

504591-2026 - Competition

Germany – Business development consultancy services – 81314067 - DBS SME Training + Coaching Services - Category 1
OJ S 138/2026 21/07/2026
Contract or concession notice – standard regime - Change notice
Services

1. Buyer

1.1. Buyer

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

Email: holger.niedenfuehr@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: 81314067 - DBS SME Training + Coaching Services - Category 1

Description: Establishment of a Dynamic Purchasing System (DPS) for the procurement of SME Training and Coaching Services

Procedure identifier: b6cdb0d6-8c82-4f29-969f-36829136b540

Internal identifier: 81314067_1

Type of procedure: Restricted

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): 79998000 Coaching services, 85312320 Counselling services

2.1.2. Place of performance

Anywhere

2.1.4. General information

Additional information: #Bekanntmachungs-ID: CXTRY6YTMB3KGKM# All communication takes place in English via communication tool in the project area of the procurement portal.

The Terms and Conditions for Application - Dynamic Purchasing System apply.

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

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

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

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

Fraud: In accordance with §§ 123,124 GWB
Corruption: In accordance with §§ 123,124 GWB
Child labour and including other forms of trafficking in human beings: In accordance with §§ 123,124 GWB
Breaching obligation relating to payment of taxes: In accordance with §§ 123,124 GWB
Breaching obligation relating to payment of social security contributions: In accordance with §§ 123,124 GWB
Breaching of obligations in the fields of environmental law: In accordance with §§ 123,124 GWB
Breaching of obligations in the fields of social law: In accordance with §§ 123,124 GWB
Breaching of obligations in the fields of labour law: In accordance with §§ 123,124 GWB
Insolvency: In accordance with §§ 123,124 GWB
Assets being administered by liquidator: In accordance with §§ 123,124 GWB
Business activities are suspended: In accordance with §§ 123,124 GWB
Analogous situation like bankruptcy, insolvency or arrangement with creditors under national law: In accordance with §§ 123,124 GWB
Grave professional misconduct: In accordance with §§ 123,124 GWB
Agreements with other economic operators aimed at distorting competition: In accordance with §§ 123,124 GWB
Conflict of interest due to its participation in the procurement procedure: In accordance with §§ 123,124 GWB
Direct or indirect involvement in the preparation of this procurement procedure: In accordance with §§ 123,124 GWB
Early termination, damages, or other comparable sanctions: In accordance with §§ 123,124 GWB
Misrepresentation, withheld information, unable to provide required documents or obtained confidential information of this procedure: In accordance with §§ 123,124 GWB

5. Lot

5.1. Lot: LOT-0001

Title: 81314067 - DBS SME Training + Coaching Services - Category 1
Description: Training and Coaching services to support small and medium enterprises in partner countries in improving their sustainable business practices, competitiveness, income and employment contribution, thus contributing to a socio-ecological economic development.
Internal identifier: 81314067_1

5.1.1. Purpose

Main nature of the contract: Services
Main classification (cpv): 79411100 Business development consultancy services
Additional classification (cpv): 79998000 Coaching services, 85312320 Counselling services

5.1.2. Place of performance

Anywhere

5.1.3. Estimated duration

Start date: 28/03/2025
Duration end date: 28/03/2030

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

5.1.7. Strategic procurement

Aim of strategic procurement: Reduction of environmental impacts

Description: s.o.

Aim of strategic procurement: Fulfilment of social objectives

Description: s.o.

Approach to reducing environmental impacts: 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

5.1.9. Selection criteria

Sources of selection criteria: Notice

Criterion: References on specified services

Description of selection criterion: EN-B1: Technical and professional ability (Mit dem Teilnahmeantrag; Mittels Eigenerklärung): At least 5 reference projects in the technical field Implementation of SME Promotion Projects in Development Cooperation in Africa or Asia or Eastern Europe or Latin America in the last 36 months (reference date: date of submission of request to participate) that had a minimum commission value of EUR 250.000,00 and at least 1 completed implementation of SME Business Training and Coaching Project using SME Loop methodology or equivalent (equivalent means a methodology based on alternating training and coaching support to SME businesses over a period of time) and at least 5 references in the technical field of "SME Training and Coaching projects (Business Management Training, Access to Finance etc.) 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: 1,000,000.00 EUR.

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: Average yearly turnover

Description of selection criterion: Service Category 1 - Economic and Financial Eligibility - 1. 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: 1,000,000.00 EUR
2. 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: Service Category 1 - Technical and Professional Eligibility - - At least 5 references in the technical field of "Implementation of SME Promotion Projects in Development Cooperation in Africa or Asia or Eastern Europe or Latin America" in the last 36 months (reference date: date of submission of request to participate) that had a minimum commission value of EUR 250.000,00 (exclusion criterion). - At least 1 completed implementation of SME Business Training and Coaching Project using SME Loop methodology or equivalent¹ 1equivalent means a methodology based on alternating training and coaching support to SME businesses over a period of time (exclusion criterion) - At least 5 references in the technical field of "SME Training and Coaching projects (Business Management Training, Access to Finance etc.) in the last 36 months. (exclusion criterion)

Information about the second stage of a two-stage procedure:

Minimum number of candidates to be invited for the second stage of the procedure: 5

5.1.11. Procurement documents

Languages in which the procurement documents are officially available: English

Deadline for requesting additional information: 20/03/2030 23:59:59 (UTC+01:00) Central European Time, Western European Summer Time

Address of the procurement documents: <https://ausschreibungen.giz.de/Satellite/notice/CXTRYY6YTMB3KGKM/documents>

Ad hoc communication channel:

URL: <https://ausschreibungen.giz.de/Satellite/notice/CXTRYY6YTMB3KGKM>

5.1.12. Terms of procurement

Terms of the procedure:

Estimated date of dispatch of the invitations to submit tenders: 29/03/2030

Terms of submission:

Electronic submission: Required

Address for submission: <https://ausschreibungen.giz.de/Satellite/notice/CXTRYY6YTMB3KGKM>

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: 28/03/2030 12:00:00 (UTC+01:00) Central European Time, Western 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:

Dynamic purchasing system, only usable by buyers listed in this notice

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: holger.niedenfuehr@giz.de

Telephone: +49 6196792173

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

10. Change

Version of the previous notice to be changed

:

452a1041-adf1-44a6-b7e6-67ed090f3163-01

Main reason for change

:

Information updated

10.1. Change

Section identifier: PROCEDURE

Description of changes: The documents - General Terms and Conditions - Special Terms and Conditions (template) - Conditions for application - Provisions for mini-competitions were updated to reflect the current versions of the mentioned GIZ templates.

The procurement documents were changed on: 20/07/2026

Notice information

Notice identifier/version: 3d2dd7b0-57fa-4ded-922c-061866fd2f64 - 01

Form type: Competition

Notice type: Contract or concession notice – standard regime

Notice subtype: 16

Notice dispatch date: 20/07/2026 11:02:24 (UTC+02:00) Eastern European Time, Central European Summer Time

Languages in which this notice is officially available: English

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