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To

All invited bidders

German Development Cooperation
GIZ Office Jakarta

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Your reference:
Our reference:

Invitation to tender – RFP No. RNCOI003

Project no.: G-011982-004
Project title: Solution for Integrated Land and Seascape
Management in Indonesia (SOLUSI)
Country: Indonesia

Service Tendered:
**Integrated MPA Zonation and Management Effectiveness
for Sea Turtle Conservation in Kebumen and Cilacap**

Award Procedure: Negotiated procedure

Deutsche Gesellschaft für
Internationale Zusammenarbeit (GIZ) GmbH

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Registered at
Local court (Amtsgericht)
Bonn, Germany
Registration No. HRB 18384
Local court (Amtsgericht)
Frankfurt am Main, Germany
Registration No. HRB 12394

Chairperson of the Supervisory Board
Jochen Flasbarth, State Secretary

Management Board
Thorsten Schäfer-Gümbel (Chair)
Ingrid-Gabriela Hoven (Vice-Chair)
Anna Sophie Herken

Dear Sir/Madam,

As a federal enterprise, the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH supports the German Government in achieving its objectives in the field of international cooperation for sustainable development. On behalf of the German Government, GIZ currently provides advisory services to the Government of Republic Indonesia since 1975.

The project “Landscape and Seascape Solutions for Indonesia (SOLUSI)” aims to develop and deploy an ecosystem approach for land and seascapes in at least three regions of Indonesia. The main focus lies on biodiversity conservation and ecological restoration, including efforts to strengthen the sustained provision of ecosystem services and strengthen blue and green economies as pathways to sustainable development, including agroforestry, aquaculture, and ecotourism.



The coastal villages of Kebumen start from Tambakmulyo, Jogosimo until Lembupurwo, in Kebumen are recognized as important nesting sites for marine turtles particularly olive ridley, as well as green and hawksbill turtles.

Sea turtles play an essential ecological role that directly supports healthy fisheries and, in turn, the livelihoods of coastal communities. As key species in marine ecosystems, turtles help maintain balanced food webs such as by controlling jellyfish populations (which otherwise compete with fish larvae) and sustaining the health of seagrass beds and coral reefs. Healthy seagrass and reef ecosystems serve as nursery grounds for many commercially important fish species, meaning that stable turtle populations contribute indirectly but significantly to long-term fish productivity.

Marine Protected Area (MPA) in Kebumen is primarily designed to strengthen the conservation of sea turtles and their critical habitats, including nesting beaches and coastal foraging zones. In addition to biodiversity protection, the MPA initiative also seeks to support sustainable livelihoods for local communities in 23 villages within 6 sub-districts of Kebumen Regency.

GIZ SOLUSI project is seeking a Consulting/company to Integrated MPA Zonation and Management Effectiveness for Sea Turtle Conservation in Kebumen and Cilacap. The detail services are set forth in the attached of Term of Reference and other annexes.

Should you be interested in participating in this tender, please submit the proposal **at the latest by Wednesday, 25 March 2026 at 14.00 WIB.** 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 **ONLY** to: ID_Quotation@giz.de 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.

The subject line of the email will include the reference **RFP No. RNCOI003 – MPA Zonation Kebumen and Cilacap** and the name of the submitting company.

Content of Technical and Financial Proposal as follow :

Technical Proposal should consist of:

- Proposal with requirement details as set forth in the Term of Reference in **annex 1**.
- Company Profile of the bidding company
- Curriculum Vitae of Key Experts as stipulated in the TOR.
- Complete the **Self-Declaration form** in **annex 3a**, refer to the **Eligibility Assessment Grid** in **annex 3**. It is including the list of experience/similar experience required in the Self-Declaration form.
- Sign the **Declaration of Acceptance GIZ GTC**, as **annex 6**
- Complete the **Vendor Data Profile** in **annex 8**, including company NIB, company NPWP, SPPKP (*Surat Pengukuhan Pengusaha Kena Pajak*), etc.

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). GIZ obliged to withhold the income tax.
- All prices/rates quoted must be exclusive of Value Added Tax (VAT11%). Align with the additional VAT mention in the price schedule, the SPPKP letter from tax office shall be provided.
- The currency of the financial proposal shall in IDR
- **Financial Proposal shall be protected by password.** *Please make sure to save the password. Bidders are not allowed to change the password after the deadline of submission.*

2. Value Added Tax

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.

PKP/Non-PKP letter (SPPKP letter) shall be provide.

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.

GIZ shall have the right to invite the bidder for a presentation as part of the technical evaluation, if deemed necessary.

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. RNCOI003 – MPA Zonation Kebumen and Cilacap"

6. GIZ General Terms and Conditions for the contract

The General Terms and Conditions of the contract are attached as **Annex 5**. Additionally, the bidder is required to sign the Formal Declaration Acceptance of GIZ GTC, which is provided as **Annex 6**.

7. 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 necessary, GIZ will negotiate only with the highest-ranking bidder.**

If you have any further questions in this respect, please send an email using the enclosed form as **Annex 7** to Contract-Procurement-ID@giz.de before **16.03.2025**. The queries will be answered by E-mail, both queries and answers will be forwarded to all companies involved in the bidding process.

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

Yours truly,

Contract and Procurement Unit
GIZ Country Office Indonesia and ASEAN

Annexes

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



Seite 6/6,

9. Timeframe

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