



# **GIZ Procurement – Cooperation Opportunities for Companies**

SEMINAR “WATER IN EU EXTERNAL ACTION INSTRUMENTS”

Brussels

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Director of the Procurement and Contracting Division





# GIZ Procurement – Cooperation Opportunities for Companies

## Agenda

1. **GIZ – Facts and Figures**
2. GIZ Services in the Water Sector
3. Doing Business with GIZ





## Our profile

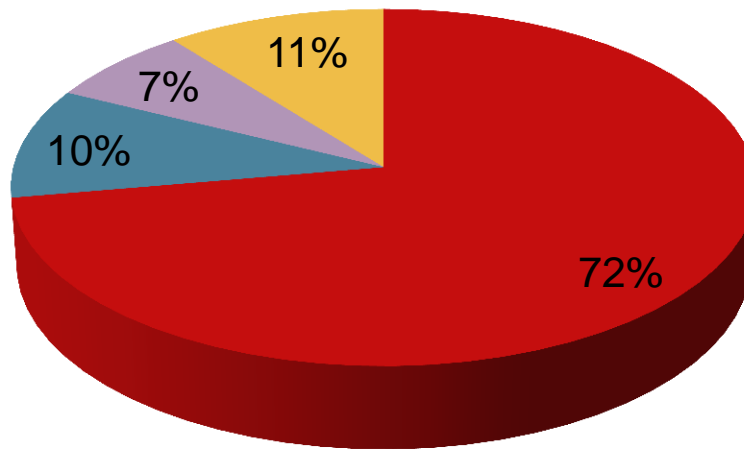
### A German federal enterprise

- Owned by the Federal Republic of Germany
  - Public-benefit federal enterprise
  - Company under private law
  - Supports the objectives of the German Government
- Operations in Germany and over 130 countries around the world



## Facts and figures: business

Total Business Volume EUR 2,14 billion



- German Federal Ministry for Economic Cooperation and Development (BMZ)
- Cofinancing from third-party donors
- GIZ International Services
- Other German Public Sector Clients



## Overview of commissions, business volume and contracts awarded by GIZ from 2009 to 2015 (EUR million) (I/III)

	2009	2010	2011	2012	2013	2014	2015
<b>Overview of commissions and business volume at GIZ</b>							
Commissions placed with GIZ	1,695.0	1,992.5	2,172.0	2,285.1	2,292.4	2,779.1	2,451.9
Business volume	1,486.2	1,851.5	2,031.9	2,104.1	1,931.2	2,032.1	2,142.4
<b>The Procurement and Contracting Division: services, financing arrangements</b>							
<b>Services</b>							
from companies	231.9	231.4	238.6	257.5	299.5	300.1	314.0
from institutions	79.8	95.7	93.8	133.0	133.8	193.0	229.5
from appraisers	58.7	59.2	51.8	74.6	74.4	71.2	74.1
from translators	1.4	2.8	1.7	1.5	2.7	1.6	1.8
Construction services	12.1	15.9	15.3	24.9	7.6	3.6	13.3
Financing arrangements	23.4	49.1	22.9	58.2	33.8	34.6	29.7
<b>Total</b>	<b>407.3</b>	<b>454.1</b>	<b>424.1</b>	<b>549.7</b>	<b>551.8</b>	<b>604.1</b>	<b>662.3</b>
<b>The Procurement and Contracting Division: materials, equipment</b>							
Suppliers	38.2	44.7	35.1	41.0	31.9	54.8	41.3
Procurement by cost centres	3.7	2.8	4.7	5.0	2.2	2.5	3.1
Procurement of medicines (WHO)	25.9	23.9	45.4	51.1	12.9	10.9	5.0
Orders from catalogues (in SAP's SRM system)	-	-	-	1.7	1.5	1.4	2.6
Freight forwarders	1.5	2.5	1.6	1.9	2.2	3.4	1.8
<b>Total</b>	<b>69.3</b>	<b>73.9</b>	<b>86.8</b>	<b>100.7</b>	<b>50.7</b>	<b>73.0</b>	<b>53.7</b>



## Overview of commissions, business volume and contracts awarded by GIZ from 2009 to 2015 (EUR million) (II/III)

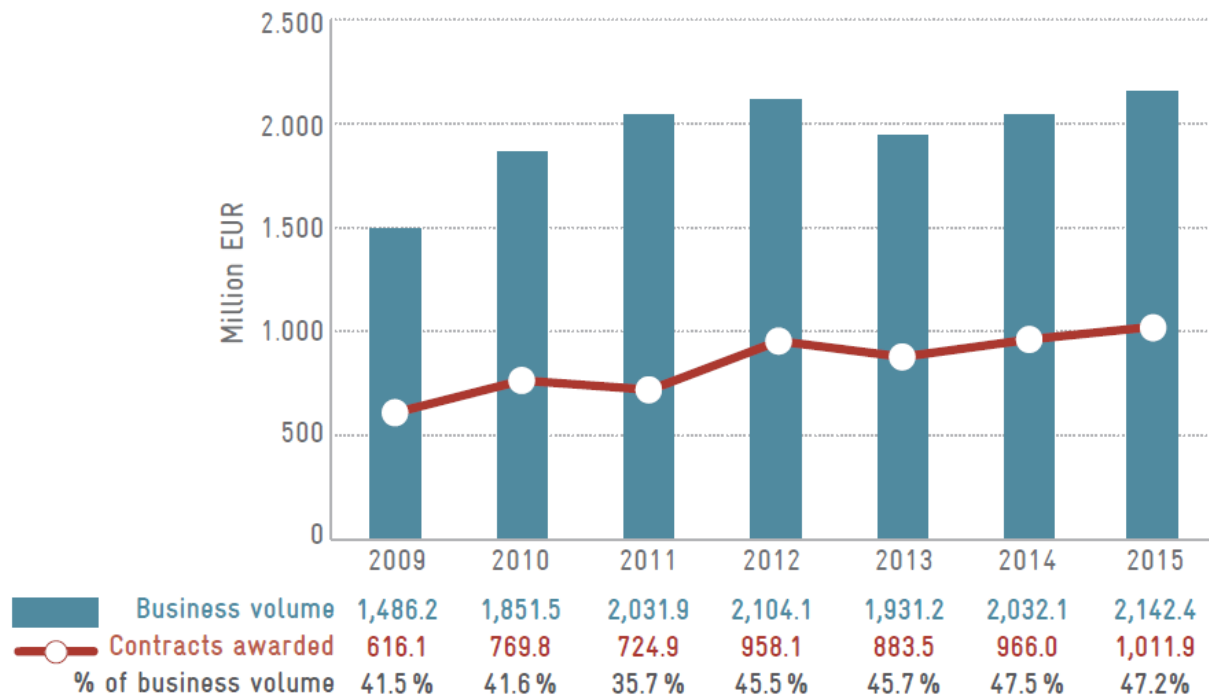
### GIZ country offices

#### Services

from companies	-	-	-	-	-	106.3	102.7
from appraisers	-	-	-	-	-	53.2	50.9
Construction services	-	-	-	-	-	12.1	14.4
Financing arrangements	-	-	-	-	-	60.4	69.4
<b>Total services</b>	<b>100.0</b>	<b>194.1</b>	<b>172.0</b>	<b>235.7</b>	<b>226.2</b>	<b>232.0</b>	<b>237.4</b>
Materials, equipment	39.5	47.7	42.0	72.0	54.8	56.9	58.4
<b>Total</b>	<b>139.5</b>	<b>241.8</b>	<b>214.0</b>	<b>307.7</b>	<b>281.0</b>	<b>288.9</b>	<b>295.8</b>
<b>Total contracts awarded</b>	<b>616.1</b>	<b>769.8</b>	<b>724.9</b>	<b>958.1</b>	<b>883.5</b>	<b>966.0</b>	<b>1,011.9</b>



## Overview of commissions, business volume and contracts awarded by GIZ from 2009 to 2015 (EUR million) (III/III)





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2. **GIZ Services in the Water Sector**
3. Doing Business with GIZ



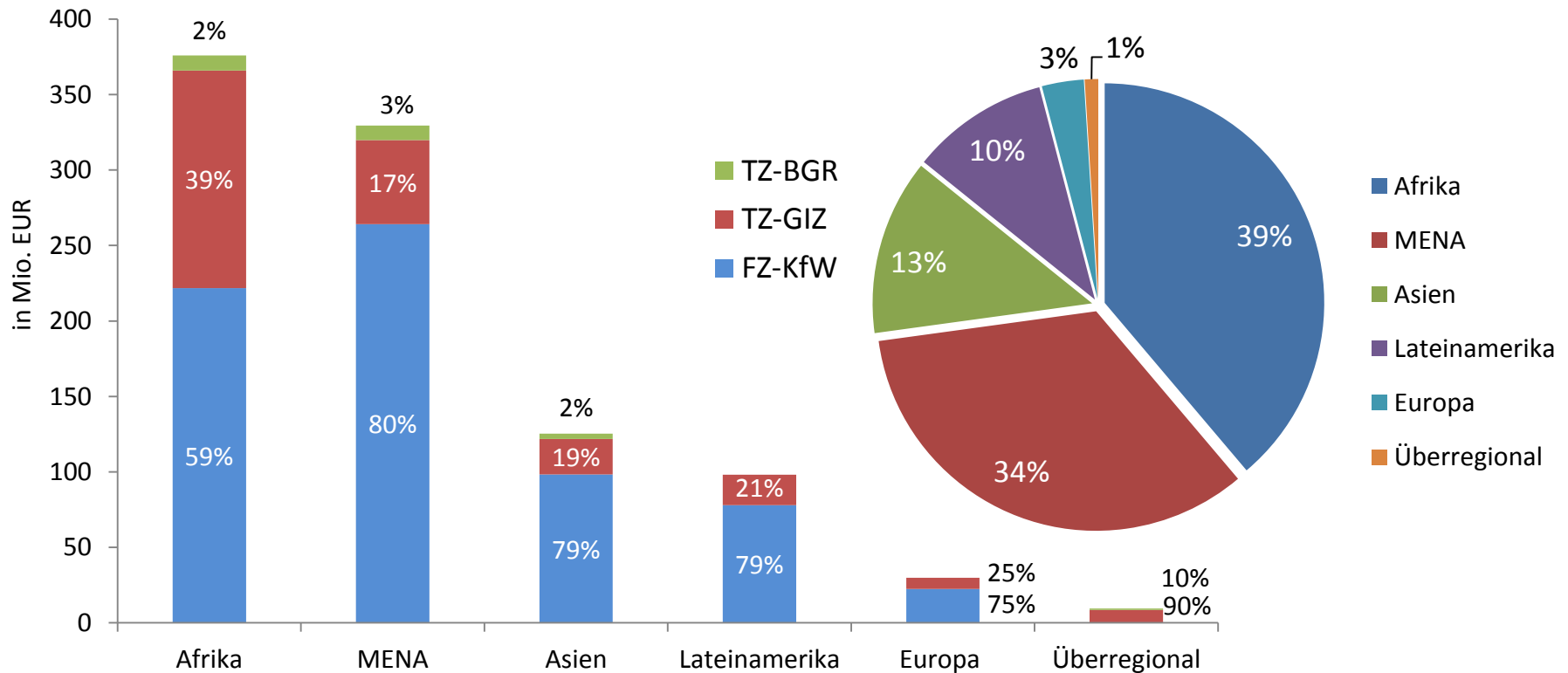


# German Development Cooperation - Portfolio in the Water Sector

- Annual budget: Ø 334 Million €
- Germany is among the largest bilateral donors in the sector
- 100 Million people have benefited from current projects
- Water is focal sector in 22 countries



## BMZ - contract value in the water sector





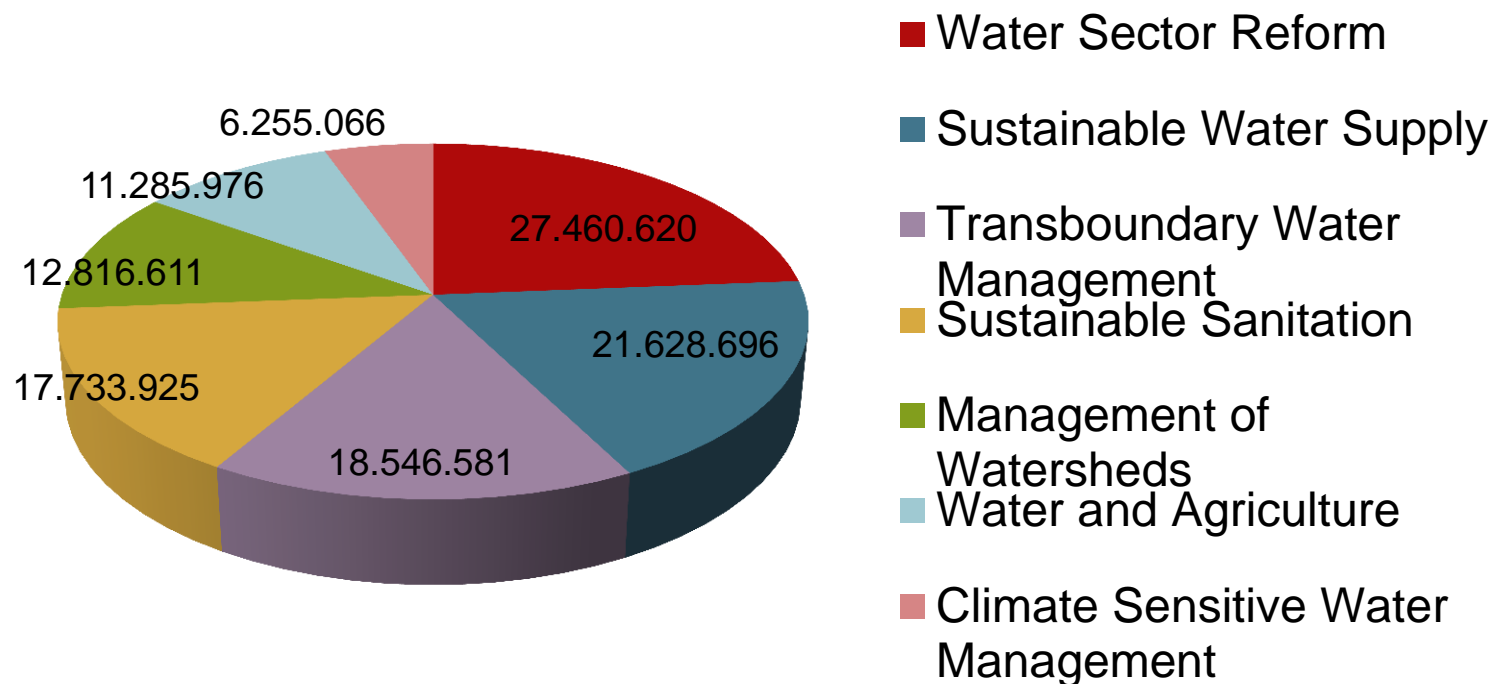
## GIZ Portfolio in the Water Sector (2014)

- **Annual budget:** EUR 128 million per year
- **Total budget / volume of contracts:** 481 million EUR
- **Customers:** Federal Ministry for Economic Cooperation and Development (BMZ), Federal Ministry for the Environment, Nature Conservation, Building and Nuclear Safety (BMU), Federal Foreign Office (AA), EU, DFID, EU, AFD, AusAID, ...
- **Cooperation partners:** UN Organizations (e.g. Habitat, ESCWA, ESCAP), AfDB, Global Water Partnership, German Water Partnership, Universities, ...
- **Staff:** 156 international staff  
29 in Germany (Competence Center Water)





## Annual Budget (2013, Public Benefit) in EUR for Different Water Services





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giz <https://www.giz.de/en/workingwithgiz/procurement.html> giz Procurement

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**Doing business with GIZ**

- German Government
- German states and municipalities
- Companies
- European Union
- International institutions
- Governments worldwide
- Our feature projects

**Procurement**

- Bidding Opportunities
- Reports and procedures
- Important documents – Service contracts
- Financing
- Materials and equipment
- Currency exchange rates
- Help & FAQ
- Awarded Contracts

**Procurement**



GIZ involves suitable firms from the private sector of the economy when implementing commissions. It charges consultancy companies with the production of expert reports and implementation of complex consultancy projects. It awards orders to national and international suppliers for procuring technical equipment and materials.

You will find further information on this and details of the procedures applied by GIZ for awarding appropriate contracts under Reports and procedures.

Under Important Documents you will also find the general terms and conditions of business, the conditions for application, and other useful documents and information on preparing offers and accounting procedures.

**Contact**

[procurement@giz.de](mailto:procurement@giz.de)  
Phone: +49 6196 79-2159  
Fax: +49 6196 79-2269

**KEEP UP TO DATE!**

Subscribe to the RSS feed to receive all GIZ's invitations to tender.

Subscribe at [www.bund.de/...](http://www.bund.de/)

<https://www.giz.de/en/workingwithgiz/procurement.html>



Doing business with GIZ

German Government

German states and municipali-  
ties

Companies

European Union

International institutions

Governments worldwide

Our feature projects

Procurement

**Bidding Opportunities**

Reports and procedures

Important documents – Service con-  
tracts

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Awarded Contracts

## Bidding Opportunities

As a public contracting authority, GIZ issues Europe-wide invitations to tender for all procurements above the EU threshold. On 18 April 2016 the EU's new public procurement directive came into effect in German law. All interested companies can now download the full tender documents from our online platform and find out about the latest questions submitted by bidders and our responses.

You can keep up to date with GIZ's new Europe-wide public tenders by subscribing to the RSS feed. You will find more information in the column at the right-hand side. Modifications and bidders' questions are not, however, included in the RSS feed.

The tender documents for current public tenders and the bidders' questions with the corresponding responses are available on our tender platforms (see links below). Current public tenders for materials and equipment and for services are published separately.

If you have received a password from us within the framework of an ongoing public tender for services, you can access the relevant documents on the 'Current public tenders for services below the EU threshold' page. Access is only possible for firms participating in the public tender.

### CURRENT PUBLIC TENDERS FOR MATERIALS AND EQUIPMENT ABOVE THE EU THRESHOLD

CLOSE

➤ Current public tenders for materials and equipment above the EU threshold

### CURRENT PUBLIC TENDERS FOR SERVICES ABOVE THE EU THRESHOLD

CLOSE

➤ Current public tenders for services above the EU threshold

### CURRENT PUBLIC TENDERS FOR SERVICES BELOW THE EU THRESHOLD

CLOSE

➤ Current public tenders for services below the EU threshold

### Contact

For more information, please  
contact  
procurement@giz.de

### KEEP UP TO DATE!

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all GIZ's invitations to tender.

➤ Subscribe at [www.bund.de/...](http://www.bund.de/...)

### CONTACT DETAILS OF GIZ OFFICES

➤ GIZ worldwide

Bezeichnung des Auftrages	Land	Vergabeunterlagen	Bieterfragen & Antworten	Aktualisiert	Abgabefrist
Wartung, Migration und Hochrüstung Telefonanlage	DE	<a href="#">ZVA81206013-WB-UNTERLAGEN.ZIP</a>			24.11.2016
81199219- Lead long-term advisory for the operations of the C40 Cities Finance Facility (CFF)	URW	<a href="#">ZVA81199219-TENDER DOCUMENTS.ZIP</a>			22.11.2016
81206238-Management of Wilpattu National Park and its influence zones	LK	<a href="#">ZVA81206238-WILPATTULKA.ZIP</a>			22.11.2016
81206280-Rural Electrification through Renewable Energy (ELREN)	ID	<a href="#">ZVA81206280-ELREN INDONESIA.ZIP</a>			21.11.2016
81205949-Unabhängiger Verwalter/in zur D-EITI Berichterstattung für das Jahr 2016	DE	<a href="#">ZVA81205949-VERGABEUNTERLAGEN.ZIP</a>			18.11.2016
Industrial waste and wastewater management	IN	<a href="#">ZVA81203671-TENDER DOCUMENTS.ZIP</a>			16.11.2016
81205355 - Transformasi - Indonesien	ID	<a href="#">ZVA81205355-TRANSFORMASI.ZIP</a>			14.11.2016
Vorinformation zu Baumaßnahme "Neubau eines Ausbildungs- und Seminargebäudes, AIZ Bonn- Röttgen"	DE	<a href="#">ZVA81201825-VORINFORMATION.PDF</a>			05.11.2016
Development and implementation of a Planning Information System	BD	<a href="#">ZVA81204694-TENDER DOCUMENTS.ZIP</a>			24.10.2016
81200779-Reform des Wassersektor in Afghanistan	AF	<a href="#">ZVA81200779-WB WASSERSEKTOR AFG.ZIP</a>			20.10.2016
81205069 - Verbesserung von Angeboten in der Jugendförderung	KG	<a href="#">ZVA81205069 - WB-UNTERLAGEN.ZIP</a>	<a href="#">ZVF81205069 - BIETERFRAGEN.ZIP</a>	29.09.2016	19.10.2016



## Procurement

Bidding Opportunities

Reports and procedures

### Important documents – Service contracts

#### Invitations to tender

Contracts

Invoices and accounting procedures

Reports

Contract documents up to April 2012

Financing

Materials and equipment

Currency exchange rates

Help & FAQ

Awarded Contracts

or on the General Terms and Conditions of Contract for supplying services and work 2014. If you have any questions please get in touch with the contact person named in the tender documents.

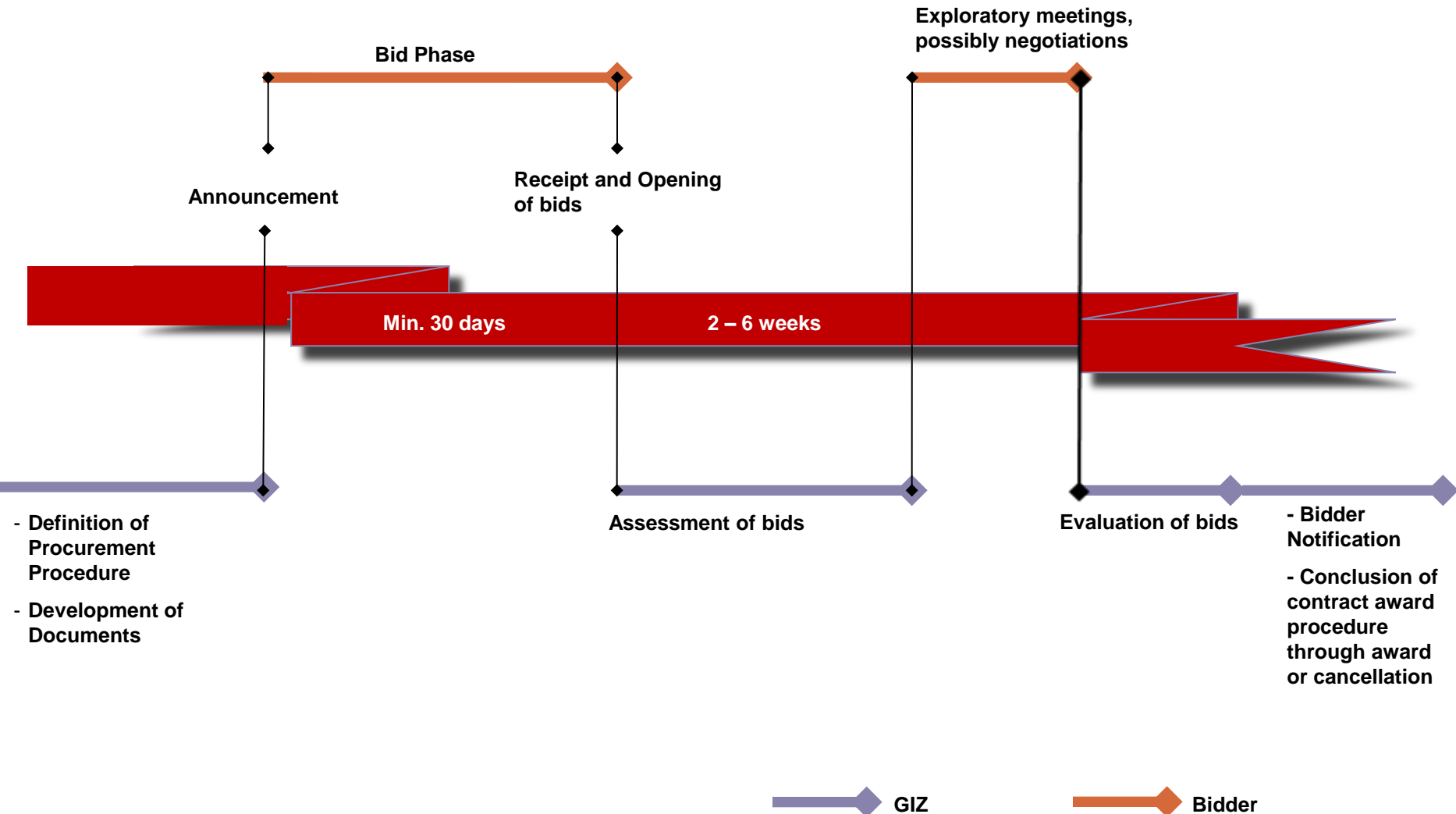
### TENDER DOCUMENTS

CLOSE ^

- > Bidding conditions (version 2015) (pdf, 0.17 MB, EN)
- > General Terms and Conditions of Contract for supplying services and work 2014 (pdf, 0.26 MB, EN)
- > General Terms and Conditions of Contract for supplying services and work 2012 (pdf, 0.35 MB, EN)
- > CV Template (EuropeAid) (doc, 0.04 MB, EN)
- > CV template (Europass) (doc, 0.09 MB, EN)
- > Instructions for filling in the CV (Europass) (pdf, 0.11 MB, EN)
- > Specimen 'Association Clause' (docx, 0.08 MB, english)
- > Declaration of integrity (pdf, 0.09 MB, english)
- > Salary increases under collective bargaining agreements in connection with a price adjustment clause (doc, 0.06 MB, EN)
- > Price sheet (xls, 0.21 MB, EN)
- > Price sheet (daily rates) simple (xlsx, 0.04 MB)
- > Address labels for submission of bids (doc, 0.04 MB, EN)



# The procurement procedure





# Types of Award Procedures GIZ

- European Open Procedure (> EUR 209,000)
- Restricted Procedure (> EUR 20,000)
- Negotiated Procedure with prior public invitation (EUR 20,000)
- Negotiated Procedure without prior public invitation (only for Special Services § 3 IV VOL/A-EG)



# Publication Platforms

- GIZ-Website: Procurement

[https://www.giz.de/en/workingwithgiz/bidding\\_procurement.html](https://www.giz.de/en/workingwithgiz/bidding_procurement.html)

- European Union for European Tenders ([ted.europa.eu](http://ted.europa.eu))
- [www.bund.de](http://www.bund.de) (German Tender Publications)
- GTAI-Platform (Germany Trade and Invest) ([www.gtai.de](http://www.gtai.de))
- Bi-online or other Tender Publication Platforms according to Awarding Authority
- Other Project Web-Sites



## Where the invitation to tender is managed

Partner Country	GIZ Head Office
If goods are available locally (in the region)	If suppliers from Europe are involved
If a sufficient number of bidders are available	If procurement exceeds EUR 209,000
If local procurement is cost effective	If conditions for local purchase are not met



## Evaluation

- Formal Review
- Technical Review
- Commercial Review
- Financial Review
- Decision

The contract must be awarded to the **most economical bid**, taking into account all the circumstances:

- **price +**
- **other economic criteria for award** (e.g. service, follow-on costs) and **non-economic criteria** (e.g. environment, aesthetics) are permissible if they are related to the subject of the order and are made transparent, cf. section 16 para. 8 VOL/A.



# Thank you for your attention!

**Immanuel Gebhardt**

GIZ - Director of the Procurement and Contracting Division

