

**Germany – Environmental protection – 81319783 - Technical assistance on resources mobilisation for integrated water catchment management and landscape protection in Zambia**  
**OJ S 184/2025 25/09/2025**  
**Contract or concession notice – standard regime**  
**Services**

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## 1. Buyer

### 1.1. Buyer

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

Email: [zuhal.uysal@giz.de](mailto:zuhal.uysal@giz.de)

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

Activity of the contracting authority: General public services

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## 2. Procedure

### 2.1. Procedure

Title: 81319783 - Technical assistance on resources mobilisation for integrated water catchment management and landscape protection in Zambia

Description: The Integrated Water Catchment Management and Landscape Protection (AWARE 2.0) project is co-financed by the European Union (EU) and the German Federal Ministry for Economic Cooperation and Development (BMZ) and implemented by GIZ. It is part of the broader Green Partnership and Investment Programme under the GREEN NEXUS initiative, which promotes sustainable development and green recovery across the Zambian part of the Greater Kavango Zambezi (KAZA) Trans-Frontier Conservation Area (TFCA). The project covers a diverse ecological landscape from the Greater Kafue ecosystem in the southwest to the Luangwa-Nyika corridors in central and eastern Zambia. AWARE 2.0 aims to improve integrated water catchment management and landscape protection, with a focus on agriculture, forestry, biodiversity, water, and climate. In Zambia, its lead government partners are the Ministry of Water Development and Sanitation (MWDS), the Ministry of Green Economy and Environment (MGEE), and the Water Resources Management Authority (WARMA). The project works at both national and sub-national levels, with a geographic focus on the Lower Kafue Sub-Catchment (LKSC). It addresses four key outputs: (1) Improved capacities of the central government to execute its mandate for the integrated management of water catchments, including landscape protection with a focus on climate adaptation; (2) Improved capacities of decentralised authorities to plan, protect and sustainably manage water catchment ecosystems with focus on climate adaptation in the selected landscape; (3) Improved capacities of Water Resources Management (WRM) governance structures to sustainably manage water resource disputes in the LKSC; and (4) Scaled-up measures for water catchment management, landscape restoration and protection and climate adaptation. Despite growing environmental challenges, IWCM and landscape restoration in Zambia remain severely underfunded. Key barriers include limited economic data on the benefits of restoration, fragmented resource mobilization efforts, and minimal private sector engagement beyond CSR. In response, AWARE 2.0 is supporting a set of interlinked activities to enable sustainable resource mobilization for restoration in the LKSC and beyond. To this end, AWARE 2.0 seeks consultancy support in three critical areas: (1) conducting an economic modelling analysis to quantify the benefits of watershed restoration and NbS interventions, particularly to inform the Ministry of Finance and National Planning; (2) supporting the

development and validation of an implementation-oriented financing strategy for IWCM and landscape protection; and (3) facilitating multi-stakeholder partnerships to mobilize long-term investments.

Procedure identifier: 88f7c1da-553e-4aae-8473-c9127371b805

Internal identifier: 81319783

Type of procedure: Open

The procedure is accelerated: no

#### **2.1.1. Purpose**

Main nature of the contract: Services

Main classification (cpv): 90720000 Environmental protection

Additional classification (cpv): 79951000 Seminar organisation services

#### **2.1.2. Place of performance**

Town: Sambia

Country: Zambia

#### **2.1.4. General information**

Additional information: #Bekanntmachungs-ID: CXTRY6YTAMDFHA5# All communication takes place in English via communication tool in the project area of the procurement portal.

##### **Legal basis:**

Directive 2014/24/EU

vgr -

#### **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: In accordance with §§ 123,124 GWB

Terrorist offences or offences linked to terrorist activities: In accordance with §§ 123,124 GWB

Money laundering or terrorist financing: In accordance with §§ 123,124 GWB

Fraud: In accordance with §§ 123,124 GWB

Corruption: In accordance with §§ 123,124 GWB

Child labour and including other forms of trafficking in human beings: In accordance with §§ 123,124 GWB

Breaching obligation relating to payment of taxes: In accordance with §§ 123,124 GWB

Breaching obligation relating to payment of social security contributions: In accordance with §§ 123,124 GWB

Breaching of obligations in the fields of environmental law: In accordance with §§ 123,124 GWB

Breaching of obligations in the fields of social law: In accordance with §§ 123,124 GWB

Breaching of obligations in the fields of labour law: In accordance with §§ 123,124 GWB

Insolvency: In accordance with §§ 123,124 GWB

Assets being administered by liquidator: In accordance with §§ 123,124 GWB

Business activities are suspended: In accordance with §§ 123,124 GWB

Analogous situation like bankruptcy, insolvency or arrangement with creditors under national law: In accordance with §§ 123,124 GWB

Grave professional misconduct: In accordance with §§ 123,124 GWB

Agreements with other economic operators aimed at distorting competition: In accordance with §§ 123,124 GWB

Conflict of interest due to its participation in the procurement procedure: In accordance with §§ 123,124 GWB

Direct or indirect involvement in the preparation of this procurement procedure: In accordance with §§ 123,124 GWB

Early termination, damages, or other comparable sanctions: In accordance with §§ 123,124 GWB

Misrepresentation, withheld information, unable to provide required documents and obtained confidential information of this procedure: In accordance with §§ 123,124 GWB

## 5. Lot

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### 5.1. Lot: LOT-0001

Title: 81319783 - Technical assistance on resources mobilisation for integrated water catchment management and landscape protection in Zambia

Description: The Integrated Water Catchment Management and Landscape Protection (AWARE 2.0) project is co-financed by the European Union (EU) and the German Federal Ministry for Economic Cooperation and Development (BMZ) and is being implemented by Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH. AWARE 2.0 forms a strategic component of the broader Green Partnership and Investment Programme under the GREEN NEXUS framework. This overarching programme promotes sustainable development and green recovery across sectors-agriculture, forestry, biodiversity, water, and climate-in the Zambian portion of the Greater Kavango Zambezi Trans-Frontier Conservation Area (KAZA TFCA). The geographic focus of the AWARE 2.0 project spans ecologically significant landscapes, including the Greater Kafue ecosystem in the southwest and the Luangwa-Nyika corridors in central and eastern Zambia. Together, these areas form a diverse and interconnected "landscape" targeted for integrated and sustainable management. The project is aligned with Zambia's policy commitments on climate resilience, water governance, and ecosystem restoration. AWARE 2.0 aims to strengthen integrated water catchment management (IWCM) and landscape protection in Zambia. The project works with key national counterparts including the Ministry of Water Development and Sanitation (MWDS), the Ministry of Green Economy and Environment (MGEE), and the Water Resources Management Authority (WARMA). The intervention targets both national-level institutions and sub-national actors, with a particular focus on the Lower Kafue Sub-Catchment (LKSC). The project is structured around four interlinked outputs: i. Strengthened capacities of central government institutions to execute their mandates related to IWCM, landscape protection, and climate adaptation. ii. Improved institutional and technical capacity of decentralized authorities to plan, protect, and sustainably manage water catchments and ecosystems within a changing climate. iii. Enhanced functionality of water governance structures in managing water-related disputes in the LKSC. iv. Scaled-up implementation of on-the-ground measures for water catchment management, ecosystem restoration, and climate adaptation. While policy frameworks exist, Zambia continues to face severe underfunding in the areas of catchment management and landscape restoration. Several challenges impede resource mobilization: a lack of robust economic valuation of NbS and restoration benefits, weak intersectoral coordination in financing, and limited private sector engagement beyond corporate social responsibility (CSR) approaches. To address these constraints and unlock sustainable financing, AWARE 2.0 Project will implement a strategic intervention across three interconnected thematic areas. Accordingly, GIZ seeks consultancy services to support the following work packages: - Economic Modelling Analysis (WP 1): Conduct an in-depth economic modelling analysis to quantify the environmental and socio-economic benefits of watershed restoration and nature-based solutions (NbS). The analysis will primarily inform the Ministry of Finance and National

Planning (MoFNP) and provide evidence for future investment cases. - Financing Strategy Development (WP 2): Support the co-creation and validation of an implementation-oriented national financing strategy for IWCM and landscape protection. The strategy should be informed by WP 1 and reflect the needs and capacities of national and sub-national stakeholders. - Partnership Facilitation (WP 3): Facilitate the establishment of multi-stakeholder partnerships, including those with development partners, private sector actors, and civil society organizations, to scale up resource mobilization for restoration and climate adaptation efforts. These three work packages are designed to function as an integrated whole. WP 1 serves as the analytical foundation for both WP 2 and WP 3. The economic insights generated will directly inform the design of the financing strategy and identify high-impact areas for investment and collaboration. WP 2 builds on this evidence to shape feasible, context-specific financing pathways, while WP 3 translates this groundwork into practical partnerships that can mobilize both financial and technical resources. The interdependence of the work packages is not only conceptual but operational. Attempting to divide them into separate lots risks undermining the internal logic of the intervention. It would lead to fragmentation, misalignment between outputs, increased coordination burdens, and ultimately diminished effectiveness. Managing each component in isolation would also introduce accountability challenges and raise transaction costs, especially in a context requiring cross-sectoral collaboration. The integrated implementation of these work packages reflects a systems-thinking approach, one that acknowledges the complexity of water governance and the necessity of synchronizing technical, financial, and institutional interventions. Delivering these work streams as a cohesive package will ensure consistent flow of information, operational efficiency, better value for money, and stronger long-term impact. Therefore, GIZ emphasizes that the three work packages must be implemented jointly under a single contract. The selected consultancy or consortium must demonstrate the technical capacity to deliver across all three thematic areas while maintaining alignment with stakeholder expectations and national priorities. This tender represents a key opportunity to support Zambia's ambitions in building a resilient, well-financed, and sustainably managed water and landscape system.

Internal identifier: 81319783

#### **5.1.1. Purpose**

Main nature of the contract: Services

Main classification (cpv): 90720000 Environmental protection

Additional classification (cpv): 79951000 Seminar organisation 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**

Town: Sambia

Country: Zambia

#### **5.1.3. Estimated duration**

Start date: 26/01/2026

Duration end date: 31/01/2028

#### **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: Not required

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:selbst#, #Besonders auch geeignet für: other-sme#

#### **5.1.7. Strategic procurement**

Aim of strategic procurement: Reduction of environmental impacts

Description: Please see the Terms of Reference

Aim of strategic procurement: Fulfilment of social objectives

Description: Please see the Terms of Reference.

Approach to reducing environmental impacts: Climate change mitigation

Social objective promoted: Gender equality

#### **5.1.9. Selection criteria**

Sources of selection criteria: Notice

Criterion: Other economic or financial requirements

Description: EN-A1: Principles for the execution of orders (Mit dem Angebot; 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: References on specified services

Description: EN-B1: Technical and professional ability (Mit dem Angebot; Mittels Eigenerklärung): 1. The technical assessment is only based on reference projects with a minimum commission value of 200000 EUR. 2. At least 3 reference projects in the technical field strategy development and/or mobilization of financial resources for natural resources management focussing on nature based solutions and/or water catchment management and /or climate adaptation and at least 2 reference projects in the region in Southern and/or Eastern Africa in the last 36 months (deadline: date of publication of invitation to tender).

Criterion: Average yearly turnover

Description: EN-C1: Economic and financial standing (Mit dem Angebot; 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: 900000 EUR.

Criterion: Other economic or financial requirements

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

#### **5.1.11. Procurement documents**

Languages in which the procurement documents are officially available: English  
Deadline for requesting additional information: 17/10/2025 23:59:59 (UTC+02:00) Eastern European Time, Central European Summer Time

Address of the procurement documents: <https://ausschreibungen.giz.de/Satellite/notice/CXTRYY6YTAMDFHA5/documents>

**Ad hoc communication channel:**

URL: <https://ausschreibungen.giz.de/Satellite/notice/CXTRYY6YTAMDFHA5>

#### **5.1.12. Terms of procurement**

**Terms of submission:**

Electronic submission: Required

Address for submission: <https://ausschreibungen.giz.de/Satellite/notice/CXTRYY6YTAMDFHA5>

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 tenders: 27/10/2025 12:00:00 (UTC+01:00) Central European Time, Western European Summer Time

Deadline until which the tender must remain valid: 185 Days

**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.

**Information about public opening:**

Opening date: 27/10/2025 12:00:00 (UTC+01:00) Central European Time, Western European Summer Time

**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

Electronic auction: no

#### **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

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## 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: [zuhal.uysal@giz.de](mailto:zuhal.uysal@giz.de)

Telephone: +49 6196791481

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: 02284990

Postal address: Kaiser-Friedrich-Straße 16

Town: Bonn

Postcode: 53113

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

Country: Germany

Email: [vk@bundeskartellamt.bund.de](mailto:vk@bundeskartellamt.bund.de)

Telephone: +49 228 9499-0

#### **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](mailto:noreply.esender_hub@bescha.bund.de)

Telephone: +49228996100

**Roles of this organisation:**

TED eSender

Notice information

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Notice identifier/version: 4aeb1648-ac53-4473-95fa-967eee13dc0d - 01

Form type: Competition

Notice type: Contract or concession notice – standard regime

Notice subtype: 16

Notice dispatch date: 24/09/2025 07:46:42 (UTC+02:00) Eastern European Time, Central European Summer Time

Languages in which this notice is officially available: English

Notice publication number: 629145-2025

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Publication date: 25/09/2025