

539735-2026 - Hange

Saksamaa – Ettevõtluse arendamise nõustamisteenused – 10013553-Pool of experts for implementation of inclusive Contract Farming (iCF) schemes

OJ S 148/2026 04/08/2026

Hanketeade või kontsessiooniteade – üldkord

Teenused

1. Hankija

1.1. Hankija

Ametlik nimi: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

E-posti aadress: chiara.geiger@giz.de

Hankija õiguslik vorm: Keskvalitsusasutuse kontrollitav riigi osalusega äriühing

Hankija tegevus: Üldised avalikud teenused

2. Menetlus

2.1. Menetlus

Pealkiri: 10013553-Pool of experts for implementation of inclusive Contract Farming (iCF) schemes

Kirjeldus: The BMZ commissioned project "Strengthening Rural Value Chains" has received a co-financing from the Gates Foundation to develop a robust, competitive and inclusive horticulture sector in Ethiopia, Kenya and Uganda, in alignment with the implementation of the Ethiopia National Horticulture Strategy (ENHS) and the CEHA National Chapters in Kenya and Uganda. By strengthening fruit and vegetable value chains (in particular avocado, onion and potato), the project seeks to drive sustainable job creation, income growth, improved nutrition, and enhanced regional trade integration across the COMESA and EAC regions. The primary target group consists of small-scale producers (SSPs), with particular emphasis on women and youth aged 18-35, as well as agribusinesses engaged in production, aggregation, value addition, exports, and domestic market supply. The project focuses on enterprises with strong growth potential in structured domestic, regional, and international markets, while addressing systemic constraints faced by women and youth, including limited access to finance, technical skills, productive resources, and market opportunities. In addition, the project works closely with producer organizations, cooperatives, industry associations, and private-sector service providers in areas such as finance, insurance, climate-resilient inputs, innovation, and sustainable farming solutions. The project is built around two complementary intervention areas. The first focuses on strengthening inclusive business models through inclusive Contract Farming (iCF) schemes and investor readiness support. Small-scale producers will be professionalized and integrated into sustainable markets through partnerships with aggregators, exporters, and other off takers. The project promotes improved access to quality inputs, advisory services, finance, and reliable markets, while supporting contracting enterprises to strengthen governance systems, operational efficiencies, and internal controls. Depending on the maturity of the enterprise, investor readiness support may include business model strengthening, financial management improvements, governance support, and access-to-finance facilitation. This approach enables agribusinesses to become more creditworthy, scalable, and resilient, while simultaneously improving market access and income opportunities for SSPs. The project also supports the development of domestic, regional, and export markets to diversify market opportunities and reduce vulnerability to market shocks.

The second intervention area focuses on strengthening key market institutions and the enabling environment for the horticulture sector. The project supports the implementation capacities of the ENHS and the CEHA National Chapters in Kenya and Uganda, as well as their member associations. Horticulture sector associations will be strengthened to improve governance, service delivery, market information provision, collective marketing, and advocacy for conducive policy and regulatory frameworks. Enhanced institutional capacity will enable these organizations to better represent sector interests, influence policy reforms, and provide more effective services to their members. Addressing constraints simultaneously at micro, meso, and macro levels will improve sector competitiveness and create sustainable economic opportunities. By combining inclusive contract farming, investor readiness, market systems development, and institutional strengthening, the project is expected to increase the integration of small-scale producers into formal markets, improve access to finance and services for agribusinesses, strengthen sector coordination, and enhance the resilience and competitiveness of the horticulture sector.

Menetluse tunnus: 6bdf1cd6-ef5e-425c-870e-97f6b09dcb29

Sisemine tunnus: 10013553

Menetluse liik: Avatud

Kiirendatud menetlus: ei

2.1.1. Eesmärk

Lepingu olemus: Teenused

Peamine liigitus (cpv): 79411100 Ettevõtluse arendamise nõustamisteenused

2.1.2. Lepingu täitmise koht

Kus tahes

Lisateave: Ethiopia, Kenya, Uganda

2.1.4. Üldine teave

Lisateave: #Bekanntmachungs-ID: CXTRY6YTTQUU61U# All communication takes place in English via communication tool in the project area of the procurement portal.

Õiguslik alus:

Direktiiv 2014/24/EL

vgv -

2.1.6. Kõrvaldamise alused

Väljajätmise aluste allikad: Teade

Ainult siseriiklikest kõrvalejätmise alustest tulenevate kohustuste rikkumine: In accordance with §§ 123,124 GWB, § 22 LkS

Kuritegelikus ühenduses osalemine: In accordance with §§ 123,124 GWB, § 22 LkS

Terroriakti toimepanek või terroristliku tegevusega seotud õigusrikkumised: In accordance with §§ 123,124 GWB, § 22 LkS

Rahapesu või terrorismi rahastamine: In accordance with §§ 123,124 GWB, § 22 LkS

Pettus: In accordance with §§ 123,124 GWB, § 22 LkS

Korruptsioon: In accordance with §§ 123,124 GWB, § 22 LkS

Laste tööjõu kasutamine ja muud inimkaubanduse vormid: In accordance with §§ 123,124 GWB, § 22 LkS

Maksude tasumise kohustuse rikkumine: In accordance with §§ 123,124 GWB, § 22 LkS

Sotsiaalkindlustusmaksete tasumise kohustuse rikkumine: In accordance with §§ 123,124 GWB, § 22 LkS

Keskkonnaõiguse valdkonnas kohaldatavate kohustuste täitmata jätmine: In accordance with §§ 123,124 GWB, § 22 LkS

Sotsiaalõiguse valdkonnas kohaldatavate kohustuste täitmata jätmine: In accordance with §§ 123,124 GWB, § 22 LkS

Tööõiguse valdkonnas kohaldatavate kohustuste täitmata jätmine: In accordance with §§ 123,124 GWB, § 22 LkS

Maksejõuetus: In accordance with §§ 123,124 GWB, § 22 LkS

Vara haldab likvideerija: In accordance with §§ 123,124 GWB, § 22 LkS

Äritegevus on peatatud: In accordance with §§ 123,124 GWB, § 22 LkS

Siseriikliku õiguse kohane samalaadne olukord, näiteks pankrot: In accordance with §§ 123,124 GWB, § 22 LkS

Tõsine ametialane rikkumine: In accordance with §§ 123,124 GWB, § 22 LkS

Konkurentsi moonutamise eesmärgil teiste ettevõtjatega sõlmitud kokkulepped: In accordance with §§ 123,124 GWB, § 22 LkS

Hankemenetluses osalemisega kaasnev huvide konflikt: In accordance with §§ 123,124 GWB, § 22 LkS

Otsene või kaude osalemine käesoleva hankemenetluse ettevalmistamisel: In accordance with §§ 123,124 GWB, § 22 LkS

Ennetähtaegne lõpetamine, kahjutasu või võrreldavad sanktsioonid: In accordance with §§ 123,124 GWB, § 22 LkS

Valeandmete esitamine, teabe esitamata jätmine, suutmatust nõutud dokumente esitada või selle menetluse kohta konfidentsiaalse teabe saamine: In accordance with §§ 123,124 GWB, § 22 LkS

5. Osa

5.1. Osa: LOT-0001

Pealkiri: 10013553-Pool of experts for implementation of inclusive Contract Farming (iCF) schemes

Kirjeldus: The tender supports the implementation of Primary Outcome 1 of the project through the provision of specialized technical assistance for the design and implementation of inclusive Contract Farming (iCF) schemes in Ethiopia, Kenya, and Uganda. The contractor will work in close coordination with GIZ project teams and relevant public and private sector actors to strengthen agribusinesses operating in selected fruit and vegetable value chains and support the achievement of the Ethiopia National Horticulture Strategy (ENHS) and the CEHA National Chapters in Kenya and Uganda. The overall objective of the tender is to support the piloting and scaling of inclusive business models that improve market integration, competitiveness, and investor readiness of agribusinesses while enhancing opportunities for small-scale producers (SSPs), particularly women and youth. Through the implementation of iCF schemes, participating agribusinesses will improve access for SSPs to quality inputs, advisory services, innovative technologies, finance, and structured domestic and export markets. Using a pool of experts steered by team leads in each country, the tender foresees the provision of one-on-one advisory and business development support to 10 agribusinesses across the three countries (5 in Kenya, 3 in Ethiopia, and 2 in Uganda). Support will cover several business growth dimensions, including technical business development, investor readiness, digital transformation, climate adaptation, and access to finance. Key interventions include enterprise diagnostics, market analysis, business process optimization, governance and compliance strengthening, financial management improvements, climate-smart and digital business solutions, market linkage facilitation, and investment matchmaking. The contractor will also support agribusinesses in strengthening inclusive contract farming arrangements with smallholder farmers. This includes improving enterprises' capacities to sustainably implement iCF schemes, increasing awareness among farmers and enterprises on the opportunities and

requirements of iCF, and applying the GIZ methodology for inclusive contract farming. Additional support will include facilitating business-to-business (B2B) and business-to-consumer (B2C) linkages, strengthening partnerships with export promotion organizations such as the Import Promotion Desk (IPD), and supporting enterprises to better meet domestic and export market requirements related to quality, traceability, and compliance. The tender is structured around three interlinked work packages: Work Package 1: Agribusiness Onboarding and Strategy Development This work package focuses on the identification, onboarding, diagnostic assessment, and strategic planning support for participating agribusinesses. The contractor will develop comprehensive enterprise selection criteria to identify suitable enterprises for participation in the programme based on sector and market assessments. Following selection, the contractor will organize onboarding and kick-off sessions to align expectations, provide programme information, and formalize participation through commitments and non-disclosure agreements. The contractor will then conduct detailed enterprise diagnostic assessments covering areas such as statutory compliance, operational processes, stakeholder relations, market access, procurement systems, financial management, and infrastructure needs. Using these findings, enterprise-specific diagnostic reports and tailored business reform strategies will be developed. These strategies will identify key bottlenecks and define implementation roadmaps to strengthen enterprise competitiveness, internal systems, inclusivity, sustainability, and scalability. Work Package 2: Implementation Based on the approved business reform strategies, the contractor will provide bundled business development support tailored to the needs of each enterprise. This includes strategic-level support such as strengthening procurement systems, business process re-engineering and digitalization, product development, market access, and access to finance. Operational-level support will address day-to-day management issues, including accounting and bookkeeping, compliance with taxation, labour and environmental regulations, and human resource development. The contractor will strengthen the technical capacities of participating enterprises to sustainably implement iCF schemes, facilitate awareness raising among farmers and enterprises, and apply the GIZ iCF methodology and relevant country experiences. The contractor will also support enterprises in developing innovative services, technologies, and production methods that improve productivity, traceability, quality assurance, and climate resilience. In addition, the contractor will facilitate business exchange and exposure activities, including B2B and B2C roundtables, linkages with export promotion organizations such as the Import Promotion Desk (IPD), and participation in targeted market platforms. These interventions aim to strengthen commercial partnerships, improve understanding of buyer requirements and standards, and support enterprises in accessing high-value domestic and export markets. Work Package 3: Monitoring, Evaluation and Reporting The contractor will establish a monitoring and evaluation (M&E) system aligned with the overall project M&E framework in close coordination with GIZ. The system will support monitoring of implementation progress, assessment of enterprise performance, and tracking of project indicators and outcomes. The contractor will also document impact stories, case studies, and lessons learned from participating enterprises to support knowledge exchange and replication across the three countries.

Sisemine tunnus: 10013553

5.1.1. Eesmärk

Lepingu olemus: Teenused

Peamine liigitus (cpv): 79411100 Ettevõtluse arendamise nõustamisteenused

Täiendavad hankevõimalused:

Täiendavate hankevõimaluste kirjeldus: 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. Lepingu täitmise koht

Kus tahes

Lisateave: Ethiopia, Kenya, Uganda

5.1.3. Eeldatav kestus

Kestus: 18 Kuud

5.1.4. Uuendamine

Maksimaalne lepingu uuendamiste arv: 2

Muu informatsioon uuendamise kohta: 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. Üldine teave

Reserveeritud osalemine:

Osalemine ei ole reserveeritud.

Tuleb esitada lepingu täitmiseks määratud töötajate nimed ja nende kutsekvalifikatsioonid: Ei ole nõutud

Hankeprojekt, mida ei rahastata ELi vahenditest

Hanke suhtes kohaldatakse riigihankelepingut (GPA): jah

See hange sobib ka väikestele ja keskmise suurusega ettevõtjatele (VKEd): jah

Lisateave: #Besonders auch geeignet für:startup#, #Besonders auch geeignet für:other-sme#

5.1.7. Strateegilised hanked

Strateegilise hanke eesmärk: Keskkonnamõju vähendamine

Kirjeldus: In accordance with the tender documents.

Strateegilise hanke eesmärk: Sotsiaalsete eesmärkide täitmine

Kirjeldus: In accordance with the tender documents.

Keskkonnamõju vähendamist käsitlev lähenemisviis: Elurikkuse ja ökosüsteemide kaitse ja taastamine, Üleminek ringmajandusele, Kliimamuutustega kohanemine, Kliimamuutuste leevendamine, Saastuse vältimine ja tõrje

Sotsiaalse eesmärgi edendamine: Etniline võrdõiguslikkus, Sooline võrdõiguslikkus, Inimõigustega seotud hoolsuskohustus ülemaailmses tarneahelas, Pikaajaliste töötute, ebasoodsas olukorras olevate ja/või puudega inimeste tööhõivevõimalused, Õiglased töötingimused, Muu

5.1.9. Kvalifitseerimistingimused

Valikukriteeriumide allikad: Teade

Kriteerium: Viited määratud teenustele

Valikukriteeriumi kirjeldus: 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 100,000.00 EUR. 2. At least 04 reference projects in the technical field of enterprise development in the agribusiness sector, including inclusive contract farming and investor readiness of which at least 02 references in Eastern Africa, all of them in the last 36 months.

Kriteerium: Keskmise aastane käive

Valikukriteeriumi kirjeldus: 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: 600,000.00 EUR.

Kriteerium: Muud majanduslikud või finantsnõuded

Valikukriteeriumi kirjeldus: 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 10 persons.

5.1.11. Hankedokumendid

Keeled, milles hankedokumendid on ametlikult kättesaadavad: inglise keel

Lisateabe taotlemise tähtaeg: 27/08/2026 23:59:59 (UTC+02:00) Ida-Euroopa aeg, Kesk-Euroopa suveaeg

Hankedokumentide aadress: <https://ausschreibungen.giz.de/Satellite/notice/CXTRY6YTTQUU61U/documents>

Sihtotstarbeline teabevahetuskanal:

URL: <https://ausschreibungen.giz.de/Satellite/notice/CXTRY6YTTQUU61U>

5.1.12. Hanke tingimused

Esitamise tingimused:

Elektrooniline esitamine: Nõutav

Esitamise aadress: <https://ausschreibungen.giz.de/Satellite/notice/CXTRY6YTTQUU61U>

Keeled, milles võib pakkumusi või osalemistaotlusi esitada: inglise keel

Elektrooniline kataloog: Ei ole lubatud

Variandid: Ei ole lubatud

Pakkujad võivad esitada rohkem kui ühe pakkumuse: Ei ole lubatud

Pakkumuste esitamise tähtaeg: 03/09/2026 12:00:00 (UTC+02:00) Ida-Euroopa aeg, Kesk-Euroopa suveaeg

Periood, mille jooksul pakkumus peab jääma kehtivaks: 64 Päevad

Teave, mida saab pärast esitamise tähtaega täiendada:

Ostja äranägemisel võib osa puuduvad pakkujaga seotud dokumente esitada hiljem.

Lisateave: GIZ asks the applicant or bidder to submit, complete or correct documents, within the framework laid down by law.

Lepingutingimused:

Lepingu täitmine peab toimuma kaitstud tööhõive programmide raames: Ei

Lepingu täitmisega seotud tingimused: The execution conditions result from the information given in the contract notice and the tender documents.

E-arveldamine: Nõutav

Kasutatakse elektroonilisi tellimusi: jah

Kasutatakse elektroonilisi makseid: jah

5.1.15. Vahendid

Raamleping:

Ei kohaldata raamlepingut

Teave dunaamilise hankesüsteemi kohta:

Ei kohaldata dunaamilist hankesüsteemi

5.1.16. Lisateave, lepitus ja vaidlustus

Vaidlustusorgan: Vergabekammern des Bundes

Teave vaidlustamise tähtaegade kohta: 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.

Organisatsioon, mis annab lisateavet hankemenetluse kohta: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Organisatsioon, millele laekuvad osalemistaotlused: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

8. Organisatsioonid

8.1. ORG-0001

Ametlik nimi: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Registreerimisnumber: 993-80072-52

Postiaadress: Dag-Hammarskjöld-Weg 1 - 5

Linn: Eschborn

Sihtnumber: 65760

Riik – jaotus (NUTS): Main-Taunus-Kreis (DE71A)

Riik: Saksamaa

E-posti aadress: chiara.geiger@giz.de

Telefon: +49 619679254465

Faks: +49 6196791115

Internetiaadress: <https://www.giz.de>

Selle organisatsiooni rollid:

Hankija

Organisatsioon, mis annab lisateavet hankemenetluse kohta

Organisatsioon, millele laekuvad osalemistaotlused

8.1. ORG-0002

Ametlik nimi: Vergabekammern des Bundes

Registreerimisnumber: 022894990

Postiaadress: Kaiser-Friedrich-Straße 16

Linn: Bonn

Sihtnumber: 53113

Riik – jaotus (NUTS): Bonn, Kreisfreie Stadt (DEA22)

Riik: Saksamaa

E-posti aadress: vk@bundeskartellamt.bund.de

Telefon: +49 2289499-0

Faks: +49 2289499-163

Internetiaadress: <https://www.bundeskartellamt.de>

Selle organisatsiooni rollid:

Vaidlustusorgan

8.1. ORG-0003

Ametlik nimi: Datenservice Öffentlicher Einkauf (in Verantwortung des Beschaffungsamts des BMI)

Registreerimisnumber: 0204:994-DOEVD-83

Linn: Bonn

Sihtnumber: 53119

Riik – jaotus (NUTS): Bonn, Kreisfreie Stadt (DEA22)

Riik: Saksamaa

E-posti aadress: noreply.esender_hub@bescha.bund.de

Telefon: +49228996100

Selle organisatsiooni rollid:

TED eSender

Teave teate kohta

Teate tunnus/version: 34e1b3f6-098e-4878-ad9c-6af28960268d - 01

Vormi liik: Hange

Teate liik: Hanketeade või kontsessiooniteade – üldkord

Teate alaliik: 16

Teate saatmise kuupäev: 03/08/2026 11:38:48 (UTC+02:00) Ida-Euroopa aeg, Kesk-Euroopa suveaeg

Keeled, milles käesolev teade on ametlikult kättesaadav: inglise keel

Teate avaldamise number: 539735-2026

ELT S väljaande number: 148/2026

Avaldamise kuupäev: 04/08/2026