

473371-2026 - Gara

Germania – Servizi per le imprese: servizi giuridici, di marketing, di consulenza, di reclutamento, di stampa e di sicurezza – 10012159-Scaling for Impact - SME Challenge Fund

OJ S 130/2026 09/07/2026

Bando di gara o di concessione – regime ordinario

Servizi

1. Committente

1.1. Committente

Nome ufficiale: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

E-mail: giuliafrancesca.kearney@twobirds.com

Forma giuridica del committente: Impresa pubblica controllata da un'autorità governativa centrale

Attività dell'amministrazione aggiudicatrice: Servizi generali delle amministrazioni pubbliche

2. Procedura

2.1. Procedura

Titolo: 10012159-Scaling for Impact - SME Challenge Fund

Descrizione: Green Resilient Agricultural-Centred Private Sector Economic Development (GRAPE 2) works with the Government of Nepal to promote sustainable economic development. The project collaborates with Nepali and international partners to strengthen entrepreneurship, build climate resilience, and create new economic opportunities for women and youth. The project connects producer groups, entrepreneurs, cooperatives, traders, associations, policy makers, and other stakeholders. By strengthening these connections, it aims to create a vibrant entrepreneurial ecosystem that supports agriculture-centred private sector development in Nepal. GRAPE 2 project is jointly financed by the European Union (EU) and the German Federal Ministry for Economic Cooperation and Development (BMZ). It is implemented under the guidance of the Ministry of Land Management, Co-operatives, Federal Affairs & General Administration. The Areas of Work are: 1. Driving Private Sector Development: Inclusive and resilient agricultural markets require strong local businesses. Support is therefore provided to Nepali enterprises and cooperatives at different stages of growth. Start-ups can access incubation programs to develop and test their ideas, while emerging SMEs benefit from coaching and advisory services to strengthen their business models. More established companies are supported to build partnerships that strengthen agricultural value chains and market systems, including access to international markets, such as the EU. The project connects entrepreneurs, producer groups, investors, and other market actors to strengthen collaboration across agricultural value chains. It promotes innovation, digital solutions, and value addition, improves access to business services, and helps small producers and entrepreneurs reach national and international markets. 2. Strengthening Climate Resilience Climate change is already affecting agriculture in Nepal. The project supports farmers, businesses, and local governments in adapting to these changes and building more resilient agricultural systems. As a key driver of climate action, Small and medium-sized enterprises (SMEs) receive support to adopt climate-smart practices, develop green business models, and manage climate risks in agricultural value chains. Strengthening the environmental performance of businesses also helps them access new markets and financing opportunities, particularly for sustainable and biodiversity-friendly products. GRAPE

2 works with farmers, local communities, and civil society organizations to promote sustainable farming practices, resource-efficient technologies, and circular economy solutions. Through collaboration and shared learning, the project strengthens green entrepreneurship, supports local climate governance, and scales innovative solutions that enhance climate resilience and adaptation. 3. Empowering Women and Youth Women and young people are central to inclusive economic development. Through the project, women entrepreneurs receive business development support, guidance on accessing financial services, and opportunities to connect with networks that strengthen their skills, confidence, and business growth. Young innovators are supported through the incubation lab, which helps start-ups develop and launch new business ideas. Media organisations, civil society groups, and community-based organisations raise awareness of women's economic contributions and challenge restrictive gender norms. Dialogue platforms, media campaigns, and community events highlight the achievements of women and youth entrepreneurs and encourage public discussion on evolving social roles. At the institutional level, municipalities are supported to apply gender-responsive planning and budgeting so that women's priorities are better reflected in local economic development. Through the agri-tech fellowship, young graduates are placed in municipalities to gain work experience, while infusing fresh perspectives in local governance processes.

Identificativo della procedura: 4a8a3ace-241c-4ca7-8ca3-f244f8752a1f

Identificativo interno: 10012159

Tipo di procedura: Aperta

La procedura è accelerata: no

2.1.1. Finalità

Natura dell'appalto: Servizi

Classificazione principale (cpv): 79000000 Servizi per le imprese: servizi giuridici, di marketing, di consulenza, di reclutamento, di stampa e di sicurezza

2.1.2. Luogo di esecuzione

Paese: Nepal

Informazioni supplementari: Please see tender documents.

2.1.4. Informazioni generali

Informazioni supplementari: #Bekanntmachungs-ID: CXTRY6YTWXQE82G#

Communication / questions can only be submitted using GIZ's eProcurement Tender Platform for the award of contracts.

Base giuridica:

Direttiva 2014/24/UE

vgr -

2.1.6. Motivi di esclusione

Fonti dei motivi di esclusione: Avviso

Violazione degli obblighi connessi a motivi di esclusione previsti esclusivamente dalla legislazione nazionale: In accordance with §§ 123,124 GWB, § 22 LkSG

Partecipazione a un'organizzazione criminale: In accordance with §§ 123,124 GWB, § 22 LkSG

Reati terroristici o reati connessi alle attività terroristiche: In accordance with §§ 123,124 GWB, § 22 LkSG

Riciclaggio di proventi di attività criminose o finanziamento del terrorismo: In accordance with §§ 123,124 GWB, § 22 LkSG

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

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

Lavoro minorile e altre forme di tratta di esseri umani: In accordance with §§ 123,124 GWB, § 22 LkSG

Violazione dell'obbligo di pagamento delle imposte: In accordance with §§ 123,124 GWB, § 22 LkSG

Violazione dell'obbligo di pagamento dei contributi previdenziali: In accordance with §§ 123,124 GWB, § 22 LkSG

Violazione di obblighi in materia di diritto ambientale: In accordance with §§ 123,124 GWB, § 22 LkSG

Violazione degli obblighi in materia di diritto sociale: In accordance with §§ 123,124 GWB, § 22 LkSG

Violazione degli obblighi in materia di diritto del lavoro: In accordance with §§ 123,124 GWB, § 22 LkSG

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

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

Cessazione di attività: In accordance with §§ 123,124 GWB, § 22 LkSG

Situazione analoga al fallimento ai sensi della normativa nazionale: In accordance with §§ 123,124 GWB, § 22 LkSG

Grave illecito professionale: In accordance with §§ 123,124 GWB, § 22 LkSG

Accordi con altri operatori economici intesi a falsare la concorrenza: In accordance with §§ 123,124 GWB, § 22 LkSG

Conflitto di interessi legato alla partecipazione alla procedura di appalto: In accordance with §§ 123,124 GWB, § 22 LkSG

Partecipazione diretta o indiretta alla preparazione della procedura di appalto: In accordance with §§ 123,124 GWB, § 22 LkSG

Cessazione anticipata, risarcimento danni o altre sanzioni comparabili: In accordance with §§ 123,124 GWB, § 22 LkSG

False dichiarazioni, omessa informazione, incapacità di fornire i documenti richiesti o acquisizione di informazioni confidenziali in merito alla procedura in questione: In accordance with §§ 123,124 GWB, § 22 LkSG

5. Lotto

5.1. Lotto: LOT-0001

Titolo: 10012159-Scaling for Impact - SME Challenge Fund

Descrizione: The contractor is responsible for providing the following work packages and for achieving the corresponding milestones. The overall Objective is the strengthen gender-equitable and climate-resilient economic development in Nepal. Work package 1: Design and Launch of the Challenge Fund The objective of Work Package 1 is to identify high-potential SMEs to scale agricultural products and services (based on the themes outlined below) through a competitive process. Under this work package, the contractor will design and launch a competitive SME Challenge Fund to select promising SMEs across Nepal. This work package includes the establishment of a clear eligibility and evaluation criteria, the setting up a robust application management system, and the promotion of the Call in both English and Nepali languages to reach SMEs in different provinces and relevant sectors. This will result in a well-documented selection process and shortlist of enterprises to join the bootcamps (WP2). Work package 2: Bootcamps and assessment of the shortlisted SMEs The objective of Work Package 2 is to strengthen the communication and pitching skills of the 100 shortlisted SMEs through provincial bootcamps. The bootcamps also serve as first point of contact with the shortlisted SMEs to understand what their needs, interests and capacity gaps are. SMEs can develop their business and pitching skills to articulate their business value, explain the market

opportunity and their business model better, and outline their contribution to climate resilience and women economic empowerment. Each SME will have a chance to pitch to an expert panel at the end of the bootcamp. The panel will select the top 40 SMEs by the end of the bootcamp.

Work package 3: Pitching Competition and contracting of SMEs The objective of Work Package 3 is to organise a pitching event for the 40 selected SMEs. The SMEs will have a chance to present their business plans to scale access to products and services to an expert jury. The jury will evaluate the pitches on a competitive basis and select the strongest proposals. Subject to a due diligence process, the top 25 SMEs will be eligible to access milestone-based disbursements through subcontracts of work to support the development and scaling of their businesses, along with customized business development and investment readiness support. The contractor is expected to organise a national-level pitching competition, whereby an expert jury selects 25 SMEs that will have the chance to access milestone-based disbursements through contracts of work and technical assistance.

Work package 4: Business Development Services for the selected SMEs The objective of Work Package 4 is to provide tailored business development services, networking opportunities and guidance to the 25 selected SMEs over an 18-month period. The aim is to support the SMEs in reaching their scaling goals and growth as outlined in the contracts of work, and to ensure the smooth implementation of their plans. Moreover, the contractor is expected to design and organise networking and learning events for the SMEs to exchange experiences and lessons learned among themselves, and to engage with external experts, particularly on topics related to climate resilience and women's and youth economic empowerment. Business Development Services refers to a range of services that aim to improve the performance, competitiveness, and growth potential of businesses, especially small and medium-sized enterprises (SMEs). BDS can include 1) business advisory, including strategic planning, business model reviews, legal and regulatory compliance, financial management advice, HR policy development, use of ICT and communication tools, peer networks; 2) access to finance, such as investment readiness support, pitching, and linkages with financial institutions; 3) market access, including market research and information, branding and marketing, participation in trade fairs, 4) supply chain management, like finding suppliers and assuring quality, 5) training, coaching and mentoring, for instance, on leadership or public speaking skills. Ultimately, the aim is to support SMEs to grow and expand their customer base, increasing access to agricultural products and services that enable customers to adapt to climate change and increase income and job opportunities, particularly for women and youth.

Work package 5: Monitoring, evaluation, communication and knowledge management The objective of Work Package 5 is to establish and implement a robust Monitoring, Evaluation, Communication, and Knowledge Management system to track results and impacts from the assignment. The Monitoring and Evaluation system shall be two-fold. First, the contractor shall ensure timely monitoring, verification, and reporting on the achievement of milestones agreed under the milestone-based contracts of work. Second, the contractor shall design and implement a system to track and report on outcome and impact indicators, including climate adaptation, income increases, job creation, scalability of solutions and improvements in revenue and business competitiveness. Timelines for monitoring, verification, and reporting activities shall be agreed in close coordination with GIZ and aligned with GIZ's reporting requirements and operational needs.

Identificativo interno: 10012159

5.1.1. Finalità

Natura dell'appalto: Servizi

Classificazione principale (cpv): 79000000 Servizi per le imprese: servizi giuridici, di marketing, di consulenza, di reclutamento, di stampa e di sicurezza

Opzioni:

Descrizione delle opzioni: 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. Luogo di esecuzione

Paese: Nepal

Informazioni supplementari: Please see tender documents.

5.1.3. Durata stimata

Data di inizio: 01/01/2027

Data di fine durata: 30/04/2029

5.1.4. Rinnovo

Rinnovi massimi: 1

Altre informazioni sul rinnovo: The overall contract term must not exceed three times the original contract term, and the overall contract value must not exceed twice the original contract value.

5.1.6. Informazioni generali**Partecipazione riservata:**

La partecipazione non è riservata.

Vanno indicati nomi e qualifiche professionali del personale incaricato dell'esecuzione dell'appalto: Indicazione non necessaria

Progetto di appalto finanziato in tutto o in parte con fondi UE

L'appalto è soggetto all'accordo sugli appalti pubblici (AAP): sì

L'appalto si addice anche alle piccole e medie imprese (PMI): sì

Informazioni supplementari: #Besonders auch geeignet für:other-sme#

5.1.7. Appalto strategico

Obiettivo dell'appalto strategico: Riduzione degli impatti ambientali

Descrizione: Please see tender documents.

Obiettivo dell'appalto strategico: Conseguimento di obiettivi sociali

Descrizione: Please see tender documents.

Approccio per ridurre gli impatti ambientali: La protezione e il ripristino della biodiversità e degli ecosistemi, L'adattamento ai cambiamenti climatici, La mitigazione dei cambiamenti climatici

Obiettivo di carattere sociale perseguito: Parità di genere, Opportunità di occupazione per i disoccupati di lunga durata, le persone svantaggiate e/o con disabilità, Condizioni di lavoro eque

5.1.9. Criteri di selezione

Fonti dei criteri di selezione: Avviso

Criterio: Altri requisiti economici o finanziari

Descrizione del criterio di selezione: 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)

Criterio: Riferenze su servizi specifici

Descrizione del criterio di selezione: 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 400,000.00 EUR (net). 2. At least 3 reference projects in the technical field SME funding and at least 2 reference projects in Asia on entrepreneurship in the last 36 months

Criterio: Fatturato annuo medio

Descrizione del criterio di selezione: 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: 2,500,000.00 EUR (net).

Criterio: Altri requisiti economici o finanziari

Descrizione del criterio di selezione: 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. Documenti di gara

Lingue in cui i documenti di gara sono ufficialmente disponibili: inglese

Termine per la richiesta di informazioni supplementari: 31/07/2026 23:59:59 (UTC+02:00) ora dell'Europa orientale, ora legale dell'Europa centrale

Indirizzo dei documenti di gara: <https://ausschreibungen.giz.de/Satellite/notice/CXTRYY6YTWXQE82G/documents>

Canale di comunicazione ad hoc:

URL: <https://ausschreibungen.giz.de/Satellite/notice/CXTRYY6YTWXQE82G>

5.1.12. Condizioni di appalto

Modalità di presentazione:

Presentazione elettronica delle offerte: Obbligatoria

Indirizzo per la presentazione: <https://ausschreibungen.giz.de/Satellite/notice/CXTRYY6YTWXQE82G>

Lingue in cui possono essere presentate le offerte o le domande di partecipazione: inglese

Catalogo elettronico: Non consentita

Varianti: Non consentita

Gli offerenti possono presentare più di un'offerta: Non consentita

Termine per il ricevimento delle offerte: 07/08/2026 12:00:00 (UTC+02:00) ora dell'Europa orientale, ora legale dell'Europa centrale

Durata durante la quale l'offerta deve rimanere valida: 145 Giorni

Informazioni che possono essere integrate dopo la scadenza del termine di presentazione:

A discrezione dell'acquirente, alcuni documenti mancanti relativi all'offerente possono essere presentati successivamente.

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

Condizioni contrattuali:

L'esecuzione dell'appalto deve avvenire nel contesto di programmi di lavoro protetti: No

Condizioni relative all'esecuzione dell'appalto: The execution conditions result from the information given in the contract notice and the tender documents.

Fatturazione elettronica: Obbligatoria

Si farà ricorso all'ordinazione elettronica: sì

Sarà utilizzato il pagamento elettronico: sì

5.1.15. Tecniche

Accordo quadro:

Nessun accordo quadro

Informazioni sul sistema dinamico di acquisizione:

Nessun sistema dinamico di acquisizione

5.1.16. Ulteriori informazioni, mediazione e ricorsi

Organizzazione competente per i ricorsi: Vergabekammern des Bundes

Informazioni sui termini per il riesame: 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.

Organizzazione alla quale rivolgersi per informazioni complementari sulla procedura di appalto : Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Organizzazione che riceve le domande di partecipazione: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

8. Organizzazioni

8.1. ORG-0001

Nome ufficiale: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Numero di registrazione: 993-80072-52

Indirizzo postale: Dag-Hammarskjöld-Weg 1 - 5

Località: Eschborn

Codice postale: 65760

Suddivisione del paese (NUTS): Main-Taunus-Kreis (DE71A)

Paese: Germania

E-mail: giuliafrancesca.kearney@twobirds.com

Telefono: +49 40 460 63 6175

Indirizzo internet: <https://www.giz.de>

Ruoli di questa organizzazione:

Committente

Organizzazione alla quale rivolgersi per informazioni complementari sulla procedura di appalto

Organizzazione che riceve le domande di partecipazione

8.1. ORG-0002

Nome ufficiale: Vergabekammern des Bundes

Numero di registrazione: 022894990

Indirizzo postale: Kaiser-Friedrich-Straße 16
Località: Bonn
Codice postale: 53113
Suddivisione del paese (NUTS): Bonn, Kreisfreie Stadt (DEA22)
Paese: Germania
E-mail: vk@bundeskartellamt.bund.de
Telefono: +49 2289499-0
Fax: +49 2289499-163
Indirizzo internet: <https://www.bundeskartellamt.de>

Ruoli di questa organizzazione:

Organizzazione competente per i ricorsi

8.1. ORG-0003

Nome ufficiale: Datenservice Öffentlicher Einkauf (in Verantwortung des Beschaffungsamts des BMI)

Numero di registrazione: 0204:994-DOEVD-83

Località: Bonn

Codice postale: 53119

Suddivisione del paese (NUTS): Bonn, Kreisfreie Stadt (DEA22)

Paese: Germania

E-mail: noreply.esender_hub@bescha.bund.de

Telefono: +49228996100

Ruoli di questa organizzazione:

TED eSender

Informazioni sull'avviso

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