

giz Indonesia, ASEAN

To

All Bidders

**German Development Cooperation
Country Office Indonesia**

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DATE: 10 August 2026

**Invitation to Bid –
Tender No. 10038860
(Regional)**

Project no.: G-011070-010

Project title: Climate Protection through Avoided Deforestation

Country of assignment: Lao PDR

**Title of assignment: Study on Behavior Change among CliPAD
Beneficiaries**

Deutsche Gesellschaft für
Internationale Zusammenarbeit (GIZ) GmbH

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Niels Annen, State Secretary

Management Board
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Award Procedure: Open Publication

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.

The BMZ-financed project “Climate Protection through Avoided Deforestation” (CliPAD) was launched in 2009 to support the Lao Government in its readiness for the Reducing Emissions from Deforestation and Forest Degradation (REDD+) process at national and sub-national levels. In 2019, CliPAD Phase IV received its first of two co-financing contributions from the Green Climate Fund (GCF FP117, 2020-2025). The second GCF co-financing (GCF FP200, 2023-2027) is referred to as “Scaling Up the Implementation of the Lao People's Democratic Republic Emission Reductions Programme through improved governance and sustainable forest landscape management” (SU-I-GFLM). The project supports selected villages in Lao PDR by providing financial incentives and capacity building. It seeks to create long-term impact by:

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- Preventing deforestation and forest degradation
- Encouraging sustainable land use and agriculture
- Reducing shifting cultivation (a major driver of emissions and air pollution)
- Promoting sustainable forest and agricultural value chains
- Enhancing livelihoods and resilience of forest-dependent communities

The objective of this study is to analyze key behavioral drivers and barriers to transition toward more sustainable forest management and agricultural practices in villages involved in the first phase of the project (FP117) running from 2020 to 2025. In particular, the study seeks to (1) better understand the potential of direct and indirect financial incentives to induce long-term behavior change among villagers, and (2) identify additional social behavior change (SBC) solutions on individual and institutional level and assess them regarding feasibility.

The detailed services is set forth in the attached Terms of Reference and other annexes.

Should you be interested in participating in this tender, please submit the proposal to ID_Quotation@giz.de at the latest **by 26.08.2026 at 23.59** local time. Any proposal arriving after the deadline will not be considered.

The tender requirement :

This tender applicable for Consulting/Company registered in Southeast Asia only.

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 5 of this Invitation.
- Proposal should be submitted in English and must be sent by email to: ID_Quotation@giz.de (Only) no later than the date and time indicated in section 2 above.
- Bids are to be submitted using the two-file 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 the technical proposal.
- To secure your financial proposal (PDF and excel file) please set up a password which will be used at a later stage once the evaluation of the technical proposal is completed. The bidders who pass 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 submission deadline.
- The maximum size of each email should not exceed **10 MB**.

The subject line of the email should include the reference RFP No. **10038860** and the name of the submitting company.

Content of Technical and Financial Proposal as follow:

A. The Technical Proposal must consist of:

- Proposal with requirement details as set forth in the Terms of Reference.
- Company Profile – Presentation of the bidding company/institution, including an organization chart (Not applicable for a single person).
- Curriculum Vitae of Key Experts as stipulated in the TOR with signature.
- Filled Self-declaration of eligibility.
- Filled Declaration of Acceptance GTC (Sign and Stamp).
- Filled Company Data Sheet.

B. Financial Proposal:

- Financial Proposal-Price Schedule form as Annex 5, it must be signed and stamped by the company
- All prices/rates must be inclusive of income taxes, insurance etc.
- GIZ is 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.
- Financial Proposal shall be protected by password.

2. Technical and Financial Assessment or Evaluation

GIZ shall 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 in Annex 2.

After the technical evaluation is completed, the financial proposal of those bidders that 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.

3. Validity of Proposals

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

4. 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 Tender No. 10038860"

5. GIZ General Terms and Conditions for the contract

The General Terms and Conditions of the contract are attached as Annex 7. Additionally, the bidder is required to sign the Formal Declaration Acceptance of GIZ GTC, which is provided as Annex 8.

6. Contract Award / Adjudication of Proposals

The Contract will be awarded to the bidder 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.

7. Bidding Prices

All prices must be indicated net in EUR. Any VAT must be shown separately.

8. Bidding consortia – Not applicable

Candidate or bidding consortia must designate a lead member and authorise this member to represent the consortium and receive payments for all members of the consortium in discharge of GIZ's liability. A formal agreement to this effect must be signed by each member of the consortium and attached to the tender using the template supplied by GIZ.

9. No fee payment or cost reimbursement

No fees will be paid or costs reimbursed for the preparation of requests to participate and tenders, or for the participation in presentations and inspections.

10. Bid Questions and Clarification

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If you have any further questions in this respect, please send an email to: contract-procurement-id@giz.de prior to one week of bid submission deadline.

Please provide the following details in the email subject line [Bid no. - Questions - (your company initials)] and send it to: contract-procurement-id@giz.de.

The clarification of all queries will be answered by email to all companies involved in the bidding process.

Sustainability

We have developed a Guide for Practising Corporate Sustainability (GPS) so that our contractors can learn about corporate sustainability at GIZ. We encourage all tenderers to complete the GPS online course and obtain the certificate.

Completing the GPS will not influence the award decision in this procedure. However, we would very much welcome your participation: <https://gps.giz.de/en/>.

In case you are not submitting your bid, please respond with reason for non-submission by email to above address.

Thank you very much for your kind attention. We look forward to receiving your bids.

Yours truly,

Contract and Procurement Unit
Deutsche Gesellschaft für
Internationale Zusammenarbeit (GIZ) GmbH

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Annexes

1. Terms of Reference
2. Technical Assessment Grid
3. Eligibility Assessment Grid
4. Self-Declaration of Eligibility
5. Price Schedule
6. Bidder's Questions
7. General Terms and Conditions of Contract
8. Formal Declaration of GIZ GTC Acceptance
9. Company Data Sheet
10. Tender Timeline