

608440-2026 - Mise en concurrence

Allemagne – Services de conseil en développement des entreprises – 10040388-Consulting Services for Fostering a Just Transition in the Mexican Industrial Sector
OJ S 170/2026 03/09/2026
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: olena.dudko@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: 10040388-Consulting Services for Fostering a Just Transition in the Mexican Industrial Sector

Description: The project "Supporting a Just Transition in Mexico" aims to strengthen the capacities of key public, private and civil society actors to design and implement socially just decarbonization processes in strategic sectors of the Mexican economy, with a particular focus in key industrial (incl. industrial parks) and the energy sector. The project is commissioned by the German Federal Ministry for Economic Cooperation and Development (BMZ) and implemented by GIZ, with the Mexican Ministry of Economy (SE) as technical partner. It contributes to the BMZ core theme "Climate and energy", to Mexico's implementation of the Paris Agreement and Agenda 2030 SDGs 13, 9, 7, 5, 16 and 17. Mexico's export-oriented industrial model, the rapid expansion of industrial parks and rising energy demand create pressure and opportunities for low-carbon transformation. Building on the updated climate targets set out in Mexico's Nationally Determined Contribution (NDC), the country faces the challenge of turning these commitments into coherent implementation. Regulatory gaps, insufficient technical and financial capacities, and social and gender inequalities still limit progress towards a decarbonised economy. The project responds to these challenges by promoting an integrated approach that combines climate protection, industrial competitiveness and social justice. The overall objective is to strengthen the capacities of key actors to implement just transition processes in strategic sectors of the Mexican economy. To achieve this, the project supports the development of participatory governance frameworks for a just transition. Multistakeholder dialogue formats will foster coordination between federal and subnational authorities, the private sector, financial institutions, workers' representatives and civil society organisations. At the meso and micro levels, the project aims to improve the enabling conditions for the adoption of green technologies by companies and industrial parks in selected sectors. This includes technical and economic feasibility studies, advisory services on energy-efficient and renewable energy solutions, and targeted capacity development for park operators, firms and service providers, with special attention to SMEs and the qualification of women and groups in vulnerable situations for future-oriented jobs. In addition, the project works with public development banks and other financial institutions to align their product portfolios with the needs of companies and park operators investing in green

technologies and sustainable infrastructure. Together with these actors, it promotes demand-oriented "just transition finance" instruments that are consistent with Mexico's emerging sustainable finance taxonomy and that can be deployed in and around industrial parks, among other industry sectors. The project also supports the design and implementation of social and gender justice strategies in at least one subnational context. Together with public institutions, private sector actors and social partners, it will pilot mechanisms to identify and mitigate negative social impacts of industrial transformation, and to ensure that women and other groups in vulnerable situations benefit from new economic opportunities. Lessons learned will be documented and shared with key institutions across the country to enable replication in additional industrial parks and regions. By 2028, the project expects that several just transition-oriented policy and regulatory instruments have been adopted; that industrial parks and companies in prioritised sectors have taken investment decisions leading to measurable GHG emission reductions; that financial institutions provide suitable financing instruments for such investments; and that institutions in other regions make use of the experience gained with social and gender justice approaches in the Mexican just transition. The project is implemented from October 2024 to September 2028.

Identifiant de la procédure: 2ca62fcb-2ab8-41b1-948c-371092164b93

Identifiant interne: 10040388

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): 79411100 Services de conseil en développement des entreprises

Nomenclature complémentaire (cpv): 71313000 Services de conseil en ingénierie de l'environnement, 90713000 Services de conseils environnementaux

2.1.2. Lieu d'exécution

Adresse postale: Permanent establishment of the GIZ project "Supporting a Just Transition in Mexico"

Ville: 03100 Col. Insurgentes San Borja, CDMX

Code postal: 00000

Pays: Mexique

2.1.4. Informations générales

Informations complémentaires: #Bekanntmachungs-ID: CXTRYY6DYYV9V1S3# 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: 10040388-Consulting Services for Fostering a Just Transition in the Mexican Industrial Sector

Description: Under the framework of the bilateral technical cooperation project "Supporting a Just Transition in Mexico", GIZ intends to award a contract for consulting services to foster a just transition in the Mexican industrial sector. The assignment will provide technical advisory services to support the design and implementation of socially just decarbonisation processes in key industrial sectors, with a particular focus on industrial parks and their interaction with the energy sector. The contract is tendered through an international competitive procedure in line with GIZ rules and applicable EU public procurement regulations. In close coordination with GIZ, the contractor will support Mexican partner institutions and other stakeholders in translating just transition principles into concrete action in emissions-intensive industries. This includes promoting industrial decarbonisation, enabling the deployment of clean energy and circular economy solutions, and integrating social and gender considerations in industrial transformation processes. The assignment contributes directly to the achievement of the project's outcome and to four key result areas: strengthening governance frameworks for a just transition; improving enabling conditions for green technologies in industry and energy; advancing "just transition finance"; and piloting social and gender justice strategies at subnational level. A first core area of work is the provision of on-demand technical advice and specialised analysis on just transition in the industrial sector, including industrial parks. The contractor will support partners in assessing and designing regulatory and policy approaches to improve the business environment for low-carbon investments, and identifying opportunities where industrial decarbonisation can be aligned with energy transition planning, industrial policy, circular economy models and the use of green materials. All support is expected to systematically address social and gender dimensions, in line with the project's just transition approach. A second core area involves in-depth analytical work on mitigation potential and decarbonisation pathways for selected industrial parks and industrial clusters. This may include the development of emissions baselines and marginal abatement cost curves,

scenario modelling for different technology and investment options, and the analysis of economic, social and environmental co-benefits under a just transition perspective. The contractor will work closely with GIZ and national partners to define the scope of these analyses and to translate findings into practical recommendations for policymakers, industrial park operators, companies and financial institutions. A third area of work is strategic communication and knowledge management. The contractor will support the development of narratives around just transition in the Mexican industrial sector and will produce communication and knowledge products such as policy briefs, reports, infographics, editorial and audiovisual materials. The services may also include conceptual and organisational support to events, dialogue formats and peer-learning activities, to disseminate lessons learned and good practices from pilot interventions in industrial parks and other industrial contexts. A fourth area focuses on capacity development. The contractor will design and implement training formats, workshops and other learning tools for key actors at national and subnational levels, including public institutions, industrial park operators, companies, financial institutions, academia and civil society. These activities aim to strengthen technical competencies and practical know-how on just transition, industrial decarbonisation, green and climate finance, circular economy and energy transition, with particular attention to the inclusion of women and groups in vulnerable situations. The contract is expected to run from February 2027 to August 2028. Primary target groups include key actors from the energy, industrial sectors and industrial park operators, as well as state-level economic and environmental authorities and relevant federal institutions. Secondary target groups comprise affected communities, labour representatives, civil society organisations and academic institutions. The assignment builds on and complements cooperation with national and international partners, including UNIDO, Mexican state-level associations such as AMSDE and ANAAE, and the Mexican Association of Private Industrial Parks (AMPIP). To deliver these services, the contractor is expected to provide a multidisciplinary expert team. This includes a team leader with strong experience in industrial decarbonisation and just transition, as well as experts in energy, industrial technologies and eco-industrial park developments, green and climate finance, social and gender impact analysis, strategic communication and capacity development. A pool of additional short-term specialists with national and international experience should be available to cover specific thematic and methodological needs. Bidders are expected to demonstrate substantial experience in climate change mitigation, industrial and energy transitions, and collaboration with public and private stakeholders, and previous work with international cooperation, preferably in Mexico or Latin America. The services will be delivered through a combination of on-demand support and the implementation of result-oriented activities and milestones agreed with GIZ. The assignment includes robust project and knowledge management, results-based monitoring and regular reporting, and must comply with GIZ requirements on data protection, information security, gender equality and environmental and climate safeguards.

Identifiant interne: 10040388

5.1.1. Objet

Nature principale du marché: Services

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

Nomenclature complémentaire (cpv): 71313000 Services de conseil en ingénierie de l'environnement, 90713000 Services de conseils environnementaux

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: Permanent establishment of the GIZ project "Supporting a Just Transition in Mexico"

Ville: 03100 Col. Insurgentes San Borja, CDMX

Code postal: 00000

Pays: Mexique

5.1.3. Durée estimée

Durée: 19 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: Non requises

Projet de passation de marché non financé 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 above

Objectif du marché public stratégique: Achat innovant

Description: see above

Objectif du marché public stratégique: Réalisation d'objectifs sociaux

Description: see above

Méthode utilisée pour réduire l'incidence environnementale: La transition vers une économie circulaire, 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, Conditions de travail équitables, Autre

L'achat public innovant: Les travaux, fournitures ou services faisant l'objet du marché impliquent une innovation en matière de processus.

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): 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 4 requests to participate, we will make a selection based on the criteria laid out in the procurement documents and invite tenders only from the 4 candidates with the highest scores. We reserve the right to cancel the procurement procedure if we receive fewer than 2 requests to participate. B.III Weighted criteria: 1. Technical experience (90%) 1.1 Industrial decarbonisation, mitigation assessment and transition pathways - advisory services, technical studies and/or capacity development (35%) 1.2 (Eco-) Industrial Parks - advisory services and capacity development to design/plan or operate industrial areas (20%) 1.3 Industrial policy and governance - advisory services and capacity development for national and subnational authorities (20%) 1.4 Just transition approaches, including social and environmental safeguards, stakeholder participation, workforce transformation or equitable transition outcomes - advisory services, technical studies and/or capacity development (15%) 2. Regional Experience (0%) 3. Experience of development projects (at least 50% ODA-financed) (10%)

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 500,000.00 EUR. 2. At least 5 reference projects in the technical field "Low-Carbon Industrial Transformation", of which at least 3 reference projects in the region of Latin America and the Caribbean and/or Southern America and/or Central America in the last 36 months (deadline: date of publication of invitation to tender).

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 financial years (last-but-four financial year can be included in case of tenders held within six months of end of last financial year), at least: 1,500,000.00 EUR.

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 for the past three calendar years, at least 15 persons.

Critère: Références sur des services spécifiés

Description du critère de sélection: Assessment of technical eligibility / weighted criteria for the selection of candidates - B.III Weighted criteria: 1. Technical experience (90%) 1.1 Industrial decarbonisation, mitigation assessment and transition pathways - advisory services, technical studies and/or capacity development (35%) 1.2 (Eco-) Industrial Parks - advisory services and capacity development to design/plan or operate industrial areas (20%) 1.3 Industrial policy and governance - advisory services and capacity development for national and subnational authorities (20%) 1.4 Just transition approaches, including social and environmental safeguards, stakeholder participation, workforce transformation or equitable transition

outcomes - advisory services, technical studies and/or capacity development (15%) 2. Regional Experience (0%) 3. Experience of development projects (at least 50% ODA-financed) (10%)

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: 4

Nombre maximal de candidats à inviter pour la seconde étape de la procédure: 4

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

5.1.11. Documents de marché

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

Date limite de demande d'informations complémentaires: 23/09/2026 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/CXTRY6DYYV9V1S3/documents>

Canal de communication ad hoc:

URL: <https://ausschreibungen.giz.de/Satellite/notice/CXTRY6DYYV9V1S3>

5.1.12. Conditions du marché public

Conditions de la procédure:

Date d'envoi estimée des invitations à soumissionner: 22/10/2026

Conditions de soumission:

Soumission par voie électronique: Requise

Adresse de soumission: <https://ausschreibungen.giz.de/Satellite/notice/CXTRY6DYYV9V1S3>

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: 05/10/2026 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: olena.dudko@giz.de

Téléphone: +49 6196794670

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: 89a0aa16-29ff-4e1f-bdbc-0493cf2ca9b7 - 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: 02/09/2026 12:22:44 (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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