

539735-2026 - Javni razpis

Nemčija – Storitve svetovanja na področju razvoja podjetništva – 10013553-Pool of experts for implementation of inclusive Contract Farming (iCF) schemes

OJ S 148/2026 04/08/2026

Obvestilo o koncesiji ali naročilu – standardna ureditev

Storitve

1. Kupec

1.1. Kupec

Uradno ime: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

E-naslov: chiara.geiger@giz.de

Pravna vrsta kupca: Javno podjetje, ki ga obvladuje osrednji državni organ

Dejavnost javnega naročnika: Javna uprava

2. Postopek

2.1. Postopek

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

Opis: 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.

Identifikator postopka: 6bdf1cd6-ef5e-425c-870e-97f6b09dcb29

Notranji identifikator: 10013553

Vrsta postopka: Odprti postopek

Postopek je pospešen: ne

2.1.1. Namen

Vrsta javnega naročila: Storitve

Glavna klasifikacijska oznaka (cpv): 79411100 Storitve svetovanja na področju razvoja podjetništva

2.1.2. Kraj izvajanja

Kjer koli

Dodatne informacije: Ethiopia, Kenya, Uganda

2.1.4. Splošne informacije

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

Pravna podlaga:

Direktiva 2014/24/EU

vgv -

2.1.6. Razlogi za izključitev

Viri izključitvenih razlogov: Obvestilo

Kršitev obveznosti, določenih na podlagi izključno nacionalnih razlogov za izključitev: In accordance with §§ 123,124 GWB, § 22 LkS

Sodelovanje v hudodelski združbi: In accordance with §§ 123,124 GWB, § 22 LkS

Teroristična kazniva dejanja ali kazniva dejanja, povezana s terorističnimi dejavnostmi: In accordance with §§ 123,124 GWB, § 22 LkS

Pranje denarja ali financiranje terorizma: In accordance with §§ 123,124 GWB, § 22 LkS

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

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

Delo otrok in druge oblike trgovine z ljudmi: In accordance with §§ 123,124 GWB, § 22 LkS

Kršitev obveznosti v zvezi s plačilom davkov: In accordance with §§ 123,124 GWB, § 22 LkS

Kršitev obveznosti v zvezi s plačilom prispevkov za socialno varnost: In accordance with §§ 123,124 GWB, § 22 LkS

Kršitev obveznosti na področju okoljskega prava: In accordance with §§ 123,124 GWB, § 22 LkS

Kršitev obveznosti na področju socialnega prava: In accordance with §§ 123,124 GWB, § 22 LkS

Kršitev obveznosti na področju delovnega prava: In accordance with §§ 123,124 GWB, § 22 LkS

Plačilna nesposobnost: In accordance with §§ 123,124 GWB, § 22 LkS

Sredstva upravlja stečajni upravitelj: In accordance with §§ 123,124 GWB, § 22 LkS

Poslovne dejavnosti so začasno ustavljene: In accordance with §§ 123,124 GWB, § 22 LkS

Položaj, ki je v skladu z nacionalno zakonodajo podoben stečaju: In accordance with §§ 123,124 GWB, § 22 LkS

Huda kršitev poklicnih pravil: In accordance with §§ 123,124 GWB, § 22 LkS

Dogovori z drugimi gospodarskimi subjekti z namenom izkrivljanja konkurence: In accordance with §§ 123,124 GWB, § 22 LkS

Nasprotje interesov zaradi njegovega sodelovanja v postopku oddaje javnega naročila: In accordance with §§ 123,124 GWB, § 22 LkS

Neposredno ali posredno sodelovanje pri pripravi tega postopka oddaje javnega naročila: In accordance with §§ 123,124 GWB, § 22 LkS

Predčasna odpoved pogodbe, odškodnina ali druge primerljive sankcije: In accordance with §§ 123,124 GWB, § 22 LkS

Napačno prikazovanje, prikrivanje informacij, nezmožnost predložitve zahtevane dokumentacije ali pridobivanje zaupnih informacij o tem postopku: In accordance with §§ 123,124 GWB, § 22 LkS

5. Sklop

5.1. Sklop: LOT-0001

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

Opis: 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.

Notranji identifikator: 10013553

5.1.1. Namen

Vrsta javnega naročila: Storitve

Glavna klasifikacijska oznaka (cpv): 79411100 Storitve svetovanja na področju razvoja podjetništva

Možnosti:

Opis možnosti: 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. Kraj izvajanja

Kjer koli

Dodatne informacije: Ethiopia, Kenya, Uganda

5.1.3. Predvideno trajanje

Trajanje: 18 Meseci

5.1.4. Podaljšanje

Največje število podaljšanj: 2

Dodatne informacije o podaljšanju: 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. Splošne informacije

Pridržana udeležba:

Udeležba ni pridržana.

Navedi je treba imena in poklicne kvalifikacije osebja, ki izvaja javno naročilo: Se ne zahteva
Projekt javnega naročanja se ne financira s sredstvi EU

Javno naročilo je zajeto v Sporazumu o javnih naročilih: da

To javno naročilo je primerno tudi za mala in srednja podjetja (MSP): da

Dodatne informacije: #Besonders auch geeignet für:startup#, #Besonders auch geeignet für: other-sme#

5.1.7. Strateško javno naročanje

Namen strateškega javnega naročanja: Zmanjšanje okoljskih vplivov

Opis: In accordance with the tender documents.

Namen strateškega javnega naročanja: Doseganje socialnih ciljev

Opis: In accordance with the tender documents.

Pristop k zmanjšanju vplivov na okolje: Varstvo in ohranjanje biotske raznovrstnosti in ekosistemov, Prehod na krožno gospodarstvo, Prilagajanje podnebnim spremembam, Blažitev podnebnih sprememb, Preprečevanje in nadzorovanje onesnaževanja
Spodbujani socialni cilj: Etnična enakopravnost, Enakost spolov, Potrebna skrbnost v zvezi s človekovimi pravicami v svetovnih dobavnih verigah, Zaposlitvene možnosti za dolgotrajno brezposelne, prikrajšane in/ali invalidne osebe, Pošteni delovni pogoji, Drugo

5.1.9. Merila za izbor

Viri izbirnih kriterijev: Obvestilo

Merilo: Reference o določenih storitvah

Opis merila za izbor: 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.

Merilo: Povprečni letni promet

Opis merila za izbor: 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.

Merilo: Druge ekonomske ali finančne zahteve

Opis merila za izbor: 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. Dokumenti v zvezi z oddajo javnega naročila

Jeziki, v katerih so uradno na voljo dokumenti v zvezi z oddajo javnega naročila: angleščina
Rok za zahtevanje dodatnih informacij: 27/08/2026 23:59:59 (UTC+02:00) Vzhodnoevropski čas, srednjeevropski poletni čas

Naslov dokumentov v zvezi z oddajo javnega naročila: <https://ausschreibungen.giz.de/Satellite/notice/CXTRY6YTTQUU61U/documents>

Sprotni komunikacijski kanal:

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

5.1.12. Pogoji javnega naročila

Pogoji za predložitev:

Elektronska predložitev: Obvezno

Naslov za predložitev: <https://ausschreibungen.giz.de/Satellite/notice/CXTRY6YTTQUU61U>

Jeziki, v katerih se lahko oddajo ponudbe ali prijave za sodelovanje: angleščina

Elektronski katalog: Ni dovoljeno

Variantne ponudbe: Ni dovoljeno

Ponudniki lahko predložijo več kot eno ponudbo: Ni dovoljeno

Rok za prejem ponudb: 03/09/2026 12:00:00 (UTC+02:00) Vzhodnoevropski čas, srednjeevropski poletni čas

Obdobje, v katerem mora ponudba ostati veljavna: 64 Dnevi

Informacije, ki se lahko dodajo po roku za predložitev:

Po presoji kupca se lahko nekateri manjkajoči dokumenti v zvezi s ponudbo predložijo pozneje.

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

Pogoji javnega naročila:

Izvajanje javnega naročila je treba zagotoviti v okviru programov zaščitene zaposlovanja: Ne

Pogoji, povezani z izvajanjem javnega naročila: The execution conditions result from the information given in the contract notice and the tender documents.

Elektronsko izdajanje računov: Obvezno

Uporabljen bo elektronsko naročanje: da

Uporabljen bo elektronsko plačevanje: da

5.1.15. Tehnike

Okvirni sporazum:

Ni okvirnega sporazuma

Informacije o dinamičnem nabavnem sistemu:

Ni dinamičnega nabavnega sistema

5.1.16. Dodatne informacije, mediacija in revizija

Organizacija za revizijo: Vergabekammern des Bundes

Informacije o rokih za revizijo: 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.

Organizacija, ki daje na voljo dodatne informacije o postopku za oddajo javnega naročila: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Organizacija, ki prejema prijave za sodelovanje: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

8. Organizacije

8.1. ORG-0001

Uradno ime: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Registrska številka: 993-80072-52

Poštni naslov: Dag-Hammarskjöld-Weg 1 - 5

Mesto: Eschborn

Poštna številka: 65760

Podregija države (NUTS): Main-Taunus-Kreis (DE71A)

Država: Nemčija

E-naslov: chiara.geiger@giz.de

Tel.: +49 619679254465

Faks: +49 6196791115

Spletni naslov: <https://www.giz.de>

Vloge te organizacije:

Kupec

Organizacija, ki daje na voljo dodatne informacije o postopku za oddajo javnega naročila

Organizacija, ki prejema prijave za sodelovanje

8.1. ORG-0002

Uradno ime: Vergabekammern des Bundes

Registrska številka: 022894990

Poštni naslov: Kaiser-Friedrich-Straße 16

Mesto: Bonn

Poštna številka: 53113

Podregija države (NUTS): Bonn, Kreisfreie Stadt (DEA22)

Država: Nemčija

E-naslov: vk@bundeskartellamt.bund.de

Tel.: +49 2289499-0

Faks: +49 2289499-163

Spletni naslov: <https://www.bundeskartellamt.de>

Vloge te organizacije:

Organizacija za revizijo

8.1. ORG-0003

Uradno ime: Datenservice Öffentlicher Einkauf (in Verantwortung des Beschaffungsamts des BMI)

Registrska številka: 0204:994-DOEVD-83

Mesto: Bonn

Poštna številka: 53119

Podregija države (NUTS): Bonn, Kreisfreie Stadt (DEA22)

Država: Nemčija

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

Tel.: +49228996100

Vloge te organizacije:

TED eSender

Informacije o obvestilu

Identifikator/različica obvestila: 34e1b3f6-098e-4878-ad9c-6af28960268d - 01

Vrsta obrazca: Javni razpis

Vrsta obvestila: Obvestilo o koncesiji ali naročilu – standardna ureditev

Podvrsta obvestila: 16

Datum pošiljanja obvestila: 03/08/2026 11:38:48 (UTC+02:00) Vzhodnoevropski čas, srednjeevropski poletni čas

Jeziki, v katerih je uradno dostopno to obvestilo: angleščina

Številka objave obvestila: 539735-2026

Številka izdaje UL S: 148/2026

Datum objave: 04/08/2026