
Green Hydrogen Finance Landscape & Accelerator	Project number/ cost centre: 21.2230.7-001.00
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0. List of abbreviations

AVB	General Terms and Conditions of Contract (AVB) for supplying services and work 2018
BMU	German Federal Ministry of the Environment
DFI	Development Finance Institution
EU	European Union
FA	Financial Assistance
GHA	Green Hydrogen Accelerator
GIZ	Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH
H2	Green Hydrogen
H2.SA	Promoting a South African Green Hydrogen Economy (GIZ project)
IIO	Investment Infrastructure Office
KfW	Kreditanstalt für Wiederaufbau (German Development Bank)
kg	Kilogram
MS	Microsoft
Mt	Megaton
pa	Per Annum
PPT	Powerpoint
PtX	Power to X (derivates of hydrogen)
t	Ton
TA	Technical Assistance
ToR	Terms of reference

1. Context

In the context of a rapidly decreasing global carbon budget and urgency to identify adequate solutions for decarbonizing the so-called heavy-to-abate sectors, the demand for green hydrogen (H₂) and green hydrogen-based products (PtX), such as ammonia and synthetic jet fuels, is steadily increasing. Many off takers (e.g., Germany, the EU, Japan, etc.) are willing to pay a premium price and to sign long-term supply agreements to stimulate H₂/PtX market development. Green hydrogen, however, also offers domestic use opportunities to countries like South Africa, characterised by favourable solar and wind energy conditions, sufficient mineral resources and existing hydrogen value chains and industries. A recently published IHS Markit report for South Africa (2021) estimated that by mid-century, “over 2 Mtpa hydrogen will be in domestic use, contributing between 6 and 8 percent of final energy use in the country”. Combined with the potential for export, 1.8 Mtpa, green hydrogen / PtX thus presents a promising option for contributing to the sustainable transition of the South African energy and industry sector

Given this potential, and within the framework of the German National Hydrogen Strategy, the South African-German Cooperation recently agreed on launching several initiatives in the field of green hydrogen (GH) and power-to-x (PtX) in South Africa. Besides a financial component implemented by KfW and a project funded by the German Ministry in charge of Environment (BMU: ‘PtX Pathways’), a technical component called ‘H2.SA’ has been initiated focusing on supporting South African stakeholders from the public and private sector as well as civil society in setting up favourable regulatory, institutional and technical framework conditions for a GH economy. In detail, four work streams have been defined:

- WS 1: Strategy Development and Regulatory Framework
- WS 2: Private Sector Engagement and Support
- WS 3: Training, Research and Innovation
- WS 4: Sustainability and Just Transition

The political partner of H2.SA is the Investment Infrastructure Office (IIO) in The Presidency and the project implementation period is August 2021 to December 2023.

One key aspect of the H2.SA project includes the active support of private companies engaged in the build-up of the South African GH economy. While there is a sizeable pipeline of GH and PtX projects in South Africa, most of these projects are still at an early stage, namely the pre-feasibility or feasibility phase. Especially the feasibility stage presents a significant hurdle for many project developers as it cannot be done in-house and it represents a significant cost.

The resulting feasibility study would ideally render projects “bankable”, giving them access to funding from national and international development finance institutions (DFIs), commercial banks, equity investors and other types of investors. Accessing finance for the feasibility study itself, however, is difficult as the aforementioned investors appear to consider it too early-stage to invest.

This service package seeks to provide an overview of off-take mechanisms and funding opportunities for green hydrogen projects in South Africa. Early-stage funding shall be a particular focus. Following this first step, the service provider shall develop a concept for a Green Hydrogen Accelerator (GHA) to contribute to improve access to early-stage finance.

The GHA shall bridge this gap by creating an innovative, hybrid concept of technical assistance (TA) and financial assistance (FA). Via FA, funds would be made available for feasibility studies

of green hydrogen or PtX projects. At the same time, the TA element could assist with project selection, provide capacity development to selected partners and project developers alike, and could coordinate among the different stakeholders, share information and prepare the next project stage. Furthermore, having active TA support might de-risk projects from the perspective of investors by strengthening their capacities and by having undergone a preliminary due diligence process.

The above description of the GHA only serves as a tentative example of one potential mechanism. The successful bidder shall propose their own concept of how the GHA could combine TA and FA to help GH / PtX projects in South Africa reach bankability.

2. Tasks to be performed by the contractor

The contractor is responsible for providing the following services:

- Task 1: Task clarification and kick-off meeting
- Task 2: Overview of international green hydrogen off-take mechanisms (private/public)
- Task 3: Overview of international and South African green hydrogen funding mechanisms and platforms (public and private)
- Task 4: Analysis of feasibility stage funding for South African green hydrogen projects
- Task 5: International best practices to finance green hydrogen feasibility studies
- Task 6: Screening and engagement of key stakeholder (GHA users, funders, partners etc.)
- Task 7: Concept development of a “Green Hydrogen Accelerator”
- Task 8: Develop PPT slide deck of the concept

While each of the above tasks lists distinct deliverables, they shall be combined to three main deliverables:

- Deliverables of Tasks 2 – 4 form the “South African Green Hydrogen Finance Landscape” (henceforth: “Finance Landscape”):
 - Audience: South African private sector project developers
 - Purpose: (1) Provide an overview of green hydrogen funding and off-take opportunities; (2) Inform policy discussions on how to better serve the financial needs of (early-stage) green hydrogen projects
 - Style: User-friendliness and intuitive design are essential; use of graphics, tables, and design elements to facilitate readability.
- Deliverables of 5 – 7 form the “Green Hydrogen Accelerator” concept:
 - Audience: GIZ and political partners
 - Purpose: Internal project development document to assist GIZ in its strategic portfolio development.
 - Style: Readability and good visuals/graphics are important but this document can be more technical than the finance landscape.
- Task 8 is a stand-alone deliverable; the PPT slide deck of the “Green Hydrogen Accelerator” concept:
 - Audience: GIZ, political partners, potential GHA partners
 - Purpose: Present and promote the GHA concept
 - Style: Professional, consulting-style slide deck

a) Task 1: Task clarification and kick-off meeting

The service provider is responsible to prepare, organise and follow up a kick-off meeting with the H2.SA team. The goals of this meeting include:

- Clarification of all tasks listed above and agreement on how to interpret and implement them
- Develop a joint understanding of the GHA, its core functions and specific objectives
- Provide a work plan outlining all milestones for all deliverables and proposing a coordination mechanism
- Share a resource estimation for the anticipated activities, incl. proposal for expert days and required expenses
- Review GIZ's invoicing requirements to ensure efficient processing of future invoices
- Review GIZ's and H2.SA's communication and visibility guidelines

In addition, the service provider shall present their strategy and work plan to H2.SA and receive/implement feedback. The service provider shall provide a kick-off meeting report following the meeting.

Deliverable: Work and resource plan; kick-off meeting report.

b) Task 2: Overview of international green hydrogen off-take mechanisms (private/public)

Securing a long-term off-take agreement for green hydrogen would make it significantly easier to access early-stage finance. GIZ already conducted a first overview of green hydrogen off-take and international funding mechanisms, which will be shared with the service provider. The service provider can use this overview for Tasks 2 and 3.

This task shall use the existing GIZ overview as a foundation and shall critically review, update, and expand it from a South African perspective. Examples of required updates include:

- Since the GIZ study was published, new off-take mechanisms may have been developed or existing ones may have changed.
- Not all off-take mechanisms may be available to South African project developers – scrutinise eligibility criteria with the South African context in mind
- The study only focused on public programmes but not on private initiatives
- There might be specific South African programmes not considered in the study

Deliverable (*part of "Finance Landscape"*): Overview of GH off-take mechanisms available to South African companies.

c) Task 3: Overview of international and South African green hydrogen funding mechanisms and platforms

Similarly to Task 2, this task can be partially based on the existing GIZ study for the international green hydrogen funding mechanisms. These mechanisms include direct funding (e.g. via DFIs or an EU grant programme) as well as platforms such as GET.invest or PFAN, which connect project developers to suitable funders. Unlike the existing GIZ overview, this service package shall also include private investors (e.g. commercial banks, corporate

investors, venture capitalists). For the South African part, the service provider shall closely examine the funding opportunities provided by public and private actors active or interested in financing green hydrogen projects in South Africa.

Prior to analysing them, the service provider shall share a list of all international and South African green hydrogen funding mechanisms and opportunities for GIZ to review. A particular focus shall be placed on early-stage finance available for feasibility study funding.

The service provider shall not just list funding opportunities but should analyse them from the perspective of South African private green hydrogen project developers. To the extent possible, the service provider shall indicate for each funding mechanism the type of finance (e.g. grant, debt, equity), the desired ticket size, the desired project stage, eligibility for feasibility study funding, maximum funding %, and specific requirements (e.g. % of sponsor equity).

Deliverable (part of “Finance Landscape”): Overview of international and South African GH funding mechanisms available to South African companies.

d) Task 4: Analysis of feasibility stage funding availability for South African green hydrogen projects

Based on the overview of Task 3, the service provider shall analyse the availability (or lack thereof) of early-stage finance for South African green hydrogen projects in the feasibility stage. In addition to analysing whether – and how much – funding is available, the service provider shall also assess the level of coordination and harmonisation among investors (within and across investor types). Furthermore, the service provider shall also examine the experience of private companies seeking early-stage green hydrogen funding to identify whether there are bottlenecks and/or obstacles apart from the mere availability of finance.

The result should be an informed, in-depth snapshot of the current availability, process, level of difficulty, and experience of requesting early-stage finance for green hydrogen feasibility studies in South Africa.

Deliverable (part of “Finance Landscape”): Analysis of the current early-stage green hydrogen finance offer.

e) Task 5: International best practices to finance feasibility studies

Financing feasibility studies is a challenging undertaking anywhere in the world – not just in South Africa. Particularly relatively new sectors without an extensive banking track record can be challenging fields for feasibility study funding. The emerging green hydrogen sector is one of these fields.

Nevertheless, there are green hydrogen and PtX projects that succeeded in financing their feasibility studies and eventually move to the construction and operation phase. The service provider shall examine these cases to draw lessons from them and identify best practices. These best practices serve two purposes. First, they are of direct value as South African project developers can follow them to increase their chance of accessing funding. Second, they might

point to important elements, strategies, or support structures that should be included in the GHA.

Furthermore, there might be other barriers than financial ones, preventing early-stage green hydrogen projects from accessing finance. The service provider shall also examine these other barriers when developing best practices.

Importantly, the service provider shall not just list successfully funded feasibility studies and hydrogen projects but also analyse and contextualise them to make sure they are applicable to the South African market. It is relevant, for example, to highlight what strategies a certain project followed to reach financial close, which institution(s) funded them and under which conditions (“analyse”). In South Africa, these best practices might only be replicable to some extent, as some/all of the funding institutions might not operate there or because the agreed conditions might not be feasible in South Africa (“contextualise”).

The service provider shall present these findings to the H2.SA team and receive their feedback.

Deliverable (*part of “GHA Concept”*): Presentation of contextualised, international best practices in funding feasibility studies.

f) Task 6: Screening and engagement of key stakeholder (GHA users, investors, partners etc.)

The service provider shall screen and provide an overview of South African and international stakeholders relevant for the Green Hydrogen Accelerator. The objective of this task is to develop a good understanding of the potential roles and responsibilities different actors could assume vis-à-vis the GHA.

These could include:

- Potential users of the GHA: South African companies in the process of developing GH and/or PtX projects.
- Potential financial partners / investors of/in the GHA: German, South African and international public and private entities willing to fund GH / PtX projects in the feasibility stage.
- Technical partners of the GHA: Public and private entities who could support the GHA in different capacities; be it as GHA host, implementing partner, etc.
- Existing accelerators or funding/support mechanisms for early-stage funding of projects in the feasibility stage.

Following the development of a stakeholder overview, the service provider can contact some of the stakeholders to better understand their role and to determine how (if at all) they could be part of the GHA. As GIZ is already in touch with many of these stakeholders, the service provider shall closely coordinate with GIZ prior to contacting any of the stakeholders. This could help to (1) avoid duplicating efforts, (2) contact the right person in each entity, and (3) facilitate coordination with GIZ.

The service provider shall present these findings to the H2.SA team and receive their feedback.

Deliverable (*part of “GHA Concept”*): Presentation of the stakeholder landscape in the context of the GHA.

g) Task 7: Concept development of a “Green Hydrogen Accelerator”

Based on international lessons learnt and best practices in funding feasibility studies (Task 2), as well as the stakeholder screening and engagements with select actors (Task 3), the service provider shall develop a detailed concept of the GHA. This section will (1) explain how the concept note will be used by GIZ, (2) provide an overview of the main functions of the GHA, and (3) outline some guiding questions to help the service provider structure the concept note.

(1) Intended use of the concept note

- GIZ-internal use of the concept as a portfolio planning document; either as a stand-alone project or a component of an existing project
- Starting point for GIZ’s project acquisition process with German federal ministries or other entities
- Expand GIZ’s potential service portfolio in the green hydrogen sector

(2) Overview of the main functions of the GHA

- Facilitate access to feasibility funding (preferably grants) for GH project developers
- Provide GH project developers with a pathway to bankability from the perspective of public (e.g. DFIs) and private (e.g. commercial banks, equity investors, etc.) investors
- Serve as capacity development, coordination, and communication unit for project developers and investors

(3) Guiding questions

The concept shall be guided but not restricted to the following questions (among others):

- What key challenges are the GHA addressing?
- What are the specific objectives of the GHA?
- What is the strategy of the GHA? How will TA and FA elements be combined?
- What specific advantages will the combination of TA and FA hold for the sector?
- Who are the TA implementing partners? What is their role and service spectrum? What role and responsibilities would GIZ assume?
- What criteria should a South African host organisation for the GHA fulfil? Which three South African entities best fulfil these criteria?
- Who are the FA implementing partners to finance feasibility studies? What is their role?
- Would certain FA partners focus on certain elements/stages in the GHA?
- What private investors – if any – could be crowded in?
- Would GH project developers reach bankability (private/public investors) with a feasibility study? If not, what else is missing and how can the GHA support?
- What TA and what FA budget would be required to realise a bankable pipeline of x projects / EUR x million / x kg hydrogen/year?
- What are the limitations and risks of this concept? What are potential mitigating measures?

The concept shall be written in English and submitted as MS Word document. The service provider shall present the first draft of the concept to GIZ and incorporate GIZ’s comments and feedback.

Subsequently, the service provider shall present the concept to South African stakeholders selected by GIZ to discuss it, receive and incorporate their feedback. Depending on the service

provider's location, the presentation could take place in person (preferred) or on MS Teams. This additional feedback round is intended to strengthen support and buy-in of South African stakeholders.

Deliverable (part of "GHA Concept"): Concept presentation workshop with key stakeholders; Green Hydrogen Accelerator concept (MS Word – length: 20-30 pages).

h) Task 8: Develop PPT slide deck of the concept

Once the GHA concept (Task 3) has been approved by GIZ, the service provider shall develop an MS Powerpoint slide deck for external use, suitable for the desired target audience(s). The slide deck's target audience(s) are derived from the presentation's three main purposes:

- Project acquisition: Share the PPT with external entities / sources of funding as part of the project acquisition process; e.g. German Federal Ministries, DFIs, European Commission, European External Action Service, etc.
- Coordination with H2.SA project partners: Gain support of H2.SA's project partners (especially The Presidency).
- GIZ-internal coordination and support: Coordinate with different departments and get internal support for the GHA concept.

The service provider shall develop one full slide deck and one short version as executive summary.

Deliverable: Green Hydrogen Accelerator slide deck (MS Powerpoint – length: 20 – 30 slides [full version] / 5 – 10 slides [executive summary]).

Certain milestones, as laid out in the table below, are to be achieved by certain dates during the contract term, and at particular locations:

Milestone	Deadline/place/person responsible
Kick-Off Meeting Report	15.12.2022
Green Hydrogen Off-Take Mechanism Overview	31.01.2023
Green Hydrogen Funding Overview	28.02.2023
Early-Stage Finance Analysis (South Africa)	31.03.2023
Best Practices in Funding Feasibility Studies	15.04.2023
Stakeholder Landscape	28.04.2023
Green Hydrogen Accelerator Concept (MS Word)	30.07.2023
Green Hydrogen Accelerator Slide Deck (MS Powerpoint) – Long and Short Version	31.08.2023
Submission of Reviewed / Updated Versions	31.09.2023

Period of assignment: From 30.11.2022 until 31.09.2023.

3. Concept

In the bid, the bidder is required to show how the objectives defined in Chapter 2 are to be achieved, if applicable under consideration of further specific method-related requirements (technical-methodological concept).

Technical-methodological concept

Strategy: The strategy is the core element of the technical-methodological concept. The bidder is required to interpret the tasks outlined in this document and to provide a critical appraisal of the tasks (see Chapter 1) (Grid: 1.1.1). Following this, the bidder presents and justifies the strategy with which it intends to provide the services for which it is responsible (see Chapter 2) (Grid: 1.1.2).

The bidder is required to present the actors relevant for the services for which it is responsible and describe the **cooperation** with them (Grid: 1.2.1 & 1.2.2).

The bidder is required to describe the key **processes** for the services for which it is responsible and create a schedule that describes how the services according to Chapter 2 are to be provided. In particular, the bidder is required to describe the necessary work steps and milestones in an implementation plan, and highlight contributions of other actors in accordance with Chapter 2 (Grid: 1.4.1 & 1.4.2).

Project management of the contractor

The bidder is required to explain its approach for coordination with the GIZ project (Grid: 1.6.1). Furthermore, the bidder is required to draw up and explain a personnel assignment plan of all the experts included in its tender to implement the strategy and achieve the deliverables. The assignment plan must include the assignment times (periods and expert days) and assignment locations of the individual experts and in particular, describe the necessary tasks. It must also take into consideration and, if necessary, add to the milestones in the processes section above (Grid: 1.6.2).

The bidder is required to describe its backstopping concept. A brief CV with relevant details must be provided for the position of backstopper (Grid: 1.6.3).

The following services are part of the standard backstopping package and must be factored into the fees for the staff listed in the tender as ancillary staff costs in accordance with GIZ's General Terms and Conditions:

- The contractor's responsibility for its seconded staff
- Ensuring the flow of information between GIZ and the contractor's seconded staff
- Managing adaptations to changing conditions
- Monitoring performance
- Ensuring the provision of project administration services
- Ensuring compliance with reporting requirements

Project management specifications:

- The contractor is responsible for selecting, preparing, training and steering the experts (international and national, short and long term) assigned to perform the advisory tasks.

- The contractor manages costs and expenditures, accounting processes and invoicing in line with the requirements of GIZ.
- The contractor reports regularly to GIZ in accordance with the AVB of the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH from 2018

4. Personnel concept

The bidder is required to provide personnel who are suited to filling the positions described, on the basis of their CVs (see Chapter 6), the range of tasks involved and the required qualifications.

The below specified qualifications represent the requirements to reach the maximum number of points.

Team leader

Tasks of the team leader

- Overall responsibility for the delivery of quality products within the allocated budget and time.
- Provide the strategy, planning and lead execution.
- Manage team members and assign team resources responsibly.
- Monitor progress and milestones, evaluate and update the work plan; implement mitigation measures where needed.
- Lead role in developing the concept note and presentation.
- Ensure quality control of all deliverables.
- The main liaison (contact point) with H2.SA.
- Control the use of funds in consultation with H2.SA.
- Report to H2.SA in accordance with deadlines.

Qualifications of the team leader

- **Education/training (2.1.1):** University qualification (Master) in Business, Finance, Economics, Political Science, Energy Studies, or an MBA.
- **Language (2.1.2):** Knowledge of English, Level C2 in the Common European Framework of Reference for Languages.
- **General professional experience (2.1.3):** 12 years of professional experience in business or political consulting, project finance, or renewable energy / green hydrogen consulting.
- **Specific professional experience (2.1.4):** 6 years of professional experience in renewable energy project finance, and/or business development in the development sector.
- **Leadership/management experience (2.1.5):** 6 years of management/leadership experience as project team leader or manager in a company.
- **Regional experience (2.1.6):** 6 years of experience in projects in sub-Saharan Africa, of which 3 years in projects in South Africa.
- **Development Cooperation (DC) experience (2.1.7):** 3 years of experience in DC projects.

Expert 1: Senior Analyst – South African Energy Project Finance Landscape

Tasks of expert 1

- Research, analysis and synthesis of international and South African green hydrogen finance and off-take mechanisms and options

- Develop and analyse the landscape of South African energy sector stakeholders
- Research, analysis and synthesis of early-stage project finance possibilities in South Africa in the energy sector (public and private funds)
- Develop and synthesise best practices of international green hydrogen projects that succeeded in financing feasibility studies or even reached financial close
- Analyse the applicability of these best practices in the context of South Africa's project finance and energy sector
- Concept development and write-up of the finance landscape study as well as GHA concept note and presentation

Qualifications of expert 1

- **Education/training (2.2.1):** University qualification (Master) in Business, Finance, Economics, Political Science, Energy Studies, or an MBA.
- **Language (2.2.2):** Knowledge of English, Level C2 in the Common European Framework of Reference for Languages.
- **General professional experience (2.2.3):** 10 years of professional experience renewable energy business consulting in middle income countries, or in project finance.
- **Specific professional experience (2.2.4):** 4 years of professional experience in project finance of renewable energy projects, or in managing/consulting green hydrogen projects.
- **Leadership/management experience (2.2.5):** Not applicable.
- **Regional experience (2.2.6):** 6 years of relevant work experience in South Africa.
- **Development Cooperation (DC) experience (2.2.7):** Not applicable.
- **Other (2.2.8):** Not applicable.

Short-term expert pool with minimum 2, maximum 4 members

Tasks of the short-term expert pool

- Research on green hydrogen funding and off-take mechanisms
- Analysis of private sector companies' experiences in attracting early-stage finance for green hydrogen projects
- Concept development and write-up of the finance landscape paper as well as green hydrogen concept note and the presentation
- Overall project management support
- Specialist support, e.g. in-depth project finance analysis, PowerPoint presentation lay-out and design, etc.
- Conduct any other required analysis or modelling for the overall package

Qualifications of the short-term expert pool

- **Education/training (2.6.1):** All experts with university qualification (Master) in finance, energy, or business management.
- **Language (2.6.2):** All experts with knowledge of English, Level C2 in the Common European Framework of Reference for Languages.
- **General professional experience (2.6.3):** All experts with at least 5 years of experience in renewable energy business consulting, project finance, or the South African energy sector.
- **Specific professional experience (2.6.4):** All experts with at least 2 years of experience in renewable energy project finance.
- **Regional experience (2.6.5):** 1 expert with at least 3 years of experience in South Africa.

- **Development Cooperation (DC) experience (2.6.6):** 1 expert with at least 3 years of experience in DC.
- **Other (2.6.7):**

Soft skills of team members

In addition to their specialist qualifications, the following qualifications are required of team members:

- Team skills
- Initiative
- Communication skills
- Sociocultural competence
- Efficient, partner- and client-focused working methods
- Interdisciplinary thinking

The bidder must provide a clear overview of all proposed short-term experts and their individual qualifications.

5. Costing requirements

Assignment of personnel

All Experts: Total 170 expert days

Travel

A total travel budget of ZAR 115,170.00 is allocated for this work package. GIZ's general travel regulations apply and supporting documents and receipts need to be provided as per GIZ's travel regulations. Costs must be listed separately by daily allowance, accommodation expenses, flight costs and other travel expenses.

- | | |
|------------------------------|-----------|
| • Daily Allowance / Per-diem | 45 days |
| • Domestic flights | 6 |
| • Accommodation | 45 nights |
| • KM | 1700 |

Flexible remuneration item

Up to ZAR 160,000.00 flexible remuneration of the expected contract value. Note that the use of the flexible remuneration is subject to approval by the GIZ and can only be used in support of activities outlined in this ToR.

6. Requirements on the format of the bid

The structure of the bid must correspond to the structure of the ToRs. In particular, the detailed structure of the concept (Chapter 3) is to be organised in accordance with the positively weighted criteria in the assessment grid (not with zero). It must be legible (font size 11 or larger) and clearly formulated. The bid is drawn up in English.

The complete bid shall not exceed 10 pages (excluding CVs).

The CVs of the personnel proposed in accordance with Chapter 4 of the ToRs must be submitted using the format specified in the terms and conditions for application. The CVs

shall not exceed 4 pages. The CVs must clearly show the position and job the proposed person held in the reference project and for how long. The CVs can also be submitted in English.

If one of the maximum page lengths is exceeded, the content appearing after the cut-off point will not be included in the assessment.

As the contract to be concluded is a contract for works, please offer a fixed lump sum price that covers all applicable costs (fees, travel expenses etc.). The price bid will be evaluated based on the specified lump sum price. For our internal costing and any further commissions, please also provide the daily rate which the prices are based on. A breakdown of days is not required.

Other Requirements

- Please submit your proposal (technical and price proposal) in separate files/folder to ZA_Quotation@giz.de no later than **24.10.2022**, all documents must be in PDF.
- Please do not mention any price for this measure on your cover letter/Technical proposal.
- Please submit your tax clearance certificate with the bidding documents.
- Please submit your price proposal in ZAR.

- Our General Terms of Conditions (attached) shall not be changed/amended should you be the winner of this tender. These General Terms and Conditions will form part of the contract should you be awarded this contract. By submitting your proposal we will conclude that you have read and accepted these terms and conditions.
- Bidders are not allowed to communicate directly with any other person regarding this bid other than the procurement official/s. Failure to comply with this requirement may lead to your bid being disqualified.
- Bidders must strictly avoid conflicts with other assignments or their own interests. Bidders found to have a conflict of interest shall be disqualified. Without limitation on the generality of the above, Bidders, and any of their affiliates, shall be considered to have a conflict of interest with one or more parties in this EOI and tender process, if they:
 - a) are or have been associated in the past, with a firm or any of its affiliates which have been engaged by GIZ or the Interim Supply Chain Management Council to provide services for the preparation of the design, specifications, Terms of Reference, cost analysis/estimation, and other documents to be used for the procurement of the services in this selection process;
 - b) were involved in the preparation and/or design of the programme/project related to the services requested under this EOI and tender;
 - c) are serving or have been serving in the past three months in the structures of the Interim Supply Chain Management; or

d) are found to be in conflict for any other reason, as may be established by, or at the discretion of GIZ.

- In the event of any uncertainty in the interpretation of a potential conflict of interest, Bidders must disclose to GIZ, and seek GIZ's confirmation on whether or not such a conflict exists.

- Similarly, the Bidders must disclose in their proposal their knowledge of the following:

- a) if the owners, part-owners, officers, directors, controlling shareholders, of the bidding entity or key personnel are family members of GIZ staff involved in the procurement functions and/or the Interim SCM Council or any Implementing partner receiving services under this EOI or tender; and
- b) all other circumstances that could potentially lead to actual or perceived conflict of interest, collusion or unfair competition practices.

- **Failure to disclose such an information may result in the rejection of the proposal or proposals affected by the non-disclosure.**

- **Questions & Answers will be placed on the link provided.**

Bids sent via Dropbox and WeTransfer will not be accepted.