



Report on the procurement of goods and services and the conclusion of financing agreements

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Registered offices:

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Division Contracting, Procurement, Logistics
Dag-Hammarskjöld-Weg 1-5
65760 Eschborn, Germany
T +49 61 96 79-0
F +49 61 96 79-11 15

E info@giz.de
I www.giz.de

This report was prepared by

Maike Lames, Ernst Hustädt, Jens Pössel and Bert Klingel

Photo credits

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Foreword

Dear readers,

As last year, GIZ is publishing a report on the procurement of goods and services and the conclusion of financing agreements in the past year.

The report pools information on the award of contracts by GIZ for services, materials and equipment. In doing so, it provides a comprehensive overview of contracts placed by GIZ during the period under review, broken down into region, the type of contractor and the sector. This report reviews and presents trends over a period of several years. Since 2010, GIZ's internet site has also provided up-to-date information on the award of contracts to companies and individuals. In this way, GIZ is meeting increased calls at an international level for greater transparency.

In recent years, GIZ has succeeded in positioning itself on the global market as the world's leading service provider in the field of sustainable development. This success at the operational level is due not least to transparent and efficient cooperation with our contractors. In a dynamic business sector like that of international cooperation, flexibility and the ability to respond to the market requirements play a crucial role in safeguarding success. In the field of procurement, this is evident among other things in the considerable increase in the number of orders placed in the business sectors of sustainable energy systems and private sector development. By contrast, the number of orders placed in sectors such as vocational education and the labour market has dropped slightly.

In order to meet these challenges the use of external services and the procurement of materials and equipment must be both efficient and in line with the needs of the international market.

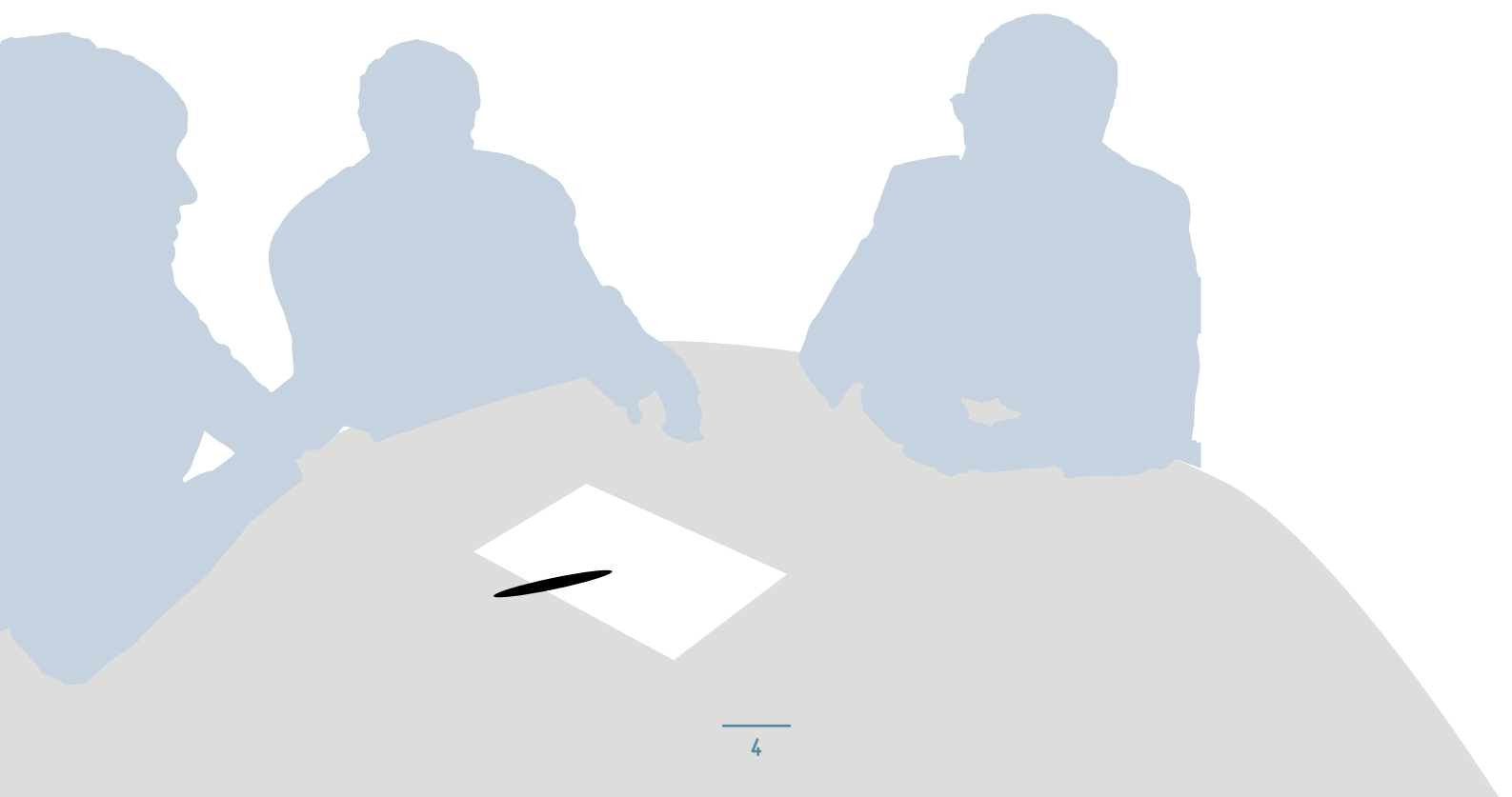
In recent years, GIZ has succeeded in optimising its supply chain in line with economic and qualitative criteria in order to meet the requirements of international cooperation.

In the years to come, we will step up efforts to diversify, increase efficiency and leverage synergies with different actors. As a result, we will expect our contractors to perform a wide range of different services in future too.

This procurement report gives market participants the opportunity to adjust to the constantly changing environment and to devise a range of services to meet these different conditions.

We therefore take great pleasure in once again presenting our annual overview of current trends with regard to procurement needs, which will allow you to make the necessary preparations for any related decisions you need to make.

Ernst Hustädt
Director of the Contracting,
Procurement, Logistics Division



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1 GIZ's legal form and mandate

The Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH is a federal enterprise registered under private law. It is fully owned by the Federal Republic of Germany. GIZ's corporate purpose is to promote international cooperation for sustainable development and international education work. The purpose of the company is to support the Government of the Federal Republic of Germany in achieving its development-policy objectives¹.

This form of legal entity under private law, which is laid down in the Articles of Association, ensures that commissions from the German Government can be implemented efficiently and cost-effectively by a flexibly operating private company. In order to fulfil its purpose, GIZ comprises two business areas: its public-benefit business area and its taxable business area, International Services. The former concentrates exclusively and directly on public-benefit activities and implements the majority of commissions awarded to GIZ. International Services on the other hand, makes GIZ's concepts and experience available to other clients for payment. Its work is profit-driven. Any surpluses it earns may only be used to fulfil the company's public-benefit purpose.

GIZ operates in more than 130 countries worldwide. In Germany, the company maintains a presence in nearly all the federal states. Our registered offices are in Bonn and Eschborn. GIZ has more than 16,000 employees throughout the globe, offering demand-driven, tailor-made and effective services for sustainable development.

GIZ's most important commissioning party is the German Federal Ministry for Economic Cooperation and Development (BMZ). A General Agreement between GIZ and BMZ defines the details for implementing measures. GIZ also works on behalf of other federal ministries – including the Federal Foreign Office, the Federal Ministry for the Environment, Nature Conservation, Building and Nuclear Safety (BMUB), the Federal Ministry of Defence (BMVg), the Federal Ministry for Economic Affairs and Energy (BMWi) and the Federal Ministry of Education and Research (BMBF) – the German *Länder* (federal states) and municipalities, and public and private sector clients in Germany and abroad. The European Union (EU) is becoming an increasingly important client for GIZ. Also, GIZ receives co-financing and funding via other bilateral organisations such as the UK's Department for International Development (DFID), Department of Foreign Affairs and Trade (AusAID), Canada's CIDA, AFD of France, Irish Aid and the Netherlands' Directorate-General for International Cooperation (DGIS), as well as from UNHCR, and private agencies such as the Bill & Melinda Gates Foundation.

The company's official bodies include the Management Board, the Supervisory Board and the Shareholder Meeting of the Private Sector Advisory Board, which is made up of up to ten representatives of the German private sector and its associations. GIZ also has a Board of Trustees with up to 40 members. It comprises representatives of the federal ministries, the private sector, the civil society, the academic community, the federal states, the municipalities, the trade unions, the development advisors as well as the German *Bundestag*. Since January 2011, the company has had registered offices in Bonn and Eschborn.

¹ Article 2.1. of the Articles of Association of the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH



2 Procurement at GIZ

2.1 Awarding of commissions to GIZ

As a federal enterprise, GIZ works primarily for the German Government. It handles commissions on behalf of the federal ministries on the basis of the ‘in-house’ contracting award principles established by the European Court of Justice. This means that the German Government commissions GIZ directly without having to offer the commission for tender. GIZ, for its part, is obliged to comply with the regulations governing public procurement.

When GIZ works on behalf of other commissioning parties (for example international organisations such as the World Bank, the EU, or directly for the developing countries) through its International Services business area, or when it applies for subsidies or other forms of cofinancing from third parties, it must obtain approval from BMZ.

2.2 Awarding of contracts by GIZ

GIZ is the world’s leading service provider in the field of international cooperation for sustainable development. As a company, GIZ is increasingly gearing its services to the global market and – in addition to the traditional field of development cooperation – is systematically tapping into new priority sectors and business areas in industrialised countries and emerging economies and in the sustainability market in Germany. The profile of requirements that seconded experts need to meet to fulfil these tasks is constantly changing and local experts are being assigned to an increasing degree.

Against this backdrop and given the financial scope offered by international cooperation funding, GIZ intends to further step up cooperation with the consulting sector and public institutions in areas where certain tasks and roles can be carried out more efficiently by third parties. On the one hand, this trend is based on Article 5 of GIZ’s General Agreement with BMZ, which obliges GIZ to involve suitable private-sector companies, governmental bodies and specialised institutions in implementing development projects and programmes, to the extent that this appears expedient and cost-effective. At the same time, in accordance with Article 98 Item 2 of the German Act Against Restraints of Competition (GWB), GIZ is itself a contracting entity under public law and is therefore obliged to apply the relevant tendering and contracting rules to the contracts it awards to third parties within the European Economic Area (i.e. the regulations on contract awards for public supplies and services or for building contracts (VOL, VOB), and the regulations on contract awards for independent professional services (VOF)) if the thresholds defined therein are exceeded. However, compliance with the principles of transparency, cost-efficiency, competition and neutrality in the treatment of bidders as laid down in contracting regulations must be upheld below these thresholds too. In this way, GIZ supports equal access to its supply chain and ensures that its procurement processes are cost-effective.

GIZ sees the private sector, and the consulting sector in particular, as a close partner in fulfilling its designated tasks. Consulting companies are part of the ‘GIZ value chain’ which enables GIZ to achieve the maximum results for its commissioning parties/clients at an optimal cost/benefit ratio. GIZ has set out this understanding of what cooperation means in its ‘Guidelines for cooperation with the consulting sector’². Using the specific comparative advantages this cooperation offers will help GIZ achieve added corporate value and enhance development results.

² See [‘Guidelines for cooperation with the consulting sector’](#), PDF, 238KB

The contract award procedure involving third parties is transparent and subject to competitive bidding with clear criteria. Procurement by GIZ Division Contracting, Procurement, Logistics in Germany is governed by the provisions of German public procurement law. Legal recourse through the ‘*Vergabekammer*’ is available for reviewing contracts awarded by GIZ that lie above the relevant thresholds. Internal processes are audited by external auditors (auditing firms and the supreme audit institution of the Federal Republic of Germany, the *Bundesrechnungshof*).

When contracts are awarded in the partner country, GIZ applies the tendering and contracting rules in accordance with the General Agreement (Article 5, section 3). There is an agreed division of tasks between the Division Contracting, Procurement, Logistics and the local GIZ offices for procurement transactions. Offices in partner countries procure items up to defined amounts themselves, subject to the principles of transparency, cost-effectiveness, competitive tendering and equality laid down in procurement law. These defined amounts are up to EUR 20,000 for local materials and equipment and up to EUR 50,000 for services. Above these thresholds, the Division Contracting, Procurement, Logistics must be involved and is then responsible for reviewing and approving commercial procedures and handling the subsequent process wherever this is cost-effective. The Division Contracting, Procurement, Logistics enters into contracts with international contractors.

Contracts above these thresholds are awarded on the basis of the provisions of EU law, which are mandatory and are incorporated into German legislation. These provisions also apply to donors and implementing organisations of other EU member states (such as DFID, SIDA and DANIDA). This means that, in principle, uniform procedures apply throughout the EU to contracts above the thresholds defined by the EU. However, even below these thresholds, competitive bidding is used to place orders for services or for materials and equipment wherever this is cost-effective and required by law, in these cases with German legislation then applying. Procedures that restrict the award of contracts to bidders of specific nationalities or to bidders based in a particular country are not permitted under European law or under the principles of the law governing tendering. Therefore, GIZ awards contracts free of restrictions, with the exception of financing arrangements, where the recipient of the grant or financing arrangement is by nature predefined.

Since 2008, GIZ has been certified as an organisation that uses procedures equivalent to the EU’s financial regulations and that fulfils the following criteria:

- ▶ it uses transparent procedures for awarding contracts and grants;
- ▶ it has put in place effective internal controls for management;
- ▶ it implements an accounting system that ensures the proper use of EU funds;
- ▶ it is subject to independent external audits;
- ▶ the public has access to relevant information;
- ▶ it publishes details of recipients on an annual ex-post basis.

In 2009, GIZ was awarded additional certification for implementing suitable procedures allowing it to use partner country systems to handle project funds.

All orders for services placed by GIZ Division Contracting, Procurement, Logistics are published on its website.³ Contracts with companies and with individuals (appraisers or consultants) are listed separately. Grants financed with EU funding are also published separately. Contracts awarded to suppliers of materials and equipment will soon also be published on the GIZ website.

³ www.giz.de/en/workingwithgiz/awarded_contracts.html

The following table provides an overview of the tender procedure and the process of announcing tender for the specified thresholds:

Table 1
Tender procedures for the procurement of services/materials and equipment

Tender procedures for the procurement of services pursuant to VOF ³ /VOL ⁴	
Procedure	Announcement of tender
<p>Up to EUR 207,000: direct award of contract, following competitive bidding or market survey where possible, in line with VOL Part A, Section 1.</p> <p>In the case of standard services, for reasons of efficiency framework tenders are issued to lay down the terms and conditions of subsequent individual contracts.</p>	Usually not published. GIZ compiles a shortlist of bidders from suitable companies and individuals.
<p>From EUR 207,000: If classified under VOF/VOL Annex 1 Part B, negotiation procedure with/without prior announcement of tender.</p>	Announcement of the invitation to tender on GIZ's website. If expedient in order to obtain an overview of the market: publication in GTAI ⁵ , TED ⁶ and bund.de, and, where appropriate, relevant specialist publications.
<p>From EUR 207,000: If classified under VOF Annex 1 Part A, negotiation procedure with prior announcement of tender (Europe-wide prequalification round).</p>	Publication in the supplement to the EU Official Bulletin, in TED, bund.de and GTAI, and on GIZ's website.
Tender procedure for the procurement of materials and equipment pursuant to VOL	
Procedure	Announcement of tender
<p>Up to EUR 20,000: direct award of contract following competitive bidding.</p>	Not published. GIZ compiles a shortlist of bidders from suitable companies.
<p>From EUR 20,000: Public invitation to tender or restricted invitation to tender with or without a prequalification round, or direct award if Article 3, section 5 VOL/A applies.</p>	Publication in GTAI and bund.de.
<p>From EUR 207,000: Europe-wide public tender (open procedure).</p>	Publication in GTAI, TED and bund.de and in the supplement to the EU Official Bulletin with an invitation to submit bids.
<p>From EUR 207,000: Europe-wide restricted invitation to tender with a public prequalification round (non-open procedure).</p>	Publication in GTAI, TED and bund.de and in the supplement to the EU Official Bulletin with an invitation to submit applications for participation.
<p>From EUR 207,000: Europe-wide negotiation procedure with/without prior public announcement of tender.</p>	Publication in GTAI, TED and bund.de and in the supplement to the EU Official Bulletin with an invitation to submit applications for participation.

⁴ Regulations on contract awards for independent professional services

⁵ Regulations on contract awards for public supplies and services

⁶ Germany Trade and Invest www.gtai.de

⁷ Tenders Electronic Daily <http://ted.europa.eu/TED> is the online version of the Supplement to the Official Journal of the European Union, dedicated to European public procurement

3 Trends in contract awarding – an overview

In 2013, GIZ concluded contracts with suppliers, service providers and recipients of financing or grants totalling EUR 883.5 million. This corresponds to a drop of EUR 74.6 million in the total contract awarding value, which must however be viewed in relation to GIZ's volume of business⁷, which also fell slightly in 2013 (to EUR 1,931.2 million). When viewed against this backdrop, the total contract awarding value (at 45.7% of the volume of business) rose slightly on the previous year (by 0.2%).

The following table shows a breakdown of the various types of contract awarding from 2007 to 2013:

Table 2

Overview of commissions, the volume of business and the value of contracts awarded by GIZ from 2007 to 2013 (EUR million)

	2007	2008	2009	2010	2011	2012	2013
Overview of commissions and the volume of business at GIZ							
Commissions placed with GIZ	1,061.6	1,554.0	1,695.3	1,992.5	2,172.0	2,285.1	2,292.4
Volume of business	1,099.7	1,296.7	1,486.2	1,851.5	2,031.9	2,104.1	1,931.2
Division Contracting, Procurement, Logistics: services, financing arrangements							
Services							
from companies	177.9	199.9	231.9	231.4	238.6	257.5	299.5
from institutions	39.2	59.3	79.8	95.7	93.8	133.0	133.8
from appraisers	50.2	55	58.7	59.2	51.8	74.6	74.4
from translators	1.7	2.3	1.4	2.8	1.7	1.5	2.7
Construction companies	7.1	9.7	12.1	15.9	15.3	24.9	7.6
Financing arrangements	9.8	27.9	23.4	49.1	22.9	58.2	33.8
Total	285.9	354.1	407.3	454.1	424.1	549.7	551.8
Division Contracting, Procurement, Logistics: materials and equipment							
Suppliers	31.6	30.1	38.2	44.7	35.1	41.0	31.9
Procurement by cost centres	2	3.2	3.7	2.8	4.7	5.0	2.2
Procurement of medicines (WHO)	39.2	42.2	25.9	23.9	45.4	51.1	12.9
Orders from catalogues (in SAP's SRM system)	-	-	-	-	-	1.7	1.5
Freight forwarders	1.4	1.3	1.5	2.5	1.6	1.9	2.2
Total	74.2	76.8	69.3	73.9	86.8	100.7	50.7
GIZ offices in partner countries							
Services, construction, local subsidies	70.4	80.7	100	194.1	172	235.7	226.2
Materials and equipment	64.1	37.7	39.5	47.7	42.0	72.0	54.8
Total	134.5	118.4	139.5	241.8	214	307.7	281.0
Total contracts awarded	453.4	541.5	625.1	769.8	724.9	958.1	883.5

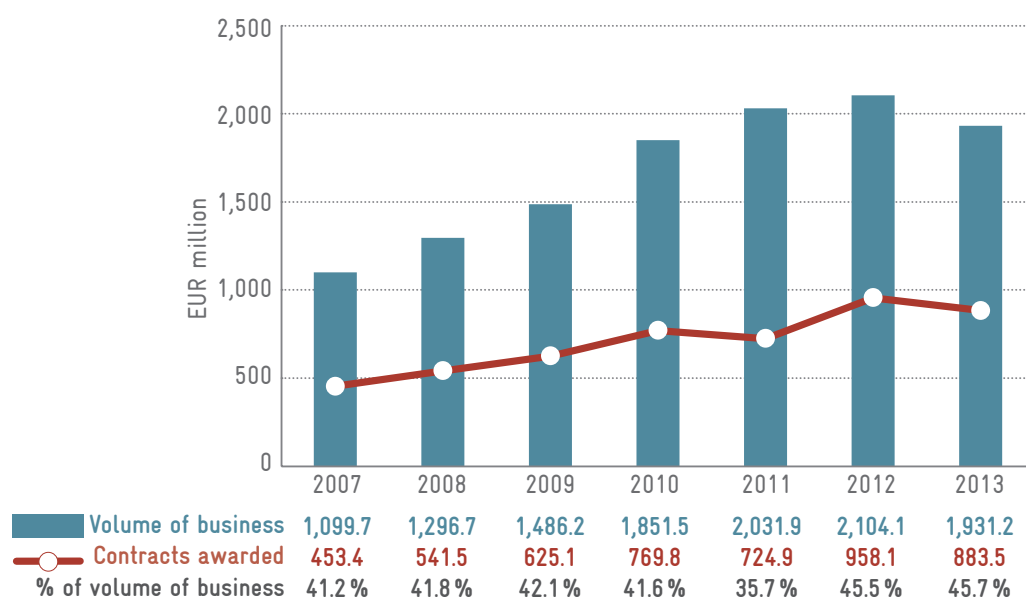
⁸ GIZ's volume of business refers to the company's revenue in the public-benefit business area and the total operating performance of International Services

The above overview shows that in 2013, GIZ purchased goods and awarded contracts for services and entered into financing arrangements totalling EUR 883.5 million. Services accounted for the majority of procurement transactions. GIZ purchased services valued at more than EUR 730 million at the Division Contracting, Procurement, Logistics and via its offices in partner countries.

It spent an additional EUR 7.6 million on construction services and EUR 33.8 million on financing arrangements. This means that, excluding materials and equipment and related services, GIZ awarded contracts valued at approximately EUR 778 million, via either its Division Contracting, Procurement, Logistics or its offices in partner countries. This equates to around 88 % of the total volume of contracts awarded. The remaining 12 % relates to the procurement of materials and equipment.

Figure 1 shows the contracts awarded by GIZ in proportion to the volume of business from 2007 to 2013.

Figure 1
Contract awarding as a proportion of GIZ's volume of business (from 2007 to 2013)



The share of total contracts awarded in relation to the overall volume of business increased between 2007 and 2012. The slight drop in contracts awarded in 2013 from EUR 958.1 million to EUR 883.5 million needs to be viewed in relation to GIZ's volume of business, which also fell somewhat (from EUR 2104.1 million in 2012 to EUR 1931.2 million in 2013). If we take into account the amount of small-scale⁹ and other procurement transactions and other contracts awarded particularly in the Germany Department that have not yet been entered in the IT procurement systems, then the actual relative share of procurements and contract awards is higher than depicted above.

Overall, it may therefore be stated that contract awarding – which constituted more than 45 % of GIZ's volume of business in 2013 – has grown over the past seven years, with GIZ now spending almost one out of every two euros on orders with third parties.

⁹ Procurement of goods with a value below EUR 2,500

4 Categories of contractor

4.1 Service contracts, construction contracts, financing agreements, grant agreements

GIZ concluded service contracts, financial agreements and grant agreements for a total value of EUR 778 million in 2013. This represents a decrease of 0.94 % on the previous year. Most of this amount (EUR 551.8 million) was placed by GIZ Division Contracting, Procurement, Logistics, compared with EUR 226.2 million awarded by GIZ offices in partner countries. A list of the top 100 advisory institutions and recipients of financing agreements entered into by the Division Contracting, Procurement, Logistics is provided in Annex III.

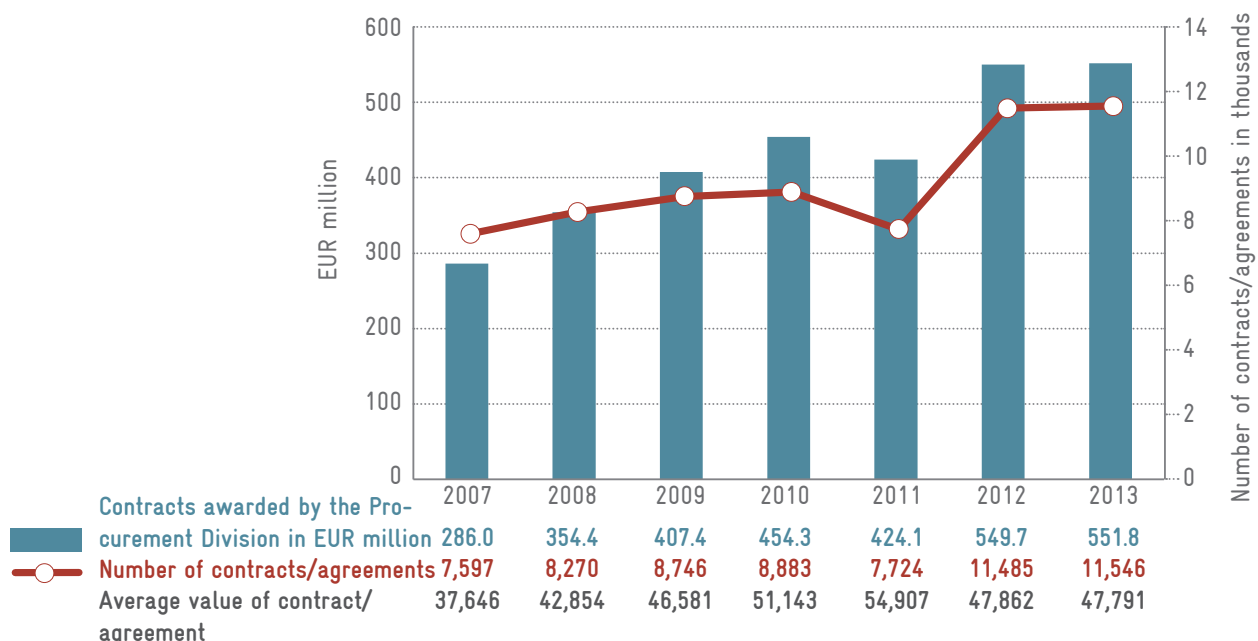
Service contracts, construction contracts and financing agreements placed by GIZ Division Contracting, Procurement, Logistics

In 2013, GIZ Division Contracting, Procurement, Logistics entered into 11,546 service contracts, construction contracts and grant agreements worth approximately EUR 551.8 million. Around 96 % of the value of the service contracts, construction contracts and financing agreements related to GIZ's public-benefit business area. Only 4 % of orders related to GIZ's taxable business area (International Services).

Compared with the previous year, the number of contracts/agreements increased by about 0.5 %, while the contract awarding value rose by 0.4 %. Although the volume of contracts has increased significantly, the average value of all contracts has decreased in the last two years. This means that, relatively speaking, GIZ enters into significantly more contracts and agreements with companies. In future, it will be even more important to cut internal processing costs for GIZ and its contractors by reducing the number of contracts and agreements and increasing their overall value. GIZ welcomes the fact that the average value of contracts concluded with consulting firms rose from EUR 76,820 to EUR 89,120.

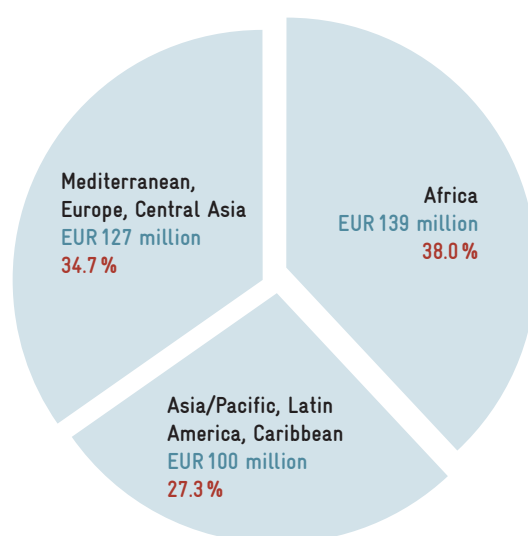
Figure 2

Number of contracts/agreements entered into in relation to the value of contracts awarded by GIZ Division Contracting, Procurement, Logistics (2007-2013)



GIZ purchases services from natural persons and legal persons. A distinction is made between consulting firms, consulting institutions and individual appraisers and consultants.¹⁰ Of the contracts awarded, the greatest share by far went to **consulting firms**. They accounted for around 54% of the total value of orders for services in 2013 (EUR 299.5 million), followed by **consulting institutions** (EUR 133.8 million or 24%) and **individual appraisers** (EUR 74.4 million or 13%).

Figure 3
Awards of service contracts and grants by regional departments (2013)



A total of 5,352 of the contracts awarded by GIZ Division Contracting, Procurement, Logistics, amounting to EUR 366 million, were attributable directly to the three regional departments¹¹. The largest share of contractually agreed orders was placed for Department 1 – Africa (38%). Contracts equating to about 35% and 27% of the overall amount were placed with contractors of Department 2 (Asia/Pacific, Latin America, Caribbean) and Department 3 (Mediterranean, Europe, Central Asia) respectively.

An analysis of the themes and sectors in which GIZ awards contracts provides a different perspective: contracts worth over EUR 216 million relating to just six thematic areas were awarded in 2013 (Table 3). This corresponds to around 42% of the total contract value awarded by GIZ Division Contracting, Procurement, Logistics for consultancy services. Of this amount, 24% related to ‘Sustainable energy systems’, 17% to ‘Rural development and agriculture’, 16% to ‘Health systems and health promotion’, 15% to ‘Private sector development’, almost 15% to ‘Water policy, water resources, and domestic water supplies’ and almost 13% to ‘Forestry, biodiversity and natural resources management’.

¹⁰Please see Annex I for a definition of these categories.

¹¹The difference compared with the amount of contracts awarded for ‘Service contracts and grants’ is due to the fact that not all contracts can be assigned to a specific regional department.

Table 3**Division Contracting, Procurement, Logistics: most important sectors by order value (2013)**

Sector	Order value (in EUR million)
1 Sustainable energy systems	51.7
2 Rural development and agriculture	37.0
3 Health systems and health promotion	33.6
4 Private-sector development	33.4
5 Water policy, water resources and domestic water supplies	32.5
6 Forestry, biodiversity, natural resources management	27.9

The trend of promoting environmental issues, which was already evident in 2012, continued throughout 2013. Contracts awarded in the area of ‘Sustainable energy systems’ in particular more than doubled compared with 2012, when the sector was ranked as the fifth most important with a value of about EUR 23.7 million. In 2013, it was the most important sector in terms of awarded contracts. This also shows that there is international demand for services from Germany connected with the subject of the energy revolution on an international platform too.

The ‘Health systems and health promotion’ sector also climbed the rankings, with a strong increase in orders of about EUR 10.6 million. It is now positioned in third place. The ‘Forestry, biodiversity and natural resources management’ sector has also moved up the order placement ladder in recent years.

‘Private-sector development’ is a newcomer to the top six sectors. With a contract value of EUR 33.4 million, it comes in at rank 4. This demonstrates, among other things, just how important cooperation with the private sector is in achieving global development goals. The private sector is regarded as a driving force for development. It helps achieve long-term economic and social human rights, which constitute a key concern for German development cooperation. German, European and international companies can provide expert, targeted support in the area of private sector development. There is clearly further potential for leveraging the available synergies in this sector.

Although the ‘Democracy, rule of law and gender’ sector is no longer ranked as one of the top six sectors, it still plays a key role in development cooperation. Good governance and properly functioning rule of law systems and structures pave the way for the successful implementation of measures in all other areas. The consulting sector in Germany, and in particular in Scandinavian countries, has succeeded in recent years in developing a professional range of services that it can offer to GIZ.

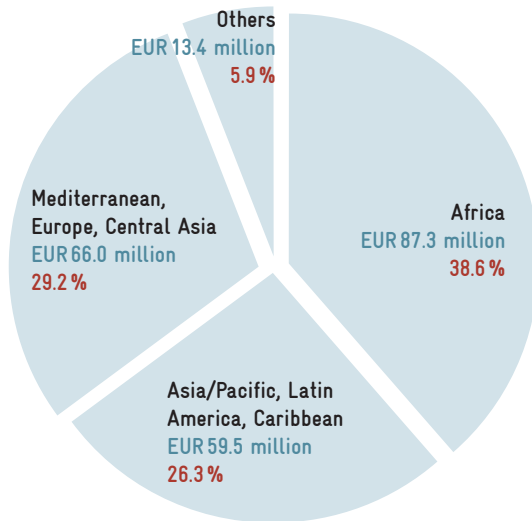
Overall, the distribution across the different sectors of contracts awarded by GIZ also reflects how policy-makers and society perceive the priorities of international cooperation.

Service contracts and subsidies awarded by GIZ offices

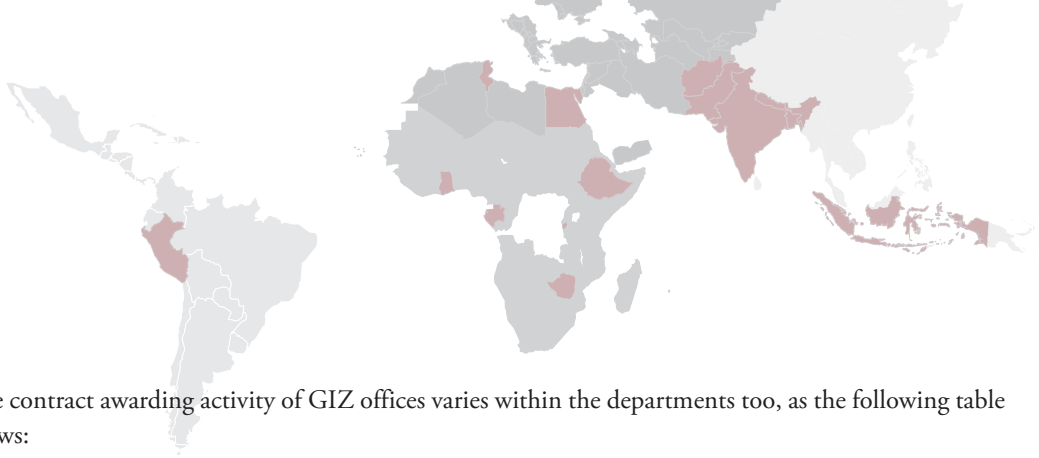
In 2013, GIZ's field structure awarded contracts for services, construction and local subsidies worth approximately EUR 226.2 million. This is equivalent to around 26 % of the total volume of orders placed by GIZ.

The contracts are relatively equally distributed throughout the different regions. The largest amount was awarded by GIZ offices in Department 1 – Africa – (39 %), followed by Department 3 – Mediterranean, Europe, Central Asia – with 29 % and Department 2 – Asia/Pacific, Latin America, Caribbean – with 26 % (see Figure 4).

Figure 4
Services and local subsidies placed by the GIZ field structure by regional department (2013)



'Other' covers all contracts not allocated to a particular regional department.



The contract awarding activity of GIZ offices varies within the departments too, as the following table shows:

Table 4
Excerpt: Service contracts and subsidies, GIZ offices (2013)

Department	GIZ office	Value of contracts awarded (in EUR million)
Department 1	Gabon	19.4
	Zimbabwe	4.4
	Ethiopia	4.4
	Burundi	4.1
	Ghana	4.1
	Total	36.4
41.7% of contracts awarded by all GIZ offices in Department 1		
Department 2	India	5.3
	Bangladesh	4.4
	Peru	4.1
	Indonesia	4.0
	Nepal	3.5
	Total	21.3
35.8% of contracts awarded by all GIZ offices in Department 2		
Department 3	Afghanistan	19.7
	Tunisia	4.5
	The Palestinian territories	4.4
	Egypt	3.9
	Pakistan	3.3
	Total	35.8
54.2% of contracts awarded by all GIZ offices in Department 3		

In this context the GIZ office in Afghanistan plays a special role, not just in Department 3. It is also the GIZ office that procures the most items throughout GIZ. In terms of contract amounts, the main focus is on financing arrangements, construction contracts and local subsidies via the GIZ Office in Kabul. In 2013, around EUR 19.7 million was placed locally for consulting services, construction work and local subsidies for projects and programmes in Afghanistan. This corresponds to 8 % of all contracts awarded worldwide by the GIZ field structure to third parties in 2013.

Gabon in Department 1 comes a close second to Afghanistan, with EUR 19.4 million in orders being placed locally. A large International Services commission for large-scale infrastructure and construction measures accounts for most of this amount.

4.2 Procurement of materials and equipment

Materials, equipment and technical devices are purchased in Germany and abroad. The demand depends on the requirements of the projects, programmes and measures. The materials and equipment purchased are primarily from the following product categories:

- ▶ Vehicles
- ▶ Machine tools and other tools
- ▶ Agricultural machinery and equipment
- ▶ Laboratory devices, supplies and equipment
- ▶ Electrical and optical equipment
- ▶ Measuring, controlling and testing equipment
- ▶ Medical equipment
- ▶ Medication
- ▶ IT hardware and software
- ▶ Staple foods

In 2013, GIZ procured materials and equipment centrally and decentrally at a total value of EUR 103.3 million, almost 40 % less than in the previous year. Logistics services accounted for around EUR 2.2 million of all orders placed. The Division Contracting, Procurement, Logistics handled about 47 % of the materials and equipment procurements. GIZ offices accordingly handled 53 % of the procurements in line with the relevant procurement system. For standard goods (vehicles, IT, office materials, office furniture etc.), individual orders were placed based on Europe-wide public tenders, given the amounts involved. A list of the top 100 suppliers to the Division Contracting, Procurement, Logistics is attached as Annex IV.

Procurement of materials and equipment by GIZ Division Contracting, Procurement, Logistics

In 2013, GIZ Division Contracting, Procurement, Logistics placed orders totalling EUR 50.7 million for materials, equipment and technical devices. About one quarter of the goods purchased in 2013 were procured for GIZ's taxable business area (International Services). All together procurement went down by 50 %, which is mainly due to the fact that the volume of drugs purchased for the World Health Organization (WHO) decreased.

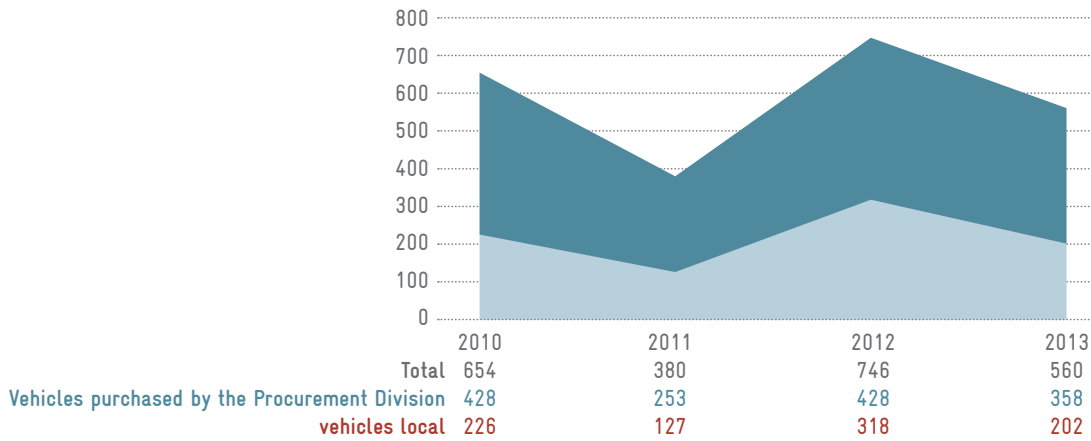
EUR 8.8 million of the money spent on procuring materials and equipment was accounted for by vehicles for projects and programmes. The number of vehicles procured last year fell compared with previous years. In all, 560 vehicles were procured by GIZ in 2013. Of these, around 36 % were purchased by GIZ offices, with the remaining 64 % purchased via the Division Contracting, Procurement, Logistics. Vehicles are purchased by the GIZ offices when this is more cost-effective or when import restrictions apply.

Vehicle procurement is broken down into seven categories:

- ▶ saloons (sedans);
- ▶ estates (station wagons);
- ▶ minibuses;
- ▶ crew cabs 4WD;
- ▶ SUV 4WD station wagons;
- ▶ heavy duty (HD) 4WD station wagons;
- ▶ heavy duty (HD) 4WD station wagons with seating for 12/13.

For these categories, a Europe-wide public tender was conducted defining one standard vehicle per category for each country.

Figure 5
Procurement of vehicles (2013)

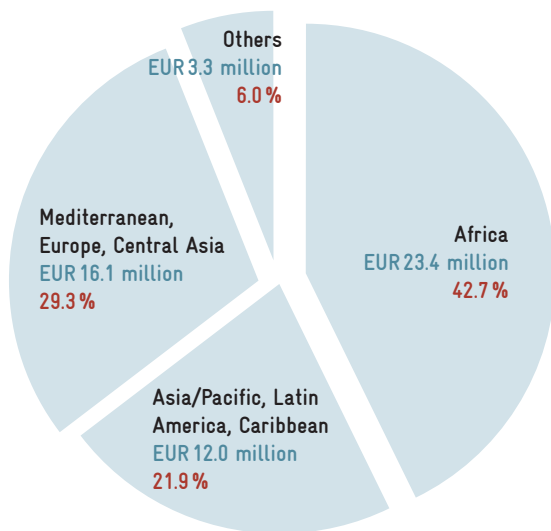


Procurement of materials and equipment by GIZ offices

In 2013, GIZ offices placed orders for materials and equipment worth altogether EUR 54.8 million. This equates to a decrease of 24 % compared with the previous year.

The greatest share of materials and equipment was purchased in the sub-Saharan countries of Department 1 (Africa), at a total of EUR 23.4 million (see Figure 6). This was followed by the countries of Department 3 with EUR 16.1 million and Department 2 with 12.0 million.

Figure 6
Procurement of materials and equipment by the GIZ field structure broken down by regional department (2013)



The ‘Other’ category covers all orders not allocated to a particular regional department.

In the period under review, Zimbabwe was the country that procured by far the most materials and equipment. Contracts for the supply of materials and equipment totalling EUR 4.4 million were concluded for projects in Zimbabwe. This corresponds to 19 % of local procurement conducted by GIZ offices in Department 1 and 8 % of the total amount of materials and equipment procured by GIZ offices worldwide.

The following table shows the highest-ranking countries in each of GIZ's three regional departments in terms of the value of orders placed for materials and equipment in 2013.

Table 5
Excerpt: Procurement of materials and equipment by GIZ offices (2013)

	GIZ office	Value of order placement (in EUR million)
Department 1	Zimbabwe	4.4
	Mali	2.3
	South Sudan	2.2
	Ethiopia	1.4
	The Democratic Republic of the Congo	1.2
	Total	11.4
		48.7 % of orders placed for Department 1
Department 2	Bangladesh	0.9
	Viet Nam	0.8
	Philippines	0.8
	India	0.7
	Guatemala	0.6
	Total	3.9
		32.5 % of orders placed for Department 2
Department 3	Afghanistan	3.7
	Syria	3.5
	The Palestinian territories	2.9
	Pakistan	0.9
	Egypt	0.7
	Total	11.5
		71.6 % of orders placed for Department 3

The five GIZ offices in Department 3 with the highest procurement activity were responsible for more than 70 % of procurement within that Department. Conversely the figure for the Department 1 is just 50 % and for Department 2 less than a third.

4.3 Logistics services

GIZ also purchases logistics services in order to ensure the seamless supply of materials, equipment and technical devices to projects, programmes and measures in Germany and abroad.

In 2013, 1,877 contracts for logistics services were entered into for the transportation of goods weighing 16,776 tonnes by land, sea and air.

In all, GIZ Division Contracting, Procurement, Logistics procured logistics services to a value of EUR 2.2 Mio.

Annex I

Definitions

Data on the awards of service **contracts and grants** and on the **procurement of materials and equipment** are analysed using the following criteria:

Unit placing or awarding the contract

Contracts to third parties can be awarded by **GIZ Division Contracting, Procurement, Logistics** or by **GIZ offices in the partner countries**. There is an agreed division of tasks between the Division Contracting, Procurement, Logistics and the GIZ field structure for procurement transactions. The GIZ offices can procure their own materials, equipment and services up to defined thresholds (up to EUR 20,000 for materials and equipment and up to EUR 50,000 for service contracts). Above these thresholds, they must involve the Division Contracting, Procurement, Logistics, which reviews and approves commercial procedures, and – where it is cost-effective to do so – takes on responsibility for handling the transaction.

Business area

GIZ has two business areas: its **public-benefit business area** and its **taxable business area International Services**. While the former concentrates exclusively on public-benefit activities, International Services makes GIZ concepts and experience available to other paying clients. The work of International Services is profit-driven. Any surpluses earned may only be used for GIZ's public-benefit purposes as set out in its Articles of Association.

Contractors

When planning, implementing and evaluating complex development cooperation projects and programmes, GIZ cooperates with a range of different service providers known as contractors:

- ▶ **Consulting firms** are contracted by GIZ to carry out advisory projects and programmes, to produce reports on project appraisals and evaluations, and to prepare feasibility studies.
- ▶ **Individuals** are appointed as appraisers or consultants to carry out specific sub-tasks. They generally work on a freelance basis, but are occasionally civil servants on secondment.
- ▶ **Consulting institutions** become involved in implementation through financing, subsidy or grant agreements. These are institutions of a non-commercial nature such as universities, research bodies, foundations, non-governmental institutions or international agencies.

Regional departments

GIZ operates worldwide and organises its business into three regional departments: Department 1: Africa, Department 2: Asia/Pacific, Latin America, Caribbean and Department 3: Mediterranean, Europe, Central Asia¹² – and the Germany Department (Department 8).

Sectoral focus

The scope of GIZ's services includes preparing, supporting, implementing and evaluating activities dedicated to international cooperation for sustainable development and to international education work. It covers many different sectors in partner countries. The contracts awarded with service providers are categorised according to the sectoral focus of the main commission (sectoral category). This allows us to analyse the main thematic areas of cooperation with the consulting sector.

This report does not analyse the sectoral focus of contracts awarded to construction companies or of contracts for financing arrangements, as such an analysis would not provide any additional information.

¹² Partner countries and regional associations are allocated to one of these three regional departments. Annex II provides a list of partner countries and associations and shows the department to which they are allocated

Annex II

GLZ's regional departments (excluding Department 8 – Germany)

Department 1 Africa		Department 2 Asia/Pacific, Latin America/ Caribbean		Department 3 Mediterranean, Europe, Central Asia	
Countries		Countries		Countries	
Angola	Madagascar	Argentina	The Democratic	Afghanistan	Libya
Benin	Malawi	Bangladesh	People's Repub-	Albania	Macedonia
Botswana	Mali	Bhutan	lic of Korea	Algeria	Moldova
Burkina Faso	Mauritania	Bolivia	Laos	Armenia	Montenegro
Burundi	Mauritius	Brazil	Malaysia	Azerbaijan	Morocco
Cameroon	Mozambique	Cambodia	Maldives	Belarus Bosnia	Pakistan
Cape Verde	Namibia	Caribbean	Mexico	and Herzegovina	The Palestinian
The Central	The Niger	Chile	Mongolia	Croatia	territories
African Republic	Nigeria	China	Myanmar	Egypt	The Russian
Chad	Rwanda	Colombia	Nepal	Georgia	Federation
The Congo	Senegal	Costa Rica	Nicaragua	Greece	Serbia
Côte d'Ivoire	Sierra Leone	Cuba	The Pacific	Iran	Syria
Djibouti	Somalia	Dominican	Panama	Iraq	Tajikistan
Eritrea	South Africa	Republic	Papua New	Israel	Tunisia
Ethiopia	The Sudan	Eastern Carib-	Guinea	Jordan	Turkey
Gabon	South Sudan	bean islands	Paraguay	Kazakhstan	Turkmenistan
The Gambia	Swaziland	Ecuador	Peru	Kosovo	Ukraine
Ghana	Tanzania	El Salvador	The Philippines	Kyrgyzstan	Uzbekistan
Guinea	Togo	Fiji	Sri Lanka	Lebanon	Yemen
Kenya	Uganda	Guatemala	Taiwan		
Lesotho	Zambia	Haiti	Thailand		
Liberia	Zimbabwe	Honduras	Timor-Leste		
		India	Uruguay		
		Indonesia	Viet Nam		
Regional associations		Regional associations			
▶ African Union		▶ Economic Commission for			
▶ BMZ-UNHCR Partnership		Latin America and the Caribbean			
		(ECLAC)			
▶ Economic and Monetary Commu-		▶ Central American Integration			
nity of Central Africa (CEMAC)		System (SICA)			
▶ East African Community (EAC)					
▶ Economic Community of Western					
African States (ECOWAS)					
▶ Intergovernmental Authority					
on Development (IGAD)					
▶ Southern African Development					
Community (SADC)					
▶ New Partnership for Africa's					
Development (NEPAD)					



Annex III

Top 100 consulting firms, institutions and recipients of financing arrangements¹⁴

Name	No. of contracts/agreements	Contract/agreement value in EURo
GFA Consulting Group GmbH, Hamburg, Germany	79	28,558,340
GOPA Consultants GmbH, Bad Homburg, Germany	48	16,869,538
SNV – Netherlands Development, The Hague, The Netherlands	5	8,308,643
UNHCR Geneva Voluntary Funds No. 2, Geneva, Switzerland	1	8,000,000
Assoziation der gesellschaftlichen Vereinigungen, Moscow, Russia	18	6,901,915
The German Academic Exchange Service, Bonn, Germany	10	6,360,310
ECO Consult Sepp & Busacker Partnerschaft, Oberaula, Germany	39	5,077,004
AFC Consultants International GmbH, Bonn, Germany	21	4,801,325
EPOS Health Management, Bad Homburg, Germany	13	4,501,563
IP Institut für Projektplanung GmbH, Stuttgart, Germany	25	4,474,793
ICON-INSTITUT GmbH, Cologne, Germany	6	4,444,887
HEAT GmbH Household Energy, Appropriate Technologies, Glashütten, Germany	6	4,371,637
Deutsche Welle DW-Akademie Radio Training Academy, Bonn, Germany	11	4,363,812
The World Bank, Washington, USA	5	4,360,000
WHO World Health Organization, Geneva, Switzerland	16	4,302,670
The Federal Democratic Republic of Ethiopia, Ministry of Education, Addis Ababa, Ethiopia	1	4,250,000
Stichting Hivos, The Hague, The Netherlands	2	4,000,000
KOCKS Consult GmbH, Koblenz, Germany	2	3,784,545
NEPAD Planning and Coordination Agency, Midrand, Johannesburg, South Africa	1	3,600,000
Integration International Management Consultants GmbH, Frankfurt, Germany	7	3,458,119
ICIMOD, Kathmandu, Nepal	1	3,100,000
IUCN – Regional Office for Oceania Locked Mail Bag, Suva, Fiji	1	3,000,000
Instituto Interamericano de Cooperacion para la Agricultura (IICA), Lima, Peru	1	3,000,000
Health Focus GmbH, Potsdam, Germany	8	2,961,074
AMBERO Consulting Gesellschaft mbH, Kronberg, Germany	12	2,614,135
DFS – Deutsche Forstservice GmbH, Feldkirchen, Germany	8	2,597,909
Akut Umweltschutz Ingenieure Burkard & Partner, Berlin, Germany	5	2,597,787
ICIPE International Centre of Insect Physiology and Ecology, Nairobi, Kenya	7	2,578,999
International Development Association, Washington, USA	3	2,412,142
William J. Clinton Foundation, Little Rock, USA	1	2,400,000
Sustainable Agriculture Technology, Chisipite, Harare, Zimbabwe	1	2,340,970
INTEGRATION Umwelt & Energie GmbH, Gräfenberg, Germany	21	2,292,977
GITEC Consult GmbH, Cologne, Germany	4	2,149,919
United Nations Development Programme, New York, USA	7	2,128,001
United Nations Population Fund, New York, USA	1	2,100,000
RODECO Consulting GmbH, Bad Homburg, Germany	4	2,076,836
PSD Piepenbrock Sicherheitsdienste GmbH & Co KG, Frankfurt, Germany	9	2,018,988
Jacobi Gebäudereinigung GmbH, Griesheim, Germany	4	1,998,637
IFPRI – International Food Policy Research Institute, Washington, USA	4	1,955,070
EFA Hochbau GmbH, Pößneck, Germany	2	1,864,185
ILRI – International Livestock Research Institute, Nairobi, Kenya	4	1,858,000
CIAT – International Center for Tropical Agriculture, Cali, Colombia	3	1,803,000
IITA – International Institute of Tropical Agriculture, Ibadan, Nigeria	3	1,738,761
Fraunhofer-Gesellschaft zur Förderung der angewandten Forschung e. V., Munich, Germany	12	1,728,424
AHT Group AG Management & Engineering, Essen, Germany	4	1,708,171
Infrastructure Development Company Limited, Dhaka, Bangladesh	1	1,700,076

¹⁴ In the case of joint ventures, amounts are allocated to participating firms proportionately



Association der gesellschaftlichen Vereinigungen der Deutschen in Kasachstan 'Wiedergeburt', Almaty, Kazakhstan	6	1,635,646
IRRI The International Rice Research Institute, Manila, the Philippines	3	1,632,967
evaplan GmbH; Heidelberg, Germany	14	1,556,379
ARAMARK Holdings GmbH & Co. KG, Neu Isenburg, Germany	20	1,539,201
pme Familienservice GmbH, Bonn, Germany	2	1,524,234
Conservation International Foundation, Arlington, USA	1	1,522,956
Plexus Mozambique Lda, Pemba, Mozambique	1	1,500,000
Great Lakes Cotton Company Limited (Malawi) Cnr Mahatma Gandhi and Marshall Road, Blantyre Malawi	2	1,465,388
Cabinet du Premier Ministre Coordo, Niamey, The Niger	3	1,450,000
Kofi Annan International Peacekeeping Training Centre, Accra, Ghana	3	1,405,000
Intec – GOPA International Energy Consultants GmbH, Bad Homburg, Germany	4	1,402,428
Welthungerhilfe, Bad Godesberg, Bonn, Germany	7	1,385,513
sequa gGmbH, Bonn, Germany	12	1,373,654
Particip GmbH, Freiburg, Germany	5	1,351,609
Akademie Deutscher Genossenschaften ADG, Montabaur, Germany	7	1,332,793
Dornier Consulting GmbH Berlin, Germany	4	1,331,542
COMO Consult GmbH, Hamburg, Germany	63	1,329,868
Commission of the African Union, Addis Ababa, Ethiopia	5	1,318,292
SAP Deutschland AG & Co. KG., Walldorf, Germany	12	1,313,478
Landesbetrieb Hessen-Forst Consulting, Kassel-Wilhelmshöhe, Germany	11	1,275,881
denkmodell GmbH, Berlin, Germany	87	1,262,554
Gesellschaft zur Förderung betrieblicher und betriebsnaher Kindereinrichtungen e.V., Frankfurt	2	1,229,418
Aurecon AMEI Limited, Cybercity, Mauritius	4	1,216,686
Wilde Beissel von Schmidt GmbH Veranstaltungsmanagement, Berlin, Germany	7	1,215,168
EUROPA Versicherungen, Cologne, Germany	1	1,200,000
The Trustees of Columbia University in the City of New York, New York, USA	2	1,191,400
Ivoire Coton S.A., Abidjan, Côte d'Ivoire	1	1,190,000
E.C.O. Institut für Ökologie Jungmeier GmbH, Klagenfurt, Austria	1	1,167,678
Consumers' Cooperative SAROB, Dushanbe, Tajikistan	1	1,161,150
CONSULAQUA Hamburg Beratungsgesellschaft mbH, Hamburg, Germany	3	1,140,406
AGEG Consultants e.G., Kirchheim, Germany	32	1,126,562
Frankfurt Zoological Society, Frankfurt, Germany	3	1,079,600
The Nature Conservancy TNC, Arlington, USA	3	1,079,173
UNICEF The United Nations Children's Fund, New York, USA	3	1,072,831
Société d'Exploitation Contonnière Olam (SECO S. A.) Ouangolodougou, Ferké, Côte d'Ivoire	1	1,070,000
Central Asian International Consulting Company, Bishkek, Kyrgyzstan	4	1,033,287
Nashik Municipal Corporation, Nashik, India	1	1,010,000
Ministry of Finance Al Irsal, Ramallah, the Palestinian territories	1	1,005,000
Adelphi Consult GmbH, Berlin, Germany	30	1,004,709
WMU GmbH, Magdeburg, Germany	6	1,000,336
Société de Développement du Coton du Cameroun, Garoua, Cameroon	1	1,000,000
United Nations Foundation, Washington, USA	1	1,000,000
RICARDO-AEA, Didcot, Oxfordshire, Great Britain	6	984,340
OECD Programme Budget and Financial Management Service, Paris, France	3	980,000
Pakistan Stone Development Company, Islamabad, Pakistan	1	957,000
Ministry of Environment and Tourism, Windhoek, Namibia	3	950,000
Rotaria do Brasil Ltda, Florianópolis-Santa Catarina, Brazil	1	936,777
Carl Duisberg Centren gemeinnützige GmbH, Cologne, Germany	16	919,157
UP TRANSFER – Gesellschaft für Wissens- und Technologietransfer mbH an der Uni Potsdam, Potsdam, Germany	4	916,148
DHI Water & Environment, Horsholm, Denmark	2	912,614
Government of Saint Lucia, Ministry of Finance, Economic Affairs, Planning and Social Security, Castries, St. Lucia	2	910,400
Bundesdruckerei, Berlin, Germany	1	906,721
United Nations Economic and Social Commission for Asia and the Pacific, Bangkok, Thailand	2	900,000
ICLEI Bonn Center e. V., Bonn, Germany	3	899,796
Total	871	257,788,902



Annex IV

Top 100 suppliers

Supplier	Total net value	Number of items
Toyota Motors Europe TGS Toyota Gibraltar – Stockholdings Ltd., Gibraltar, Gibraltar	5,228,431.65	112
Bechtle GmbH & Co. KG, Darmstadt, Germany	1,756,844.31	4,182
Kärcher Futuretech GmbH, Winnenden, Germany	1,424,838.32	2
Handelsgesellschaft Hinrich Zieger mbH, Hamburg, Germany	1,393,893.29	1,504
ALGA Nutzfahrzeug- und Baumaschinen GmbH + Co. KG, Sittensen, Germany	1,188,912.29	14
GESAT Gesellschaft für Software Automatisierung & Technik mbH, Frankfurt, Germany	1,164,047.13	74
NISSAN TRADING CO., LTD., Yokohama, Japan	1,132,185.15	43
Volkswagen AG, Wolfsburg, Germany	1,035,658.65	43
Kjaer & Kjaer Worldwide A/S, Svendborg, Denmark	881,087.02	27
Bell PTA (PVT) LTD, Willowvale, Harare, Zimbabwe	866,070.32	3
Alfers & Sohn Nutzfahrzeuge GmbH, Cloppenburg, Germany	769,197.21	6
LUCAS-NÜLLE Lehr- und Messgeräte GmbH, Kerpen, Germany	766,263.94	3
Sokratherm GmbH, Hiddenhausen, Germany	713,793.00	3
ELABO TrainingsSysteme GmbH, Kinding Haunstetten, Germany	665,243.80	3
Walter & Müller GmbH, Saarbrücken, Germany	579,915.71	52
SDMO GmbH, Zweibrücken, Germany	563,398.13	5
United Nations Office for Project Services (UNOPS), Copenhagen, Denmark	544,633.99	17
Gasparotto Impianti Technologies & Solutions, Rubano, Italy	490,000.00	3
Rediger GmbH, Rheinbach, Germany	446,826.57	25
CNH Deutschland GmbH, Heilbronn, Germany	443,200.00	3
AGRICO, Emmeloord, the Netherlands	423,750.00	10
Marketing + Service Felix Boeckelmann, Berlin, Germany	417,211.00	6
Helling GmbH, Heidgraben, Germany	397,225.14	8
Technologie Transfer Marburg in die Dritte Welt e.V. – TTM, Cölbe, Germany	393,759.60	13
AGI Technologies, Düsseldorf, Germany	371,694.77	10
Antonius-Apotheke, Deggendorf, Germany	371,208.10	28
COMPAREX Deutschland AG, Leipzig, Germany	356,879.72	428
Merck Serono GmbH, Darmstadt, Germany	331,824.00	3
FESTO Didactic GmbH & Co. KG, Denkendorf, Germany	285,075.37	3
Barzem Enterprises (Pvt) Ltd, Harare, Zimbabwe	273,583.47	1
Wolfgang Walter GmbH, Darmstadt, Germany	267,235.44	19,829
Medusa Grup, Ankara-Altindag, Turkey	259,223.35	1
Binst Breeding & Selection nv, Grimbergen, Belgium	247,625.00	5
POLAS Frankfurt GmbH & Co. KG, Offenbach, Germany	225,087.68	5
SEBA HYDROMETRIE GmbH, Kaufbeuren, Germany	204,230.40	3
SLS Socere Lambert Somec SA, Dakar, Senegal	202,699.92	1
Schloss Apotheke, Bergisch Gladbach, Germany	195,630.80	31
Phaesun GmbH, Memmingen, Germany	191,355.25	2
ATS GmbH, Coswig, Germany	190,901.85	6
Metzger-Druck GmbH, Obrigheim, Germany	182,052.55	13
Wichmann Datentechnik Sangerhausen GmbH, Halle, Germany	174,641.50	67
APS Antriebs-, Prüf- und Steuertechnik GmbH, Göttingen-Rosdorf, Germany	173,204.00	1
Albacon Systemhaus GmbH, Bad Doberan, Germany	162,460.45	16
Société Sénégalaise des Établissements AFCO, Dakar, Senegal	157,327.37	1
J.Gerber & Company (Japan) LTD, Tokyo, Japan	150,387.65	9
E+ E. BOSS GmbH Werkzeuge Maschinen, Albstadt, Germany	149,221.11	24
Geo Data Design, Cape Town, South Africa	144,457.04	1

Kandinsky Deutschland GmbH, Düsseldorf, Germany	138,091.86	20
Bavaria-Saat Vertriebs GmbH, Schrobenhausen, Germany	133,000.00	1
Druckreif GmbH & Co. KG, Frankfurt, Germany	119,000.35	140
GAF AG, Munich, Germany	111,363.75	1
Union Instruments GmbH, Karlsruhe, Germany	108,230.30	1
GERMAN WATER & ENERGY GROUP GWE pumpenboese GmbH, Peine, Germany	107,450.45	1
Projektions-Systeme-Schmitt e.K., Leimen, Germany	106,710.00	2
ENAnet GbR, Dasing, Germany	96,452.04	110
Zimed Medikal San.Tic.Ltd.Sti, Sehitkamil/Gaziantep, Turkey	96,162.26	1
FRIGOPOL Kälteanlagen GmbH Frauental a. d. L., Austria	95,740.00	1
Torchlight Solutions Ltd., Swindon, Great Britain	93,695.00	1
Zenner GmbH & Co. KGaA, Saarbrücken, Germany	93,045.03	5
Schulte Tiefbauhandel, Nufingen, Germany	92,303.21	2
KNT Telecom GmbH, Balingen, Germany	92,246.37	13
InStove Institutional Stove Solutions, Cottage Grove, USA	85,865.64	1
INENSUS GmbH, Goslar, Germany	84,967.50	2
Cordsen Engineering GmbH, Seligenstadt, Germany	84,248.00	3
Infoterra GmbH, Immenstad, Germany	83,785.86	1
OTT Hydromet GmbH, Kempten, Germany	83,627.82	1
RzK GmbH, Asbach, Germany	82,039.50	17
Telekom Deutschland GmbH, Bonn, Germany	80,498.96	805
UNIFY GmbH & Co. KG KOE F UNIFY GmbH & Co. KG, Cologne, Germany	78,937.73	8
Solar23 GmbH Büro Ulm/Memmingen, Ulm, Germany	75,502.25	3
GERO Meßsysteme GmbH, Braunschweig, Germany	73,946.00	3
Sika Hong Kong Ltd., Hong Kong, Hong Kong	71,148.40	2
on line Datensysteme GmbH, Berlin, Germany	68,537.00	4
Dimension data Germany AG & Co. KG, Oberursel, Germany	66,129.82	2
SZ Druck, Sankt Augustin, Germany	65,376.40	4
Kaiima Bio-Agritech Ltd., Sharon, Israel	61,100.00	1
AZ Druck und Datentechnik GmbH, Kempten, Germany	59,502.00	2
Pragotech, Dortmund, Germany	57,781.00	2
Bruker Elemental GmbH, Kalkar, Germany	56,970.00	1
Halcrow Group Ltd, Swindon, Great Britain	55,132.28	1
Armatix GmbH, Unterföhring, Germany	53,499.00	1
SSB-Electronic GmbH, Lippstadt, Germany	53,264.98	1
ESRI Deutschland GmbH, Kranzberg, Germany	53,173.00	7
Adcon Telemetry GmbH, Klosterneuburg, Austria	52,809.00	1
Grube KG, Bispingen, Germany	52,034.95	9
Danoffice IT, Svendborg, Denmark	51,831.00	3
BFE - Studio und Medien Systeme GmbH, Mainz, Germany	51,682.52	2
Gullyver - Gesellschaft für mobile Inspektionssysteme mbH, Bremen, Germany	50,382.00	1
RETIS Solutions Afelec, Saint Sulpice, France	50,030.49	4
Beijing Reliable Textile Co., Ltd, Beijing, China	48,400.00	1
LOTZ Lagertechnik GmbH, Laubach, Germany	47,902.00	1
Horn & Cosifan Computersysteme GmbH, Frankfurt, Germany	46,732.00	190
EUROPLANT Pflanzenzucht GmbH, Lüneburg, Germany	45,000.00	1
Tel-Da Gesellschaft für Telefon- und Datentechnik mbH, Viernheim, Germany	44,872.06	4
IKS Photovoltaik, Kassel, Germany	43,507.15	3
Suntrace GmbH, Hamburg, Germany	42,719.00	1
Frigtools Refrigeration & Engineering Company, New Delhi, India	42,226.35	4
Georg H. Knickmann, Hamburg, Germany	42,120.00	1
MR International, Cotonou, Benin	40,956.68	1
MITZE GmbH, Düsseldorf, Germany	40,879.88	2
Total	34,589,088.84	28.268

