Terms of reference (ToR) for the procurement of services below the EU threshold

Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

CONFIDENTIAL

Market Analysis and Regulatory Benchmarking for Lithium Batteries in South Africa	**Project number/ cost centre:** **G-018088-001** **Tender number 10035340**

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0. List of abbreviations

AG	Commissioning party
AN	Contractor
AVB	General Terms and Conditions of Contract for supplying services and work
FK	Expert
FKT	Expert days
KZFK	Short-term expert
ToRs	Terms of reference

1. Context

H2.SA II/BVC is a project of the German Development Cooperation with South Africa. It is commissioned by the German Federal Ministry for Economic Cooperation and Development (BMZ), co-funded by the European Commission and implemented by the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH in close cooperation with South African stakeholders. The objective of H2.SA II/BVC is to support the development of value chains for critical raw materials and green hydrogen and derivatives in South Africa. H2.SA II/BVC follows on the successful implementation of the first programme phase and will be implemented from 2026 to 2030.

H2.SA II / BVC supports the development of a South African CRM/battery value chain, encompassing the refinement of critical raw materials, local battery assembly, and recycling of batteries. The project seeks to strengthen the institutional framework by promoting effective governance, strategic and regulatory mechanisms, and certification systems. Regional cooperation within Southern Africa and dialogue with international actors and stakeholders, such as the European Union, are central to ensuring a coordinated and sustainable development of the value chain.

H2.SA II / BVC focuses on private sector engagement, supporting project development, business models, and partnerships across the CRM/battery value chain. It facilitates market linkages and promotes the development of offtake opportunities for South African products. It promotes skills development, applied research, and needs-based training formats to build capacities for battery precursor material production, assembly, and recycling.

Targeted technical and commercial collaboration with European companies, academic institutions, and professional associations aims to accelerate operationalisation and deliver tangible, visible results during the project lifetime. Through these interventions, the initiative seeks to create a robust, competitive, and sustainable local battery ecosystem.

The programme's inclusion of critical raw materials as a focal topic aims to support the burgeoning battery value chain in South Africa. A flourishing local battery value chain holds numerous benefits for South Africa such as job creation, industrialisation, local beneficiation, motor vehicle manufacturing support and export opportunities, as well as for Europe in terms of security of supply of minerals and components, investment- and research collaboration opportunities.

H2.SA II/BVC aims to strengthen collaboration, trade and market development between South Africa and Europe. South Africa is in a position to offer high quality material, fulfilling stringent EU requirements while European partners offer opportunities beyond mere off-take, which includes technology transfer, training, research collaboration and exchange. A strong, vibrant collaboration between South Africa and Europe will contribute to industrialization, localization, private sector collaboration and skills development in South Africa, while securing supply and diversifying supply sources for Europe.

H2.SA II/BVC seeks to appoint a service provider to conduct (1) a market analysis and (2) a benchmarking exercise focused on battery industry standards and regulations across key export destinations. The assignment will assess market demand trends, growth projections, and segment-specific requirements across key applications (including EVs, BESS, and industrial uses) in the EU, US, Asia and other markets similar to South Africa, covering customer requirements, procurement dynamics, competitive landscape, and key market entry barriers. In parallel, it will map and compare relevant regulatory frameworks, technical standards, conformity assessment and certification requirements, sustainability and due-

diligence obligations, and end-of-life/recycling provisions across the battery value chain, from critical minerals beneficiation and precursor materials to cell/component manufacturing, integration, and recycling. The analysis will identify gaps, overlaps, and priority areas for alignment or mutual recognition to enable South African producers to meet market entry requirements, including buyer specifications such as ESG compliance and test protocols, and will outline compliance pathways by product segment. The service provider will further assess the cost, timeline, and capability implications for compliance, and propose a practical roadmap for standards alignment and market access, including priority standards to adopt, sequencing, pilot use cases, and partnership opportunities with European testing, certification, battery passport, and industry bodies.

2. Tasks to be performed by the contractor

The contractor shall deliver the following work packages (WPs) and outputs:

WP1: Market Analysis – Lithium Batteries (South Africa)

Tasks:

- Determine market size (ZAR) and volume (units/kWh) for EV traction batteries, stationary storage (residential, C&I, utility), consumer electronics, and industrial applications. Data collection approach to be agreed upon with GIZ.
- Apply a capacity-based product categorization: Small (0–2 kWh), Medium (2–20 kWh), Large (>20 kWh); estimate market shares/volumes per category and by application.
- Ensure the categorisation is aligned, where applicable, with relevant international standards (e.g. IEC, ISO, UN), while adapted to reflect South African market conditions and regulatory needs. Map key market players (manufacturers, assemblers, importers, distributors, system integrators, EV providers) and outline supply chains and channel structures, with clear distinction between lithium cell suppliers\importers and lithium battery packs assemblers.

Deliverables:

- Market Size and Segmentation Report.
- Stakeholder and Supply Chain Map.

WP2: Market Development and Demand Forecasts

Tasks:

- Analyse historical trends for e-mobility, renewable energy-linked storage, backup power, and consumer electronics.
- Identify demand drivers (e.g., RE expansion, load-shedding/backup needs, EV adoption trajectories, policy incentives).
- Develop 5–10-year demand forecasts per main segment, providing a baseline with sensitivity ranges.

Deliverables:

- Market Trend Analysis.
- Demand Scenarios (5–10 years).

WP3: Testing and Certification Infrastructure (South Africa)

Tasks:

- Identify relevant domestic laboratories/testing facilities for lithium batteries (safety, performance, transport).
- Assess technical capabilities, accreditation status/scope, methods, throughout, and alignment with international norms, including reference to leading testing ecosystems in the EU, US, Asia and other markets.
- Conduct a gap analysis of national testing capacities, including when/where international testing is required and the turnaround time for testing based on the current capacity

Deliverables:

- Mapping of Testing/Certification Infrastructure.
- National Testing Capability Gap Analysis.

WP4: International Regulatory Benchmarking (EU, US, and Asia)

Tasks:

- Analyse market access requirements for lithium batteries in the EU, United States, and selected Asian markets or any other economy similar to the South African market (including pre-market obligations, documentation, labeling/marking, and conformity assessment routes- such as product certification and mutual recognition arrangements).
- Review approval procedures, certification requirements, and conformity documentation; identify competent authorities and surveillance structures across these jurisdictions.
- Provide a comparative analysis to inform regulatory alignment options for South Africa.

Deliverables:

- Benchmarking Report. Comparative Analysis of Market Access Requirements.

WP5: Standards and Regulatory Framework

Tasks:

- Map applicable international standards and norms (safety, performance, transport, sustainability/labeling where relevant), including those applied in the EU, US, and leading Asian markets.
- Analyse the South African regulatory framework governing lithium-ion batteries across their lifecycle, including applicable laws, standards, and institutional responsibilities.

Assess the extent of alignment between South Africa's regulatory framework and relevant international standards and identify compliance gaps and priority areas for regulatory harmonisation and updating. **Deliverables:**

- Standards and Regulatory Framework Report.
- Mapping of Applicable Standards.

WP6: Enforcement Models and Market Surveillance

Tasks:

- Analyse market surveillance and compliance control mechanisms used in reference markets (EU, US, Asian or any economy similar to South Africa), including conformity assessment models, inspections, sampling/testing, and border controls.
- Document enforcement practices and sanction instruments; identify practical best practices adaptable to South Africa.
- Outline options for operationalising market surveillance (roles, processes, information flows).

Deliverables:

- Benchmarking Report on Enforcement Models.
- Best-Practice Analysis of Regulatory Frameworks.
- Present best practices for South Africa.

WP7: Conformity Marking, Second-Life, and Recycling

Tasks:

- Identify international conformity marks/label systems and their evidential requirements (e.g., documentation, QR/digital info, traceability where applicable), including those used in the EU, US, Asia or any other market similar to South Africa.
- Summarise certification/labeling expectations across key segments.
- Review international approaches (EU, US, Asian or any market similar to South Africa) to second-life/repurposing (eligibility, testing/recertification, safety/transport) and evaluate recycling/EPR models.

Deliverables:

- Conformity Assessment and Certification Report.
- International Benchmarking: Recycling/Repurposing and EPR.

WP8: Product Risk Classification and Import Market Analysis

Tasks:

- Develop a risk-based classification framework by application (EV, stationary, consumer), considering fire/explosion/thermal runaway and transport/storage risks.
- Analyse import data using key HS codes to estimate volumes and trends; identify principal importers and product channels.
- Outline main import routes and border entry points relevant for surveillance.
- Review reported safety incidents (including fires, failures, and recalls) across both South Africa and international markets, disaggregated by application and product category. The analysis should draw on credible local and global databases and

reports, and be used to inform alignment with and validation of the recommended standards

Deliverables:

- Product Risk Classification Framework.
- Import and Market Entry Analysis Report.
- Safety Incident Review Report, including a structured database, trend analysis by category and application, and a standards-alignment matrix with key recommendations

WP9: Conformity Assessment Models and Institutional Roles

Tasks:

- Analyse conformity assessment models (e.g., third-party certification, supplier's declaration of conformity, type approval) used in the EU, US, and selected Asian market or markets similar to South Africa, and assess their suitability for different product categories and risk levels.
- Map roles and responsibilities of relevant South African institutions and standardisation actors across pre-market, border, and in-market phases.
- Propose practical coordination and information-sharing mechanisms to support surveillance and enforcement.

Deliverables:

- Analysis of Conformity Assessment Models.
- Institutional Mapping of the Regulatory Ecosystem.

WP10: Regulatory Roadmap for Lithium Battery Standards (South Africa)

Tasks:

- Prioritise product categories for regulation based on risk, market size, and feasibility.
- Recommend adoption/adaptation/development of standards and regulatory instruments, informed by benchmarking against EU, US, Asian and other markets similar to South Africa regulatory approaches.
- Propose compliance and certification pathways by category, with documentation and marking requirements.
- Provide an implementation roadmap with timeline, responsibilities, resource implications, and enforcement mechanisms.

Deliverables:

- Regulatory Roadmap.
- Strategic Implementation Recommendations, including capacity gaps.

WP11: Stakeholder Engagement and Communication

Tasks:

- Develop a stakeholder engagement plan and contact matrix, covering industry players, importers/distributors, testing bodies, customs and market surveillance, recyclers, and the broader EV ecosystem, to be agreed with GIZ. Conduct two in-person workshops (validation at mid-point; final at conclusion), plus targeted online interviews/focus groups aligned to WPs.
- Prepare communication materials (workshop presentation decks, minutes, briefing notes) and integrate stakeholder inputs into relevant WPs and the roadmap.

Deliverables:

- Stakeholder Engagement Plan and Contact Matrix.
- Validation Workshop Pack (agenda, slides, minutes, participant list, workshop report)
- Final Workshop Pack (agenda, slides, minutes, participant list, workshop report).
- Summary of Stakeholder Inputs and adjusted recommendations.

Furthermore

The contractor provides equipment and supplies (consumables) and assumes the associated operating and administrative costs.
The contractor manages costs and expenditures, accounting processes and invoicing in line with the requirements of GIZ.
The contractor will participate in project steering meetings (frequency to be agreed upon with the GIZ project team).
The contractor reports regularly to GIZ in accordance with the current AVB of the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH.

Certain milestones, as laid out in the table below, are to be achieved during the contract term:

Milestones / Process Steps / Partial Services	Timeline
Inception & Setup: Kick-off, methodology, stakeholder mapping, inception report	TBA
Market Analysis & Demand (WP1–WP2): Market sizing, segmentation, trends, forecasts	TBA
Testing & Infrastructure (WP3): Lab mapping, capability assessment, gap analysis	TBA
Benchmarking & Regulatory (WP4–WP5): International benchmarking, SA regulatory analysis, mid-point validation	TBA
Enforcement & Lifecycle (WP6–WP7): Surveillance models, conformity, recycling/EPR	TBA
Risk, Imports & Systems (WP8–WP9): Risk framework, import analysis, institutional mapping	TBA
Regulatory Roadmap (WP10): Standards pathways, implementation roadmap	TBA
Finalisation & Validation (WP11): Consultations, final workshop, submission	TBA

Period of assignment: **February 2027 – July 2027**

3. Concept

In the tender, the tenderer is required to show *how* the objectives defined in Chapter 2 (Tasks to be performed) are to be achieved, if applicable under consideration of further method-related requirements (technical-methodological concept). In addition, the tenderer must describe the project management system for service provision and give a description of the organisation and its experience in delivering similar projects.

Note: The numbers in parentheses correspond to the lines of the technical assessment grid.

Technical-methodological concept

Strategy (1.1): The tenderer is required to consider the tasks to be performed with reference to the objectives of the services put out to tender (see Chapter 1 Context) (1.1.1). Following this, the tenderer presents and justifies the explicit strategy with which it intends to provide the services for which it is responsible (see Chapter 2 Tasks to be performed) (1.1.2).

The tenderer is required to present the **actors relevant** for the services for which it is responsible (1.2.1) and describe the **cooperation (1.2.2)** with them.

The tenderer is required to present and explain its approach to **steering** the measures with the project partners (1.3.1).

The tenderer is required to describe the key **processes** for the services for which it is responsible and create an **operational plan** or schedule (1.4.1) that describes how the services according to Chapter 2 (Tasks to be performed by the contractor) are to be provided.

Project management of the contractor (1.6)

The tenderer is required to explain its approach for coordination with the GIZ project (1.6.1). In particular, the project management requirements specified in Chapter 2 (Tasks to be performed by the contractor) must be explained in detail.

The tenderer is required to draw up a **personnel assignment plan** (1.6.2) with explanatory notes that lists all the experts proposed in the tender; the plan includes information on assignment dates (duration and expert days) and locations of the individual members of the team complete with the allocation of work steps as set out in the schedule.

Further requirements (1.7)

The prospective service provider should demonstrate knowledge and experience with South African and international regulatory frameworks for batteries.

4. Personnel concept

The tenderer is required to provide personnel who are suited to filling the positions described, on the basis of their CVs (see Chapter 7), the range of tasks involved and the required qualifications.

The below specified qualifications represent the requirements to reach the maximum number of points in the technical assessment.

Team leader

Tasks of the Team Leader

- Overall responsibility for the advisory packages of the contractor, including quality assurance and delivery against agreed timelines.
- Coordinating and ensuring communication with GIZ, NRCS, partners, stakeholders, and other actors involved in the project.
- Personnel management, including identifying the need for short-term assignments within the available budget, planning and steering assignments, and supporting local and international experts.
- Providing technical oversight across work packages, including regulatory alignment, stakeholder coordination, and development of the regulatory roadmap.
- Regular reporting in accordance with agreed deadlines and participation in project steering and stakeholder engagements.

Qualifications of team leader

- Education/training (2.1.1): University degree (German 'Diplom'/Master or equivalent) in engineering, economics, law, public policy, energy systems, or related field.
- Language (2.1.2): C2-level proficiency in English.
- General professional experience (2.1.3): 10 years of professional experience in the energy, industrial policy, manufacturing, battery value chain, or regulatory sectors.
- Specific professional experience (2.1.4): 5 years of experience in battery value chains, e-mobility, energy storage, critical raw materials, standards development, or regulatory systems.
- Leadership/management experience (2.1.5): 5 years of management/leadership experience as project team leader or manager in a company, consulting environment, or development programme.
- Regional experience (2.1.6): 8 years of experience in projects in Southern Africa, of which 5 years in South Africa.
- Development cooperation (DC) experience (2.1.7): 2 years of experience in development cooperation projects.
- Other (2.1.8): Experience in regulatory analysis, standards development, conformity assessment systems, stakeholder coordination, or industrial policy processes.

Key expert 1: Market Assessment and Trade Specialist

Tasks of key expert 1

- Conduct market analysis, market sizing, segmentation, demand forecasting, and trade analysis across battery applications including EVs, stationary storage, consumer electronics, and industrial applications.
- Analyse import data, trade flows, market actors, supply chains, and competitive dynamics, including product categorisation and market entry analysis.
- Support market development analysis, demand scenario modelling, and risk-based product classification activities.
- Contribute to international benchmarking activities related to market access requirements and global battery market developments.
- Prepare analytical reports, visualisations, workshop inputs, and technical contributions to final deliverables.

Qualifications of key expert 1

- Education/training (2.2.1): University qualification (first degree or higher) in economics, engineering, trade, industrial economics, or related field.
- Language (2.2.2): C2-level proficiency in English.
- General professional experience (2.2.3): 5 years of professional experience in market analysis, trade analysis, economic research, or industrial market studies.
- Specific professional experience (2.2.4): 3 years of experience conducting market or trade-related analysis in the energy, battery, industrial, manufacturing, or technology sectors.
- Leadership/management experience (2.2.5): Not applicable.
- Regional experience (2.2.6): 5 years of experience in projects in Southern Africa.
- Development Cooperation (DC) experience (2.2.7): Not applicable.
- Other (2.2.8): Experience related to battery value chains, e-mobility markets, energy storage systems, or industrial localisation.

Key expert 2: Technical and Standards Specialist

Tasks of key expert 2

- Assess South African testing and certification infrastructure for lithium batteries, including safety, performance, transport testing capabilities, accreditation status, methodologies, and laboratory capacity.
- Map and analyse applicable South African and international standards, technical regulations, and conformity assessment requirements relevant to lithium batteries and battery value chains.
- Support technical analysis related to product risk classification, conformity assessment models, compliance pathways, and regulatory harmonisation requirements.
- Contribute to the assessment of testing ecosystems, accreditation systems, certification infrastructure, and technical compliance mechanisms relevant to South Africa.
- Prepare technical reports, standards mapping matrices, workshop materials, and technical recommendations related to standards, testing, and regulatory alignment.

Qualifications of key expert 2

- Education/training (2.3.1): University qualification (first degree or higher) in electrical engineering, chemical engineering, materials engineering, energy systems, or related field.
- Language (2.3.2): C2-level proficiency in English.
- General professional experience (2.3.3): 5 years of professional experience in energy systems, battery technologies, product testing, or industrial technical systems.
- Specific professional experience (2.3.4): 3 years of experience in battery systems, standards development, testing, certification, conformity assessment, or technical regulatory systems.
- Leadership/management experience (2.3.5): Not applicable.
- Regional experience (2.3.6): 3 years of experience in projects in Southern Africa.
- Development Cooperation (DC) experience (2.3.7): Not applicable.
- Other (2.3.8): Familiarity with laboratory testing environments, accreditation systems, standards bodies, or technical regulatory frameworks.

Key expert 3: International Markets, Standards and Regulatory Specialist

Tasks of key expert 3

- Lead international benchmarking and comparative analysis across the EU, US, Asian, and other relevant markets comparable to South Africa, including market access requirements, regulatory frameworks, conformity assessment systems, and certification pathways relevant to lithium batteries and battery value chains.
- Provide technical input on international standards, conformity marking systems, market surveillance mechanisms, recycling/EPR models, and international best practices related to ESG requirements, traceability, and battery passport systems.
- Support benchmarking of international testing ecosystems, accreditation systems, certification infrastructure, and compliance mechanisms across key international markets referenced in the ToR.
- Contribute to the development of regulatory alignment recommendations, compliance pathways, and international market access strategies for South African battery value chain participants and producers.
- Prepare benchmarking reports, technical matrices, workshop inputs, stakeholder engagement materials, and recommendations related to international regulatory, standards, and market alignment activities.

Qualifications of key expert 3

- Education/training (2.4.1): University qualification (first degree or higher) in electrical engineering, chemical engineering, industrial engineering, energy systems, international trade, or related field.
- Language (2.4.2): C2-level proficiency in English.
- General professional experience (2.4.3): 7 years of professional experience in international battery markets, standards, testing, certification, or regulatory systems.
- Specific professional experience (2.4.4): 5 years of experience working on battery-related standards, conformity assessment, market access, certification systems, or regulatory frameworks in the EU, US, Asia, or other international markets similar to South Africa.
- Leadership/management experience (2.4.5): Not applicable.
- Regional experience (2.4.6): Demonstrated experience working across two international battery markets, including the EU, United States, Asia, or comparable markets.
- Development Cooperation (DC) experience (2.4.7): Not applicable.
- Other (2.4.8): Familiarity with international standards bodies, testing ecosystems, accreditation systems, ESG compliance frameworks, battery regulations, or battery passport systems.

Short-term expert pool with minimum 2, maximum 5 members

For the technical assessment, an average of the qualifications of all specified members of the expert pool is calculated. Please send a CV for each pool member for the assessment.

Tasks of the short-term expert pool

- Support data collection, desktop research, stakeholder coordination, data cleaning, and technical inputs across relevant work packages, including market analysis, standards mapping, import analysis, and benchmarking activities.

- Provide specialised technical support on targeted assignments such as laboratory accreditation reviews, regulatory research, standards verification, peer review of deliverables, workshop support, and preparation of technical graphics, databases, and analytical materials.

Qualifications of the short-term expert pool

- Education/training (2.6.1): Experts with university qualification (German 'Diplom'/Master or equivalent) in engineering, economics, international trade, energy systems, environmental management, public policy, or related fields.
- Language (2.6.2): Experts with C1-level proficiency in English.
- General professional experience (2.6.3): Experts with 3 years of professional experience in the energy, industrial, regulatory, manufacturing, battery value chain, sustainability, or trade sectors.
- Specific professional experience (2.6.4): Experts with 2 years of professional experience in market research, standards development, technical analysis, laboratory systems, conformity assessment, data analysis, ESG compliance, or related technical/regulatory fields.
- Regional experience (2.6.5): Experts with 3 years of experience in projects in Southern Africa, including 2 years in South Africa or comparable regional contexts.
- Development cooperation (DC) experience (2.6.6): Not applicable
- Other (2.6.7): Experience supporting technical studies, stakeholder engagement processes, workshop coordination, regulatory benchmarking, or battery-related research projects.

If one expert has the required skills, they may cover multiple roles, as long as the quality and timelines are maintained.

Soft skills of team members
In addition to their specialist qualifications, the following qualifications are required of team members:

- Team skills
- Initiative
- Communication skills
- Socio-cultural skills
- Efficient, partner- and client-focused working methods
- Interdisciplinary thinking

5. Costing requirements

Assignment of personnel and travel expenses

Per diem allowances are reimbursed as a lump sum up to the maximum amounts permissible under tax law for each country as set out in the country table in the circular from the German Federal Ministry of Finance on travel expense remuneration (downloadable from the German Federal Ministry of Finance – tax treatment of travel expenses and allowances for international business travel as of 1 January 2026 (GERMAN ONLY)).

Accommodation allowances are reimbursed as detailed in the specification of inputs below.

With special justification, additional Accommodation costs up to a reasonable amount can be reimbursed against evidence.

All business travel must be agreed in advance by the officer responsible for the project

Sustainability aspects for travel

GIZ has undertaken an obligation to reduce greenhouse gas emissions (CO_2 emissions) caused by travel. When preparing your tender, please incorporate options for reducing emissions, such as selecting the lowest-emission booking class (economy) and using means of transport, airlines and flight routes with a higher CO_2 efficiency. For short distances, travel by train (second class) or e-mobility should be the preferred option.

CO_2 emissions caused by air travel must be offset. GIZ specifies a budget for this, through which the carbon offsets can be settled against evidence.

There are many different providers in the market for emissions certificates, and they have different climate impact ambitions. The Development and Climate Alliance (German only) has published a list of standards (German only). GIZ recommends using the standards specified there.

Specification of inputs

Fee days	**Number of experts**	**Number of days per expert**	**Total**	**Comments**
Designation of TL	1	45	45	
Designation of key expert	2	60	120	
Designation of key expert	1	40	40	
Designation of short-term expert pool	2	15	30	
Travel expenses	**Quantity**	**Number per expert**	**Total**	**Comments**
Per-diem allowance in country of assignment	**10**	3	30	
Overnight allowance in country of assignment	**10**	3	30	**Overnight stays abroad regulation**

Transport	Quantity	Number per expert	Total	Comments
International flights *Germany and Belgium*	1	2	2	Travel to the place of service delivery Germany & Belgium
Domestic flights	2	4	8	Flights within the country of assignment during service delivery
CO_2 compensation for air travel	10	1	10	A fixed budget of EUR **120** is earmarked for settling carbon offsets against evidence.
Travel expenses (train, car) • Car hire • Uber • Private kilomtres				Travel within the country of assignment, transfer to/from airport etc.
Other travel expenses				
Fixed travel budget	16140	1	16140	A budget is earmarked for travel to the following countries: Germany, Belgium and South Africa . A fixed budget of ZAR **16 140** is earmarked for settling travel expenses against evidence. You can find further information on the travel expense budget in the 'Price schedule' document. Please use the 'Explanations' column in the price schedule to break down the individual items. Settlement is possible only until the budget is depleted.
Other costs	**Number**	**Price**	**Total**	**Comments**
Flexible remuneration	1	26,621.00	26621	A budget of ZAR 26 621 is foreseen for flexible remuneration. Please incorporate this budget into the price schedule. Use of the flexible remuneration item requires prior written approval from GIZ.

Workshops	2	30000	60000	The Fixed budget contains the following costs 60000.
Subcontracts *Language editing and design*	1	30000	30000	The Fixed budget contains the following costs 30000.
Other costs *Printing*	1	**10000**	**10000**	The Fixed budget contains the following costs 10000.

Workshops, events and trainings

The contractor implements the following workshops/study trips/training courses:

Develop a stakeholder engagement plan and contact matrix, covering industry players, importers/distributors, testing bodies, customs and market surveillance, recyclers, and the broader EV ecosystem, to be agreed with GIZ. Conduct two in-person workshops (validation at mid-point; final at conclusion), plus targeted online interviews/focus groups aligned to WPs.

6. Inputs of GIZ or other actors

– Not applicable –

7. Requirements on the format of the tender

The structure of the tender must correspond to the structure of the ToR. In particular, the detailed structure of the concept (Chapter 3) should be organised in accordance with the positively weighted criteria in the assessment grid (not with zero). The tender must be legible (font size 11 or larger) and clearly formulated. It must be drawn up in English.

The complete tender must not exceed 10 pages (excluding CVs). If one of the maximum page lengths is exceeded, the content appearing after the cut-off point will not be included in the assessment. External content (e.g. links to websites) will also not be considered.

The CVs of the personnel proposed in accordance with Chapter 4 of the ToRs must be submitted using the format specified in the terms and conditions for application. The CVs shall not exceed 4 pages each. They must clearly show the position and job the proposed person held in the reference project and for how long. The CVs can also be submitted in English.

Please calculate your financial tender based exactly on the parameters specified in Chapter 5 Quantitative requirements. The contractor is not contractually entitled to use up the days, trips, workshops or budgets in full. The number of days, trips and workshops and the budgets will be contractually agreed as maximum limits. The specifications for pricing are defined in the price schedule.

8. Option

– Not applicable –

9. Outsourced processing of personal data

The data protection and information security provisions set out in the currently applicable version of the AVB apply.

10. Annexes

Not Applicable