

## To whom it may concern

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Your reference  
Our reference 83421974  
Email: [betty.madingwaneng@giz.de](mailto:betty.madingwaneng@giz.de)  
Date: 07.10.2022

**Reference no.: 83422119**  
**Processing no.: 21.2230.7-001.00**  
**Project title: Green Hydrogen Programme (H2.SA)**  
**Country: The Republic of South Africa**

Deutsche Gesellschaft für  
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Chairman of the Supervisory Board  
Jochen Flasbarth, State Secretary

Management Board  
Tanja Gönner (Chair)  
Ingrid-Gabriela Hoven  
Thorsten Schäfer-Gümbel

Dear Sir/Madam,

The German Federal Ministry for Economic Cooperation (BMZ) has commissioned us with the implementation of the aforementioned project.

The project is concerned with: **Green Hydrogen Finance Landscape & Accelerator tender #83422119.**

Should you be interested in implementing the abovementioned measure, please submit your proposal (technical and price proposal) to [ZA\\_Quotation@giz.de](mailto:ZA_Quotation@giz.de) in PDF ONLY by the **24<sup>th</sup> October 2022 (no later than 23h00)**.

The bids are to be **separated in two folders/files**. One containing technical proposal only and the other one price quotation only in the budget template provided **in one e-mail as attachments**.

Your bid should be clearly marked with the following text:

**Bidding documents for <83421974 ><21.2230.7-001.00>**  
**- to be opened by the Procurement Department only –**

Detailed instructions on what information your bid should contain and how it should be presented as well as on the quantities required are provided in the attached terms of reference.

Your technical bid may not contain any details of prices.

Queries of a commercial, technical or procedural nature must be made in writing only, reaching GIZ not later than **14.10.2022**, and addressed to:

Betty Madingwaneng: Procurement Department  
Email: [betty.madingwaneng@giz.de](mailto:betty.madingwaneng@giz.de)

**Note: Queries and responses will be put on the website.**

Non-compliance may result in your bid not being considered.

Any queries reaching us beyond that date cannot be answered.

We will evaluate the bids received in light of both technical and price considerations (see attached Technical Assessment Grid).

When the technical evaluation has been completed, the price quotations of those bidders which are eligible from the technical point of view (more than 500 points) will be opened and evaluated by the officer responsible. Technical offers below 500 points will be considered as technically not acceptable. The technical bid and price quotation are weighted at a ratio of 70:30 respectively.

An overall order of rank is thus established, with the most cost-effective bid at the top. As a rule, contract negotiations are initiated with the bidder who submitted this offer. The next bidder on the list is invited if these negotiations fail.

It is anticipated that the evaluation of the bids submitted will be completed by **30.11.2022**

For procedural reasons, no content-related information on the progress of the evaluation will be given until a decision has been made as to the award of the contract. We would therefore be grateful if you could refrain from making inquiries in this regard. We will notify you in writing if your bid is not under consideration.

Work is scheduled to commence in **30.11.2022**. Your offer is binding until this date.

Please let us know whether we can expect to receive a bid from you by informing the Procurement Department in writing via email ([betty.madingwaneng@giz.de](mailto:betty.madingwaneng@giz.de)) within five days of this letter being dispatched.

Yours truly  
Betty Madingwaneng

Annexes:

1. Bidding Conditions (local)
2. Terms of Reference
3. General Conditions of Contracts (local)
4. Assessment Grid for the Technical Evaluation of Bids
5. Budget Allocation Template