Terms of reference (ToRs) for the procurement of services below the EU threshold

Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Call for Solutions: Piloting of an innovative solution of Demand Side Management	**Project number/ cost centre: 18.2101.6-001.00**

0. List of abbreviations

AI	Artificial Intelligence
AVB	General Terms and Conditions of Contract (“local terms and conditions”) for supplying services and work on behalf of the GIZ GmbH in South Africa.
DER	Distributed energy resources
DSM	Demand side management
EV	Electric Vehicle
GIZ	Deutsche Gesellschaft Für Internationale Zusammenarbeit
KPI	Key Performance Indicator
IP	Intellectual Property
SAGEN	The South African German Energy Programme
ToRs	Terms of reference
ToU	Time of use

1. Structure of the Terms of Reference

The GIZ South African - German Energy Programme (SAGEN), aims to contract an innovation entity (specifically SMME, start-up or research institution) for the implementation of an 'Innovation Program'. The aim of this program is to **pilot one** demand side management (DSM) solution that encourage customers to reduce their energy use when energy demand (and consequently energy prices) is highest, and/or shift their usage to times when cheap, renewable energy is plentiful available on the grid.

Section 2 of the ToR presents the general project context and describes the objective and framework of the planned 'Innovation Program'. At the end of Section 2, the specific objective of the assignment to be undertaken by the bidder is outlined.

Section 3 of the ToR presents in detail the different phases of the 'Innovation Program' and the work to be implemented by the bidder in collaboration with GIZ SAGEN and the implementing partner.

2. Background of the Challenge

South Africa is one of Africa's most industrialised nations and also its highest net electricity producer, most of the electricity consumed by the nine provinces of South Africa is produced by Eskom power stations, the combined installed nominal capacity of over 58,000 MW is produced from various sources including; coal, hydro, liquid fuel, solar photovoltaics, pumped storage, nuclear and wind.

Although growth in energy consumption has, for the last two decades, been slower than was anticipated in the late 1970s, more recently economic growth and improved distribution of electricity to households has resulted in significant increases in electricity demand. Since 2008 load shedding has been implemented to relieve stress on Eskom's generation fleet when the demand for electricity is greater than the supply. Eskom applies load-shedding by stopping the electricity distribution throughout particular areas for a short period of time, involving businesses and households, this is referred to as 'rolling blackouts' in other countries.

South Africa must address its acute and significant electricity supply shortage, leading to an inability to meet demand during peak morning and evening hours, and subsequently to loadshedding. As fossil fuel industries and infrastructure reach the end of their historical cycle, renewable energy should become a pivot for South Africa's industrial development. Uptake for renewable energy has been on the increase but is slower than that of South Africa's global counterparts. What is clear is that there is serious strain on South Africa's energy security and the ongoing electrification crisis reinforces the need for a low carbon pathway that delivers jobs, economic growth, environmental and social benefits. While the government's Renewable Energy Independent Power Producer Programme (REIPPPP) and other policies have catalysed a shift in the energy market, the transition to renewable energy is not happening at the speed and with the urgency required, this means that loadshedding will continue to happen in South Africa.

Demand side management (DSM) has in recent times been gaining traction as a viable means of intercepting load peaks. DMS measures lead to curtailing or modifying of consumer's consumption pattern by shifting demand or supply imbalance control from the supply side to the demand (consumer) side. Significant savings from the consumer's side could eliminate the

need for grid extension or additional generating capacity. DSM methods encourage the users to optimise their energy usage and focus on reducing the energy cost and improving the efficiency. DSM not only benefits the consumers by reducing their energy bills, but also benefits the power system or utilities through shifting the load from peak to non-peak hours. In addition, energy consumption patterns at consumers' premises vary throughout the day depending on users' activities, DSM actions can be used to manage load profiles of the end users for efficient utilisation of generated power. This way, the integration of distributed generation incl. renewable energy resources into the grid and future electricity needs are supported. The potential for further deployment of DSM solutions is significant but in South Africa implementation is still limited due to multiple regulatory and technical challenges.

DSM solution should involve the planning, implementation and monitoring of all activities, which are designed to influence the customers' electricity consumption behaviour with the ultimate goal of producing significant beneficial changes to the load curve.

In summary, the main advantages afforded by DSM in modern power systems include:

- Reduction of demand peaks (peak shaving) at the level of an entire country and power levelling, which is applied to each household separately.
- Reduction of total operation costs and reduction of costs for new construction of electricity generation and distribution infrastructure, such as transmission or distribution lines and substations.
- Reliability and system stability.
- Environmental benefits, by reducing CO2 emissions and thus reduction of the greenhouse effect.

2.1. Objective of the request for tender

Within this framework, GIZ SAGEN has defined a challenge (section 2.2). The objective of the challenge is to identify a technology solution that answer to the challenges of increased peak demand, specifically through DSM solution and / or peak shifting services. The winner (winning bidder) of the challenge will participate in a specially designed 'Innovation Program' to pilot their innovative technology solution. They will be supported in piloting their solution in collaboration with a (previously identified) implementing partner from the public sector.

Innovators that apply for this challenge and would like to participate in the "Innovation Program" ("the bidders") shall show prior engagement with such potential public sector implementation partner (e.g. a utility, a Municipality). No financial obligation is required from the implementing partner for the pilot project.

The implementing partner should be a municipality or utility willing to do the following:

- Participate in the piloting of the technology solution that can answer to the challenges of increased peak demand, specifically through DSM solution and / or peak shifting services
- Providing relevant infrastructure for the pilot and internal contacts that will support with the installation and/or integration and the testing of the technology solution.
- GIZ SAGEN will enter into a written Memorandum of Understanding (MoU) with the identified implementing partner, the successful bidder (of this tender / Innovation Challenge) will enter into a service agreement with GIZ SAGEN.

The implementing partner should provide infrastructure required for piloting and testing, and assist during the implementation and operational phase, including the provision of strategic input into the analysis that will be conducted.

Please note: In the case where an implementing partner has not been identified and without any prior engagement, the bidder should alternatively explain the process they would undertake to identify an implementing partner or outline how they aim to implement the pilot without an implementing partner.

The program is composed of compulsory elements that the winning bidder is required to participate in, such as elements related to the roll-out, technical implementation and project management of the proposed solution. This will be done to ensure a smooth roll-out and adaptation (if needed) of the proposed solution to the public sector context. On the other hand, the program focusses on building the foundations of a trustful cooperation relationship between innovative companies and the public sector.

The Innovation Program consists of **four phases**, specified in **chapter 3**. The program aims at bringing private sector innovation (e.g. from tech-start-ups or innovative SMMEs) to the public sector and to facilitate a collaborative innovation process between the public (implementing partner) and the private sector.

In this context GIZ SAGEN is looking for an innovative solution to address the following challenge.

2.2. Definition of the challenge

CHALLENGE: The predicted growth in the number of distributed energy resources (DER) in the power system will have a substantial influence on its performance. Subsequently, there is growing energy demand and regular load shedding. To address these challenges, technological, particularly digital, innovative solution from the private sector are required that can make an important contribution to facilitate the operation of the future power system, to support system flexibility and resilience.

Linked to this challenge, the objective is to find

- technological, incl. digital innovative solution (digital or hardware innovations) from the South African private sector (specifically SMMEs, start-ups or research institutions) that are at least at **Technology Readiness Level (TRL) 6**[1] and
- that provide demand side management (DSM) or load shifting service for the power system

The solution shall be able to cover at least one or more:

- To analyse usage patterns
- To shape user habits for electricity usage through incentives, tools and services;
- to shift usage to off-peak times and lower pressure areas.

The technology incl. digital innovation should be at a stage to be tested in an operational environment. The solution should hold out the prospect of market maturity in the near to medium future. The intellectual property (IP) should be owned by a South African company.

The innovator must have the ability and willingness to cooperate with the public sector in South Africa, to adapt their solution to the needs of the public sector and to jointly implement a collaborative solution with a strong impact.

A total funding of ZAR 800,000 is available.

The proposed solution must meet the following requirements:

A. Accessibility and Use:

- Accessible in English

B. Security and User Identification and Authentication:

- Assurance of security and data protection, in particular when personal data is processed and stored.

1. TRL 6 - Prototype System Verified: System/process prototype demonstration in an operational environment (beta prototype system level)... (https://www.tia.org.za/core/uploads/2019/12/TRL-1.pdf)

The selected solution is envisaged to be based on digital or hardware innovation stemming from Tech Start-ups or innovative companies that have the ability and willingness to cooperate

with the public sector in South Africa, to adapt their solution to the needs of the public sector and to jointly implement a collaborative solution with a strong impact.

GIZ SAGEN aims at being able to select an innovative solution that offers a response to the challenge posed. The challenge as well as the selection criteria, incl. eligibility requirements for bidders and evaluation criteria for the solution, are specified in Chapter 5 of these ToR.

The bidder that has been selected will have the opportunity to pilot their solution in collaboration with the public implementing partner. The bidder will get remunerated according to the **pricing schedule form** for the activities implemented under the contract. Please note that the innovation program does not aim to finance office equipment or similar for the bidder but aims to further develop and pilot the solution.

Finally, the results of the pilot will be analysed and shared in aggregated form with other relevant industry representatives for whom the pilot results may be of interest (e.g. representatives of municipalities). The aim is to demonstrate the benefits and impact of the developed solution and further possibilities for dissemination of the innovative solution . This will also include the presentation of the general approach taken by the innovation program.

2.3. Aim and Scope of the Innovation Program

This section presents the different phases of the envisaged process that will be implemented in collaboration between GIZ SAGEN and the winning bidder.

The assignment entails 4 phases. All of these phases will be implemented in collaboration with the implementing partner and GIZ SAGEN. An overview of the phases is provided in the below illustration:

Development Phase	Implementation Phase (solution deployment)	Results of pilot available and pilot successfully completed	Support with dissemination of results
• Presentation and documentation of solution and adaptation requirements • Agreed Pilot Plan • Agreed project KPIs	• Installation/Integration of solution successfully completed • Assessment of KPIs • Presentation of implementation (numbers deployed, identified impact etc.)	• Solution successfully operated and maintained • Presentation of results for dissemination	• Results have been disseminated to prospective users

3. Tasks to be performed by the winning bidder

The winning bidder is responsible for providing the following services:

Phase 1: Development Phase

During this phase, the winning bidder shall elaborate a detailed concept for the implementation of the pilot.

This entails the following tasks:

- At a kick-off workshop with GIZ and the implementing partner, the winning bidder shall present the proposed solution and provide documentation of any adaptation requirements for the implementation of the pilot project. Principles for the collaboration in the implementation of the pilot will be drafted by the winning bidder prior to the workshop and agreed upon between all parties.

- Prior to the kick-off workshop, the winning bidder shall furthermore prepare a project Pilot Plan and KPI's that will be presented and agreed upon at the kick-off workshop. This may include but is not limited to a plan of operations with planned locations, updated timelines, milestones and deliverables and a personnel assignment plan.

Phase 2: Implementation Phase (solution deployment)

During this phase and in collaboration with GIZ and the public implementing partner, the winning bidder shall pilot and test their solution.

This includes the following tasks:

- The winning bidder shall begin with the rollout and implementation of the pilot. Here the bidder will conduct a widespread deployment of their solution within the identified infrastructure. At 4 months of the program, the winning bidder, together with GIZ and the implementing partner will participate in a mid-term workshop, in this workshop, the winning bidder will present a pilot status and an assessment of the KPIs and also provide a presentation of the implementation (progress, numbers deployed, impact, etc.).

Phase 3: Results of pilot available and pilot successfully completed

At the final workshop with GIZ and the implementing partner, the winning bidder shall show the successful operations of the pilot and present pilot results that will be later disseminated with sector experts and potential users of the solution.

Phase 4: Dissemination of results

The winning bidder shall support with the dissemination of the results of the pilots to sector experts and potential users of the solution. This includes

- The preparation of results of the pilots for dissemination in the form of a report and presentation of the solution;

- The winning bidder shall draw up a final report and concise presentation that summarizes the key Lessons Learnt of the pilot process.

Bids will be evaluated based on the evaluation criteria set out in chapter 5.

4. Concept of the bid

4.1. Technical Offer

Bidders must submit their proposal using the **Technical Offer Submission Form,** which is provided in a separate editable worddocument, bidders must submit the Technical Offer Submission Form in PDF format. In the Technical Bid Submission Form, each category contains guiding questions that must be answered. For each guiding question, the **assessment grid** used by the assessment committee is provided so that bidders have a clear idea of the criteria on which their bids will be evaluated. The total length of the offer must not exceed 15 pages. Submission of other templates or forms or offers in a language other than English will result in the rejection of the offer.

4.2. Financial Offer

Bidders are also required to fill out the provided **pricing schedule form** for the financial offer. **The bidder shall propose a total budget of up to ZAR 800,000**.
The financial offer is mainly based on the use of working days and the hardware (this excludes office equipment or similar) or software required for the implementation of the Innovation Program. Successful bidders must participate in mandatory workshops, as required and as agreed at the kick-off workshop. The time invested to participate in these workshops and support offers cannot be included in the proposal budget by bidders, as the objective is to assist successful bidder in successfully adapting their solution to the public sector context.
The travel costs should include participation in the innovation program or possible travel to regions to pilot the solution. **The travel budget should be included in the evaluation of the financial offer. However, it should be noted that the maximum value of the contract for each project cannot exceed ZAR 800,000 (including travel expenses).**

5. Eligibility Requirements

The tender aims at companies that have an innovative solution to the challenge put to tender (Chapter 2) and are willing to cooperate with the public sector in a co-creative manner to adapt the solution to the needs of the implementing partner. **In order for companies to participate in the tender process, the following general criteria have to be fulfilled**:

- The company has to be duly registered under South African law;
- The company has to enclose the last tax declaration;
- The company must have at least 3 salaried employees;
- The business must own the proposed solution;
- The business must have the willingness to adapt the solution to the needs of the public sector partner (e.g. in terms of technical requirements, functionality, etc.);

6. Preconditions / mandatory requirements of the solution and Implementing Partner

The following technical preconditions have to be fulfilled in order for solutions / pilot ideas to be eligible:

- Concept towards involvement of implementing partner or alternative process described;
- Solution accessible in English;
- Solution at least at TRL 6;
- Assurance of security and data protection provided, in particular when personal data is processed and stored.

7. Evaluation Criteria

7.1. Overview of Evaluation Criteria

Bids will be evaluated (a technical and a financial evaluation will be performed) on the basis of eleven criteria in the following six categories:

Technical Evaluation Criteria

A. Innovation and experience

B. Impact

C. Partner Orientation Strategy

D. Feasibility and Implementation

E. Scalability and sustainability

Financial Evaluation Criteria

F. Value for Money and Financial Feasibility

In total, a **maximum of 130 points (100 for the technical evaluation criteria and 30 for the financial evaluation criteria)** can be awarded. Each criterion also contains a scale that can be used by the bidder, as well as the evaluators, to understand these criteria and to respect them when scoring.

Evaluation process: Offers are first evaluated on a **technical basis (criteria A-E)**. GIZ will only consider offers that score a **minimum of 50 out of 100 points in the technical evaluation** (**exclusion criteria**). **Offers scoring 50 points or more will be evaluated financially (criterion F)**. **Only offers that obtain a minimum score of 20 out of 30 points in the financial evaluation will be considered (exclusion criteria)**.

7.2. Technical Evaluation Criteria

A. Innovation and Experience (maximum 20 Points)

The proposed solution will be evaluated in terms of design and innovation capacity. Bids will be rated according to how robust and innovative the offered solution is to tackle the challenge.

A.1. Does the company offer an innovative solution to the challenge put to tender?

0 Points	3 Points	6 Points	10 Points
The proposed solution does not solve the challenge as put to tender.	The proposed solution solves the challenge to a certain degree but is not new to the market, nor does contribute significantly to facilitating the operation of the future power system.	The proposed solution is new to the market, has innovative elements, but does not contribute significantly to facilitating the operation of the future power system.	The proposed solution offers an innovative contribution to facilitate the operation of the future power system, to support system flexibility and resilience.

A.2 Does the prior experience (in terms of staff, product portfolio, experience in similar solution deployment) and technology readiness position the bidder to propose the solution at hand?

0 Points	3 Points	6 Points	10 Points
The bidder does not have any prior experience that positions them to propose the solution at hand. The technology or digital innovations are not at a stage to be tested in an operational environment. The minimum requirements laid out in the challenge description are not met.	The bidder has little prior experience which makes it not clear if this positions them to propose the solution at hand. The technology or digital innovations are not fully at a stage to be tested in an operational environment. The minimum requirements laid out in the challenge description are only partially met.	The bidder has relevant experience to propose the solution at hand. The technology or digital innovations are at a stage to be tested in an operational environment. The solution however still needs improvement to hold the prospect of market maturity in the near to medium future. The minimum requirements laid to solve the challenge are met.	The bidder has strong experience in terms of staff proposed, product portfolio and has implemented similar solutions. The technology or digital innovations are at a stage to be tested in an operational environment. The solution holds the prospect of market maturity in the near to medium future.

B. Impact (maximum 20 Points)

The positive impact the proposed solution has will be evaluated. The bigger the expected positive impact, the better.

B.1 What is the impact of the proposed solution in terms of shifting energy usage to off-peak times and lower pressure areas and therefore reducing peak demand?

0 Points	3 Points	6Points	10 Points
The solution will not be able to shift energy usage to off peak times and to lower pressure areas.	The solution will only able to manually shape user habits by encouraging users to reduce energy usage during peak times.	The solution will slightly shift energy usage to off peak times and to lower pressure areas and therefore reducing peak energy demand by establishing AI around predicting usage.	The solution will be able to fully shift energy usage to off peak times and to lower pressure areas and therefore reducing peak energy demand by establishing AI around predicting usage.

B.2 What direct impact will the proposed solution have in reducing the end user's electricity costs and better balance the demand on electricity grids?

0 Points	3Points	6Points	10 Points
The proposed solution will not reduce the end user's electricity costs and better balance the demand on electricity grids.	The proposed solution will only remotely reduce the end user's electricity costs and better balance the demand on electricity grids.	The proposed solution will mostly reduce a bulk of the end user's electricity costs and better balance the demand on electricity grids.	The proposed solution will reduce the end user's electricity costs and better balance the demand on electricity grids.

C. Partner Orientation Strategy (maximum 20 points)

C.1 How well is the implementing partner reflected in the bidder's proposal?

0 Points	3 Points	6 Points	10 Points	16 Points	20 Points
The implementing partner is not sufficiently described.	The implementing partner is not described, but the bidder has briefly described an implementation plan without an implementing partner.	The implementing partner is not described, but the bidder has described an implementation plan without an implementing partner.	The implementing partner has been described, a good project implementation plan has been developed and presented.	The implementing partner has been described, with a description of a good project implementation plan but the bidder did not outline other factors that may influence the situation of the implementation partner in the future.	The public implementing partner has been described, a very good project implementation plan has been developed and presented. Other factors that may influence the situation of the implementing partner in the future have also been taken into account.

D. Feasibility & Implementation (maximum 20 points)

The following aspects of the realisation and implementation of the solution will be evaluated. The more specific the proposal for realisation and implementation, and the more confidence this instils, the higher the assessment.

D.1 How feasible is the solution (technical feasibility)?

0 Points	2Points	4 Points	10Points
The company's proposal does not make it credible that the solution can be launched and implemented, from a technical point of view (e.g. Technology Readiness Level 6 is not fulfilled).	From a technical point of view, the proposed solution can only be implemented to a very limited extent.	The proposed solution is very likely to be implemented and is technically feasible.	The proposed solution can be realistically implemented and is technically feasible.

D.2 Will piloting and testing the solution for a period of five months produce data of the pilot measure and make data and results of the analyses available for dissemination?

0 Points	2 Points	4 Points	10Points
It is not realistic that the bidder will be able to pilot and test the solution for a period of six months produce data of the pilot measure and make data and results of the analyses available for dissemination.	It is only realistic that the company will be able to produce preliminary data of the pilot measure and make data and results of the analyses available for dissemination after a piloting and testing period of six months.	It is realistic that the company will be able to introduce the produce almost the full data of the pilot measure and make data and results of the analyses available for dissemination after a piloting and testing period of six months.	It is realistic that the company will be able to produce the full data of the pilot measure and make data and results of the analyses available for dissemination after a piloting and testing period of six months.

E. Scalability & Sustainability (maximum 20 Points)

E.1 Beyond the immediate results of the solution, what are the scalability prospects for the solution?

0 Points	3 Points	6 Points	10 Points
There is no scaling potential beyond the immediate results, subject to this tender.	There is very limited scaling potential beyond the immediate results, subject to this tender.	Beyond the immediate results, subject to this tender, the solution promises the potential to be scaled flexibly in one of the following areas - user numbers, functionalities or geographical reach.	Beyond the immediate results, subject to this tender, the solution promises great potential to be scaled flexibly in terms of user numbers, functionalities and geographical reach.

E.2 After the successful adaptation of the solution, what are the sustainability prospects in terms of business model, maintenance required and possible alignment with the implementing partner's infrastructure?

0 Points	3 Points	6 Points	10 Points
The proposed solution cannot be sustainably operated in cooperation with the implementation partner's business model and maintenance requirements impede a successful operationalization and use by the partners involved in the future.	It is not clear if the proposed solution does have a clear trajectory of how it could be operated in cooperation with the implementing partner. Its business model and maintenance requirements could potentially impede a successful operationalization and use by the partners involved in the future.	The proposed solution suggests a possible trajectory of how it could be operated in cooperation with the partners involved in the future. Its business model and maintenance requirements are not likely to impede a successful operationalization and use by the partners involved.	The proposed solution suggests a clear trajectory of how it could be operated in cooperation with the partners involved in the future. Its business model and maintenance requirements do not impede a successful operationalization and use by the partners involved.

The bidder can propose locations to pilot their solution, in accordance with the implementing partners mandate. However, at the beginning of the innovation program, the institutions or

locations of the pilots can be modified again in consultation with the implementing partner and GIZ SAGEN.

7.3. Financial Evaluation Criteria

F. Value for Money and Financial Feasibility (maximum 30 points)

F.1 How is the relation between Impact (point B) and the financial offer?

0 Points	8 Points	16 Points	20 Points
The impact outlined under point B is in no relation to the budget proposed. The impact is too low in terms of budget proposed.	The impact outlined under point B makes it questionable if the proposed budget is adequate to achieve only the impact proposed.	The impact outlined under point B justifies partially the proposed budget, which is slightly too high for the impact achieved.	The impact outlined under point B justifies the proposed budget to launch the solution.

F.2 Is the solution financially feasible?

0 Points	4 Points	8 Points	10 Points
It is not realistic that the company will be able to introduce the solution with the foreseen budget.	It is only realistic that the company will be able to introduce a partial solution with the foreseen budget.	It is realistic that the company will be able to introduce the solution almost to its full potential with the budget foreseen.	It is realistic that the company will be able to introduce the solution with the budget foreseen.

8. Evaluation of bids

All eligible offers will be technically evaluated according to the criteria defined in Chapter 5. The technical evaluation of offers will be carried out by GIZ representatives.

Evaluations will be conducted individually and the scores of each evaluator, of equal weight, will be combined into a joint score. Only bids that obtain a combined evaluation of **70 points**

or more (minimum 50 points of the technical evaluation plus minimum 20 points of the financial evaluation) will be eligible for contracting.

9. Rights in the results of the services

Unless otherwise agreed in the Contract, GIZ shall reserve shared user rights of the solution under this contract and during the pilot phase.

10. Contract Duration and Payment

Once a successful bidder is awarded a contract, the payment for the services provided will be made in four installments upon the successful completion of the deliverables per milestone. The duration of the program and for the contract is 7.5 months from contract start. The successful bidder is expected to ensure the functioning and maintenance of the solution and to provide the solution and all necessary support needed free of charge for a period 7 months until December 2023.

Other Requirements

- Please submit your proposal (technical and price proposal) in separate files/folder to ZA_Quotation@giz.de no later than **18.04.2023**, 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.

11. Milestones

Milestone	Deliverable	Indicative Due Date	Amount
1. Kick-Off Workshop	Presentation and documentation of solution and adaptation requirements	1st Month of Program	25 % of contract value
	Agreed Pilot Plan		
	Agreed project KPIs		
2. Mid-Term Workshop	Installation/Integration of solution successfully completed	3th Month of the Program	25% of contract value
	Assessment of KPIs		
	Presentation of implementation (numbers deployed, identified impact)		
3. Final Workshop	Solution successfully operated and maintained	7th Month of the Program	25 % of contract value
	Presentation of results for dissemination		
4. Support with dissemination of pilot results	Results have been disseminated to prospective users	End of Contract	25 % of contract value

12. Mandatory Workshops

The bidders and the public implementation partners are expected to participate in the mandatory program, consisting of the three workshops (kick-off, mid-term and final workshop). Each of the workshops has a duration of one day and requires prior and post-workshop preparation.