

539478-2026 - Mise en concurrence

Allemagne – Services liés à l'aide économique aux pays étrangers – 10016823 - Technical Assistance for Digital Public Infrastructure Projects in the East African Community
OJ S 148/2026 04/08/2026

Avis de marché ou de concession – régime ordinaire
Services

1. Acheteur

1.1. Acheteur

Nom officiel: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Adresse électronique: vahram.hovhannisyan@giz.de

Forme juridique de l'acheteur: Entreprise publique, contrôlée par une autorité publique centrale

Activité du pouvoir adjudicateur: Services d'administration générale

2. Procédure

2.1. Procédure

Titre: 10016823 - Technical Assistance for Digital Public Infrastructure Projects in the East African Community

Description: The EU-EAC DEEP Project (EU-EAC Digital Economy, E-Commerce, E-Payments and E-Public Services Programme) is a 4 year project that started in June 2025. It is co-financed by the European Commission, the BMZ, France and Estonia, and implemented by GIZ, EstDev and Expertise France. The implementation is led by the GIZ EAC office in Arusha, Tanzania, but the project has team members in Kenya, Uganda and Rwanda as well. The overarching goal of the EU-EAC DEEP is to accelerate a secure, interoperable, and inclusive regional digital market within the East African Community (EAC). By advancing digital trade and e-governance at continental, regional, and national levels, the initiative aims to deepen regional integration, scale up the EAC Common Market, and support the implementation of the AfCFTA Digital Trade Protocol. The programme is structured around five Specific Objectives (SOs) defining its core thematic focus: - SO1: Digital Transformation Strategy & Bankable Projects: Supporting the implementation of the overarching EAC Digital Transformation Strategy (DTS) with a focus on digital public infrastructure. A primary focus is bridging the gap between available financing and the lack of structured digital infrastructure proposals by designing "bankable" digital projects to attract public, private, and blended investments. - SO2: Cross-Border E-Commerce: Strengthening the implementation of the EAC E-Commerce Strategy. This theme addresses expanding digital trade platforms, reducing cross-border trade barriers, and promoting inclusive market access for businesses. - SO3: Interoperable Cross-Border E-Payments: Supporting the EAC Cross-Border Payment Systems Master Plan. Thematic activities focus on harmonizing national payment systems and building regional infrastructure to promote efficient, secure, and affordable cross-border retail transactions, mobile money interoperability, and instant payment networks. - SO4: E-Government Services & Digital Public Infrastructure (DPI): Enhancing legal, institutional, and technical environments for e-governance. This targets the creation of cross-border DPI focusing on high-impact use-cases. - SO5: Cybersecurity Cooperation: Strengthening regional cooperation, capacity building, and harmonized protective frameworks on cybersecurity. The SOs are mutually interlinked and support each other. GIZ is the coordinating organisation and is implementing SOs 1-3. This service contract will be the core of the implementation of SO1;

development of bankable projects for DPI. The EUD Uganda added a dedicated funding window to SO1 in Uganda, therefore a large share of the work will be taking place in Uganda, supporting the Ugandan Ministry of ICT and National Guidance in the development of a sovereign loan package on DPI. Finally, the Digital Transformation Centre (DTC) Kenya has also added funding in the service contract to develop a bankable DPI project for Kenya, as part of their "DTC 2" project which is working with the Kenyan government to develop a roadmap on DPI and start its implementation.

Identifiant de la procédure: c6e30f6c-1e25-44e1-9fc8-abd613f035ad

Identifiant interne: 10016823

Type de procédure: Négociée avec publication préalable d'un appel à la concurrence / concurrentielle avec négociation

La procédure est accélérée: non

2.1.1. Objet

Nature principale du marché: Services

Nomenclature principale (cpv): 75211200 Services liés à l'aide économique aux pays étrangers

Nomenclature complémentaire (cpv): 79411100 Services de conseil en développement des entreprises

2.1.2. Lieu d'exécution

Adresse postale: EAC Headquarters, Former State Lodge EAC, P.O. Box 13854

Ville: Arusha

Pays: Tanzanie

Informations complémentaires: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH EAC Headquarters Former State Lodge EAC P.O. Box 13854 Arusha Tanzania

2.1.3. Valeur

Valeur estimée hors TVA: 938 170,00 EUR

2.1.4. Informations générales

Informations complémentaires: #Bekanntmachungs-ID: CXTRYY6YTT7H00PU# All communication takes place in English via communication tool in the project area of the procurement portal.

Base juridique:

Directive 2014/24/UE

vgv -

2.1.6. Motifs d'exclusion

Sources des motifs d'exclusion: Avis

Manquement à des obligations liées à des motifs d'exclusion purement nationaux: In accordance with §§ 123,124 GWB, § 22 LkSG

Participation à une organisation criminelle:

Infractions terroristes ou infractions liées aux activités terroristes:

Blanchiment de capitaux ou financement du terrorisme:

Fraude:

Corruption:

Travail des enfants et autres formes de traite des êtres humains:

Manquement à l'obligation relative au paiement d'impôts et taxes:

Manquement à l'obligation relative au paiement de cotisations de sécurité sociale:

Manquement aux obligations dans le domaine du droit environnemental:

Manquement aux obligations dans le domaine du droit social:

Manquement aux obligations dans le domaine du droit du travail:

Insolvabilité:
Biens administrés par un liquidateur:
État de cessation d'activités:
Situation analogue à la faillite prévue dans la législation nationale:
Faute professionnelle grave:
Accords avec d'autres opérateurs économiques en vue de fausser la concurrence:
Conflit d'intérêt créé par sa participation à la procédure de passation de marché:
Association directe ou indirecte à la préparation de cette procédure de passation de marché:
Résiliation, dommages et intérêts ou autres sanctions comparables:
Fausses déclarations, dissimulation d'informations, incapacité de présenter les documents requis ou obtention d'informations confidentielles sur cette procédure:

5. Lot

5.1. Lot: LOT-0001

Titre: 10016823 - Technical Assistance for Digital Public Infrastructure Projects in the East African Community

Description: The contractor is required to provide highly specialized advisory and technical assistance through the EAC DPI Acceleration Mechanism. The contractor helps project developers and government agencies design, structure, and scale Digital Public Infrastructure (DPI) use cases to bring them to a "bankable" status ready for international financing. The AM delivers four distinct types of specialized support to project promoters: 1. Development Support: Providing technical guidance at any stage of project development. This includes pre-feasibility and feasibility studies covering technical assessments, architectural designs, specifications, environmental impact assessments, regulatory analysis, cybersecurity assessments, hosting/infrastructure needs, and capacity assessments. 2. Structuring Support: Advising on essential operation, business, and financing models to ensure proposals match the expectations of financiers. This involves evaluating Public-Private Partnership (PPP) models, revenue streams, potential African and European private sector operators, and bundling separate projects to de-risk investments. 3. Access to Finance Support: Identifying appropriate financing options and aligning project documentation with the specific requirements of European and international institutions, such as the EU Global Gateway instruments (grants, guarantees, and blended finance like EFSD+). 4. Contract Closing / Transaction Support: Assisting with contractual negotiations during project preparation, including drafting financing transaction terms, term sheets, specialized contractual agreements, or fulfilling conditions. Work Packages The detailed scope of each work package is tailored to each project depending on its scope and maturity. It is not mandatory for a project to go through the entire sequence from EoI to Closing. Work Package 1: Clarification of the Assignment - Participate in initial online alignment sessions and a 2-day physical workshop in East Africa to understand the program vision and stakeholder landscape. - Present initial insights on technical feasibility, financial viability, gap analysis, and potential implementation risks. - Outline a clear process management approach detailing how each project proposal will be handled and which experts will be involved. - Develop a preliminary scope of work and estimate of effort for each selected project proposal. Work Package 2: Expression of Interest (EoI) Screening - Develop a transparent scoring system based on eligibility criteria to objectively rank and prioritize submitted EoIs against their likelihood of attracting financiers. - Conduct preliminary screenings of incoming EoIs, evaluating their alignment with the EAC Digital Transformation Strategy, and noting potential risks or opportunities. - Identify opportunities to "bundle" complementary projects to increase the overall investment ticket size and enhance commercial appeal. Work Package 3: Activity Brief Co-Development Steer a

collaborative, iterative co-creation process between the project developer, GIZ, and financiers to complete an Activity Brief. - Review existing master plans, pre-feasibility material, and technical designs, and conduct project needs assessments to pinpoint bankability barriers. - Carry out initial due diligence on institutional setups, public mandates, and legal frameworks. - Provide baseline cost estimates, market price benchmarks, revenue/pricing sensitivity analyses, and financial model operations. - Recommend project-specific PPP models that integrate financial and governance safeguards. - Draft the precise Terms of Reference (ToRs) for the deeper studies needed in the next stage. Work Package 4: Technical Assistance (TA) Execution This core package focuses on delivering detailed technical and financial feasibility studies to serve as investment blueprints: - Technical Feasibility: Evaluate technology choices, tech stacks, hosting, and architecture for population-scale systems (such as e-ID, data-sharing, and payment switches). Ensure solutions incorporate user-centric design, digital sovereignty, and regional interoperability. - Safeguards and Compliance: Analyse project alignment with the Universal DPI Safeguards Framework and Principles for Digital Development. Conduct local/regional regulatory checks on data privacy, data protection, and localization laws. - Risk and Infrastructure Assessment: Conduct cybersecurity assessments, risk analyses, and evaluate the underlying telecommunications, energy, device, and storage infrastructure. - Proposal Refinement and Deal Structuring: Provide one-on-one assistance to refine financial projections, market analyses, and risk matrices. Craft tailored financing and capital structures aligned with instruments like the EFSD+. Work Package 5: Contract Closing Support Support applicants directly during contract negotiations with financiers to secure optimal financing terms. - Finalize necessary supporting documentation, including risk matrices, sustainability and impact analyses, and inclusivity frameworks. - Hand over completed project dossiers to interested investors to ease their formal due diligence and appraisal processes. - Provide tailored documentation to assist government partners through state processes for sovereign debt approval. Work Package 6: Knowledge Management & Communication - Maintain meticulous, results-based documentation of all advisory services, including tracking time-sheets, rates, and expert hours put into each file. - Synthesize aggregated lessons learned and feedback into two distinct "Insight-Papers" (compiled after the 3rd and 7th supported projects). - Organize and participate in a mid-term 2-day physical workshop to discuss learning outputs and adjust process methodologies.

Identifiant interne: 10016823

5.1.1. Objet

Nature principale du marché: Services

Nomenclature principale (cpv): 75211200 Services liés à l'aide économique aux pays étrangers

Nomenclature complémentaire (cpv): 79411100 Services de conseil en développement des entreprises

Options:

Description des 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. Lieu d'exécution

Adresse postale: EAC Headquarters, Former State Lodge EAC, P.O. Box 13854

Ville: Arusha

Pays: Tanzanie

Informations complémentaires: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH EAC Headquarters Former State Lodge EAC P.O. Box 13854 Arusha Tanzania

5.1.3. Durée estimée

Durée: 30 Mois

5.1.4. Reconduction

Nombre maximum de reconductions: 2

Autres informations sur le renouvellement: 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. Informations générales

Participation réservée:

La participation n'est pas réservée.

Les noms et les qualifications professionnelles du personnel chargé de l'exécution du marché doivent être mentionnés: Exigence dans l'offre

Projet de passation de marché financé en totalité ou en partie par des fonds de l'UE

Le marché relève de l'accord sur les marchés publics (AMP): oui

Le marché en question convient aussi aux petites et moyennes entreprises (PME): oui

Informations complémentaires: #Besonders auch geeignet für:other-sme#

5.1.7. Marché public stratégique

Objectif du marché public stratégique: Réduction des incidences sur l'environnement

Description: See section 2.5 of the ToR.

Objectif du marché public stratégique: Réalisation d'objectifs sociaux

Description: See sections 2.5 and 3.3.4 of the ToR.

Méthode utilisée pour réduire l'incidence environnementale: L'atténuation du changement climatique, La prévention et la réduction de la pollution

Objectif social promu: Égalité hommes-femmes, Devoir de diligence en matière de droits de l'homme dans les chaînes d'approvisionnement mondiales

5.1.9. Critères de sélection

Sources des critères de sélection: Avis

Critère: Autres exigences économiques ou financières

Description du critère de sélection: EN-A1: Principles for the execution of orders (Mit dem Teilnahmeantrag; 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)

Critère: Autres exigences économiques ou financières

Description du critère de sélection: EN-A2: Conditions for the reduction of candidates (Mit dem Teilnahmeantrag; Mittels Eigenerklärung): If we receive more than 5 requests to participate, we will make a selection on the basis of the criteria laid out in the procurement documents and invite tenders only from the 5 candidates with the highest scores. We reserve the right to cancel the procurement procedure if we receive fewer than 2 requests to participate. Weighted criteria for the selection of candidates: 1. Technical experience (50%) a. Development of DPI projects from idea stage to bankable concept (feasibility, business case, specifications) (7%) b. Finalization of required documents and hand over to financing institutions with positive financing decision (5%) c. Technical specification of software-based DPI projects (architecture, specifications, interoperability, roll out plans) (10%) d. Technical specification and design of digital hardware projects such as data centres, fiber optic projects (8%) e. Design of financial

architecture and structuring for blended finance including international and local capital (10%)
f. Advisory on PPP models, operation and maintenance structures for public infrastructure projects (10%)
2. Regional experience (in Africa) (30%)
3. Experience of development projects (at least 50% ODA-financed) (20%)

Critère: Références sur des services spécifiés

Description du critère de sélection: EN-B1: Technical and professional ability (Mit dem Teilnahmeantrag; Mittels Eigenerklärung): 1. The technical assessment is only based on reference projects with a minimum commission value of 150,000.00 EUR (net). 2. At least 5 reference projects in the technical field "Preparing a project to be investment ready for development finance institutions" in the last 36 months (reference date: date of publication of this tender) - of which at least 3 reference projects in the specific technical field of Digital Public Infrastructure (DPI), and - of which at least 3 reference projects from Sub Saharan Africa (in accordance with UN DESA Statistics Division).

Critère: Chiffre d'affaires annuel moyen

Description du critère de sélection: 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: 1,500,000.00 EUR (net).

Critère: Autres exigences économiques ou financières

Description du critère de sélection: 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.

Critère: Références sur des services spécifiés

Description du critère de sélection: Assessment of technical eligibility / weighted criteria for the selection of candidates - Weighted criteria for the selection of candidates: 1. Technical experience (50%) a. Development of DPI projects from idea stage to bankable concept (feasibility, business case, specifications) (7%) b. Finalization of required documents and hand over to financing institutions with positive financing decision (5%) c. Technical specification of software-based DPI projects (architecture, specifications, interoperability, roll out plans) (10%) d. Technical specification and design of digital hardware projects such as data centres, fiber optic projects (8%) e. Design of financial architecture and structuring for blended finance including international and local capital (10%) f. Advisory on PPP models, operation and maintenance structures for public infrastructure projects (10%)
2. Regional experience (in Africa) (30%)
3. Experience of development projects (at least 50% ODA-financed) (20%)

Les critères seront appliqués pour sélectionner les candidats à inviter pour la seconde étape de la procédure

Pondération (pourcentage, valeur exacte): 100,00

Informations sur la seconde étape d'une procédure en deux étapes:

Nombre minimal de candidats à inviter pour la seconde étape de la procédure: 3

Nombre maximal de candidats à inviter pour la seconde étape de la procédure: 5

La procédure se déroulera en plusieurs étapes. À chaque étape, certains candidats peuvent être éliminés

L'acheteur se réserve le droit d'attribuer le marché sur la base des offres initiales sans mener de négociations

5.1.10. Critères d'attribution

Critère:

Type: Prix

Nom: Price

Description: Price criteria for "Bestangebots-Quotienten-Methode"

Catégorie du critère d'attribution poids: Pondération (points, valeur exacte)

Nombre critère d'attribution: 20

Critère:

Type: Qualité

Nom: Erreichte Gesamtpunktzahl nach fachlicher Wertung (inkl. Mindbed.)

Description: Zur Ermittlung des wirtschaftlichsten Bieters wird hier von der Vergabestelle die erreichte Gesamtpunktzahl nach fachlicher Wertung eingetragen. Es werden nur Angebote mit einer fachlichen Bewertung von mindestens 500 Punkten gewertet. Fachliche Angebote mit weniger Punkten scheiden als fachlich ungeeignet aus.

Catégorie du critère d'attribution poids: Pondération (points, valeur exacte)

Nombre critère d'attribution: 80

Critère:

Type: Qualité

Nom: Erreichte Gesamtpunktzahl nach fachlicher Wertung (inkl. Mindbed.)

Description: Zur Ermittlung des wirtschaftlichsten Bieters wird hier von der Vergabestelle die erreichte Gesamtpunktzahl nach fachlicher Wertung eingetragen. Es werden nur Angebote mit einer fachlichen Bewertung von mindestens 500 Punkten gewertet. Fachliche Angebote mit weniger Punkten scheiden als fachlich ungeeignet aus.

Catégorie du critère d'attribution seuil: Note minimale

Nombre critère d'attribution: 500

5.1.11. Documents de marché

Langues dans lesquelles les documents de marché sont officiellement disponibles: anglais

Date limite de demande d'informations complémentaires: 24/08/2026 23:59:59 (UTC+02:00)

Heure de l'Europe orientale, heure d'été de l'Europe centrale

Adresse des documents de marché: <https://ausschreibungen.giz.de/Satellite/notice/CXTRYY6YTT7H00PU/documents>

Canal de communication ad hoc:

URL: <https://ausschreibungen.giz.de/Satellite/notice/CXTRYY6YTT7H00PU>

5.1.12. Conditions du marché public**Conditions de la procédure:**

Date d'envoi estimée des invitations à soumissionner: 15/09/2026

Conditions de soumission:

Soumission par voie électronique: Requête

Adresse de soumission: <https://ausschreibungen.giz.de/Satellite/notice/CXTRYY6YTT7H00PU>

Langues dans lesquelles les offres ou demandes de participation/candidatures peuvent être présentées: anglais

Catalogue électronique: Non autorisée

Variantes: Non autorisée

Les soumissionnaires peuvent présenter plusieurs offres: Non autorisée

Date limite de réception des demandes de participation/candidatures: 01/09/2026 12:00:00 (UTC+02:00) Heure de l'Europe orientale, heure d'été de l'Europe centrale

Informations qui peuvent être complétées après la date limite de réception des offres:

À la discrétion de l'acheteur, certains documents manquants relatifs au soumissionnaire peuvent être transmis ultérieurement.

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

Conditions du marché:

Le contrat doit être exécuté dans le cadre de programmes d'emplois protégés: Non
Conditions relatives à l'exécution du contrat: The execution conditions result from the information given in the contract notice and the tender documents.

Facturation électronique: Requise

La commande en ligne sera utilisée: oui

Le paiement électronique sera utilisé: oui

5.1.15. Techniques

Accord-cadre:

Pas d'accord-cadre

Informations sur le système d'acquisition dynamique:

Pas de système d'acquisition dynamique

5.1.16. Informations complémentaires, médiation et recours

Organisation chargée des procédures de recours: Vergabekammern des Bundes
Description des délais d'introduction des procédures de recours: 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 qui fournit des informations complémentaires sur la procédure de passation de marché: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Organisation qui reçoit les demandes de participation/candidatures: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

8. Organisations

8.1. ORG-0001

Nom officiel: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Numéro d'enregistrement: 993-80072-52

Adresse postale: Dag-Hammarskjöld-Weg 1 - 5

Ville: Eschborn

Code postal: 65760

Subdivision pays (NUTS): Main-Taunus-Kreis (DE71A)

Pays: Allemagne

Adresse électronique: vahram.hovhannisyan@giz.de

Téléphone: +49 6196792710
Télécopieur: +49 6196791115
Adresse internet: <https://www.giz.de>

Rôles de cette organisation:

Acheteur

Organisation qui fournit des informations complémentaires sur la procédure de passation de marché

Organisation qui reçoit les demandes de participation/candidatures

8.1. ORG-0002

Nom officiel: Vergabekammern des Bundes

Numéro d'enregistrement: 022894990

Adresse postale: Kaiser-Friedrich-Straße 16

Ville: Bonn

Code postal: 53113

Subdivision pays (NUTS): Bonn, Kreisfreie Stadt (DEA22)

Pays: Allemagne

Adresse électronique: vk@bundeskartellamt.bund.de

Téléphone: +49 2289499-0

Télécopieur: +49 2289499-163

Adresse internet: <https://www.bundeskartellamt.de>

Rôles de cette organisation:

Organisation chargée des procédures de recours

8.1. ORG-0003

Nom officiel: Datenservice Öffentlicher Einkauf (in Verantwortung des Beschaffungsamts des BMI)

Numéro d'enregistrement: 0204:994-DOEVD-83

Ville: Bonn

Code postal: 53119

Subdivision pays (NUTS): Bonn, Kreisfreie Stadt (DEA22)

Pays: Allemagne

Adresse électronique: noreply.esender_hub@bescha.bund.de

Téléphone: +49228996100

Rôles de cette organisation:

TED eSender

Informations relatives à l'avis

Identifiant/version de l'avis: f869da9e-fe4d-41d4-952d-edeb58403667 - 01

Type de formulaire: Mise en concurrence

Type d'avis: Avis de marché ou de concession – régime ordinaire

Sous-type d'avis: 16

Date d'envoi de l'avis: 31/07/2026 17:11:59 (UTC+02:00) Heure de l'Europe orientale, heure d'été de l'Europe centrale

Langues dans lesquelles l'avis en question est officiellement disponible: anglais

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