

99204-2026 - Result

Ireland – Business development consultancy services – Business Development Services South Africa

OJ S 29/2026 11/02/2026

Contract or concession award notice – standard regime
Services

1. Buyer

1.1. Buyer

Official name: IDA Ireland

Email: procurement.ida@ida.ie

Legal type of the buyer: Body governed by public law

Activity of the contracting authority: Economic affairs

2. Procedure

2.1. Procedure

Title: Business Development Services South Africa

Description: IDA Ireland with over 25 offices around the world is extending its global footprint and is seeking to appoint a suitably qualified Business Development Consultant to represent IDA's interests in South Africa with a remit to win new Foreign Direct Investment (FDI) for Ireland from the South African business community.

Procedure identifier: 0f983c86-62d9-4468-8548-4a9203237440

Previous notice: 7fc168b6-58f8-4406-b94b-15ca0458c270-01

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

2.1.2. Place of performance

Country: Ireland

Anywhere in the given country

2.1.3. Value

Estimated value excluding VAT: 280 000,00 EUR

Maximum value of the framework agreement: 280 000,00 EUR

2.1.4. General information

Legal basis:

Directive 2014/24/EU

5. Lot

5.1. Lot: LOT-0001

Title: Business Development Services South Africa

Description: IDA Ireland with over 25 offices around the world is extending its global footprint and is seeking to appoint a suitably qualified Business Development Consultant to represent IDA's interests in South Africa with a remit to win new Foreign Direct Investment (FDI) for Ireland from the South African business community.

Internal identifier: 0

5.1.1. Purpose

Main nature of the contract: Services

Main classification (cpv): 79411100 Business development consultancy services

Quantity: 1

5.1.2. Place of performance

Country: Ireland

Anywhere in the given country

Additional information: South Africa

5.1.3. Estimated duration

Duration: 4 Years

5.1.5. Value

Estimated value excluding VAT: 280 000,00 EUR

5.1.6. General information

Procurement Project not financed with EU Funds.

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

5.1.7. Strategic procurement

Aim of strategic procurement: No strategic procurement

5.1.10. Award criteria

Criterion:

Type: Cost

Description: Cost @30%

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

Award criterion number: 30

Criterion:

Type: Quality

Description: Quality @70%

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

Award criterion number: 70

5.1.15. Techniques

Framework agreement:

Framework agreement, without reopening of competition

Information about the dynamic purchasing system:

No dynamic purchase system

5.1.16. Further information, mediation and review

Review organisation: European Dynamics S.A.

Organisation providing offline access to the procurement documents: IDA Ireland

Organisation providing more information on the review procedures: The High Court of Ireland

6. Results

Approximate value of the framework agreements

:

280 000,00

EUR

6.1. Result lot identifier: LOT-0001

Winner selection status: At least one winner was chosen.

Framework agreement:

Re-estimated value of the framework agreement: 280 000,00 EUR

6.1.2. Information about winners

Winner:

Official name: Whitehouse and Associates cc T/A Africa House

Tender:

Tender identifier: 000141850

Identifier of lot or group of lots: LOT-0001

Value of the tender: 280 000,00 EUR

The tender was ranked: yes

Rank of the tender: 1

The tender is a variant: no

Subcontracting: No

Contract information:

Identifier of the contract: 434103

Date on which the winner was chosen: 10/12/2025

Date of the conclusion of the contract: 01/01/2026

6.1.4. Statistical information

Received tenders or requests to participate:

Type of received submissions: Tenders from tenderers registered in other European Economic Area countries than the country of the buyer

Number of tenders or requests to participate received: 2

8. Organisations

8.1. ORG-0001

Official name: IDA Ireland

Registration number: Not applicable

Postal address: 3 Park Place, Hatch Street Upper 3 Park Place, Hatch Street Upper

Town: Dublin

Postcode: Dublin 2

Country subdivision (NUTS): Dublin (IE061)

Country: Ireland

Email: procurement.ida@ida.ie

Telephone: +353 1 6034000

Internet address: <https://www.idaireland.com>

Buyer profile: <https://www.idaireland.com>

Roles of this organisation:

Buyer

Organisation providing offline access to the procurement documents

8.1. ORG-0002

Official name: Whitehouse and Associates cc T/A Africa House

Size of the economic operator: Micro

Registration number: 1998/027332/23

Postal address: Whitehouse & Associates, 39 West Street, Houghton Estate, Johannesburg, 2198
Whitehouse & Associates, 39 West Street, Houghton Estate, Johannesburg, 2198

Town: Johannesburg

Postcode: 2198

Country: South Africa

Email: liz@africainfo.co.za

Roles of this organisation:

Tenderer

Winner of these lots: LOT-0001

8.1. ORG-0003

Official name: The High Court of Ireland

Registration number: The High Court of Ireland

Department: The High Court of Ireland

Postal address: Four Courts, Inns Quay, Dublin 7

Town: Dublin

Postcode: D07 WDX8

Country subdivision (NUTS): Dublin (IE061)

Country: Ireland

Email: HighCourtCentralOffice@courts.ie

Telephone: +353 1 8886000

Roles of this organisation:

Organisation providing more information on the review procedures

8.1. ORG-0004

Official name: European Dynamics S.A.

Registration number: 002024901000

Department: European Dynamics S.A.

Town: Athens

Postcode: 15125

Country subdivision (NUTS): Βόρειος Τομέας Αθηνών (EL301)

Country: Greece

Email: eproc-esender@eurodyn.com

Telephone: +30 2108094500

Roles of this organisation:

TED eSender

Review organisation

Notice information

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