

giz Indonesia, ASEAN, Timor Leste

To

All invited bidders

Invitation to tender – RFP No. 83489428

Project no.: 18.0128.1-007.07
Project title: SASCI+
Country: Indonesia

Service Tendered:

**The challenges and opportunities of natural rubber production in Kapuas
Hulu – assessment of lessons learned.**

Dear Sir/Madam,

The global program “Sustainability and Value Added in Agricultural Supply Chains” is part of the special initiative “Transformation of Agricultural and Food Systems” (AGER). On behalf of the German Federal Ministry for Economic Cooperation and Development (BMZ), the program promotes the sustainability of selected agricultural supply chains in partner countries.

Agricultural commodities like coffee, cocoa, natural rubber, palm oil or soybean play an important role for rural development in many developing and emerging countries where they form the basis for the life of millions of households. However, their production and processing are accompanied by numerous ecological, economic and social challenges. Often supplied as unprocessed raw material into global supply chains, limited value is added in producing countries. Many farming households are struggling to meet their basic needs and invest in sustainable production practices. Furthermore, coffee, cocoa, palm oil, and soybean are often perceived as drivers of deforestation and forest degradation. With consuming markets and multinational companies strengthening their efforts to eliminate deforestation and human rights abuses from the supply chain, the sustainability of raw material is becoming a precondition for market access.

To address these challenges the program implements the project “Sustainability and Value Added in Agricultural Supply Chains in Indonesia” (SASCI+). SASCI+ focuses on natural rubber, palm oil, cocoa, and coffee and operates in two

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biosphere reserves - West Kalimantan (Kapuas Hulu) and Central Sulawesi (Lore Lindu)-, and in East Kutai/ East Kalimantan, West Java and Lampung/ Sumatera. SASCI+ is implemented from August 2020 to March 2028, together with the Indonesian Ministry of Agriculture, the political partner of the project.

With the aim of increasing the income of small farmers and developing a deforestation-free and traceable natural rubber supply chain, the German tyre producer Continental AG and GIZ have signed the iDPP (Integrated Development Partnership), organized by the Sustainability and Value Added in Agricultural Supply Chains in Indonesia (SASCI+) project. In the period from 2021 to 2024, contract partners have assisted more than 4700 rubber farmers in several sub-districts in Kapuas Hulu Regency.

To achieve the above objectives, the partners provide various supports, including training for farmers regarding Good Agricultural Practices (GAP), post-harvest drying of rubber latex (GHP). Continental acts as a buyer of the Kapuas Hulu rubber production, as part of their sustainable sourcing program. The company supports regular rubber purchases directly from farmers, carried out by two crumb rubber processors in Pontianak that process rubber into semi-finished materials.

Considering these challenges and changing circumstances, a socio-economic analysis of the natural rubber smallholder sector and supply chain in Kapuas Hulu is necessary, looking into the root causes, influencing factors and underlying socio-economic drivers for farmers to continue or not with natural rubber production and participating in the project. It shall be assessed how this impacts negatively or positively or not at all on the implementation of the current project and guide adjustments in the project approach where necessary

GIZ is looking for a service provider to conduct an assessment of lessons learned and the challenges and opportunities of natural rubber production in Kapuas Hulu.

The details of services are set forth in the attached Term of Reference.

Should you be interested in participating in this tender, please submit the proposal at the latest by **Sunday, 01.06.2025**. Any proposal arriving after the deadline will not be considered.

The tender requirement :

1. Requirement and the Content of The Technical and Financial Proposal

Proposal must be stamp and signed by an authorized representative of the bidding company using **the Price of Schedule Form provided as Annex 4** of this Invitation.

Proposal should be submitted in English and must be sent by email to :
ID_Quotation@giz.de **ONLY** no later the date and time indicated in section 2
above.

Bids are to be submitted using the two-files procedure.

Please submit your technical and financial proposal in two-files, technical and
financial (PDF format). Price information shall not appear in any part of
technical proposal.

To secure your financial proposal (pdf and excel file) please set up a password
which will be used at later stage once the evaluation of the technical proposal is
completed. The proposers who achieve the technical score will be requested to
provide a password.

****Please make sure to save the password. Bidders are not allowed to
change the password after the deadline of submission.***

The maximum size of each email should not exceed 10 MB in Zip file.

The subject line of the email will include the reference: **Name of the Company
RFP No. 83489428 – Assessment of lessons learned and the challenges
and opportunities of natural rubber production in Kapuas Hulu.**

Content of Technical and Financial Proposal as follow :

Technical Proposal should be consisted of:

- Proposal with requirement details as set forth in the Term of Reference
- Curriculum Vitae of proposed Key Experts as stipulated in the TOR
- **Signed Self-Declaration Form (Annex 3.a)**
- **Signed Declaration of Acceptance GIZ GTC (Annex 6)**
- **Completed fill in Vendor Data Profile (Annex 8)** includes the
Company Profile of the bidding company/institution.

Financial Proposal:

- **Financial Proposal with Price Schedule form as Annex 4**, it must be signed and stamp by
company
- **All prices/rates must be inclusive of income tax (Pph 23).** Since GIZ obliged to withhold the
income tax.
- **All prices/rates quoted must be exclusive of Value Added Tax (VAT11%)**
- Copy of Business License (NIB)
- Tax Registration Number
- Bank account information
- SPPKP (Surat Pengukuhan Pengusaha Kena Pajak)
- The currency of the financial proposal shall in IDR
- **Financial Proposal shall be protected by password**

2. Value Added Tax

▪ Bilateral Project and ASEAN Project

All prices/rates quoted must be exclusive of all taxes, since GIZ including its subsidiary organs, is exempted from taxes.

According to the PMK No. 215/PMK 03/2008 and KMK No. 17/KMK 010/Year 2021. The Value Added Tax shall be exempted by BADORA (**code 080**). The process of tax exemption shall take around 2 – 3 months.

3. Technical and Financial Assessment or Evaluation

We will evaluate the bids received in the light of both technical and price considerations (see the attached **Technical Evaluation Grid as Annex 2**).

The technical proposals will be evaluated based on the criteria and weighting as Annex 2.

When the technical evaluation has been completed, the financial proposal of those bidders which are eligible from the technical point of view will be opened and evaluated by the commercial officer responsible. The technical and financial proposals are weighted at a ratio of 70:30 respectively. The technical bid will be weighted with 70% and the financial proposal with 30% on the basis of the following formula: (Technical points obtained by Bidders X divided by the best number of points) x 70 % + 30 % x (Lowest price divided by the price of Bidders X).

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

An overall order of rank is thus established, with the most cost-effective bid at the top.

4. Validity of Proposals

Proposals should be valid for a period of not less than 100 days after proposal opening, unless otherwise specified in the Specific Terms and Conditions. Proposers are requested to indicate the validity period of their proposals.

5. Modification/withdrawal of the bid

Adjustment to or withdrawal of bids are to be communicated in writing by post by the deadline for submission of bids.

Subsequent adjustments or modifications to the bid, which can be submitted up to the deadline for submission of bids, shall also be subject to the requirements for sending in the bid (section 3 herein).

"Adjustment to RFP No. 83489428 – Assessment of lessons learned and the challenges and opportunities of natural rubber production in Kapuas Hulu."

GIZ General Terms and Conditions for the contract as Annex 5 of this document. Please kindly **to sign the Confirmation Acceptance of GIZ GTC as Annex 6.**

6. Contract Award / Adjudication of Proposals

The Contract will be awarded to the bidders offering the most responsive evaluated proposal and whose services are commercially and technically acceptable (best overall value).

If you have any further questions in this respect, please use the Q&A form (Annex 7) and send it to cp-indonesia@giz.de and cc siti.amaliah@giz.de before **29.05.2025**. The queries will be answered by E-mail.

Thank you very much for your kind attention. Kindly looking forward to your participation.

Yours truly,

**Contract and Procurement Unit
GIZ Country Office Indonesia**

Annexes

1. Terms of Reference
2. Technical Assessment Grid
3. Eligibility assessment
- 3.a. Self-Declaration Form
4. Price Schedule Form
5. General Terms & Conditions
6. Declaration of Acceptance GIZ GTC
7. Bidding Q & A
8. Vendor Data Profile