

giz Indonesia, ASEAN, Timor Leste

To:

All bidders

**Invitation to tender – RFP No. 10019786**

**Project no.:** G-011506-003  
**Project title:** ASEAN EU-German Climate Action Programme  
(CAP)  
**Country:** Indonesia

**Service Tendered:**  
**Consultancy service for Artificial Intelligence-driven Energy  
Management Systems**

**Award Procedure: Negotiated procedure**

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.

GIZ will support ASEAN in promoting the adoption and scaling-up of AI-driven EnMS for enhanced industrial energy efficiency (EE) and system optimisation. The support will begin with an assessment of the current utilisation of EnMS in key industrial sectors across ASEAN, including the extent to which AI components are already applied. The study will identify barriers, capacity needs, and enabling factors required to promote broader adoption of AI-enhanced EnMS. It will also capture good practices and success cases demonstrating how AI can improve energy management, predictive maintenance, and process optimisation.

Based on these findings, GIZ and partners will formulate policy recommendations and practical measures aimed at accelerating the deployment and scaling-up of AI-driven EnMS, supporting capacity building, addressing investment barriers, and fostering stronger regional cooperation. By doing so, the initiative aims to contribute to higher industrial energy efficiency, improved productivity, and advancement of ASEAN's broader energy transition and digitalisation goals.

Deutsche Gesellschaft für  
Internationale Zusammenarbeit (GIZ) GmbH

Registered offices  
Bonn and Eschborn, Germany

Friedrich-Ebert-Allee 32 + 36  
53113 Bonn, Germany  
T +49 228 4460-0  
F +49 228 4460-1766

Dag-Hammarskjöld-Weg 1 - 5  
65760 Eschborn, Germany  
T +49 6196 79-0  
F +49 6196 79-1115

E [info@giz.de](mailto:info@giz.de)  
I [www.giz.de](http://www.giz.de)

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  
Niels Annen, State Secretary

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

Commerzbank AG Frankfurt am Main  
BIC (SWIFT): COBADEFFXXX  
IBAN: DE45 5004 0000 0588 9555 00

## **ASEAN EU-German Climate Action Programme (CAP)**

In line with the ASEAN Economic Community's energy goals, CAP supports the implementation of Nationally Determined Contributions (NDCs) and addresses challenges in meeting high energy demands while transitioning to low-carbon technologies. The project contributes to the APAEC, particularly in areas of Energy Efficiency and Conservation (programme area 4), Renewable Energy (5), and Regional Energy Policy and Planning (6). It is backed by the EU through the EU-ASEAN-Green Initiative, which supports GHG emission reduction, the EU-ASEAN partnership, and the development of energy policies favoring renewable energy and energy efficiency. This effort is also in harmony with the ASEAN Strategy for Carbon Neutrality and the Framework for Circular Economy for the ASEAN Economic Community (AEC), which outlines a vision for a circular economy and identifies priority areas and enablers to expedite its realisation in the ASEAN region.

Particularly for this assessment, the study aims to bridge the gap energy efficiency and digitalisation in industrial processes. More specifically, it seeks to enhance regional knowledge and build capacity for effectively identifying best practices for energy efficiency in industrial processes through digital solution within the ASEAN region to enhance adoption in its Member States.

CAP project is currently seeking a company/consulting for Consultancy service for Support to promote the adoption and scaling-up of Artificial Intelligence-driven Energy Management Systems for enhanced industrial energy efficiency and system optimisation in ASEAN. The detail services is 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 latest by Thursday, 28 May 2026 at 23.59 p.m. Local time.** 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 signed and stamped by an authorized representative of the bidding consulting/company using the **Price of Schedule Form** provided as **Annex 3 of this Invitation.**

Proposal should be submitted in English and must be sent by email to: [ID\\_Quotation@giz.de](mailto: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.

The subject line of the email will include the reference **RFP No. 10019786 - Artificial Intelligence-driven Energy Management Systems** 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
- Company Profile - Presentation of the bidding company/institution include organization chart
- Curriculum Vitae of Key Experts as stipulated in the TOR
- Filled Self-declaration of eligibility
- Filled Declaration of Acceptance GTC (Sign and Stamp)
- Filled Vendor Data Profile

**Financial Proposal:**

- Financial Proposal with Price Schedule form as Annex 3, it must be signed and stamp by company
- All prices/rates must be inclusive of income tax  
GIZ obliged to withhold the income tax.
- All prices/rates quoted must be exclusive of Value Added Tax (VAT).  
Please provide the Taxable or Non-taxable letter.
- The currency, please use your local currency.
- **Financial Proposal shall be protected by password.**

**2. Value Added Tax**

The VAT will be paid by GIZ

**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).

Technical evaluation of bid x 70% + most economical bid x 30%  
Technical evaluation of best bid                      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. 10019786 - Artificial Intelligence-driven Energy Management Systems"**

#### **6. GIZ General Terms and Conditions for the contract**

The General Terms and Conditions of the contract are attached as Annex 8. 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

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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 to : [contract-procurement-id@giz.de](mailto:contract-procurement-id@giz.de) within the period **12.05.2026–20.05.2026**  
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**

0. Invitation to Tender
1. Terms of Reference
2. Technical Assessment Grid
3. Price Schedule
4. Eligibility Assessment Grid
5. Self-Declaration of Eligibility
6. Declaration of Acceptance GTC
7. Bidding Question Form
8. General Terms & Conditions
9. Vendor Data Profile
10. Timeframe