

Questions from tenderers and corresponding answers

N.B.: The questions and answers will form an integral part of the tender documents.

Transaction number: 10034741
Project processing number: G-018088-001
Brief project title: Promoting green hydrogen and battery production in South Africa
Country: South Africa, Lesotho, and Eswatini

Version 2 from 08.10.2026

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No.	Contract / Order No.	Questions/Queries	Answer
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1.	10034741	- Is the stipulated minimum annual turnover of R5 million an absolute eligibility requirement, or can firms with lower turnover be considered where they demonstrate relevant technical expertise, sector experience and delivery capacity? - In the case of a consortium, can the combined annual turnover of consortium members be considered to satisfy this requirement? - Can the professional experience and project track record of a firm's principal consultants and proposed technical experts be considered alongside the firm's corporate track record? - Does GIZ permit a consortium structure in which a specialist consulting firm leads technical implementation while another consortium member contributes financial and operational capacity? - Are consortium arrangements required to be formally established at the EOI stage, or can these be finalised during a subsequent procurement phase? - Would the use of specialist subcontractors or independent associates be acceptable for demonstrating access to the required technical competencies?	- This is an absolute minimum requirement - Yes - No please refer to eligibility grid - Yes - Yes - Yes, as long as they confirm their availability for this assignment
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		- Kindly clarify which security and organisational compliance requirements are mandatory at the EOI stage and which may be fulfilled prior to contract award. - Are established information security policies, confidentiality undertakings and appropriate data-protection measures sufficient, or is formal third-party certification required? - Is the EOI assessment conducted strictly on a pass/fail basis against the eligibility assessment grid, or is there scope for consideration of demonstrated technical capability and relevant sector expertise? - Would GIZ consider specialist or emerging consulting firms with relevant advisory experience but limited corporate trading history, provided that all mandatory eligibility conditions are met?	- Submit company registration documents and valid SARS Tax Clearance Certificate with PIN. The bidder must be compliant with SARS and CIPC. - No formal third party certification is required - The eligibility criteria are conducted strictly on a on a pass/fail basis against the eligibility assessment grid. In addition, the EOI will be used to form a short list of eligible and qualified bidders that will be requested to submit a full proposal. - The eligibility criteria are mandatory requirements.

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2.		• Time zone of deadlines. The EOI documents provide the query deadline (09.10.2026, 13:59) and the EOI submission deadline (16.10.2026, 23:59) without specifying a time zone. Please confirm the applicable time zone. • Technical-field interpretation for the eligibility gate. The eligibility grid requires at least three reference projects in the technical field “Multi-stakeholder engagement strategy” (within the last 36 months before publication, each with a commission of at least ZAR 600,000), while the three weighted specialist areas (movement/campaign branding 40%, public-sector or multi-stakeholder communication 40%, and industrial transition/green economy/energy/mobility 20%) appear under the ranking criteria. Please confirm whether the eligibility gate applies solely to the “Multi-stakeholder engagement strategy” field and whether coverage across the three specialist areas should be demonstrated collectively across projects or individually per project for the technical-experience ranking. • South Africa requirement. Please confirm whether the same reference projects may be used to satisfy both the requirement for at least three reference projects in the specified technical field and the requirement for at least three reference projects in South Africa. • Non-prime reference projects. Where an organisation contributed as a subcontractor or joint-venture partner rather than as the prime contractor, may the project be	• South Africa Standard Time • One reference project can satisfy multiple technical fields or specialist areas • Yes • Yes. Please specify the role that the bidder had in projects where the bidder acted as subcontractor or joint venture partner.
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		cited as a reference for the eligibility gate, and what evidence of its role and attributable commission should be provided?	
3.		- Project timeline. The indicative milestones conclude at the end of month four, while the contract period runs until 30 April 2027. What activities are envisaged for months five and six, and when are stage two and contract signature expected? - Geographic scope of engagement. Is in-person engagement outside Johannesburg, for example in the Eastern Cape, KwaZulu-Natal or Tshwane, anticipated? - Trademark clearance and registration. Will trademark clearance and registration of the recommended name be handled internally by GIZ? Please confirm whether these activities fall outside the scope of the assignment.	- GIZ generally includes contingencies in order to minimise the need for contract amendments. This should not be understood as added flexibility for the contractor. The bidder must confirm their availability to conduct the work and achieve the milestones in the foreseen timeline. - This is not anticipated. Partner and stakeholder meetings will take place in Johannesburg (office location: IDC) and Pretoria (office location: GIZ) - Trademark clearance and registration falls outside the scope of the assignment.