

539478-2026 - Competition

Germany – Foreign economic-aid-related services – 10016823 - Technical Assistance for Digital Public Infrastructure Projects in the East African Community

OJ S 148/2026 04/08/2026

Contract or concession notice – standard regime

Services

1. Buyer

1.1. Buyer

Official name: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Email: vahram.hovhannisyan@giz.de

Legal type of the buyer: Public undertaking, controlled by a central government authority

Activity of the contracting authority: General public services

2. Procedure

2.1. Procedure

Title: 10016823 - Technical Assistance for Digital Public Infrastructure Projects in the East African Community

Description: The EU-EAC DEEP Project (EU-EAC Digital Economy, E-Commerce, E-Payments and E-Public Services Programme) is a 4 year project that started in June 2025. It is co-financed by the European Commission, the BMZ, France and Estonia, and implemented by GIZ, EstDev and Expertise France. The implementation is led by the GIZ EAC office in Arusha, Tanzania, but the project has team members in Kenya, Uganda and Rwanda as well. The overarching goal of the EU-EAC DEEP is to accelerate a secure, interoperable, and inclusive regional digital market within the East African Community (EAC). By advancing digital trade and e-governance at continental, regional, and national levels, the initiative aims to deepen regional integration, scale up the EAC Common Market, and support the implementation of the AfCFTA Digital Trade Protocol. The programme is structured around five Specific Objectives (SOs) defining its core thematic focus: - SO1: Digital Transformation Strategy & Bankable Projects: Supporting the implementation of the overarching EAC Digital Transformation Strategy (DTS) with a focus on digital public infrastructure. A primary focus is bridging the gap between available financing and the lack of structured digital infrastructure proposals by designing "bankable" digital projects to attract public, private, and blended investments. - SO2: Cross-Border E-Commerce: Strengthening the implementation of the EAC E-Commerce Strategy. This theme addresses expanding digital trade platforms, reducing cross-border trade barriers, and promoting inclusive market access for businesses. - SO3: Interoperable Cross-Border E-Payments: Supporting the EAC Cross-Border Payment Systems Master Plan. Thematic activities focus on harmonizing national payment systems and building regional infrastructure to promote efficient, secure, and affordable cross-border retail transactions, mobile money interoperability, and instant payment networks. - SO4: E-Government Services & Digital Public Infrastructure (DPI): Enhancing legal, institutional, and technical environments for e-governance. This targets the creation of cross-border DPI focusing on high-impact use-cases. - SO5: Cybersecurity Cooperation: Strengthening regional cooperation, capacity building, and harmonized protective frameworks on cybersecurity. The SOs are mutually interlinked and support each other. GIZ is the coordinating organisation and is implementing SOs 1-3. This service contract will be the core of the implementation of SO1; development of bankable projects for DPI. The EUD Uganda added a dedicated funding window to SO1 in Uganda, therefore a large share of the work will be taking place in Uganda, supporting the Ugandan Ministry of ICT and National Guidance in the development of a sovereign loan package on DPI. Finally, the Digital Transformation Centre (DTC) Kenya has also added funding in the service contract to develop a bankable DPI project for Kenya, as part of their "DTC 2" project which is working with the Kenyan government to develop a roadmap on DPI and start its implementation.

Procedure identifier: c6e30f6c-1e25-44e1-9fc8-abd613f035ad

Internal identifier: 10016823

Type of procedure: Negotiated with prior publication of a call for competition / competitive with negotiation

The procedure is accelerated: no

2.1.1. Purpose

Main nature of the contract: Services

Main classification (cpv): 75211200 Foreign economic-aid-related services

Additional classification (cpv): 79411100 Business development consultancy services

2.1.2. Place of performance

Postal address: EAC Headquarters, Former State Lodge EAC, P.O. Box 13854

Town: Arusha

Country: Tanzania

Additional information: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH EAC Headquarters Former State Lodge EAC P.O. Box 13854 Arusha Tanzania

2.1.3. Value

Estimated value excluding VAT: 938 170,00 EUR

2.1.4. General information

Additional information: #Bekanntmachungs-ID: CXTRY6YTT7H00PU# All communication takes place in English via communication tool in the project area of the procurement portal.

Legal basis:

Directive 2014/24/EU

vgv -

2.1.6. Grounds for exclusion

Sources of grounds for exclusion: Notice

Breaching of obligations set under purely national exclusion grounds: In accordance with §§ 123,124 GWB, § 22 LkSG

Participation in a criminal organisation:

Terrorist offences or offences linked to terrorist activities:

Money laundering or terrorist financing:

Fraud:

Corruption:

Child labour and including other forms of trafficking in human beings:

Breaching obligation relating to payment of taxes:

Breaching obligation relating to payment of social security contributions:

Breaching of obligations in the fields of environmental law:

Breaching of obligations in the fields of social law:

Breaching of obligations in the fields of labour law:

Insolvency:

Assets being administered by liquidator:

Business activities are suspended:

Analogous situation like bankruptcy, insolvency or arrangement with creditors under national law:

Grave professional misconduct:

Agreements with other economic operators aimed at distorting competition:

Conflict of interest due to its participation in the procurement procedure:

Direct or indirect involvement in the preparation of this procurement procedure:

Early termination, damages, or other comparable sanctions:

Misrepresentation, withheld information, unable to provide required documents or obtained confidential information of this procedure:

5. Lot

5.1. Lot: LOT-0001

Title: 10016823 - Technical Assistance for Digital Public Infrastructure Projects in the East African Community

Description: The contractor is required to provide highly specialized advisory and technical assistance through the EAC DPI Acceleration Mechanism. The contractor helps project developers and government agencies design, structure, and scale Digital Public Infrastructure (DPI) use cases to bring them to a "bankable" status ready for international financing. The AM delivers four distinct types of specialized support to project promoters: 1. Development Support: Providing technical guidance at any stage of project development. This includes pre-feasibility and feasibility studies covering technical assessments, architectural designs, specifications, environmental impact assessments, regulatory analysis, cybersecurity assessments, hosting/infrastructure needs, and capacity assessments. 2. Structuring Support: Advising on essential operation, business, and financing models to ensure proposals match the expectations of financiers. This involves evaluating Public-Private Partnership (PPP) models, revenue streams, potential African and European private sector operators, and bundling separate projects to de-risk investments. 3. Access to Finance Support: Identifying appropriate financing options and aligning project documentation with the specific requirements of European and international institutions, such as the EU Global Gateway instruments (grants, guarantees, and blended finance like EFSD+). 4. Contract Closing / Transaction Support: Assisting with contractual negotiations during project preparation, including drafting financing transaction terms, term sheets, specialized contractual agreements, or fulfilling conditions. Work Packages The detailed scope of each work package is tailored to each project depending on its scope and maturity. It is not mandatory for a project to go through the entire sequence from EoI to Closing. Work Package 1: Clarification of the Assignment - Participate in initial online alignment sessions and a 2-day physical workshop in East Africa to understand the program vision and stakeholder landscape. - Present initial insights on technical feasibility, financial viability, gap analysis, and potential implementation risks. - Outline a clear process management approach detailing how each project proposal will be handled and which experts will be involved. - Develop a preliminary scope of work and estimate of effort for each selected project proposal. Work Package 2: Expression of Interest (EoI) Screening - Develop a transparent scoring system based on eligibility criteria to objectively rank and prioritize submitted EoIs against their likelihood of attracting financiers. - Conduct preliminary screenings of incoming EoIs, evaluating their alignment with the EAC Digital Transformation Strategy, and noting potential risks or opportunities. - Identify opportunities to "bundle" complementary projects to increase the overall investment ticket size and enhance commercial appeal. Work Package 3: Activity Brief Co-Development Steer a collaborative, iterative co-creation process between the project developer, GIZ, and financiers to complete an Activity Brief. - Review existing master plans, pre-feasibility material, and technical designs, and conduct project needs assessments to pinpoint bankability barriers. - Carry out initial due diligence on institutional setups, public mandates, and legal frameworks. - Provide baseline cost estimates, market price benchmarks, revenue/pricing sensitivity analyses, and financial model operations. - Recommend project-specific PPP models that integrate financial and governance safeguards. - Draft the precise Terms of Reference (ToRs) for the deeper studies needed in the next stage. Work Package 4: Technical Assistance (TA) Execution This core package focuses on delivering detailed technical and financial feasibility studies to serve as investment blueprints: - Technical Feasibility: Evaluate technology choices, tech stacks, hosting, and architecture for population-scale systems (such as e-ID, data-sharing, and payment switches). Ensure solutions incorporate user-centric design, digital sovereignty, and regional interoperability. - Safeguards and Compliance: Analyse project alignment with the Universal DPI Safeguards Framework and Principles for Digital Development. Conduct local/regional regulatory checks on data privacy, data protection, and localization laws. - Risk and Infrastructure Assessment: Conduct cybersecurity assessments, risk analyses, and evaluate the underlying telecommunications, energy, device, and storage infrastructure. - Proposal Refinement and Deal Structuring: Provide one-on-one assistance to refine financial projections, market analyses, and risk matrices. Craft tailored financing and capital structures aligned with instruments like the EFSD+. Work Package 5: Contract Closing Support Support applicants directly during contract negotiations with financiers to secure optimal financing terms. - Finalize necessary supporting documentation, including risk matrices, sustainability and impact analyses, and inclusivity frameworks. - Hand over completed project dossiers to interested investors to ease their formal due diligence and appraisal processes. -

Provide tailored documentation to assist government partners through state processes for sovereign debt approval. Work Package 6: Knowledge Management & Communication - Maintain meticulous, results-based documentation of all advisory services, including tracking time-sheets, rates, and expert hours put into each file. - Synthesize aggregated lessons learned and feedback into two distinct "Insight-Papers" (compiled after the 3rd and 7th supported projects). - Organize and participate in a mid-term 2-day physical workshop to discuss learning outputs and adjust process methodologies.

Internal identifier: 10016823

5.1.1. Purpose

Main nature of the contract: Services

Main classification (cpv): 75211200 Foreign economic-aid-related services

Additional classification (cpv): 79411100 Business development consultancy services

Options:

Description of the options: GIZ may optionally commission contract amendments and/or increases based on the criteria in the tender documents to the successful bidder of this tender. For details, please see the terms of reference.

5.1.2. Place of performance

Postal address: EAC Headquarters, Former State Lodge EAC, P.O. Box 13854

Town: Arusha

Country: Tanzania

Additional information: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH EAC Headquarters Former State Lodge EAC P.O. Box 13854 Arusha Tanzania

5.1.3. Estimated duration

Duration: 30 Months

5.1.4. Renewal

Maximum renewals: 2

Other information about renewals: GIZ may optionally commission contract amendments and/or increases based on the criteria in the tender documents to the successful bidder of this tender. For details, please see the terms of reference.

5.1.6. General information

Reserved participation:

Participation is not reserved.

The names and professional qualifications of the staff assigned to perform the contract must be given: Tender requirement

Procurement Project fully or partially financed with EU Funds.

The procurement is covered by the Government Procurement Agreement (GPA): yes

This procurement is also suitable for small and medium-sized enterprises (SMEs): yes

Additional information: #Besonders auch geeignet für:other-sme#

5.1.7. Strategic procurement

Aim of strategic procurement: Reduction of environmental impacts

Description: See section 2.5 of the ToR.

Aim of strategic procurement: Fulfilment of social objectives

Description: See sections 2.5 and 3.3.4 of the ToR.

Approach to reducing environmental impacts: Climate change mitigation, Pollution prevention and

control

Social objective promoted: Gender equality, Human rights due diligence in global supply chains

5.1.9. Selection criteria

Sources of selection criteria: Notice

Criterion: Other economic or financial requirements

Description of selection criterion: EN-A1: Principles for the execution of orders (Mit dem Teilnahmeantrag; Mittels Eigenerklärung): The eligibility criteria are not from the same category as stipulated above, as there is no suitable category. 1. Self-declaration: name of company and address, tax ID, registration and commercial register number or equivalent register in accordance with the legal provisions of the country of origin. 2. No grounds for exclusion pursuant to § 123, § 124 GWB, § 22 LkSG, EU-Russia sanctions 3. Declaration of bidding consortium and/or declaration of subcontractors (if applicable)

Criterion: Other economic or financial requirements

Description of selection criterion: EN-A2: Conditions for the reduction of candidates (Mit dem Teilnahmeantrag; Mittels Eigenerklärung): If we receive more than 5 requests to participate, we will make a selection on the basis of the criteria laid out in the procurement documents and invite tenders only from the 5 candidates with the highest scores. We reserve the right to cancel the procurement procedure if we receive fewer than 2 requests to participate. Weighted criteria for the selection of candidates: 1. Technical experience (50%) a. Development of DPI projects from idea stage to bankable concept (feasibility, business case, specifications) (7%) b. Finalization of required documents and hand over to financing institutions with positive financing decision (5%) c. Technical specification of software-based DPI projects (architecture, specifications, interoperability, roll out plans) (10%) d. Technical specification and design of digital hardware projects such as data centres, fiber optic projects (8%) e. Design of financial architecture and structuring for blended finance including international and local capital (10%) f. Advisory on PPP models, operation and maintenance structures for public infrastructure projects (10%) 2. Regional experience (in Africa) (30%) 3. Experience of development projects (at least 50% ODA-financed) (20%)

Criterion: References on specified services

Description of selection criterion: EN-B1: Technical and professional ability (Mit dem Teilnahmeantrag; Mittels Eigenerklärung): 1. The technical assessment is only based on reference projects with a minimum commission value of 150,000.00 EUR (net). 2. At least 5 reference projects in the technical field "Preparing a project to be investment ready for development finance institutions" in the last 36 months (reference date: date of publication of this tender) - of which at least 3 reference projects in the specific technical field of Digital Public Infrastructure (DPI), and - of which at least 3 reference projects from Sub Saharan Africa (in accordance with UN DESA Statistics Division).

Criterion: Average yearly turnover

Description of selection criterion: EN-C1: Economic and financial standing (Mit dem Teilnahmeantrag; Mittels Eigenerklärung): Average annual turnover for the last three years (last-but-four financial year can be included in case of tenders held within 6 months of end of last financial year), at least: 1,500,000.00 EUR (net).

Criterion: Other economic or financial requirements

Description of selection criterion: EN-C2: Economic and financial standing (Mit dem Teilnahmeantrag; Mittels Eigenerklärung): Average number of employees and managers in the last three calendar years, at least 10 persons.

Criterion: References on specified services

Description of selection criterion: Assessment of technical eligibility / weighted criteria for the selection of candidates - Weighted criteria for the selection of candidates: 1. Technical experience (50%) a. Development of DPI projects from idea stage to bankable concept (feasibility, business case, specifications) (7%) b. Finalization of required documents and hand over to financing institutions with

positive financing decision (5%) c. Technical specification of software-based DPI projects (architecture, specifications, interoperability, roll out plans) (10%) d. Technical specification and design of digital hardware projects such as data centres, fiber optic projects (8%) e. Design of financial architecture and structuring for blended finance including international and local capital (10%) f. Advisory on PPP models, operation and maintenance structures for public infrastructure projects (10%) 2. Regional experience (in Africa) (30%) 3. Experience of development projects (at least 50% ODA-financed) (20%)

The criteria will be used to select the candidates to be invited for the second stage of the procedure

Weight (percentage, exact): 100,00

Information about the second stage of a two-stage procedure:

Minimum number of candidates to be invited for the second stage of the procedure: 3

Maximum number of candidates to be invited for the second stage of the procedure: 5

The procedure will take place in successive stages. At each stage, some participants may be eliminated

The buyer reserves the right to award the contract on the basis of the initial tenders without any further negotiations

5.1.10. Award criteria

Criterion:

Type: Price

Name: Price

Description: Price criteria for "Bestangebots-Quotienten-Methode"

Category of award weight criterion: Weight (points, exact)

Award criterion number: 20

Criterion:

Type: Quality

Name: Erreichte Gesamtpunktzahl nach fachlicher Wertung (inkl. Mindbed.)

Description: Zur Ermittlung des wirtschaftlichsten Bieters wird hier von der Vergabestelle die erreichte Gesamtpunktzahl nach fachlicher Wertung eingetragen. Es werden nur Angebote mit einer fachlichen Bewertung von mindestens 500 Punkten gewertet. Fachliche Angebote mit weniger Punkten scheiden als fachlich ungeeignet aus.

Category of award weight criterion: Weight (points, exact)

Award criterion number: 80

Criterion:

Type: Quality

Name: Erreichte Gesamtpunktzahl nach fachlicher Wertung (inkl. Mindbed.)

Description: Zur Ermittlung des wirtschaftlichsten Bieters wird hier von der Vergabestelle die erreichte Gesamtpunktzahl nach fachlicher Wertung eingetragen. Es werden nur Angebote mit einer fachlichen Bewertung von mindestens 500 Punkten gewertet. Fachliche Angebote mit weniger Punkten scheiden als fachlich ungeeignet aus.

Category of award threshold criterion: Minimum score

Award criterion number: 500

5.1.11. Procurement documents

Languages in which the procurement documents are officially available: English

Deadline for requesting additional information: 24/08/2026 23:59:59 (UTC+02:00) Eastern European Time, Central European Summer Time

Address of the procurement

documents: <https://ausschreibungen.giz.de/Satellite/notice/CXTRY6YTT7H00PU/documents>

Ad hoc communication channel:

URL: <https://ausschreibungen.giz.de/Satellite/notice/CXTRY6YTT7H00PU>

5.1.12. Terms of procurement

Terms of the procedure:

Estimated date of dispatch of the invitations to submit tenders: 15/09/2026

Terms of submission:

Electronic submission: Required

Address for submission: <https://ausschreibungen.giz.de/Satellite/notice/CXTRY6YTT7H00PU>

Languages in which tenders or requests to participate may be submitted: English

Electronic catalogue: Not allowed

Variants: Not allowed

Tenderers may submit more than one tender: Not allowed

Deadline for receipt of requests to participate: 01/09/2026 12:00:00 (UTC+02:00) Eastern European Time, Central European Summer Time

Information that can be supplemented after the submission deadline:

At the discretion of the buyer, some missing tenderer-related documents may be submitted later.

Additional information: GIZ asks the applicant or bidder to submit, complete or correct documents, within the framework laid down by law.

Terms of contract:

The execution of the contract must be performed within the framework of sheltered employment programmes: No

Conditions relating to the performance of the contract: The execution conditions result from the information given in the contract notice and the tender documents.

Electronic invoicing: Required

Electronic ordering will be used: yes

Electronic payment will be used: yes

5.1.15. Techniques

Framework agreement:

No framework agreement

Information about the dynamic purchasing system:

No dynamic purchase system

5.1.16. Further information, mediation and review

Review organisation: Vergabekammern des Bundes

Information about review deadlines: According to Article 160, Section 3 of the German Act Against Restraint of Competition (GWB), application for review is not permissible insofar as 1. the applicant has identified the claimed infringement of the procurement rules before submitting the application for review and has not submitted a complaint to the contracting authority within a period of 10 calendar days; the expiry of the period pursuant to Article 134, Section 2 remains unaffected, 2. complaints of infringements of procurement rules that are evident in the tender notice are not submitted to the contracting authority at the latest by the expiry of the deadline for the application or by the deadline for the submission of bids, specified in the tender notice. 3. complaints of infringements of procurement rules that first become evident in the tender documents are not submitted to the contracting authority at the latest by the expiry of the deadline for application or by the deadline for the submission of bids, 4. more than 15 calendar days

have expired since receipt of notification from the contracting authority that it is unwilling to redress the complaint. Sentence 1 does not apply in the case of an application to determine the invalidity of the contract in accordance with Article 135, Section 1 (2). Article 134, Section 1, Sentence 2 remains unaffected.

Organisation providing additional information about the procurement procedure: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Organisation receiving requests to participate: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

8. Organisations

8.1. ORG-0001

Official name: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Registration number: 993-80072-52

Postal address: Dag-Hammarskjöld-Weg 1 - 5

Town: Eschborn

Postcode: 65760

Country subdivision (NUTS): Main-Taunus-Kreis (DE71A)

Country: Germany

Email: vahram.hovhannisyan@giz.de

Telephone: +49 6196792710

Fax: +49 6196791115

Internet address: <https://www.giz.de>

Roles of this organisation:

Buyer

Organisation providing additional information about the procurement procedure

Organisation receiving requests to participate

8.1. ORG-0002

Official name: Vergabekammern des Bundes

Registration number: 022894990

Postal address: Kaiser-Friedrich-Straße 16

Town: Bonn

Postcode: 53113

Country subdivision (NUTS): Bonn, Kreisfreie Stadt (DEA22)

Country: Germany

Email: yk@bundeskartellamt.bund.de

Telephone: +49 2289499-0

Fax: +49 2289499-163

Internet address: <https://www.bundeskartellamt.de>

Roles of this organisation:

Review organisation

8.1. ORG-0003

Official name: Datenservice Öffentlicher Einkauf (in Verantwortung des Beschaffungsamts des BMI)

Registration number: 0204:994-DOEVD-83

Town: Bonn

Postcode: 53119

Country subdivision (NUTS): Bonn, Kreisfreie Stadt (DEA22)

Country: Germany

Email: noreply_esender_hub@bescha.bund.de

Telephone: +49228996100

Roles of this organisation:

TED eSender

Notice information

Notice identifier/version: f869da9e-fe4d-41d4-952d-edeb58403667 - 01

Form type: Competition

Notice type: Contract or concession notice – standard regime

Notice subtype: 16

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