

762260-2025 - Competition

**Germany – Business and management consultancy and related services – 81320686-
Contributing to the regulatory framework for sustainable industrial areas in Egypt
OJ S 222/2025 18/11/2025
Contract or concession notice – standard regime - Change notice
Services**

1. Buyer

1.1. Buyer

Official name: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Email: olena.dudko@giz.de

Legal type of the buyer: Public undertaking, controlled by a central government authority

Activity of the contracting authority: General public services

2. Procedure

2.1. Procedure

Title: 81320686-Contributing to the regulatory framework for sustainable industrial areas in Egypt

Description: Egypt is committed to achieving sustainable economic growth and fostering a green industrial transformation across its industries. A crucial element in this transformation is the planning, development and management of "Sustainable Industrial Areas (SIAs)" that can attract and support manufacturers in adopting environmentally and socially sustainable practices. Currently, there is a need to strengthen the capacity of both public and private sector actors involved in the planning, development, and management of industrial areas to align with international best practices in sustainability. The German Federal Ministry for Economic Cooperation and Development (BMZ) commissioned the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH to implement the "Private Sector Innovation II" (PSI II). PSI II started its activities in June 2024 and will probably end in May 2027. In partnership with public and private stakeholders, the main objective of PSI II is "to improve the competitive situation of the Egyptian industry in light of increasing market requirements for a green transformation of the economy". This assignment, "Contributing to the regulatory framework for sustainable industrial areas in Egypt" aims to address this need by providing a structured pathway for industrial areas to become more sustainable. It will be achieved through awareness raising, fostering dialogue between public and private stakeholders, developing practical recommendations for areas' green transformation, building the capacity of relevant government officials, and supporting decision-makers in adopting such recommendations. Ultimately, the project will contribute to creating an enabling environment for the green transformation of manufacturers in Egypt by ensuring the availability of suitable and sustainable industrial infrastructure. With the main focus of supporting the Egyptian industrial sector in adopting and implementing green transition and transformation measures, the project consists of four interconnected outputs: 1. Green Institutional Capacity Development 2. Green Finance 3. Green Business Development Services 4. Climate Start-ups. GIZ intends to contract a service provider to contribute to the implementation of output 1 of the project.

Procedure identifier: af8be16c-952d-47b7-abb1-2ca6177d49d0

Internal identifier: 81320686

Type of procedure: Negotiated with prior publication of a call for competition / competitive with negotiation

The procedure is accelerated: no

2.1.1. Purpose

Main nature of the contract: Services

Main classification (cpv): 79400000 Business and management consultancy and related services

Additional classification (cpv): 71313000 Environmental engineering consultancy services, 90711200 Environmental standards other than for construction

2.1.2. Place of performance

Postal address: Permanent establishment of the GIZ Private Sector Innovation project 24 Talaat Harb, Cinema Radio Building, Cairo, Egypt

Town: Cairo

Postcode: 00000

Country: Egypt

2.1.4. General information

Additional information: #Bekanntmachungs-ID: CXTRY6YTS0ELN4T# All communication takes place in English via communication tool in the project area of the procurement portal.

Legal basis:

Directive 2014/24/EU

vgl. -

2.1.6. Grounds for exclusion

Sources of grounds for exclusion: Notice

Breaching of obligations set under purely national exclusion grounds: In accordance with §§ 123, 124 GWB, § 22 LkSG

Participation in a criminal organisation:

Terrorist offences or offences linked to terrorist activities:

Money laundering or terrorist financing:

Fraud:

Corruption:

Child labour and including other forms of trafficking in human beings:

Breaching obligation relating to payment of taxes:

Breaching obligation relating to payment of social security contributions:

Breaching of obligations in the fields of environmental law:

Breaching of obligations in the fields of social law:

Breaching of obligations in the fields of labour law:

Insolvency:

Assets being administered by liquidator:

Business activities are suspended:

Analogous situation like bankruptcy, insolvency or arrangement with creditors under national law:

Grave professional misconduct:

Agreements with other economic operators aimed at distorting competition:

Conflict of interest due to its participation in the procurement procedure:

Direct or indirect involvement in the preparation of this procurement procedure:

Early termination, damages, or other comparable sanctions:

5. Lot

5.1. Lot: LOT-0001

Title: 81320686-Contributing to the regulatory framework for sustainable industrial areas in Egypt

Description: This assignment contributes to PSI II's overall objective by providing a structured pathway for industrial areas to become more sustainable. This will be achieved through awareness raising, fostering dialogue between public and private stakeholders, developing practical recommendations for areas' green transformation, building the capacity of relevant government officials, and supporting decision-makers in adopting such recommendations. Ultimately, the project will contribute to creating an enabling environment for the green transformation of manufacturers in Egypt by ensuring the availability of suitable and sustainable industrial infrastructure. The contractor will contribute to the implementation of Output 1. The contractor should build and align, use experience, and create synergies with other activities of PSI II. Output 1 aims to strengthen the technical capacities of selected public or semi-public institutions to promote the industry's competitiveness with a focus on green transformation. Output 1 capacitates actors on the macro-economic and regulatory level regarding the implementation of instruments to promote the transformation to a green economy, e.g., the green pillar of the strategy for industrial improvement of the Ministry of Industry, sustainability standards for industrial parks by Industry Development Agency (IDA). The focus lies in strengthening technical implementation skills for green economy approaches. The output combines technical and process consulting, training measures and the strengthening of participatory cooperation formats, e.g., private-public dialogues, for the development of economic policy measures. The assignment is divided into 3 stages: - Create a shared understanding and commitment among key stakeholders regarding the importance of sustainable industrial areas. This involves identifying existing gaps in current practices and securing buy-in from both public and private entities to adopt sustainability measures. - Enhance the technical capabilities of relevant personnel in public bodies, academia, and the private sector to adjust the regulatory framework and provide guidelines for sustainable industrial areas in Egypt. This will be achieved through a comprehensive capacity-building program, ensuring they have the necessary knowledge and skills for planning, developing, and managing sustainable industrial areas. - Facilitate the adoption of a changes to regulatory framework and guidelines for sustainable industrial areas in Egypt. This framework will align with international best practices and be tailored to the Egyptian context, ultimately ensuring its successful implementation and broad acceptance. The key tasks for this assignment include: - Create Buy-in Among Stakeholders. - Design and Deliver Capacity Development Programs. - Introducing Changes to the Regulatory Framework. For the implementation of these tasks, the tenderer is required to provide 6 core experts with a total of 540 expert days: - Key expert 1: Team Leader and Technical Director with international experience - Key Expert 2: Senior Expert on Sustainable Areas Planning and management with international experience - Key expert 3: Senior Expert on (Sustainable) Industrial Policy and Regulatory Framework with national experience - Expert 4: Senior Expert on Environmental Sustainability and Industrial Ecology with national experience - Expert 5: Expert on Capacity Development with national experience - Expert 6: Logistics Coordinator with national experience

Internal identifier: 81320686

5.1.1. Purpose

Main nature of the contract: Services

Main classification (cpv): 79400000 Business and management consultancy and related services

Additional classification (cpv): 71313000 Environmental engineering consultancy services, 90711200 Environmental standards other than for construction

Options:

Description of the 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. Place of performance

Postal address: Permanent establishment of the GIZ Private Sector Innovation project 24 Talaat Harb, Cinema Radio Building, Cairo, Egypt

Town: Cairo

Postcode: 00000

Country: Egypt

5.1.3. Estimated duration

Duration: 13 Months

5.1.4. Renewal

Maximum renewals: 2

Other information about renewals: 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. General information

Reserved participation:

Participation is not reserved.

The names and professional qualifications of the staff assigned to perform the contract must be given: Not required

Procurement Project not financed with EU Funds.

The procurement is covered by the Government Procurement Agreement (GPA): yes

This procurement is also suitable for small and medium-sized enterprises (SMEs): yes

Additional information: #Besonders auch geeignet für:other-sme#

5.1.7. Strategic procurement

Aim of strategic procurement: Innovative purchase

Description: see above

Aim of strategic procurement: Fulfilment of social objectives

Description: see above

Social objective promoted: Gender equality, Human rights due diligence in global supply chains , Fair working conditions, Other

Innovation procurement: The procured works, supplies, or services entail process innovation

5.1.9. Selection criteria

Sources of selection criteria: Notice

Criterion: Other economic or financial requirements

Description of selection criterion: EN-A1: Principles for the execution of orders (Mit dem Teilnahmeantrag; Mittels Eigenerklärung): The eligibility criteria are not from the same category as stipulated above, as there is no suitable category. 1. Self-declaration: name of company and address, tax ID, registration and commercial register number or equivalent register in

accordance with the legal provisions of the country of origin. 2. No grounds for exclusion pursuant to § 123, § 124 GWB, § 22 LkSG, EU-Russia sanctions 3. Declaration of bidding consortium and/or declaration of subcontractors (if applicable)

Criterion: Other economic or financial requirements

Description of selection criterion: EN-A2: Conditions for the reduction of candidates (Mit dem Teilnahmeantrag; Mittels Eigenerklärung): If we receive more than 5 requests to participate, we will make a selection on the basis of the criteria laid out in the procurement documents and invite tenders only from the 5 candidates with the highest scores. We reserve the right to cancel the procurement procedure if we receive fewer than 2 requests to participate. Weighted criteria for the selection of candidates: 1. Technical experience in (75%): - Implementation expertise in the planning and zoning of sustainable industrial parks or zones (20%) - Advisory expertise in designing and developing policies, regulations and incentive mechanisms relevant to industrial areas (20%) - Implementation expertise in environmental management, resource efficiency, and emissions control in industrial parks (15%) - Expertise in designing, developing and delivering capacity building programs on sustainable industrial area management and planning (10%) - Expertise in designing and conducting multi-stakeholder consultations to inform policy and regulatory reform processes (10%) 2. Regional experience in Egypt (15%) 3. Experience of development projects (at least 50% ODA-financed) (10%)

Criterion: References on specified services

Description of selection criterion: 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 100,000.00 EUR. 2. At least 2 reference projects in the technical field "Sustainable Industrial Development" and at least 2 reference projects in MENA region in the last 36 months (deadline: date of publication of invitation to tender).

Criterion: Average yearly turnover

Description of selection criterion: EN-C1: Economic and financial standing (Mit dem Teilnahmeantrag; Mittels Eigenerklärung): Average annual turnover for the last three years (last-but-four financial year can be included in case of tenders held within 6 months of end of last financial year), at least: 500,000.00 EUR.

Criterion: Other economic or financial requirements

Description of selection criterion: EN-C2: Economic and financial standing (Mit dem Teilnahmeantrag; Mittels Eigenerklärung): Average number of employees and managers in the last three calendar years, at least 10 persons.

Criterion: References on specified services

Description of selection criterion: Assessment of technical eligibility / weighted criteria for the selection of candidates - Weighted criteria for the selection of candidates: 1. Technical experience in (75%): - Implementation expertise in the planning and zoning of sustainable industrial parks or zones (20%) - Advisory expertise in designing and developing policies, regulations and incentive mechanisms relevant to industrial areas (20%) - Implementation expertise in environmental management, resource efficiency, and emissions control in industrial parks (15%) - Expertise in designing, developing and delivering capacity building programs on sustainable industrial area management and planning (10%) - Expertise in

designing and conducting multi-stakeholder consultations to inform policy and regulatory reform processes (10%) 2. Regional experience in Egypt (15%) 3. Experience of development projects (at least 50% ODA-financed) (10%)

The criteria will be used to select the candidates to be invited for the second stage of the procedure

Weight (percentage, exact): 100,00

Information about the second stage of a two-stage procedure:

Minimum number of candidates to be invited for the second stage of the procedure: 5

Maximum number of candidates to be invited for the second stage of the procedure: 5

The procedure will take place in successive stages. At each stage, some participants may be eliminated

The buyer reserves the right to award the contract on the basis of the initial tenders without any further negotiations

5.1.11. Procurement documents

Languages in which the procurement documents are officially available: English

Deadline for requesting additional information: 20/11/2025 23:59:59 (UTC+01:00) Central European Time, Western European Summer Time

Address of the procurement documents: <https://ausschreibungen.giz.de/Satellite/notice/CXTRY6YTS0ELN4T/documents>

Ad hoc communication channel:

URL: <https://ausschreibungen.giz.de/Satellite/notice/CXTRY6YTS0ELN4T>

5.1.12. Terms of procurement

Terms of the procedure:

Estimated date of dispatch of the invitations to submit tenders: 08/12/2025

Terms of submission:

Electronic submission: Required

Address for submission: <https://ausschreibungen.giz.de/Satellite/notice/CXTRY6YTS0ELN4T>

Languages in which tenders or requests to participate may be submitted: English

Electronic catalogue: Not allowed

Variants: Not allowed

Tenderers may submit more than one tender: Not allowed

Deadline for receipt of requests to participate: 01/12/2025 12:00:00 (UTC+01:00) Central European Time, Western European Summer Time

Information that can be supplemented after the submission deadline:

At the discretion of the buyer, some missing tenderer-related documents may be submitted later.

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

Terms of contract:

The execution of the contract must be performed within the framework of sheltered employment programmes: No

Conditions relating to the performance of the contract: The execution conditions result from the information given in the contract notice and the tender documents.

Electronic invoicing: Required

Electronic ordering will be used: yes

Electronic payment will be used: yes

5.1.15. Techniques

Framework agreement:

No framework agreement

Information about the dynamic purchasing system:

No dynamic purchase system

5.1.16. Further information, mediation and review

Review organisation: Vergabekammern des Bundes

Information about review deadlines: 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 providing additional information about the procurement procedure: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Organisation receiving requests to participate: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

8. Organisations

8.1. ORG-0001

Official name: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Registration number: 993-80072-52

Postal address: Dag-Hammarskjöld-Weg 1 - 5

Town: Eschborn

Postcode: 65760

Country subdivision (NUTS): Main-Taunus-Kreis (DE71A)

Country: Germany

Email: olena.dudko@giz.de

Telephone: +49 6196794670

Fax: +49 6196791115

Internet address: <https://www.giz.de>

Roles of this organisation:

Buyer

Organisation providing additional information about the procurement procedure

Organisation receiving requests to participate

8.1. ORG-0002

Official name: Vergabekammern des Bundes

Registration number: 022894990

Postal address: Kaiser-Friedrich-Straße 16

Town: Bonn

Postcode: 53113
Country subdivision (NUTS): Bonn, Kreisfreie Stadt (DEA22)
Country: Germany
Email: vk@bundeskartellamt.bund.de
Telephone: +49 2289499-0
Fax: +49 2289499-163
Internet address: <https://www.bundeskartellamt.de>

Roles of this organisation:

Review organisation

8.1. ORG-0003

Official name: Datenservice Öffentlicher Einkauf (in Verantwortung des Beschaffungsamts des BMI)

Registration number: 0204:994-DOEVD-83

Town: Bonn

Postcode: 53119

Country subdivision (NUTS): Bonn, Kreisfreie Stadt (DEA22)

Country: Germany

Email: noreply.esender_hub@bescha.bund.de

Telephone: +49228996100

Roles of this organisation:

TED eSender

10. Change

Version of the previous notice to be changed

:

d959fbab-83e0-4b14-be0e-1f4f53884682-01

Main reason for change

:

Information updated

Description

:

Revision of per-diem and overnight accommodation allowances in the Terms of References and Price Schedule accordingly

10.1. Change

Section identifier: PROCEDURE

Description of changes: In Section 5.1.11, the documents "81320686-03-Terms of Reference" and "81320686-08-Price Schedule" have been replaced to be available for the download under the link.

The procurement documents were changed on: 14/11/2025

Notice information

Notice identifier/version: dd627fe6-249b-46c2-8677-ea504b23be1a - 01

Form type: Competition

Notice type: Contract or concession notice – standard regime

Notice subtype: 16

Notice dispatch date: 14/11/2025 15:28:00 (UTC+01:00) Central European Time, Western European Summer Time
Languages in which this notice is officially available: English
Notice publication number: 762260-2025
OJ S issue number: 222/2025
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