

539735-2026 - Mededinging

Duitsland – Advisering omtrent bedrijfsontwikkeling – 10013553-Pool of experts for implementation of inclusive Contract Farming (iCF) schemes

OJ S 148/2026 04/08/2026

Aankondiging van een opdracht of concessie – standaardregeling

Diensten

1. Koper

1.1. Koper

Officiële naam: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

E-mail: chiara.geiger@giz.de

Rechtsvorm van de koper: Overheidsonderneming onder zeggenschap van een centrale overheidsinstantie

Activiteit van de aanbestedende dienst: Algemene overheidsdiensten

2. Procedure

2.1. Procedure

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

Beschrijving: 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.

Identificatiecode van de procedure: 6bdf1cd6-ef5e-425c-870e-97f6b09dcb29

Interne identificatiecode: 10013553

Type procedure: Openbaar

De procedure wordt versneld: neen

2.1.1. Doel

Aard van het contract: Diensten

Belangrijkste classificatie (cpv): 79411100 Advisering omtrent bedrijfsontwikkeling

2.1.2. Plaats van uitvoering

Waar dan ook

Aanvullende informatie: Ethiopia, Kenya, Uganda

2.1.4. Algemene informatie

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

Rechtsgrondslag:

Richtlijn 2014/24/EU

vgv -

2.1.6. Gronden voor uitsluiting

Bronnen voor uitsluitingsgronden: Aankondiging

Niet-nakoming van verplichtingen op grond van louter nationale uitsluitingsgronden: In

accordance with §§ 123,124 GWB, § 22 LkS

Deelname aan een criminele organisatie: In accordance with §§ 123,124 GWB, § 22 LkS

Terroristische misdrijven of strafbare feiten in verband met terroristische activiteiten: In

accordance with §§ 123,124 GWB, § 22 LkS

Witwassen van geld of financiering van terrorisme: In accordance with §§ 123,124 GWB, § 22 LkS

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

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

Kinderarbeid en andere vormen van mensenhandel: In accordance with §§ 123,124 GWB, § 22 LkS

Niet-nakoming van de verplichting tot betaling van belastingen: In accordance with §§ 123,124 GWB, § 22 LkS

Niet-nakoming van de verplichting tot betaling van socialezekerheidsbijdragen: In accordance with §§ 123,124 GWB, § 22 LkS

Niet-nakoming van verplichtingen op het gebied van milieurecht: In accordance with §§ 123,124 GWB, § 22 LkS

Niet-nakoming van verplichtingen op het gebied van sociaal recht: In accordance with §§ 123,124 GWB, § 22 LkS

Niet-nakoming van verplichtingen op het gebied van arbeidsrecht: In accordance with §§ 123,124 GWB, § 22 LkS

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

Activa beheerd door vereffenaar: In accordance with §§ 123,124 GWB, § 22 LkS

Staking van bedrijfsactiviteiten: In accordance with §§ 123,124 GWB, § 22 LkS

Met faillissement vergelijkbare toestand uit hoofde van nationale recht: In accordance with §§ 123,124 GWB, § 22 LkS

Ernstige beroepsfout: In accordance with §§ 123,124 GWB, § 22 LkS

Vervalsing van de mededinging: In accordance with §§ 123,124 GWB, § 22 LkS

Belangenconflict als gevolg van deelneming aan de aanbestedingsprocedure: In accordance with §§ 123,124 GWB, § 22 LkS

Directe of indirecte betrokkenheid bij de voorbereiding van deze aanbestedingsprocedure: In accordance with §§ 123,124 GWB, § 22 LkS

Voortijdige beëindiging, schadevergoeding of andere vergelijkbare sancties: In accordance with §§ 123,124 GWB, § 22 LkS

Gaf valse verklaringen af, hield informatie achter, was niet in staat vereiste documenten te verstrekken of verkreeg vertrouwelijke informatie over deze procedure: In accordance with §§ 123,124 GWB, § 22 LkS

5. Perceel

5.1. Perceel: LOT-0001

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

Beschrijving: 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.

Interne identificatiecode: 10013553

5.1.1. Doel

Aard van het contract: Diensten

Belangrijkste classificatie (cpv): 79411100 Advisering omtrent bedrijfsontwikkeling

Opties:

Beschrijving van de opties: 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. Plaats van uitvoering

Waar dan ook

Aanvullende informatie: Ethiopia, Kenya, Uganda

5.1.3. Geraamde duur

Looptijd: 18 Maanden

5.1.4. Verlenging

Maximumaantal verlengingen: 2

Overige informatie over verlengingen: 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. Algemene informatie**Voorbehouden deelname:**

Deelname is niet voorbehouden.

De namen en beroepskwalificaties van het voor de uitvoering van de opdracht ingezette personeel moeten worden vermeld: Niet vereist

Aanbestedingsproject dat niet uit EU-fondsen wordt gefinancierd

De aanbesteding valt onder de Overeenkomst inzake overheidsopdrachten (GPA): ja

Deze aanbesteding is ook geschikt voor kleine en middelgrote ondernemingen (kmo's): ja

Aanvullende informatie: #Besonders auch geeignet für:startup#, #Besonders auch geeignet für: other-sme#

5.1.7. Strategische aanbestedingen

Doel van strategische aanbestedingen: Vermindering van milieueffecten

Beschrijving: In accordance with the tender documents.

Doel van strategische aanbestedingen: Verwezenlijking van sociale doelstellingen

Beschrijving: In accordance with the tender documents.

Aanpak voor het beperken van milieueffecten: De bescherming en het herstel van de biodiversiteit en ecosystemen, De transitie naar een circulaire economie, De adaptatie aan klimaatverandering, De mitigatie van klimaatverandering, De preventie en bestrijding van verontreiniging

Bevorderde sociale doelstelling: Etnische gelijkheid, Gendergelijkheid, Zorgvuldigheid inzake de mensenrechten in wereldwijde toeleveringsketens, Werkgelegenheidskansen voor langdurig werklozen, kansarmen en/of personen met een handicap, Billijke arbeidsvoorwaarden, Andere

5.1.9. Selectiecriteria

Bronnen van selectiecriteria: Aankondiging

Criterium: Referenties voor gespecificeerde diensten

Beschrijving van het selectie criterium: 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.

Criterium: Gemiddelde jaarlijkse omzet

Beschrijving van het selectiecriterium: 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.

Criterium: Andere economische of financiële eisen

Beschrijving van het selectiecriterium: 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. Aanbestedingsstukken

Talen waarin de aanbestedingsstukken officieel beschikbaar zijn: Engels

Termijn voor verzoeken om aanvullende informatie: 27/08/2026 23:59:59 (UTC+02:00) Oost-Europese tijd, Midden-Europese zomertijd

Adres van de aanbestedingsstukken: <https://ausschreibungen.giz.de/Satellite/notice/CXTRY6YTTQUU61U/documents>

Ad-hoccommunicatiekanaal:

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

5.1.12. Voorwaarden van de aanbesteding

Voorwaarden voor indiening:

Elektronische indiening: Vereist

Adres voor indiening: <https://ausschreibungen.giz.de/Satellite/notice/CXTRY6YTTQUU61U>

Talen waarin inschrijvingen of verzoeken tot deelname kunnen worden ingediend: Engels

Elektronische catalogus: Niet toegestaan

Varianten: Niet toegestaan

Inschrijvers mogen meer dan één inschrijving indienen: Niet toegestaan

Uiterste datum voor de ontvangst van inschrijvingen: 03/09/2026 12:00:00 (UTC+02:00) Oost-Europese tijd, Midden-Europese zomertijd

Duur waarin de aanbidding geldig moet blijven: 64 Dagen

Informatie die na het verstrijken van de indieningstermijn kan worden aangevuld:

Voor zover de afnemer dit toestaat, kunnen sommige ontbrekende documenten in verband met de inschrijver later worden ingediend.

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

Voorwaarden van het contract:

De uitvoering van de opdracht moet plaatsvinden binnen het kader van programma's voor maatwerkbedrijven: Neen

Voorwaarden met betrekking tot de uitvoering van de opdracht: The execution conditions result from the information given in the contract notice and the tender documents.

Elektronische facturering: Vereist

Er zal worden gebruikgemaakt van elektronische orderplaatsing: ja

Er zal worden gebruikgemaakt van elektronische betaling: ja

5.1.15. Technieken

Raamovereenkomst:

Geen raamovereenkomst

Informatie over het dynamische aankoopstelsel:

Geen dynamisch aankoopstelsel

5.1.16. Nadere inlichtingen, bemiddeling en evaluatie

Organisatie voor beroepsprocedures: Vergabekammern des Bundes

Informatie over de termijnen voor beroep: 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.

Organisatie die nadere inlichtingen over de aanbestedingsprocedure verstrekt: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Organisatie die verzoeken tot deelname ontvangt: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

8. Organisaties

8.1. ORG-0001

Officiële naam: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Registratienummer: 993-80072-52

Postadres: Dag-Hammarskjöld-Weg 1 - 5

Stad: Eschborn

Postcode: 65760

Onderverdeling land (NUTS): Main-Taunus-Kreis (DE71A)

Land: Duitsland

E-mail: chiara.geiger@giz.de

Telefoon: +49 619679254465

Fax: +49 6196791115

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

Rollen van deze organisatie:

Koper

Organisatie die nadere inlichtingen over de aanbestedingsprocedure verstrekt

Organisatie die verzoeken tot deelname ontvangt

8.1. ORG-0002

Officiële naam: Vergabekammern des Bundes

Registratienummer: 022894990

Postadres: Kaiser-Friedrich-Straße 16

Stad: Bonn

Postcode: 53113

Onderverdeling land (NUTS): Bonn, Kreisfreie Stadt (DEA22)

Land: Duitsland

E-mail: vk@bundeskartellamt.bund.de
Telefoon: +49 2289499-0
Fax: +49 2289499-163
Internetadres: <https://www.bundeskartellamt.de>

Rollen van deze organisatie:

Organisatie voor beroepsprocedures

8.1. ORG-0003

Officiële naam: Datenservice Öffentlicher Einkauf (in Verantwortung des Beschaffungsamts des BMI)

Registratienummer: 0204:994-DOEVD-83

Stad: Bonn

Postcode: 53119

Onderverdeling land (NUTS): Bonn, Kreisfreie Stadt (DEA22)

Land: Duitsland

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

Telefoon: +49228996100

Rollen van deze organisatie:

TED eSender

Informatie over een aankondiging

Identificatiecode/versie van de aankondiging: 34e1b3f6-098e-4878-ad9c-6af28960268d - 01

Type formulier: Mededinging

Type aankondiging: Aankondiging van een opdracht of concessie – standaardregeling

Subtype aankondiging: 16

Verzenddatum van de aankondiging: 03/08/2026 11:38:48 (UTC+02:00) Oost-Europese tijd, Midden-Europese zomertijd

Talen waarin deze aankondiging officieel beschikbaar is: Engels

Publicatienummer aankondiging: 539735-2026

Nummer uitgave PB S: 148/2026

Datum van bekendmaking: 04/08/2026