

566661-2026 - Competition

Germany – Business development consultancy services – 10022598-Short-Term Expert Pools to support negotiations and implementation of the African Continental Free Trade Area (AfCFTA)

OJ S 157/2026 17/08/2026

Contract or concession notice – standard regime - Change notice
Services

1. Buyer

1.1. Buyer

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

Email: giuliafrancesca.kearney@twobirds.com

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: 10022598-Short-Term Expert Pools to support negotiations and implementation of the African Continental Free Trade Area (AfCFTA)

Description: Background: Although many of the world's fastest-growing economies are in Africa, trade among African countries remains limited. The continent mostly exports raw materials and agricultural products, while it imports machinery, equipment, and food mainly from outside Africa. The African Continental Free Trade Area (AfCFTA), which is one of the African Union's (AU) flagship projects for the implementation of its Agenda 2063, aims to change this. It is expected that, with the introduction of the free trade zone, intra- African trade will be 15% to 25% higher by 2040 (UNECA). The AfCFTA agreement has been signed by 54 of the 55 African Union Member States (MS) and became effective under international law in May 2019. The full implementation of the AfCFTA will lead to a continental single market of more than 1.4 billion people with an aggregate GDP exceeding USD 2 trillion. Our Approach: The GIZ implemented project "Support to the African Continental Free Trade Area (AfCFTA) II" cofinanced by the BMZ and the EU, seeks to improve framework conditions for the realisation of the AfCFTA and supports the outstanding negotiations and the implementation of the AfCFTA. For this, the programme supports the African Union, specifically the Department for Economic Development, Trade, Tourism, Industry, Minerals (ETTIM) and the AfCFTA Secretariat at the continental level in the coordination of AfCFTA implementation. On the regional level the programme cooperates with Regional Economic Communities (RECs), specifically EAC (East African Community), ECOWAS (Economic Community for West African States) and SADC (South African Development Community, plus additional RECs based on request). The programme also supports Member States (Ethiopia, Ghana, Ivory Coast, Kenya, Malawi, Rwanda, Tunisia, Zambia, plus additional Member States based on request) by working with national institutions, like trade ministries and customs, to implement the agreement. Lastly, the programme works closely with private sector and civil society actors to increase trade under the AfCFTA. Together with the named partners, the programme covers interventions across all technical areas of the AfCFTA. The EU co-financed part of the programme, the EU Technical Assistance Facility, operates as a multi-partner contribution

agreement between the European Commission, GIZ (lead implementing agency), Expertise France, and FIAP. A Project Management Unit, which is housed in the AfCFTA Secretariat, oversees the implementation of the programme and the execution of activities.

Procedure identifier: c04c6a9c-00d6-4598-aae1-3cfecf65a3ee

Internal identifier: 10022598

Type of procedure: Open

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): 79410000 Business and management consultancy services

2.1.2. Place of performance

Country: Ghana

Additional information: African Union, please see the tender documents.

2.1.4. General information

Additional information: #Bekanntmachungs-ID: CXTRY6YTT9JKR9U# Communication / questions can only be submitted using GIZ's eProcurement Tender Platform for the award of contracts.

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: In accordance with §§ 123,124 GWB, § 22 LkSG

Terrorist offences or offences linked to terrorist activities: In accordance with §§ 123,124 GWB, § 22 LkSG

Money laundering or terrorist financing: In accordance with §§ 123,124 GWB, § 22 LkSG

Fraud: In accordance with §§ 123,124 GWB, § 22 LkSG

Corruption: In accordance with §§ 123,124 GWB, § 22 LkSG

Child labour and including other forms of trafficking in human beings: In accordance with §§ 123,124 GWB, § 22 LkSG

Breaching obligation relating to payment of taxes: In accordance with §§ 123,124 GWB, § 22 LkSG

Breaching obligation relating to payment of social security contributions: In accordance with §§ 123,124 GWB, § 22 LkSG

Breaching of obligations in the fields of environmental law: In accordance with §§ 123,124 GWB, § 22 LkSG

Breaching of obligations in the fields of social law: In accordance with §§ 123,124 GWB, § 22 LkSG

Breaching of obligations in the fields of labour law: In accordance with §§ 123,124 GWB, § 22 LkSG

Insolvency: In accordance with §§ 123,124 GWB, § 22 LkSG

Assets being administered by liquidator: In accordance with §§ 123,124 GWB, § 22 LkSG

Business activities are suspended: In accordance with §§ 123,124 GWB, § 22 LkSG

Analogous situation like bankruptcy, insolvency or arrangement with creditors under national law: In accordance with §§ 123,124 GWB, § 22 LkSG

Grave professional misconduct: In accordance with §§ 123,124 GWB, § 22 LkSG

Agreements with other economic operators aimed at distorting competition: In accordance with §§ 123,124 GWB, § 22 LkSG

Conflict of interest due to its participation in the procurement procedure: In accordance with §§ 123,124 GWB, § 22 LkSG

Direct or indirect involvement in the preparation of this procurement procedure: In accordance with §§ 123,124 GWB, § 22 LkSG

Early termination, damages, or other comparable sanctions: In accordance with §§ 123,124 GWB, § 22 LkSG

Misrepresentation, withheld information, unable to provide required documents or obtained confidential information of this procedure: In accordance with §§ 123,124 GWB, § 22 LkSG

5. Lot

5.1. Lot: LOT-0001

Title: 10022598-Short-Term Expert Pools to support negotiations and implementation of the African Continental Free Trade Area (AfCFTA)

Description: The project seeks the services of a consulting firm to provide technical experts under different short-term expert (STE) pools, which can be deployed flexibly according to the specific demands of the project. The Contractor will contribute to the implementation of all BMZ and EU outputs of the project. The overall goal of this assignment is to support the implementation of the AfCFTA at the continental, regional, and national level by providing advisory services and capacity building for governmental as well as private sector and civil society stakeholders. When the need for support to the project's partners within a particular thematic area is identified, experts shall be mobilised to provide demand-driven technical advisory services and/or capacity building to national, regional, and continental government partners and/or the project itself. The contract is for the provision of pools of qualified STE to cover a broad range of issues relating to AfCFTA negotiations and implementation in general and the programme objectives in particular. The services to be provided under the contract include measures for human capacity development and organisational and technical advice in the following thematic areas: - Removing barriers to Trade in Goods, Trade in Services and Digital Trade - Support for further AfCFTA negotiations (among others on Rules of Origin, Trade in Services) - Support for the ratification of the Phase II Protocols (Competition Policy, Intellectual Property Rights, Investment, Digital Trade, Women & Youth in Trade) - Implementation of AfCFTA regulations at the national and regional levels - Monitor and review the implementation of AfCFTA Protocols in African Union Member States (AU MS) - Improve access to trade information to relevant line ministries and to the private sector - Support the African private sector to trade under AfCFTA rules on the national and regional level - Support relevant authorities to setup inclusive policies for women & youth traders to participate in trade under AfCFTA The contractor will identify and manage pools of STE that will assist the initiatives in the programme's areas of intervention. While the project operates Africa-wide, it focuses interventions at national level in 8 countries: Ethiopia, Ghana, Ivory Coast, Kenya, Malawi, Rwanda, Tunisia, and Zambia. At REC level it focuses at EAC, ECOWAS, and SADC. Interventions to additional AU MS and RECs will be implemented based on partner demand. Across the work packages named below, the contractor is responsible for the following tasks: - Supporting the GIZ in defining the required expertise to reach the project objectives under the described outputs - Identifying and proposing suitable experts from the STE pool - Selecting experts together with the GIZ team - Managing the deployment of experts Expected services

that may be included in the work packages are: - Technical, operational, and strategic policy advisory services in the thematic areas listed above - Support in developing, drafting and reviewing reports, studies, analyses, position papers, guidelines, action plans, strategies, implementation plans, legislation, regulations in the thematic areas listed above. - Research and analysis, including diagnostic missions to assess implementation efforts of the AfCFTA protocols, identify obstacles and propose measures to advance implementation. - Facilitation of private sector participation in policy-making processes, facilitation of dialogue and coordination between public and private sector actors relevant to AfCFTA negotiations and implementation - Facilitation of national, regional, and continental workshops and conferences, including interpretation and translation services and providing expert inputs - Provision of support services to the project, including on optimising M&E systems, the design of communication materials, workshop moderation, translation and interpretation services. Deliverables will mainly be in English or French, but may also be in the other official AU languages (Arabic, Portuguese, Spanish, Swahili) depending on the context of the activity The required services are focused, but not limited, on five work packages which are oriented to different stakeholders: Work package 1: Strengthen the AfCFTA Secretariat's capacity to guide and monitor AfCFTA implementation. Work package 2: Strengthen AUC ETTIM's capacity to support and monitor the enabling environment for production of goods and services for African markets. Work package 3: Support the coordination of the AfCFTA implementation approach among selected RECs (EAC, ECOWAS, and SADC). Work package 4: Support the domestication and ratification of the AfCFTA Protocols and their Annexes in selected AU MS. Work package 5: Enable private sector actors to trade under AfCFTA rules on the country and regional level. Additionally, the contractor is required to support the provision of support services to the project as well as to partner institutions at the continental, regional and national level under all the work packages above. This includes communication services, moderation services, Monitoring & Evaluation support, translation services, and interpretation services. Internal identifier: 10022598

5.1.1. Purpose

Main nature of the contract: Services

Main classification (cpv): 79411100 Business development consultancy services

Additional classification (cpv): 79410000 Business and management 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: Ghana

Additional information: African Union, please see the tender documents.

5.1.3. Estimated duration

Start date: 31/12/2026

Duration end date: 31/03/2028

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 fully or partially 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# The project is co-financed by the EU.

5.1.7. Strategic procurement

Aim of strategic procurement: Reduction of environmental impacts

Description: Please see tender documents.

Aim of strategic procurement: Fulfilment of social objectives

Description: Please see tender documents.

Approach to reducing environmental impacts: Climate change mitigation, Pollution prevention and control

Social objective promoted: Gender equality, Human rights due diligence in global supply chains , Employment opportunities for the long-term unemployed, disadvantaged and/or for persons with disabilities, Fair working conditions

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 subcontractors (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 750,000.00 EUR (net). 2. At least 4 reference projects in the technical field Regional Economic Integration in Africa and at least 6 reference projects in Africa in the last 36 months (deadline: date of publication of invitation to tender).

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: 4,200,000.00 EUR (net).

Criterion: Other economic or financial requirements

Description of selection criterion: EN-C2: Economic and financial standing (Mit dem Angebot; Mittels Eigenerklärung): Average number of employees and managers in the last three calendar years, at least 20 persons.

5.1.11. Procurement documents

Languages in which the procurement documents are officially available: English
Deadline for requesting additional information: 10/09/2026 23:59:59 (UTC+02:00) Eastern European Time, Central European Summer Time
Address of the procurement documents: <https://ausschreibungen.giz.de/Satellite/notice/CXTRYY6YTT9JKR9U/documents>

Ad hoc communication channel:

URL: <https://ausschreibungen.giz.de/Satellite/notice/CXTRYY6YTT9JKR9U>

5.1.12. Terms of procurement

Terms of submission:

Electronic submission: Required

Address for submission: <https://ausschreibungen.giz.de/Satellite/notice/CXTRYY6YTT9JKR9U>

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 tenders: 17/09/2026 12:00:00 (UTC+02:00) Eastern European Time, Central European Summer Time

Duration during which the tender must remain valid: 104 Days

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

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. Textvorlage erstellen/auswählen /bearbeiten

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: giuliafrancesca.kearney@twobirds.com

Telephone: +49 40 460 63 6175

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@besch.bund.de

Telephone: +49228996100

Roles of this organisation:

TED eSender

10. Change

Version of the previous notice to be changed

:

975c6fed-3bc2-4c23-b0aa-267788573c01-01

Main reason for change

:

Information updated

Description

:

Extension of deadline.

10.1. Change

Section identifier: PROCEDURE

Description of changes: Extension of deadline for submitting bids.

The procurement documents were changed on: 14/08/2026

Notice information

Notice identifier/version: e88ca6a7-38e7-49ea-ae50-910cb98d55d8 - 01

Form type: Competition

Notice type: Contract or concession notice – standard regime

Notice subtype: 16

Notice dispatch date: 14/08/2026 10:00:27 (UTC+02:00) Eastern European Time, Central European Summer Time

Languages in which this notice is officially available: English

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