berlin GmbH

Email: vergabe@zirngibl.de

Legal type of the buyer: Organisation awarding a contract subsidised by a contracting authority

Activity of the contracting authority: Economic affairs

2. Procedure

2.1. Procedure

Title: Scale-Up Academy - Module 3: Internationalisation France

Description: The Scale-Up Academy supports high-growth FinTech companies by providing bespoke programmes to help them overcome the specific challenges they face at the beginning and during the growth phase. As part of the Academy, the "Internationalisation" module plays a pivotal role in helping FinTechs to successfully expand internationally and penetrate new markets. The focus is on the French market.

Procedure identifier: 8d36edc8-4241-4b8f-87a8-85fb260d64a2

Internal identifier: HOFT - 2025 - 4

Type of procedure: Open

The procedure is accelerated: no

Main features of the procedure: This contract notice is published voluntarily at the EU level. As the applicable threshold values are not met, the provisions of Directive 2014/24/EU on public procurement do not apply.

2.1.1. Purpose

Main nature of the contract: Services

Main classification (cpv): 66170000 Financial consultancy, financial transaction processing and clearing-house services

Additional classification (cpv): 66171000 Financial consultancy services, 79400000 Business and management consultancy and related services, 79410000 Business and management consultancy services, 79998000 Coaching services

2.1.2. Place of performance

Town: Paris

Country subdivision (NUTS): Paris (FR101)

Country: France

Additional information: Service packages 3.1, 3.2 and 3.4 will be done remotely. Service package 3.4 will be an in person event in Paris.

2.1.4. General information

Additional information: Bekanntmachungs-ID: CXP4YFK5SS0 This contract notice is published voluntarily at EU level. As the applicable threshold values are not met, the provisions of Directive 2014/24/EU on public procurement do not apply.

Legal basis:

Directive 2014/24/EU

vgv -

2.1.6. Grounds for exclusion

Sources of grounds for exclusion: Notice, Procurement document

Breaching of obligations set under purely national exclusion grounds: For companies registered in Germany sheet "124 - Nichtvorliegen von Ausschlussgründen" needs to be filled out and handed in with the tender.

5. Lot

5.1. Lot: LOT-0001

Title: Scale-Up Academy - Module 3: Internationalisation France

Description: This procurement covers the development, delivery, and documentation of a market entry programme tailored to the French market. The programme includes analytical assessments, individual coaching, immersive field experience in Paris, and structured networking opportunities with local experts and stakeholders. The contractor will be expected to deliver a concept and implement a programme that enables participating companies to: - Gain a comprehensive understanding of the French innovation and business ecosystem - Adapt their value proposition to the French market context - Develop a market-specific Go-to-Market strategy - Prepare and conduct targeted business meetings with key market actors - Engage with mentors and experts from the local ecosystem - Present their companies during a Demo Night in front of an audience of potential investors and stakeholders - Establish relevant networks with investors, partners, corporates, and institutional stakeholders

Internal identifier: HOFT - 2025 - 4

5.1.1. Purpose

Main nature of the contract: Services

Main classification (cpv): 66170000

Financial consultancy, financial transaction processing and clearing-house services

Additional classification (cpv): 66171000 Financial consultancy services, 79400000

Business and management consultancy and related services, 79410000

Business and management consultancy services, 79998000 Coaching services

5.1.2. Place of performance

Town: Paris

Country subdivision (NUTS): Paris (FR101)

Country: France

Additional information: Service packages 3.1, 3.2 and 3.4 will be done remotely. Service package 3.4 will be an in person event in Paris.

5.1.3. Estimated duration

Start date: 01/06/2025

Duration end date: 31/12/2025

5.1.6. General information

The names and professional qualifications of the staff assigned to perform the contract must be given: Tender requirement

Procurement Project not financed with EU Funds.

The procurement is covered by the Government Procurement Agreement (GPA): no

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

Additional information: #Besonders auch geeignet für:freelance#, #Besonders auch geeignet für:selbst#, #Besonders auch geeignet für:startup#, #Besonders auch geeignet für:other-sme#

Die Formblätter Wirt-124, Wirt-213, Wirt-214, Wirt-2141, Wirt-2142, Wirt-2143, Wirt-2144 und Wirt-215 sind nur von Unternehmen mit Sitz in Deutschland auszufüllen / zu beachten. Forms Wirt-124, Wirt-213, Wirt-214, Wirt-2141, Wirt-2142, Wirt-2143, Wirt-2144, and Wirt-215 are to be completed / observed only by companies based in Germany.

5.1.7. Strategic procurement

Aim of strategic procurement: No strategic procurement

5.1.9. Selection criteria

Sources of selection criteria: Notice

Criterion: Specific average yearly turnover

Description: The required turnover in comparable services (consulting on the French innovation and business ecosystem and/or market entry in France) must have amounted to at least 120,000 EUR (excluding VAT) in each of the last three financial years: 2024, 2023 and 2022. Please use the "Eligibility form" to verify.

Criterion: References on specified services

Description: At least one comparable reference (on the criteria for comparability please see above) within the past five years (counted from the deadline for the submission of tenders) is required. Please use the "Eligibility form" and the "Reference sheet" to verify.

5.1.10. Award criteria

Criterion:

Type: Price

Name: Pricing

Description: Details can be found in the "Procedural handbook / Description of the award criterias" document.

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

Award criterion number: 30,00

Criterion:

Type: Quality

Name: Competence of Consultant / Consultant-Team

Description: Details can be found in the "Procedural handbook / Description of the award criterias" document.

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

Award criterion number: 20,00

Criterion:

Type: Quality

Name: Concept for the Implementation of Service Packages

Description: Details can be found in the "Procedural handbook / Description of the award criterias" document.

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

Award criterion number: 50,00

5.1.11. Procurement documents

Languages in which the procurement documents are officially available: English

Deadline for requesting additional information: 05/06/2025 23:59:59 (UTC+2) Eastern

European Time, Central European Summer Time

Address of the procurement documents: <https://www.dtv.de/Satellite/notice/CXP4YFK5SS0/documents>

Ad hoc communication channel:

URL: <https://www.dtv.de/Satellite/notice/CXP4YFK5SS0>

5.1.12. Terms of procurement

Terms of submission:

Electronic submission: Required

Address for submission: <https://www.dtv.de/Satellite/notice/CXP4YFK5SS0>

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

Electronic catalogue: Not allowed

Variants: Not allowed

Tenderers may submit more than one tender: Not allowed

Deadline for receipt of tenders: 09/06/2025 12:00:00 (UTC+2) Eastern European Time, Central European Summer Time

Deadline until which the tender must remain valid: 1 Month

Information that can be supplemented after the submission deadline:

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

Additional information: The contracting authority reserves the right to request the submission of documents at a later stage, if necessary.

Information about public opening:

Opening date: 09/06/2025 12:05:00 (UTC+2) Eastern European Time, Central European Summer Time

Terms of contract:

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

Electronic invoicing: Allowed

Electronic ordering will be used: no

Electronic payment will be used: no

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: -

Information about review deadlines: This contract notice is published voluntarily at EU level.

As the applicable threshold values are not met, the provisions of Directive 2014/24/EU on public procurement do not apply.

Organisation providing additional information about the procurement procedure: House of Finance and Tech Berlin GmbH

Organisation receiving requests to participate: House of Finance and Tech Berlin GmbH

8.1. ORG-0001

Official name: House of Finance and Tech Berlin GmbH

Registration number: Skalitzer Straße 85/86

Town: Berlin

Postcode: 10997

Country subdivision (NUTS): Berlin (DE300)

Country: Germany

Email: vergabe@zirngibl.de

Telephone: +4930880331232

Roles of this organisation:

Buyer

Organisation providing additional information about the procurement procedure

Organisation receiving requests to participate

8.1. ORG-0002

Official name: -

Registration number: -

Town: -

Postcode: 10707

Country subdivision (NUTS): Berlin (DE300)

Country: Germany

Email: vergabe@zirngibl.de

Telephone: +4930880331232

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: 6ea3028d-95d4-4c70-b04d-f5c01ab0f94b - 01

Form type: Competition

Notice type: Contract or concession notice – standard regime

Notice subtype: 16

Notice dispatch date: 26/05/2025 09:00:19 (UTC+2) Eastern European Time, Central European Summer Time

Languages in which this notice is officially available: English

Notice publication number: 341092-2025

OJ S issue number: 101/2025

Publication date: 27/05/2025