

## 491457-2026 - Competition

**Germany – Business services: law, marketing, consulting, recruitment, printing and security – 10023631-Feasibility Study for an African Railway Competence Centre**  
**OJ S 135/2026 16/07/2026**  
**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: [giz.ausschreibungen@fgvw.de](mailto:giz.ausschreibungen@fgvw.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: 10023631-Feasibility Study for an African Railway Competence Centre

Description: Rail transport is a key driver of economic development in Africa, addressing logistical and mobility challenges across long distances and underdeveloped infrastructure. It supports inner-city, regional, and long-distance transport - especially freight - by creating jobs, promoting economic growth along corridors, and connecting landlocked countries to seaports for international market access. Historically focused on raw material transport, modern projects now prioritize regional integration, boosting intra-African trade and economic development. Shifting from road to rail reduces costs, enhances competitiveness, and lowers CO2 emissions, fostering regional value chains. To sustain this growth, training centers are essential. The African Development Bank's (AfDB) 2024-2033 strategy emphasizes investing in youth skills, TVET, and leadership to transform demographic growth into economic productivity, aligning with regional integration, gender equality, and climate-resilient infrastructure. For rail, this means locally tailored, skills-based training to support technical and managerial expertise, aligning with AfCFTA and industrialization goals. GIZ's "Transforming Urban Mobility Initiative (TUMI) Just Mobility" promotes sustainable mobility for economic and social development on behalf of BMZ and co-financed by the EU. It advises cities on climate-friendly transport, improves mobility in Yaoundé and Costa Rica, and supports urban mobility strategies via the MobiliseYourCity alliance. TUMI integrates gender equality and inclusion, ensuring equitable access to skills, employment, and private-sector cooperation in rail, addressing structural barriers. GIZ and AfDB collaborate to build inclusive training capacities in rail transport, focusing on increasing participation of women and underrepresented groups. African countries often lack trained personnel for rail construction, operation, and management, risking dependence on foreign expertise. Rail Competence Centres, often with international partners, provide specialized training (e.g., for train drivers, technicians, and managers), ensuring local expertise for infrastructure longevity and efficiency. A strong and growing rail sector on the African continent represents an opportunity for European companies. European companies cover the entire value chain, from large-scale turnkey projects to specialised suppliers. An industry dialogue will serve as a sounding board for this study and create dedicated business-oriented platforms for structured exchange between European and African public and private stakeholders. This study addresses a particularly

pressing challenge in the development and sustainability of railways in Africa. Specifically, this involves the implementation of - A feasibility study on the establishment of rail transport competence centres in Africa - the development and piloting of initial training courses on the subject of rail transport

Procedure identifier: ad9c2e9a-e2be-451a-8a68-ae118d27cc1

Internal identifier: 10023631

Type of procedure: Open

The procedure is accelerated: no

#### **2.1.1. Purpose**

Main nature of the contract: Services

Main classification (cpv): 79000000 Business services: law, marketing, consulting, recruitment, printing and security

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

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

Country: Germany

Additional information: Germany

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

Additional information: #Bekanntmachungs-ID: CXTRY6YT1P39U7T# All communication takes place in English via communication tool in the project area of the procurement portal.

##### **Legal basis:**

Directive 2014/24/EU

vgl. -

#### **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**

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### **5.1. Lot: LOT-0001**

Title: 10023631-Feasibility Study for an African Railway Competence Centre

Description: The objectives of the study: - Stakeholders that could significantly contribute to the achievement of the objectives and/or participate in an industry dialogue are identified. - Labour market demand as well as skills gaps are assessed considering current and future skills needed for the modernisation and development of the railway network in Africa. - The technical, financial, and operational feasibility of one or more sustainable Rail Transport Competence Centres (RCCs) in Africa is assessed including a governance model and conditions for long-term viability and development of a strategic plan considering financial and operations considerations. - Relevant training programs and curricula across all professional qualification levels are developed or modernized. - A strategic plan considering financial and operations considerations has been developed. - Pilot trainings are implemented  
Work Package 1: Data Collection & Market Analysis: Anticipating and Matching Skills and Jobs in the Railway Sector  
Consultant shall assess African railway sector: (a) Skills Demand - current /future workforce needs (4-15 years), including job volumes, required skills by qualification level, and necessary training/education; (b) Skills Supply - assess available qualified workforce and analyse current/planned vocational/academic training, mapping existing providers /programs and their capacity/relevance; (c) Skills Gaps - identify geographic, qualification-

specific, institutional, and capacity-related gaps, deriving rationale for regional/sub-regional training solutions. The methodology shall be based on ILO's Working at Sectoral Level: Guide to anticipating and matching skills and jobs, Volume 3 (2016), using desk-based analysis, interviews, focus groups, round tables, surveys, and in-depth case studies. Work Package 2: Pilot training courses about rail transport Following Gap Analysis, pilot trainings (classroom /blended/online) test training models and support stakeholder engagement. They target decision-makers (strategic) and instructors (technical, prioritizing maintenance/asset management). Trainings are universal, tech-independent, with European aspects where relevant and gender-responsive: inclusive outreach, accessible formats, participation targets for underrepresented groups. The contractor shall identify topics; develop compliant technical curriculum (train-the-trainer, study visits, African/European partners); train 20 railway operators (study visit to Europe); create online course on African railway infrastructure/ operation (TUMI platform); evaluate lessons. Work Package 3: Regional Competence Center: Analysis & Modelling The contractor must develop and assess three alternative models for a regional railway training structure in Africa, including regional hubs and online/blended learning. Each model must define institutional setup, governance, curriculum scope, staffing, and CAPEX /OPEX estimates, ensuring inclusive governance, gender balance, and equal access. The contractor will define design assumptions (target groups, qualification levels, geographic scope, accessibility, alignment with AfDB/EU/Germany, language policy, digitalisation), develop three models-(a) centralized independent legal entity, (b) regional hub-and-spoke, (c) existing offers + online academy-each covering institutional setup, functional scope, delivery modes, partnerships, private sector engagement, and technical/institutional/financial/political risks, assess financial viability through a 10-year plan (CAPEX/OPEX, revenue streams, financing mechanisms, cost-effectiveness, scalability, socio-economic benefits), develop training portfolios and curricula for three priority courses (adapted international material), standardized programs/certifications, and trainer/ToT profiles, outline the centre as an innovation space for business exchange, pilot solutions, and project initiation, and conduct a comparative assessment, evaluating models against relevance, effectiveness, sustainability, scalability, and feasibility, conducting SWOT, and recommending the preferred model. Work Package 4: Action Plan & Recommendations for the preferred model This Work Package aims to translate the analytical findings and preferred model(s) into a practical and phased implementation roadmap. The contractor shall prepare an action plan outlining institutional, operational, financial, and governance steps required for implementation and provide clear recommendations for next steps, including preparatory actions, partnerships, and potential financing approaches. Work packages are implemented by key experts and three expert pools that ensure strategic leadership, technical excellence, and operational flexibility. - The Team Leader with international experience with at least 10 years of international management experience and experience in preparing analytical studies in economic policy, TVET or labour market and employment promotion - The Institutional development and Financing with international experience that combines 10 years of professional experience in strategic and organisational development related to operation of training institutions with experience in education and training, working with the private sector and economic and financial assessments. - Pool 1 Senior Experts in the Railway sector with international experience with 2-3 Experts with 10 years of professional experience in the railway sector and provide experience in education and training in railways, in particular technologies such as ETCS and private sector cooperation. - Pool 2 - Short-term experts with national experience with 4-8 experts with 5 years of professional experience in labour market analysis and skills needs assessment. - Pool 3 - Short-term experts in education and training with international experience with 4-8 experts with 5 years of professional experience in education and training.

Internal identifier: 10023631

#### **5.1.1. Purpose**

Main nature of the contract: Services

Main classification (cpv): 79000000 Business services: law, marketing, consulting, recruitment, printing and security

##### **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 subdivision (NUTS): Main-Taunus-Kreis (DE71A)

Country: Germany

Additional information: Germany

#### **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: Tender requirement

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:selbst#

#### **5.1.7. Strategic procurement**

Aim of strategic procurement: Reduction of environmental impacts

Description: Reference is made to the Terms of reference (ToRs), especially 2.5 and 3.3.4.

Aim of strategic procurement: Fulfilment of social objectives

Description: Reference is made to the Terms of reference (ToRs), especially 2.5 and 3.3.4.

Approach to reducing environmental impacts: Pollution prevention and control

Social objective promoted: 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 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 Eligibility through reliance upon the capacities of other entities and or sub-contractors (if applicable) (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 150,000 EUR (net). 2. At least 3 reference projects in the technical field "Setting-up and/or improving Rail Training Centres" and at least 3 reference projects in the region Africa in the technical field "railways" each in the last 36 months

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: 800,000 EUR (net).

Criterion: Average yearly manpower

Description of selection criterion: EN-B2: Technical and professional ability (Mit dem Angebot; Mittels Eigenerklärung): Average number of employees and managers in the last three calendar years, at least 10 persons.

#### **5.1.11. Procurement documents**

Languages in which the procurement documents are officially available: English

Deadline for requesting additional information: 04/08/2026 23:59:59 (UTC+02:00) Eastern European Time, Central European Summer Time

Address of the procurement documents: <https://ausschreibungen.giz.de/Satellite/notice/CXTRYY6YT1P39U7T/documents>

**Ad hoc communication channel:**

URL: <https://ausschreibungen.giz.de/Satellite/notice/CXTRYY6YT1P39U7T>

#### **5.1.12. Terms of procurement**

**Terms of submission:**

Electronic submission: Required

Address for submission: <https://ausschreibungen.giz.de/Satellite/notice/CXTRYY6YT1P39U7T>

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

Description of the financial guarantee: An advance payment guarantee may be required

Deadline for receipt of tenders: 14/08/2026 12:00:00 (UTC+02:00) Eastern European Time, Central European Summer Time

Duration during which the tender must remain valid: 139 Days

**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: 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. Where the Federal Act on Compliance with Collective Agreements applies, it must be taken into account.

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**

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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

Contact point: Friedrich Graf von Westphalen & Partner mbB Rechtsanwälte

Email: [giz.ausschreibungen@fgvw.de](mailto:giz.ausschreibungen@fgvw.de)

Telephone: +49 69719189012

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: 5cad70c7-ea34-4376-810d-0c35dc10a12b - 01  
Form type: Competition  
Notice type: Contract or concession notice – standard regime  
Notice subtype: 16  
Notice dispatch date: 14/07/2026 17:26:47 (UTC+02:00) Eastern European Time, Central European Summer Time  
Languages in which this notice is officially available: English  
Notice publication number: 491457-2026  
OJ S issue number: 135/2026  
Publication date: 16/07/2026