

**Reference number:** 83391923  
**Processing no.:** 20.2165.7-004.00  
**Project name:** NEW  
**Tender name:** Comprehensive Analysis of Civil Society's  
Perspectives on the ESA EPA and Support to  
Capacity Building of CSOs

Your reference  
Our reference

Date 22.09.2021

**Country:** Botswana

Deutsche Gesellschaft für  
Internationale Zusammenarbeit (GIZ) GmbH

Dear Sir/Madam,

Registered offices  
Bonn and Eschborn, Germany

The German Development Cooperation (GIZ)'s global project operating under the title "Supporting sustainability aspects in the implementation of EU Economic Partnership Agreements (NEW) is supporting SADC and ESA countries that signed Economic Partnership Agreements (EPAs) with the European Union. The interim ESA EPA is provisionally applied since May 2012. The NEW project supports the development of capacities of the SADC EPA and ESA EPA countries in order to help them fully exploit the potential benefits provided for under the EPAs.

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In light of the foregoing, the GIZ NEW project is looking for a service provider to conduct awareness raising webinars on the ESA-EU EPA in five ESA EPA countries as well as a comprehensive analysis of the perspectives of civil society in these countries on the ESA-EU EPA and its impact on sustainable development.

Registered at  
Local court (Amtsgericht)  
Bonn, Germany  
Registration no. HRB 18384  
Local court (Amtsgericht)  
Frankfurt am Main, Germany  
Registration no. HRB 12394

For more detailed information please refer to the attached Terms of Reference (ToR, Annex 1).

Chairman of the Supervisory Board  
Martin Jäger, State Secretary

### Submission deadline

Management Board  
Tanja Gönner (Chair)  
Ingrid-Gabriela Hoven  
Thorsten Schäfer-Gümbel

Should you be interested in participating in the tender and implementing the task, please refer to the attached Terms of Reference (Annex 1) for more detailed information. Submit tender documents to [BW\\_Quotation@giz.de](mailto:BW_Quotation@giz.de) no later than **Tuesday 12<sup>th</sup> October 2021, 1500hrs / 3p.m.** Please note that tender bids received after the stipulated time and date **will not** be accepted.

### Technical offer

The following items have to be submitted with the technical proposal drawn up in English language:

- 1) Technical proposal stating why you consider your service suitable for the assignment and a brief methodology on the approach as well as a detailed work plan
- 2) Company profile

- 3) CVs of proposed technical personnel proposed for this project highlighting qualifications and experiences
- 4) References / examples of previous work of three projects where similar products were developed and a show reel.

Interested bidders are requested to submit technical offer based on the criteria of the assessment grid (Annex 2). The technical offer should not exceed four pages, including interpretation of the assignment, work plan and proposed methodology/strategy. The technical offer will be assessed based on the technical proposal and the provided company profile, examples of similar work undertaken previously and team

#### **Price offer**

The price offer must be submitted in accordance with the attached format for the price offer (Annex 3) and General Terms and Conditions of contract (Annex 4). Personnel costs should be shown per expert assigned for the measure. Travel costs and all other costs have to be shown separately. All communication related costs, stationery and printing costs for reports have to be included in the calculation. **Please submit your offer in the currency of your country**; during the financial evaluation the amounts will be converted using the exchange rate of the day from the converter Infor Euro: [http://ec.europa.eu/budget/contracts\\_grants/info\\_contracts/inforeuro/inforeuro\\_en.cfm](http://ec.europa.eu/budget/contracts_grants/info_contracts/inforeuro/inforeuro_en.cfm)

#### **Alternative offers**

No alternative offers are permitted.

Your bid, comprising the **technical offer** and the **price offer**, must be clearly marked as such with the contract number, tender name and submitted separately.

The financial offer form (**Annex 3**) to be completed for the price offer and clearly indicate the currency used

#### **Price offer for (labelled):**

Comprehensive analysis of civil society from ESA EPA countries on the ESA-EU EPA and support to capacity development of CSOs  
Reference number 83391923

**– to be opened by GIZ procurement unit only –**

#### **Technical offer (labelled):**

Comprehensive analysis of civil society from ESA EPA countries on the ESA-EU EPA and support to capacity development of CSOs  
Reference number 83391923

**– to be opened by GIZ evaluation team & Procurement Unit –**

### **Procedural questions**

Please address any commercial, technical and procedural questions at an early stage. Questions will be answered if they are received at the latest five working days before the closing of the tender. Questions must be raised in writing by email to: [dimpho.keitseng@giz.de](mailto:dimpho.keitseng@giz.de)

Non-compliance may result in your bid not being considered.

### **Evaluation of Offer**

After the final technical evaluation, technical offers scored 500 points and above only their financial bids will be opened and evaluated. Technical offers below 500 points will be considered as technically not acceptable. The weightings are as below for Technical (T) and Financial (F)

T: 70%, the price offer and F: 30%. The following formula will be used:

$$\frac{\text{technical evaluation of bid} \times 70}{\text{technical evaluation of best bid}} + \frac{\text{most economical bid} \times 30}{\text{price of bid}}$$

The contract will be awarded to the bidder with the highest score (Technical plus Financial weighing), and in case of achieving the same score, a priority is given to the bidder who submitted their bid earlier. Contractual negotiations are generally commenced with the bidder achieving the highest score. Should these negotiations not be successful, the second highest scorer on the list shall be invited to commence negotiations.

### **Date of decision to award contract**

For procedural reasons, no information on the status of the evaluation will be given pending the decision on contract award. We would therefore ask you to refrain from making enquiries about this. Only the winning bidder will be informed.

### **Acceptance period and Commencement of work**

Please note that you are bound by your bid for 90 days.

GIZ reserves the right to accept, reject and/or cancel any or part of the bid.

GIZ also reserves the right to cancel the bid entirely.

Page 4/4, 83391266

Yours truly,

**Annexes**

1. Terms of Reference
2. Technical Assessment Grid
3. Budget allocation form (for financial proposal)
4. GIZ General Terms and Conditions of contract