

NATIONAL COMPETITIVE TENDER



Implemented by:

giz Deutsche Gesellschaft
für Internationale
Zusammenarbeit (GIZ) GmbH

REQUEST FOR EXPRESSION FOR PROMOTION OF GHANA- EUROPE B2B LINKAGES IN PHARMACEUTICAL MANUFACTURING

CONSULTANCY FIRMS REQUIRED

Background and Objectives

Ghana is embarking on an ambitious initiative aimed at enhancing local manufacturing capacities for vaccines and medicines to foster availability and accessibility. The pharmaceutical sector has been identified as an anchor industry for Ghana's industrial transformation and the creation of decent jobs. Building on this momentum, the European Union (EU) and the German Federal Ministry for Economic Cooperation and Development (BMZ) are co-financing the programme "Strengthening the Ghanaian Pharmaceutical Sector with a Focus on Vaccine Production" (PharmaVax Ghana) as part of the Team Europe Initiative on Manufacturing and Access to Vaccines, Medicines and Health Technologies in Africa (MAV+). GIZ is the implementing agency for this programme running from July 2024 to March 2028. The programme's specific objective is to ensure that the public and private ecosystems of Ghana's pharmaceutical industry contribute to more competitive local manufacturing of pharmaceutical products. Within this ecosystem approach, the programme works on strengthening key enablers for efficient and sustainable vaccine and pharmaceutical manufacturing in Ghana. In particular, it focuses on four key result areas: (1) improving the capacities of public actors for governance and regulation of pharmaceutical production, (2) supporting skills development for pharmaceutical workforce, (3) promoting applied research and development through cooperation of the pharmaceutical industry and research institutions, and (4) private sector development to strengthen manufacturers' production capacities and market access.

As part of the programme's private sector development component, GIZ is seeking the services of a Ghana-based contractor to identify, facilitate and support Business-to-Business (B2B) networks and partnerships between Ghanaian pharmaceutical manufacturers and German and other European companies, in particular small and medium enterprises (SMEs) active in the pharmaceutical manufacturing sector (manufacturers, equipment and technology providers, consulting firms etc.).

SCOPE OF THE ASSIGNMENT

GIZ Ghana is seeking a contractor who shall be responsible for providing the following services (in close consultation with GIZ and other stakeholders):

1. Identify and consult relevant private and public sector stakeholder in Ghana and Europe to produce a detailed **implementation concept and plan** to be described in an inception report. This should consider the following activities, to be adapted if needed based on the findings of the inception phase.
2. **Identify German and other European companies**, in particular SMEs, potentially interested in B2B partnerships in the Ghanaian pharmaceutical manufacturing sector (including manufacturers, equipment and technology providers, consulting firms etc.; this can include related fields such as plant-based medicines, cosmetics and personal care, food supplements etc.). Apart from the structured interactions described below, the contractor should also follow up bilaterally with interested European companies to support matchmaking, including through a business exploration trip to Europe. The contractor shall also advise the European and Ghanaian companies on B2B project development.
3. Organise two **virtual information events (webinars)** to inform German and European SMEs about Ghana's pharma sector and highlight partnership and investment opportunities and create interest e.g. in delegation trips
4. Create at least two **promotion products** on the Ghanaian pharmaceutical manufacturing sector for potential international investors/partners, e.g. videos, brochures, in partnership with PMAG, the Ministry of Trade, Agribusiness and Industry and the Ghana Investment Promotion Centre.
5. Organise one **delegation trip of German/European SMEs to Ghana** to create B2B networking opportunities with Ghanaian pharmaceutical manufacturers. These visits should include e.g. B2B meetings, company visits, and networking events.
6. Organise one additional **international B2B networking event in Ghana** targeting Ghanaian and German/European companies (meeting, conference/side event, industry dinner, reception etc).
7. Support the organization of one **delegation trip of Ghanaian pharmaceutical manufacturers to Germany/Europe** to visit pharmaceutical manufacturing and technology companies for exposure and networking, ideally **in combination with attendance of international industry events** (fairs/conferences such as CPHI) and support Ghanaian participants in effective preparation for international trips. Please note: The travel costs for the Ghanaian delegation members will be covered separately by GIZ in a cost-sharing arrangement with the employers.

8. Explore interest in facilitating and supporting technical **peer learning and knowledge transfer between Ghanaian pharmaceutical manufacturing companies and German/European industry**. This could include, e.g., rotations of Ghanaian personnel at German/European companies or placements of German/European managers/staff (or retired staff) at companies in Ghana. This requires the development of options and a concept with stakeholders and then support for its implementation as well as compiling experiences and lessons learnt. The contractor shall also consider and explore synergies with existing programmes such as Afrika Kommt and Senior Expert Service. Please note: In case of travels of Ghanaian industry staff to Europe, this will be covered separately by GIZ, potentially in a cost-sharing agreement with the sending and host companies. The contractor shall budget travel costs for one (1) European based industry staff or retired expert to travel to Ghana as an international volunteer (travel expenses paid) for piloting peer exchanges.

Additionally, the contractor shall ensure gender equity in its activities, e.g. as far as possible balanced participation in delegation trips, on panels, and promotion materials.

Area of Assignment: Across Ghana, some tasks to be performed in Germany/Europe as described above

Duration and Milestones: 18 months Total

EXPERIENCE AND QUALIFICATION OF THE CONSULTANCY FIRM

The tenderer is required to possess relevant professional experience and provide personnel who are suited to filling the positions described, based on their CVs, the range of tasks involved, and the required qualifications as outlined below:

Team leader

- Education/training: university degree (master's level or equivalent) in business administration
- Language: C1 level language proficiency in English and C1 level language proficiency in German
- General professional experience: 20 years of professional experience in the international business and economic development sector
- Specific professional experience: 15 years in roles at a chamber of commerce or international industry associations
- Leadership/management experience: 15 years of management/leadership experience as project team leader or manager in a company
- Regional experience: 5 years of professional experience in Sub Saharan Africa, including 4 specifically in Ghana
- Development cooperation (DC) experience: 3 years of experience in DC projects

Short-term expert pool 1: B2B consultants (2 members)

- Education/training: University qualification (master's level or equivalent) in Development Finance, Business Administration, or a related field
- Language: 1 Expert with both C1 Level language proficiency in English and German and 1 expert with C1 level language proficiency in English
- General professional experience: 10 years of professional experience in private sector development
- Specific professional experience: 10 years of professional experience in investment promotion, and/or bilateral business facilitation between Ghana and Europe
- Regional experience: 10 years of professional experience in Ghana

Short-term expert pool 2: Project management and communications consultants (3 members)

- Education/training: 2 experts with university qualification (master's level or equivalent) in Finance and/or Business Administration and 1 expert with diploma or certificate-level qualification in Information Technology and/or Graphic Design
- Language: 3 experts with C1-level language proficiency in English
- General professional experience: 3 experts with 5 years of professional experience in private sector development and/or international collaboration

Continue on next page...

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- Specific professional experience: 2 experts with 5 years of professional experience in Project Management and/or Business Development and 1 expert with 5 years of professional experience in media and (digital) communications
- Regional experience: 3 experts with 5 years of professional experience in Ghana

How to apply

a. Commercial Qualification

Please send the following documents:

- Official letter expressing interest (LoI)
- Company profile
- Tax Clearance Certificate
- Business Registration Certificate
- Declaration of Business Ownership by General Manager (Inclusion of Form A for Sole Proprietorship or Form 3 for Limited Liability)
- VAT Registration Certificate
- SSNIT Clearance Certificate
- other relevant supporting documents

b. Technical Proposal & CV/portfolio of the consultants (indicating the relevant experience and qualifications (Two (2) Copies)

c. Financial Proposal (Two (2) Copies)

PLEASE NOTE: THE CURRENCY OF YOUR OFFER SHOULD BE IN GHANA CEDIS

ALL PROSPECTIVE BIDDERS ARE REQUIRED TO PERFORM THEIR TAX OBLIGATIONS IN GHANA.

NOTE: Kindly Visit the link below for Terms of Reference and other documents to be used in preparing your Technical and Financial Proposals

Link- www.giz.de/en/worldwide/115442.html

The (a. Expression of Interest (EoI) + various legal/administrative documents), as well as (b. Technical + CV and (c. Financial Proposals) mentioned above should be sealed in three (3) separate envelopes and enclosed in one bigger envelop, marked as "Expression of Interest for "83491264 / 23.2260.0-001.00 "Promotion of Ghana-Europe B2B linkages in pharmaceutical manufacturing."

The three sealed envelopes should be sent to the following address:

The Procurement Unit
GIZ Ghana
No. 7 Volta Street, Airport Residential Area, Accra
P.O. Box KA 9698,
Accra

To All Bidders:

- Bids must be submitted at the **GIZ Ghana Country Office Reception**.
- The deadline for submission is **21.08.2025 until 11:59 PM**.
- Documents should be submitted as early as possible before the deadline.
- Should the reception be closed, documents might exceptionally be dropped off at the guard's booth.
- The guards need to be told by the person submitting the documents that they are submitting tender documents.
- Always send a receipt with your documents stating the number of the tender.
- This receipt will be signed by the receptionist or a guard (in case of exceptional drop off at the guard's booth) to provide the bidder with proof of delivery / submission.

"Please note that participating in a tendering process of GIZ is free of charge for bidders.

At no phase of the process is the bidder required to make any payment to GIZ or to one of its employees.

Kindly Note by sending in your offer, you are agreeing to the GIZ General Terms and giving us the consent to process your company data.

ONLY SHORTLISTED FIRMS WILL BE CONTACTED