

Terms of reference (ToRs) for the procurement of services above the EU threshold

CONFIDENTIAL

Project title:

GET.transform

Country:

Global

Processing

number/cost centre:

G-011008-630

Tender number:

10021886

Subject of the tender procedure:

Provision of standardised consultancy services for On- & Off-Grid
Regulation and Market Development

0.	List of abbreviations	3
1.	Context.....	5
2.	Tasks to be performed by the contractor	7
2.1	Term	7
2.2	Objectives, indicators, work packages, milestones	8
2.3	Project and knowledge management requirements	21
2.4	Data protection and information security	23
2.5	Other requirements	24
3.	Technical-methodological concept.....	25
3.1	Interpretation of objectives (section 1.1 of the assessment grid).....	25
3.2	Processes and actors in the partner system (section 1.2 of the assessment grid)	25
3.3	Strategy (section 1.3 of the assessment grid).....	25
3.4	Project management (section 1.4 of the assessment grid)	26
3.5	Further requirements (section 1.5 of the assessment grid).....	27
4.	Personnel.....	27
5.	Costing requirements	45
5.1	Assignment of experts.....	45
5.2	National administrative staff	47
5.3	Travel expenses.....	47
5.4	Materials and equipment	49
5.5	Operating costs in the country of assignment.....	49
5.6	Workshops, education and training	49
5.7	Local contributions	49
5.8	Other costs.....	49
5.9	Flexible remuneration item	49
6.	Requirements on the format of the tender	50

Subject of the tender procedure: Provision of standardised consultancy services for On- & Off-Grid Regulation and Market Development

Tender number: 10021886



7.	Options or follow-on contract	51
7.1	Option to expand the service content/extend the contract term pursuant to section 132 (2) no. 1 German Act against Restraints of Competition (GWB)	51
7.2	Option to procure materials and equipment pursuant to section 132 (2) no. 1 German Act against Restraints of Competition (GWB)	51
7.3	Follow-on contract pursuant to Section 14 (4) no. 9 German Ordinance on the Award of Public Contracts (VgV)	51
8.	Annexes	51

Subject of the tender procedure: Provision of standardised consultancy services for On- & Off-Grid Regulation and Market Development

Tender number: 10021886



0. List of abbreviations

EU	European Union
GAP	Gender Action Plan
GDPR	General Data Protection Regulation
GET.pro	Global Energy Transformation Programme
GIAs	Gender Impact Assessments
GIZ	Deutsche Gesellschaft für Internationale Zusammenarbeit GmbH
GTC	General Terms and Conditions of Contract for supplying services and work on behalf of the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH
IPP	Independent Power Producer
KOMP	Cost per output monitoring and forecast
LAC	Latin America and the Caribbean
Lol	Letter of intent
M&E	Monitoring and Evaluation
MoU	Memorandum of Understanding
PBGs	Performance Based Grants
PUE	Productive Use of Energy
RBF	Result Based Finance
RfS	Request for Service
RMO	Risk Management Office

Subject of the tender procedure: Provision of standardised consultancy services for On- & Off-Grid Regulation and Market Development

Tender number: 10021886



SDG	Sustainable Development Goal
SHS	Solar home systems
SWOT	Strengths, Weaknesses, Opportunities and Threats
T&D	Transmission and Distribution
TA	Technical Assistance
ToRs	Terms of reference

Subject of the tender procedure: Provision of standardised consultancy services for On- & Off-Grid Regulation and Market Development

Tender number: 10021886

1. Context

This procurement aims to secure services essential to advancing GIZ's global technical assistance on the energy transition, with an initial focus on GET.transform as the operational platform. This tender encompasses services foundational to supporting GIZ's broader objectives of catalysing energy transformations worldwide, facilitating the transition to clean energy, and bolstering sustainable energy infrastructure.

Information on GET.transform

GET.transform, is a technical assistance program supporting national and regional partners and institutions in advancing their energy transitions. GET.transform is a component of the GET.pro (Global Energy Transformation Programme), which is a global multi-donor platform and implemented by Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH.

- GET.invest mobilises private investments in clean energy by building a pipeline of bankable investment projects.
- GET.transform supports partner governments by developing bankable frameworks for clean energy investment.
- The Secretariat for Africa-EU Energy Program promotes strategic political dialogue between Africa and Europe on energy.

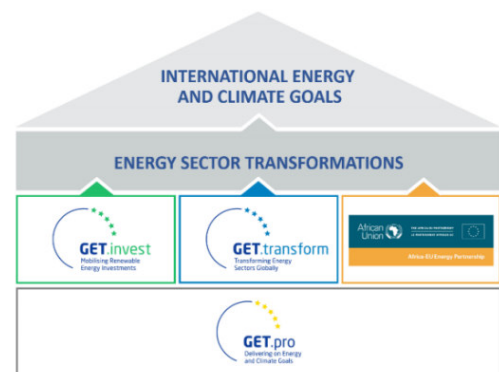


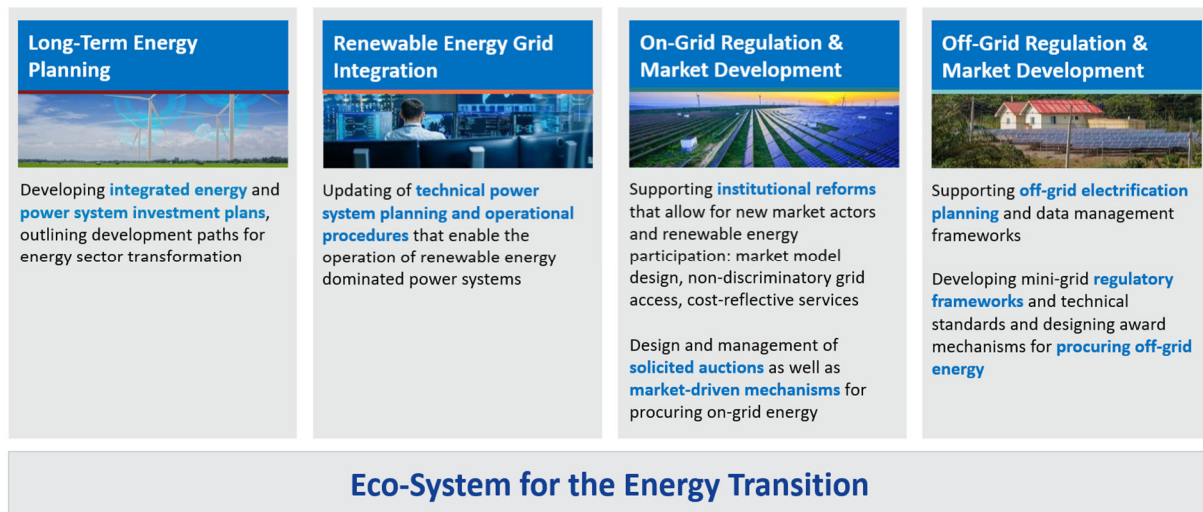
Figure 1: The three instruments of GET.Pro

Thematic and geographic scope: The implementation structure of GET.transform is organised along the Thematic and Geographic Approach. GET.transform offers structured [advisory services](#) on four key transformational topics:

- 1) Long-Term Energy Planning
- 2) Renewable Energy Grid Integration
- 3) On-Grid Regulation and Market Development
- 4) Off-Grid Regulation and Market Development

Subject of the tender procedure: Provision of standardised consultancy services for On- & Off-Grid Regulation and Market Development

Tender number: 10021886



On-Grid Regulation and Market Development measures enable power sector market reform allowing for renewable energy participation, increased investment, and promotion of private markets. Power system transformation processes should be supported by a background of technically sound energy planning, a well-functioning governance structure, policy and regulatory framework. The goal is to ensure that electricity resources, including generation, transmission, and distribution systems, are allocated efficiently. In addition, market model mechanisms can be designed and implemented to facilitate a sustainable, secure, competitive and affordable electricity system.

To meet the Sustainable Development Goal (SDG) 7 target of universal access to affordable, reliable, and modern energy services by 2030, decentralised renewable energy solutions such as off-grid solutions have been proven to be efficient at providing energy access to rural communities. Off-grid solutions can power over 400 million people across Africa and LAC. **Off-Grid Regulation and Market Development** establishes a framework for public partners to strengthen institutional capacities to accomplish their rural development mandates, as well as market incentives that promote private sector participation and finance for scaling projects.

In addition to its core activities, GET.transform has implemented TA services to other GIZ-programs in Africa, Latin America and the Caribbean, as well as Asia and Europe. GET.transform is therefore offering activities potentially in all countries where GIZ energy portfolio is active by efficiently offering standardised solutions and scaling activities and contributing towards the concept of Vision 100 of GIZ, which serves as a guiding principle for the realignment of the GIZ portfolio for the global energy transition.

Vision 100

Vision 100 is GIZ's answer to the double challenge of the century: Climate mitigation and adaptation is becoming more urgent with each passing year, while at the same time the energy needs for development in partner countries are increasing. Our actions in this decade will determine the fate of future generations. Now is the moment for efficient and effective action, motivated by the Paris Agreement objective of climate neutrality by 2050.

With its internationally unique portfolio (more than 120 projects in over 60 countries with a contract value of around 1.4 billion euros and 1,200 colleagues), the GIZ energy team supports our partners worldwide in an energy transition for sustainable development and climate mitigation and adaptation. With Vision 100, we are currently strategically realigning this

portfolio and orienting ourselves towards the Paris Agreement, the SDGs and GIZ's internal medium term strategy.

GIZ is gradually developing standard products that are select according to potential for business development, scalability, and demand. GIZ is building a product catalogue for this purpose. All products are backed up with standing, on-demand expertise so that we can deliver faster. The service contract of this tender forms part of that. Consequently, service provided under this contract will support primarily activities of GET.transform but also of other relevant GIZ projects in the fields of On- & Off-Grid Regulation and Market Development. In the latter case, GET.transform serves as a platform to put all these strings together and to secure sound internal knowledge management.

2. Tasks to be performed by the contractor

GIZ, through GET.transform, turns identified priorities of the global energy transition into practice by offering technical support and advisory services to selected high-impact countries and strategic regional organisations. Through the assignment, the contractor will contribute to the achievement of GET.transform as illustrated above as well as to other relevant GIZ projects in the fields of On- & Off-Grid Regulations and Market Development.

The contractor is expected to deliver the services described in section 2.2. GIZ will oversee the contract's implementation in collaboration with local partners. English will be the working language, however also knowledge of other languages for the implementation of concrete projects is required (see section 4). Regular communication formats, such as weekly meetings and interims reporting will be defined at the beginning of the assignment. In its role, the contractor will be integral to GIZ's overarching goal of a global, inclusive energy transition, initially through the GET.transform platform but with scalability for other global initiatives world-wide.

2.1 Term

The expected term of the contract for services is specified in the 'Special terms and conditions of contract'. The definitive term and service delivery period are set out in the contract award notification.

Definition of specific activities and assignment of experts:

The description of the thematic areas presents an overview of the technical fields of work in GIZ as well as the implementation approaches. In addition to that, the specification of Work Packages provides an outline of the main lines of service that may be requested according to the best available knowledge as of today. While GET.transform is continuously developing partnerships as a part of its on-going activities and flexibly reacting on individual partner requests within the defined work packages, it is not possible at this stage to determine the number of requests or the focal partner countries for the different activities upfront, nor to provide a detailed and exhaustive list of assignments and deliverables. Nevertheless, an overview of general deliverables can be found under section 2.2. Therefore, the Work Packages (section 2.2) present a guiding framework for the upcoming work to be implemented and should thus be taken as indicative. The contractor is expected to provide sufficient adaptability for adjusting the work plan and scope of activities as necessary to meet the specific support needs of GIZ and its partners.

Subject of the tender procedure: Provision of standardised consultancy services for On- & Off-Grid Regulation and Market Development

Tender number: 10021886

The scope of work under this contract is defined in Section 2.2. However, due to implementation considerations, specific details (such as partners, countries, and timelines) will be determined and discussed throughout the duration of the contract as individual requests arise. The contractor's role involves being responsive to specific support needs expressed by GIZ. To ensure efficient resource planning, implementation, and progress monitoring for each task, a request form will be provided by GIZ, outlining the details of the required services. The document allows the contractor and GIZ to agree on key specifications for each task in advance. The template can be found in Annex C.

After agreeing on the scope and delivery of the task, within a maximum of 4 weeks, the involved experts are expected to initiate task implementation, unless otherwise agreed.

Throughout the task implementation, the contractor maintains weekly or bi-weekly exchanges and coordination with GIZ for quality control. Inputs, intermediate outputs, and final deliverables are frequently presented to GIZ and its partners for discussion and approval. GIZ confirms the successful completion of each task and its milestones.

All deliverables that are agreed before each task, are submitted to GIZ as soft copies no later than 2 weeks after task completion, unless otherwise specified.

To ensure technical capacities are available when needed and to maintain a plannable and constant workload, emerging service needs are discussed early on and jointly scheduled between GIZ and the contractor. A suitable management procedure for this purpose is agreed upon at the beginning of contract implementation. This collaborative approach ensures effective and timely support delivery within the framework of GET.transform and other relevant projects.

2.2 Objectives, indicators, work packages, milestones

The contractor is responsible for achieving the objectives and indicators described in this document.

GIZ partner countries and/or regions need support to strengthen practices and capacities on On- and Off-Grid Regulation and Market Development. **On- and Off-Grid Regulation and Market Development** represent the essentials to create the regulatory base and needed market mechanisms to transform towards a well-established and framework-based energy transition.

Under On-Grid Regulation and Market Development, developing and re-designing power markets is essential to enable renewable energy participation and investment. Additionally, the reconsideration of traditional business models and power sector regulatory frameworks are triggered by accelerated innovations in renewable energy, services and markets. Parallely, and due to the need of holistic approaches to increase well needed electricity rates and its liability, Off-Grid Regulation and Market Development aims on the development of pathways and plans to extend interconnected distribution grids and isolated mini-grids by addressing implementation issues from a policy and infrastructure perspective.

The core focus of this tender is on the provision of expert services for two of the four GET.transform Outputs, namely **On-Grid Regulation and Market Development** and **Off-Grid Regulation and Market Development** (even though the services may also be implemented in the context of other GIZ projects). Together, they pave the way for the subsequent Outputs which address the regulatory and legal enabling environment for accelerating investments into clean energy. The section below presents a summary of the core topics and Outputs GET.transform strives to achieve.

2.2.1 On-Grid Regulation and Market Development (GET.transform, Output 3)

Output 3: On-Grid Regulation and Market Development	On-grid power sector regulation and market frameworks that create opportunities and access for renewable energy market entrants (policies, regulations and procurement mechanisms as well as human capacities) are strengthened. Indicator O3.1: 10 contributions (out of which at least 2 under the policy catalyst) have advanced regulation and market reforms (procurement mechanisms for renewable energy, utility business models, electricity markets, etc.) in partner countries or regions. Indicator O3.2: 40 managers and professionals of public sector regulatory bodies acknowledge in a survey that they have applied knowledge gained through GET.transform capacity building measures in on-grid regulatory and market reforms (e.g. citing an example). Indicator O3.3: 100 female power sector professionals and managers indicate in a survey that training courses and other capacity development measures contributed to their empowerment (e.g. citing an example).
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Core Components

- Renewable Energy Procurement and Transaction Advisory
Develop an overarching strategy to establish a robust policy, legal, governance, technical, and financial framework for renewable energy procurement and auctions. Plan and provide technical assistance to support the successful execution of one or more procurement programmes. Design and implement auction and tendering frameworks, support IPP procurement and PPA negotiations, and advise on project feasibility. Collaborate with development finance institutions to complement the regulatory framework with financial risk mitigation mechanisms. Implement integrated renewable energy training programmes to build capacity across stakeholders and ensure effective market participation.
- Renewable Energy Distributed Generation (DG)
Support the development of regulations that provide a market-driven uptake of DG, including collaboration with SEA in Africa and other partnerships under the LAC scope. Evaluation of available on-grid DG regulatory and market models (feed-in tariffs, net-metering, net-tariffs, self-consumption, among others) for effective decision-making on the adoption of a new (or reform of existent) mechanism. Once established, this will serve as input for developing a comprehensive strategy for implementation considering several dimensions of DG such as policy, legal, governance, technical, economic and social. The objective is to plan, provide technical assistance and effectively support the launch/reform, implementation and monitoring of a DG programme.
- Power Market Reform
Provide guidance on market reforms, including the design of tariffs and the development of trading mechanisms and frameworks that ensure efficient, transparent, and cost-reflective power markets. Support the integration of (regional) power markets and facilitate cross-border trade through regulatory harmonisation, aiming to enhance system efficiency and reliability. Develop power market products and design

Subject of the tender procedure: Provision of standardised consultancy services for On- & Off-Grid Regulation and Market Development

Tender number: 10021886

investment incentives that promote renewable generation, encourage private sector participation, and support the long-term transformation of the power sector.

Additional information on the GET.transform service offer on On-Grid Regulation and Market Development can be found in [On-Grid Regulation & Market Development » GET.transform](#) see Annex D. The contractor is encouraged to review and improve the outline during implementation.

On-Grid Regulation & Market Development: Services



RENEWABLE ENERGY PROCUREMENT and TRANSACTION ADVISORY

- Design and implement auction and tendering frameworks, support IPP procurement & PPA negotiations
- Implement integrated RE training programme
- Advise on project feasibility



RENEWABLE ENERGY DISTRIBUTED GENERATION (DG)

- Introduce DG regulations, tariffs, and connection standards
- Support digitalised permitting, smart metering, market participation and impact analysis
- Implement integrated DG training programme



POWER MARKET REFORM

- Advise on market reforms, tariff design, and trading mechanisms & frameworks
- Support regional power market integration and cross-border trade (e.g., regulatory harmonisation)
- Develop power market products and investment incentives for renewables

2.2.2 Off-Grid Regulation and Market Development (GET.transform, Output 4)

Output 4: Off-Grid Regulation and Market Development

Off-grid power sector regulation and market frameworks (policies, regulations and processes as well as human capacities) that enable opportunities for electricity access, mini-grid and productive-use projects are strengthened.

Indicator O4.1: 17 contributions (out of which at least 2 under the policy catalyst) have advanced the enabling framework for electricity access (electrification planning and tracking, regulations and procurement mechanisms, productive-use strategies, etc.) in partner countries or regions.

Indicator O4.2: 50 managers and professionals of public sector regulatory bodies acknowledge in a survey that they have applied knowledge gained through capacity building measures in off-grid regulatory and market reforms (e.g. citing an example).

Core Components

- Electrification Planning and Siting

Electrification plans provide a means, in line with strategic objectives of governments, of deciding between electrification options (grid extension, mini-grids, or off-grid systems) considering domestic demand, socio-economic activities, and load forecasts. Incorporating Productive Use of Energy (PUE) value chains in electrification planning

is key as PUE is integral in achieving viability in mini-grid business models and increasing the socio-economic impact of electricity access (including increased employment and higher incomes). Formalised electrification plans for mini-grid projects help to mitigate against risks associated with future grid extension. Siting of mini-grid sites with ground data enhances project viability through improved technical and economic design of business models.

- **Mini-Grid Frameworks**

Private sector investment is essential for sustainable mini-grid market development and requires bankable, transparent, and predictable regulatory frameworks. These frameworks encompass regulatory and tariff systems, technical guidelines, and support tools that define the institutional and market environment for mini-grids. They clarify the rural electrification approach, project ownership and financing models, procurement modalities, and tariff-setting methodologies, while ensuring proportional, light-handed regulation. All these components are supported by this workstream.

The workstream component further supports the design and implementation of competitive procurement and incentive mechanisms, including tenders, auctions, and results-based or performance-based grants, to stimulate private sector participation and improve project bankability. These mechanisms may be structured around least-cost criteria (e.g. lowest tariff, service charge, grant requirement, or weighted average cost of capital) or rolling grant facilities with fixed subsidies per connection. Coordination with DFIs and dedicated mini-grid funding windows is promoted to align regulatory frameworks, procurement procedures, and financing instruments, ensuring sustainability and project realisation. Complementary measures such as tax incentives and simplified or harmonised customs procedures further reduce costs, enhance affordability, and accelerate market scale-up.

In parallel, integrated training programmes strengthen institutional and private sector capacity to implement and apply regulatory frameworks, tariff methodologies, procurement instruments, and incentive schemes effectively.

- **Standalone System Frameworks**

The development of standalone energy markets requires clear and proportionate regulatory frameworks that define roles, responsibilities, and minimum requirements for market participation, while protecting consumer interests and public policy objectives. This component supports the establishment of technical guidelines, and contractual, and operational frameworks for standalone systems, including market entry conditions, minimum technical standards, service and warranty obligations, consumer protection provisions, and compliance and enforcement arrangements.

In parallel, technical guidelines and standards are developed and applied to ensure system quality, safety, performance, and interoperability, while remaining practicable and cost-effective for market actors. Together, these regulatory and technical frameworks enhance legal certainty, market transparency, and regulatory oversight, and enable the sustainable scale-up of standalone systems in line with national electrification strategies.

Additional information on the GET.transform service offer on Off-Grid Regulation and Market Development can be found in [Off-Grid Regulation & Market Development » GET.transform](#) see Annex E. The contractor is encouraged to review and improve the outline during implementation.

Off-Grid Regulation & Market Development: Services



2.2.3 Specification of Work Packages

The contractor is responsible for providing the following work packages and for achieving the corresponding milestones:

Work package 1: Energy Sector Legal Advisory

This WP addresses legal services to be provided to support public stakeholders in the development of the energy sector, with a focus on enabling legal and regulatory frameworks, reform implementation, and structuring of clean energy investments:

1. Review, draft, and assess the impact, from a legal perspective, of energy sector policies, legislation and regulations, including National Energy Policies, Rural Electrification Policies, Master Plans, Electricity Acts, Grid Codes, and regulatory or contractual frameworks.
2. Provide expert legal opinions, memos and recommendations to GET.transform and public sector entities, including energy ministries, utilities, regulatory bodies, and rural electrification and energy access agencies. This includes legal/regulatory research, interpretation of legislation, regulation, court decisions, and past dispute cases across all stages of the energy value chain.
3. Advise on the reformation and restructuring of the power sector, including scenarios for full, partial, or modified privatisation of generation, transmission, and distribution segments. This includes proposing, drafting or analysing different privatisation models and the regulatory changes and contractual arrangements necessary to implement them.
4. Review and draft mandates, governance models and statutes for public sector entities. Provide legal advice to improve accountability, oversight, and operational effectiveness of energy sector institutions.
5. Review, draft and assess legal aspects of tender documents, bid processes, business and remuneration models for intra- and intercountry electricity transmission projects, cross-border and regional integration projects.

6. Provide legal backstopping and capacity building to public sector bodies in their interactions with private sector developers and investors. This includes:
 - a. reviewing, negotiating and structuring of contracts for the development, installation, refurbishment, operation, and management of power generation plants and distribution or transmission networks, both grid-connected and off-grid.
 - b. contractual arrangements such as Implementation Agreements, Power Purchase Agreements, Public Private Partnerships (PPPs), Concessions, Licensing Agreements, Grant and Financing Agreements etc.
7. Provide legal advisory for transmission, utility-scale, distributed and off-grid energy procurement, including the review, drafting and impact assessment of public procurement laws and procedures; development of standard bidding documents and operational guidelines; legal input on e-tendering platforms and digital procurement tools.
8. Perform assessments of legal and regulatory risks and impacts associated with proposed renewable energy projects, reforms or regulatory changes and propose risk mitigation mechanisms and legal safeguards.
9. Provide legal structuring advice for commercial and financing models, including equity, debt, grant considerations, blended finance mechanisms, guarantees and risk-sharing tools for renewable energy projects.
10. Other topics that may emerge include legal structuring of grant funds for energy projects, risk analysis of data hosting/sharing.

The above tasks are linked to the contexts of independent power production (IPP) procurement, distribution, transmission, cross-border electricity trading, power sector reforms, integration of electric vehicles, carbon trading or financing, distributed generation and compensation models such as net metering or feed-in tariffs, mini-grid systems, including tariff-setting methodologies or national tariff regulatory frameworks.

Work package 2: (part of Output 3 and 4): Gender Strategy

GET.transform aims to strengthen gender sensitivity, responsiveness, transformation, and hence equality across its advisory work and internal operations. This WP outlines the development and implementation of a comprehensive project's gender strategy and gender action plan (GAP) ensuring gender mainstreaming and inclusion across programme activities. This work includes baseline assessments, the development of tools, guidelines and checklists, and ongoing support to integrate gender considerations into policies, regulations, and advisory outputs, with the focus on increasing gender sensitivity/ responsiveness and enhancing the participation and empowerment of women and other marginalised groups in the energy sector.

1. Development and implementation of a comprehensive gender strategy and gender action plan (GAP):
 - a. Conduct a baseline assessment for a GET.transform gender strategy and GAP by assessing available data and inputs from various stakeholders (which include service providers, donors and programme partners), and existing processes and advisory services information to extract lessons learnt.
 - b. Develop a GET.transform gender strategy that guides on gender mainstreaming and gender responsiveness (/transformation) within project activities and advisory services.

Subject of the tender procedure: Provision of standardised consultancy services for On- & Off-Grid Regulation and Market Development

Tender number: 10021886

- c. Develop a GET.transform GAP which includes a rationale for gender mainstreaming, has clear objectives, identifies necessary actions and outlines a monitoring and evaluation framework
2. Support in gender specific capacity building:
 - a. Develop detailed training guidelines and gender-sensitive/-responsive training modules that can be integrated in any type of GET.transform's capacity building programmes on energy policies, regulations, markets, etc.
 - b. Conduct a systematic diagnosis among energy partners to identify structural gender barriers in the energy sector, inter alia a SWOT analysis to assess the integration of gender-responsive elements, referencing potential benefits, risks, and assumptions outlined in the training materials.
3. Development of guidelines and checklists for enhanced women and marginalised groups inclusion:
 - a. Design of guidelines and checklists on how to increase and better address women and marginalised group representatives participation in trainings, panels and other events.
4. Support & review gender responsive and gender mainstreaming activities in the ongoing implementation of the advisory services:
 - a. Implement gender responsiveness (and transformation) and gender mainstreaming in GET.transform's services provisions by:
 - i. Supporting the design and implementation of gender activities, and reviewing advisory services contents.
 - ii. Strengthening the M&E framework for gender activities, and monitor processes.
 - iii. Improving outreach and communication strategies, and contribute to communication products.
 - iv. Providing capacity building sessions to advisory/ consultant teams to increase on gender mainstreaming and gender responsiveness within GET.transform.
 - v. Assisting in donor reporting with gender-related data.
 - vi. Coordinating gender-related matters with third-party contractors to support GET.pro's overarching gender ambitions.
 - vii. Acting as a general resource on gender for the programme.
 - viii. Developing strategies/approaches on how to embed women and marginalised groups and their needs in policies and regulations (through technical assistance and capacity building – linked to WP2.2).

Milestones for work package 2	Delivery period
Conduct baseline assessment for gender strategy development	Month 1 after contract award
Develop Gender Action Plan (GAP) Develop gender-responsive training materials and modules	Month 4 after contract award
Present the gender strategy and GAP	Month 5 after contract award

Subject of the tender procedure: Provision of standardised consultancy services for On- & Off-Grid Regulation and Market Development

Tender number: 10021886

Review existing processes and provide recommendations for gender-responsive (and transformative) approaches	Month 6 after contract award
Develop guidelines and checklists for enhanced women inclusion	Month 6 after contract award
Provide capacity-building sessions to advisory teams	Months 6-8 after contract award
Analyse portfolio data to extract lessons learned	Month 9 after contract award
Produce training report with systematic diagnosis and SWOT analysis	Month 9 after contract award
Support & review gender responsive and gender mainstreaming activities in the ongoing implementation of the advisory services	Months 1-18 after contract award
Coordinate with third-party contractors for overarching gender ambition	Months 1-18 after contract award

Work package 3: Renewable Energy On-grid Market Development Services

This WP focus firstly on market reforms and market access as well as secondly on advisory support for renewable energy public procurement via competitive tenders and auctions:

Work package 3.1: Advisory support to market reforms and market access

Enable public authorities and regulators to develop a coherent and sequenced set of policies, laws, and operational frameworks to transition from vertically integrated single-buyer systems to transparent, rules-based, and competitive market environments. Ensuring readiness for private sector participation, power trading, and effective procurement.

1. Framework Assessment and Stakeholder Mapping:

To evaluate the readiness and constraints of the legal, policy, regulatory, and institutional frameworks, and establish a shared reform baseline with national actors.

a. Power Sector Assessment

- i. Map existing market structure (single buyer, hybrid, liberalised, etc).
- ii. Review sector unbundling efforts, utility roles, grid access conditions.
- iii. Identify entry barriers and structural lock-ins.

b. Legal & Policy Review

- i. Review the Energy Policy, Energy Act/Bill, and implementing regulations.
- ii. Assess the mandate and independence of the regulator, utility, and market operator.
- iii. Identify gaps relevant to IPP frameworks and power trading readiness.

c. Procurement & Market Access Landscape Analysis

- i. Map existing IPP frameworks, procurement methods (direct negotiation, auction, etc.), and authorisation/licensing steps.

- ii. Evaluate bankability and transparency of current procurement instruments (PPAs, RFQs, risk mitigation).
 - d. Stakeholder & Institutional Mapping
 - i. Identify key public institutions, utilities, donors, and private players.
 - ii. Clarify responsibilities and coordination structures.
 - iii. Recommend institutional reforms or mandates that need updating.
- 2. Awareness Raising and Capacity Building:

To strengthen public stakeholder awareness of power market reform implications, principles of competitive procurement, and international good practices.

 - a. Power Sector Economics and Market Design Training
 - i. Basics of market functioning, pricing mechanisms, dispatch, and balancing.
 - ii. Benefits and limitations of models: single buyer, “modified”/ “advanced” single buyer, bilateral trading, wholesale market.
 - b. Legal & Regulatory Orientation Sessions
 - i. IPP contracting, third-party access, role of system operators, open access.
 - ii. Focus on enabling policies for RE and hybrid procurement frameworks.
 - c. Regional Case Studies
 - i. Present comparative market reform cases
 - ii. Analyse success factors and pitfalls.
 - d. Training on Procurement & Risk Mitigation Tools
 - i. Introduction to standardised procurement documents.
 - ii. Risk-sharing frameworks: guarantees, FX hedging, political risk insurance.
 - iii. Lessons from GET.transform-supported tenders.
 - e. Interactive Workshops & Dialogues
 - i. Stakeholder roundtables to align on reform priorities.
 - ii. Co-develop visions for market evolution and IPP participation.
- 3. Roadmap Development and Regulatory Drafting Support:

To co-develop a structured, sequenced and politically owned roadmap for reform, and provide targeted support on regulation and rule drafting.

 - a. Market Reform Roadmap (short/medium/long-term)
 - i. Define reform stages: e.g. transition from single buyer → “modified”/ “advanced” single buyer → multi-buyer.
 - ii. Define roles for utility, IPPs, regulator, trading entities, etc.
 - iii. Include steps for enabling wheeling, unbundling, licensing improvements.
 - b. Drafting Support for:
 - i. IPP/Market Access Guidelines: eligibility, licensing, interconnection, and tariff rules.

- ii. Power Procurement Rules: planning mandates, tender steps, role definitions (Ministry of Energy, Regulator, Utility), evaluation criteria.
- iii. Market Design Rules (as appropriate): bilateral contracting, open access, trading protocols, dispatch rules.
- c. Institutional Roles and Coordination Protocols
 - i. Define new mandates if needed (e.g. trading office within utility).
 - ii. Standard operating procedures between ministry–regulator–utility.
- d. Regulatory Consultation Support
 - i. Help design public consultation processes on draft documents.
 - ii. Align with national administrative law and transparency principles.

Work package 3.2: Advisory Support for Renewable Energy Public Procurement via Competitive Tenders and Auctions

This WP section focuses on supporting the public sector in emerging countries in designing and implementing renewable energy procurement processes through competitive tenders or auctions, from enabling environment to project implementation.

1. Enabling Legal, Regulatory, Economic, Governance, and De-risking Framework:

Provision of services to establish the foundational legal, regulatory and institutional conditions required for competitive procurement of renewable energy:

- a. Policy, Legal and Regulatory Framework: conduct comprehensive reviews of energy policies, national development plans, social, economic and climate development plans, gender and inclusion, local procurement/content, labour policies; evaluate energy procurement related legal and regulatory frameworks to identify gaps and barriers.
- b. Governance and Institutional Strengthening: design and propose institutional arrangements, support role definition among key stakeholders (e.g. tender committee, regulator, offtaker, etc.) and develop capacity-building plans, benchmarks and knowledge transfer approaches to ensure transparent, fair, and bankable procurement.
- c. Market Conditions: assess macroeconomic aspects affecting RE investment attractiveness (currency stability, inflation trends, sovereign credit rating), as well as country risk factors (political, financial, governance, human rights, social, labour) influencing financing costs and investor appetite.
- d. Power Sector Structure: analyse power market structure, including role and creditworthiness of the offtaker(s), tariff setting mechanisms, existing subsidies or cross-subsidies, cost-reflectiveness and affordability of electricity tariffs, as well as transmission and distribution pricing mechanisms and losses.
- e. Project-level conditions: evaluate microeconomic incentives and barriers for private sector investment, including access to local capital, transaction costs and licensing burdens, taxation, duties, and incentives for RE developers and equipment.
- f. De-risking instruments: identify key investment risks, e.g. political risk, offtaker payment risk, foreign exchange (FX) risk, early-stage development risk, and propose tailored de-risking mechanisms, including credit enhancements, currency and offtaker risk mitigation tools, and support for early-stage development, while assessing available

international platforms and aligning recommended instruments with national legal and policy frameworks to enhance project bankability.

- g. Roadmap: provide recommendations, action plans and draft relevant documents to:
 - i. Close policy, legal, regulatory and governance gaps.
 - ii. Adjust RE procurement design with the country context.
 - iii. Identify areas where market reforms (e.g. wheeling, open access, IPP frameworks) may be needed to support competitive procurement.

2. Planning and Tender Preparation:

To support technical, commercial, and procedural preparation necessary for launching a competitive procurement process.

- a. Procurement Strategy and Planning: develop a medium-term competitive procurement action plan aligned with national energy plans and grid capacity, advise on optimal auction design and structure, support decision-making on procurement volumes, technology mixes, and site locations, and conduct feasibility studies to provide the data and analysis needed to inform all planning and preparation stages.
- b. Site Identification and Project Structuring: assist in identifying and evaluating potential RE sites considering resource availability, land, affected communities and environmental constraints, and grid limitations, propose appropriate project packaging options, and assess grid capacity along with interconnection costs for shortlisted locations.
- c. Risk Allocation and Financial Structuring: identify key project risks such as offtaker, currency, political, land, and grid issues, propose appropriate mitigation measures, recommend optimal financial structures to attract private investment while limiting public exposure, and design suitable payment security mechanisms tailored to the country context.
- d. Tender Documentation: prepare comprehensive tender documentation, including notices, rules, evaluation criteria, expression of interest (EOI), request for qualifications (RfQ), request for proposals (RfP), key project agreements, and land access arrangements. Documentation needs to ensure consistency with international best practices, lender standards, local laws, and integrating gender, social, and national content considerations where relevant.
- e. Stakeholder Engagement and Capacity Building: design and execute a stakeholder consultation process, including dialogues with affected communities, deliver targeted training on auction design, evaluation, and contract management, and ensure coordination with donor and development partner initiatives to align efforts and leverage synergies.
- f. Digital Procurement Platform Adoption and Integration: evaluate existing government digital procurement systems, recommend and support the adoption or customization of a platform to manage RE tenders, including document dissemination, bidder submissions, evaluation workflows, and transparency features, ensure compliance with security and data protection standards, train public sector staff in its use, and facilitate long-term integration into national procurement and energy planning systems.
- g. External Communication and Public Engagement: create and implement public communication strategies targeting the public, media, and project host communities to explain the benefits and process of renewable energy tenders, develop clear messages

and accessible materials (infographics, FAQs, press releases, social media content), organize outreach activities (in coordination with local institutions), monitor public perception, and ensure all communications align with environmental and social safeguard requirements.

3. Tender Implementation and Pilot Project Execution:

Involves supporting the launch, management, and closure of a pilot renewable energy tender as proof of concept.

- a. Pre-launch Activities: finalise tender documents and approvals, organise pre-bid meetings and bidder roadshows with structured Q&A sessions, and support the setup of an electronic or secure bidding platform where required.
- b. Bid Evaluation and Award Process: provide support to evaluation committees with transparent assessment methodologies, assist in bidder clarifications and compliance reviews, and prepare the necessary documentation for award notifications and public disclosure.
- c. Contract Finalization and Financial Close Support: assist in negotiating and finalising project agreements, facilitate engagement with lenders and DFIs, to achieve financial close, including review of financing contracts and risk mitigation measures.
- d. Lessons Learnt and Institutionalisation: document lessons learnt from the pilot project to guide future tenders, recommend institutionalisation of competitive procurement mechanisms, propose process and policy improvements along with capacity-building needs, and ensure ongoing monitoring, reporting, and adaptive management throughout the assignment.
- e. Monitoring of Awarded Project Development and Compliance: develop a structured post-award monitoring framework for winning projects that tracks financial close conditions, environmental and social obligations, grid connection, and construction progress; define KPIs and reporting templates; recommend digital monitoring tools; establish risk escalation protocols; clarify institutional oversight roles; advise on enforcement mechanisms; and coordinate with DFIs or guarantors as needed.

Work package 4: Off-grid regulations and market development

This WP focuses on mini-grid frameworks, standalone system frameworks and capacity building services on both:

1. Deliver existing or planned products for off-grid regulation and market development. This includes:
 - a. Conducting kick-off workshops introducing the various business and regulatory aspects of the off-grid sector including a presentation of regulatory tools and services offered by GET.transform
 - b. Undertaking a stakeholder and status quo assessment in terms of existing regulatory frameworks, policies, energy access status and goals and stakeholder situation including their needs/requirements to achieve electrification and off-grid policy goals
 - c. Based on the aforementioned assessment, conceptualisation of an action plan for addressing identified needs within the scope of the GET.transform service products.
 - d. Delivering the aforementioned action plan which should be planned along the following segments:

- i. Mini-Grid Segment: which may include development and/or implementation of mini-grid regulations, tariff and financial models, technical guidelines and tools, procurement and incentive mechanisms and delivery of capacity building with respect to the same. Capacity building may also include mini-grid business models, auction frameworks.
- ii. Standalone System Segment: which may include development and/or implementation of contractual and operational frameworks, technical guidelines and standards (incl. procurement guidelines, operation and maintenance guidelines, end of life management guidelines for standalone or solar home systems (SHS)), fiscal incentives, and delivery of capacity building with respect to the same. Capacity building may also include off-grid business models and incentive frameworks.

For all of the above tasks, the contractor would be required to review and adapt available training/workshop modules and tools to the specific needs for the requesting GIZ programme and the country or region in which it is operating. This includes our Mini-Grid training modules, the [African Model Mini-Grid Regulations Tool](#) and the [AFUR Enhanced Mini-Grid Tariff Tool](#). A content overview of the already existing mini-grid training modules can be found in the Annex F.

2. Support the development and implementation of further standardised products and services for the off-grid regulation and market development workstream.
3. Support implementation of ad-hoc requests arising from GET.transform's country or regional windows which are the same or similar to the services described in Work Package 4.1 above.

Implementation

The envisaged activities in all Work Packages may be implemented in various ways. These activities may include elements from the following non-exhaustive list:

- Stakeholder participation and management, which involves organizing and hosting workshops and events to engage relevant stakeholders effectively.
- Capacity development, where training courses, peer-exchange forums, and study trips are organised to enhance the skills and knowledge of partners. It also includes the development of training materials and providing technical support to partners.
- Information collection and data gathering, which may involve field trips and desk research to gather valuable data and insights.
- Desk studies, such as developing tools, regulation and market frameworks, and compiling studies and presentations to inform decision-making processes.
- Knowledge management, drafting high-quality knowledge products, including but not limited to reports, briefs, case studies, and guidance materials, that effectively synthesize insights and support knowledge dissemination efforts.
- Placements, short-term secondments, or fellowships, involving either contractor experts being placed in partner organisations or partner staff being seconded to the contractor. If suitable to all sides, these placements may last a few weeks to a maximum of 1-2 months and have proven successful in building trust and ensuring focused project delivery on the ground from start to finish. The success of these

placements relies on the feasibility, active involvement and satisfaction of all parties involved, including the contractor.

Deliverables:

For each request of services (RfS) the following reporting obligations apply -any exceptions will have to be specified in writing:

- **Inception report:** Specifying any changes agreed during the inception phase and kick-off meetings (internal and with the partners). The report should be delivered within 2 weeks of the kick-off meeting with partners unless agreed differently during the inception phase.
- Interim deliverables will be specified in each RfS.
- A final report collecting all the deliverables in their final version -including all the comments provided to the deliverables- will be delivered at the end of the specific contract. The final report will include an **executive summary for policy makers** for the partners of the project and **a one pager for GIZ** including the key outcomes of the project and the standardization options.
- An annotated **power-point presentation**, outlining concisely scope, methodological approach followed and key findings.
- In case not defined otherwise, for all developed documents and deliverables, GET.transform's templates (MS Word and PowerPoint) must be used and GET.transforms' logo must be displayed on all communication materials. This will be specified in each RfS.

The typical language of delivery will be English or the local language (most typically FR, ES, PT), which will be specified in the RfS.

2.3 Project and knowledge management requirements

Working language of this contract is **English**.

Requirements on the assignment of experts:

- The contractor is responsible for selecting, preparing, training and steering the experts assigned to carry out the advisory services.

Requirements on materials and equipment and operating costs:

- **The contractor is required to have adequate IT equipment (PC or laptop, camera, microphone, stable internet connection with sufficient data volume for image transmission, software, etc.), as well as the necessary knowledge and skills in dealing with digital media and methods.**
- For virtual consultations, GIZ sends the contractor a link for a Microsoft Teams meeting. It is possible to accept the meeting invitation without a Microsoft Teams account using the respective browser or app. It is the responsibility of the contractor to ensure that Microsoft Teams can be used without restrictions.

Requirements on expenditure management and cost control:

Subject of the tender procedure: Provision of standardised consultancy services for On- & Off-Grid Regulation and Market Development

Tender number: 10021886

- The contractor manages costs and expenditures, accounting processes and invoicing in line with GIZ requirements.

Monitoring and reporting requirements:

- The contractor plays an active role in the results-based monitoring of the relevant project supported through the RfS. Regular monitoring activities must cover at least the following areas:
 - Degree to which activities are implemented
 - Degree to which the objectives, indicators and milestones listed in section [2.2](#) of these ToRs have been achieved
 - Results that have occurred in the contractor's sphere of responsibility
 - Results that have occurred outside the contractor's direct sphere of responsibility mentioned in the section [2.2](#).
 - Risks
 - Specifics to the reporting are defined in the RfS

Additionally, the contractor is required to produce in English:

- Contributions to the report to GIZ's commissioning party (half-yearly)
- Brief half-yearly reports on the implementation status of the project (5-7 pages). (The general content and format of these reports will be agreed upon during implementation of the contract).

Requirements for company-wide learning, knowledge and innovation:

- The contractor provides support in implementing a project evaluation with special emphasis on ensuring the effectiveness of the knowledge management process.
- The contractor expresses willingness, if required, to support project assistants or staff members on temporary placements who, in the context of GIZ's separately financed training programmes for junior employees, work in and undertake special tasks for the project.

Backstopping requirements:

The contractor ensures appropriate project management. The following services form part of the standard backstopping package. In accordance with GIZ's General Terms and Conditions for supplying services and work on behalf of the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, these services – as well as the ancillary personnel costs – must be priced into the fee schedules of the staff listed in the tender:

- The contractor's responsibility for its own staff;
- Ensuring the flow of information between GIZ and the contractor's field staff;
- Process-oriented technical and conceptual steering of the consulting services;
- Steering adaptations to changing framework conditions;
- Performance monitoring;
- Ensuring the administrative management of the project;
- Ensuring compliance with reporting requirements;
- Technical support by the contractor's staff for its personnel on the ground;

- Making local use of and sharing the lessons learned by the contractor with the GIZ team.

2.4 Data protection and information security

The provisions on data protection and information security of the current version of GIZ's General Terms and Conditions of Contract (section 1.10 Data protection) apply.

Data protection

The performance of the contract may be associated with the processing of personal data by the contractor, such as (but not limited to) names and contact information. In such cases, the contractor shall act as an independent DATA CONTROLLER and must alone comply with ALL applicable data protection obligations, including those stemming from regional and local laws. The contractor shall process personal data only when a given goal cannot be reasonably attained without such data. The data protection principles such as lawfulness, data minimization, accuracy, purpose limitation, storage limitation, transparency, integrity and confidentiality, and accountability, as well as the numerous rights of the data subject must be paid due attention. The GIZ is NOT in any way responsible for such processing.

Whenever the contractor executes the instructions of a partner to the GIZ with regard to such processing, the partner shall be the data controller, and the data processing shall be carried out in accordance with the partner's instructions as well as laws and standards to which it is subject.

If the contractor is not subject to the General Data Protection Regulation (GDPR) and the applicable laws do not contain any explanation on the data protection principles and rights mentioned here, the definitions and meanings provided by the GDPR (Regulation (EU) 2016/679) should be considered.

Information security

Energy supply is part of critical infrastructure, which must be taken into consideration, particularly during detailed planning.

When planning critical infrastructures, which also include energy supply, the requirements of the ISO/IEC 27000 series of standards must be strictly observed.

Local legal requirements and technical guidelines for the construction of critical infrastructure, especially for electrical power plants, in the destination country must be complied with.

Comment:

Although the KRITIS Regulation issued by the German Federal Office for Information Security (BSI) is only binding in Germany, the requirements set out in the KRITIS Regulation issued by the German BSI are a good guideline for planning critical infrastructures and should therefore be taken into account in planning wherever possible. ([BSI - KRITIS and regulated companies](#)).

2.5 Other requirements

Safeguards and gender measures with specific reference to services:

In order to promote gender equality and avoid or mitigate possible unintended negative impacts in its area of responsibility, the contractor should implement the following measures:

Gender equality:

- When selecting personnel, the contractor must ensure that the team is well balanced with respect to gender and age.
- Mainstream gender as a standard perspective within the Energy System Transformation Outlook (ESTO) assessments to identify gaps and opportunities jointly with the partners – in order to develop standardised gender-sensitive and where feasible gender-responsive planning processes, regulations, and operational procedures.
- Review stakeholder mapping to ensure whenever possible women's and other marginalised groups' strategic interests and representation.
- Review of standard advisory products from a gender perspective (adopting a gender-responsive approach) and engage gender experts for an external review to identify gaps, weak spots and potential to strengthen products.
- Promote institutional capacity building by technical trainings for all relevant staff in partner regional and country institutions and promote women professionals in the energy sector to address the underrepresentation of women in decision making (managing or senior positions) in the power sector.
- In stakeholder meetings and workshops and throughout the advisory support, efforts should be made to assure gender-balance and adequate representation of all gender's strategic interests and perspectives.
- Application of ex-ante gender impact assessments (GIAs), determining the gender relevance when starting the work on national and regional level, taking into account socio-economic implications of regulatory priorities on different population groups, including women (i.e., gender-sensitive primary needs and gap assessment on partner's power sector).
- Systematically ask questions and collect data related to representation of women in partner organisations, gender equality policies, strategies and approaches from the start of the engagement (raises awareness and demonstrates commitment).
- Ensure the application of an inclusive, gender and culturally sensitive language in all products and delivery under this assignment.
- Review, make use of (e.g. for the GIAs) and – where meaningful – propose additions or edits (based on the results of specific assignments outlined above) to existing gender-related material of GET.transform (e.g. programme or country specific gender analysis, concept briefs etc.).

3. Technical-methodological concept

In this section, the tenderer is required to reflect on the objectives and terms of reference of the tender at hand, describe the partner system and its processes in the area of responsibility and present the technical-methodological concept for completing the tasks listed in section [2](#) and achieving the set objectives. In addition, the tenderer must describe the design of the project management process.

3.1 Interpretation of objectives (section 1.1 of the assessment grid)

Section 1.1.1 of the assessment grid (Interpretation of the objectives in the ToR):

The tenderer is required to interpret the objectives for which it is responsible. Simple repetition of the objectives formulated in section 2 of the ToRs is not desired. Rather, the contractor is to explain the core processes and deliverables relevant to the object of the tender procedure, as well as its role and strategy of RfS development (please refer to section [2.1](#) in the ToR).

Section 1.1.2 of the assessment grid (critical examination of tasks):

- Not applicable -

3.2 Processes and actors in the partner system (section 1.2 of the assessment grid)

- Not applicable -

3.3 Strategy (section 1.3 of the assessment grid)

The strategy for delivering the services in the tender is the core element of the technical-methodological concept. It is composed of the following elements:

3.3.1 Strategic approach to achieving the objectives mentioned in the ToRs (section 1.3.1 of the assessment grid)

- Not applicable-

3.3.2 Building partnerships with the relevant actors (section 1.3.2 of the assessment grid)

- Not applicable-

3.3.3 Approaches for leverage effects and measures for scaling-up (section 1.3.3 of the assessment grid)

- Not applicable-

3.3.4 Consideration of environmental and social compatibility requirements (section 1.3.4 of the assessment grid)

Gender equality

The tenderer is required to outline in the tender how it can prevent negative impacts on gender equality in its area of responsibility and how it can contribute to improving gender equality through corresponding measures (see also relevant requirements in section [2.5](#)). (4 points).

Composition of the contractor's team with respect to gender balance and inclusion of underrepresented groups (6 Points):

- 10 – 40% of representation of the total of female and/or marginalised groups (e.g. gender queer) of all experts: (10% = 1 point and every additional 10% is another 1 point up to 40%)
- > 40% representation of the total of female and/or marginalised groups (e.g. gender queer) of all experts: (6 points)

Experts relevant to this figure are Expert 1 to Expert 8 (chapter [4](#)).

The tenderer shall outline the gender/marginalised group share of all offered experts in one figure. There is no need to outline the gender and marginalised group per expert. However, during the assessment, this figure will be checked for plausibility. If the figure is not given by the tenderer, it will be assessed with 0 points.

3.4 Project management (section 1.4 of the assessment grid)

In this section, the tenderer describes the procedure for coordination with GIZ or the project.

3.4.1 Operational plan (section 1.4.1 of the assessment grid)

- Not applicable -

3.4.2 Coordination with GIZ or the commissioning project (section 1.4.2 of the assessment grid)

In the tender, the tenderer is required to describe the procedure for coordinating with GIZ or with the commissioning project. The most relevant section is section [2.1](#) of this ToR.

The tenderer shall elaborate on, in how he/she will deal with the following challenges during the implementation of the contract:

- Fluctuation in workload (4 points)
- Replacement of staff (3 points)
- Continuity of the service in case of absence of a member of the team (3 points)

3.4.3 Steering or coordination of measures with the relevant implementing partner
(section 1.4.3 of the assessment grid)

- Not applicable-

3.4.4 Monitoring
(section 1.4.4 of the assessment grid)

- Not applicable-

3.5 Further requirements
(section 1.5 of the assessment grid)

The tenderer is required to describe its **backstopping strategy** for the delivery of the services listed in this ToRs. The following aspects are most relevant for the assessment:

- What additional resources of expertise can the tenderer directly tap into (e.g., further technical staff, supervision/management structures in place for troubleshooting or quality management, internal knowledge systems, extensive external expert networks, etc.)? These resources shall be quantified and may be further substantiated by providing, e.g., organigrams. (4 out of 10 points)
- Organisational chart to tenderer's backstopping concept. (2 out of 10 points)

The tenderer is required to describe its **quality assurance strategy**. The following aspects are most relevant for the assessment:

- What is the tenderer's approach to ensuring adequate quality of service (e.g., quality control, regular training of staff, language quality check etc.)? (4 out of 10 points)

4. Personnel

The tenderer is required to provide 'experts' for the positions referred to and described (scope of tasks and qualifications) in this section on the basis of corresponding CVs. **The requirements on the format and content of the CVs are described in section 6.**

The qualifications mentioned below correspond to the requirements for achieving the highest number of points in the technical assessment.

'One year of professional experience' is therefore defined as a cumulative 12 expert months with at least 18 expert days per month, provided no diverging definition is specified for individual qualifications.

Expert 1: Project Director (section 2.1 of the assessment grid)

This position is a key expert. The Project Director bears overall responsibility for the assignment and coordination of experts, the implementation of the services as a whole, and the final quality assurance of all work performed and deliverables produced. The Project Director also ensures the sustainable transfer of knowledge to GIZ and relevant stakeholders

Subject of the tender procedure: Provision of standardised consultancy services for On- & Off-Grid Regulation and Market Development

Tender number: 10021886

and serves as GIZ's principal counterpart and the person ultimately accountable for the successful implementation of the contract.

Tasks of expert 1 'Project Director':

- Overall responsibility for the contractor implementation
- Taking cross-cutting themes into consideration (e.g., economic development, poverty alleviation, and environmental impacts, etc.),
- Support in the standardisation of the GET.transform service offer in the area of On- & Off-Grid Regulation and Market Development,
- Ensuring the coherence and complementarity of the contractor's services with other services delivered by the project at local and national level,
- Design, implementation, monitoring and evaluation of capacity development measures,
- Responsibility for taking cross-cutting themes into consideration (for example, gender equality),
- Staff management, in particular identifying the need for short-term assignments within the available budget, planning and managing the assignments and supporting experts,
- Ensuring that monitoring procedures are carried out,
- Regular reporting in accordance with deadlines,
- Verification of use of funds and financial planning in consultation with the commission manager at GIZ, as prepared by the day-to-day project manager.

Qualifications of Expert 1 'Project Director':

Education/training (section 2.1.1 of the assessment grid):	University degree ('PhD') in economics, natural sciences or engineering.
Language (section 2.1.2 of the assessment grid):	Knowledge of English C2-level in the Common European Framework of Reference for Languages
General professional experience (section 2.1.3 of the assessment grid):	20 years of professional experience in contract and project management relating to international cooperation
Specific professional experience (section 2.1.4 of the assessment grid):	20 years of professional experience in the energy sector
Leadership/management experience (section 2.1.5 of the assessment grid):	10 years of management experience in projects, companies or other organisations with disciplinary leadership responsibility for 5 people or more (5 out of 10 points) and 10 years with annual budget responsibility for 500,000 EUR or above (5 out of 10 points)
International professional experience outside the country/region of assignment (section 2.1.6 of the assessment grid):	Not applicable

Subject of the tender procedure: Provision of standardised consultancy services for On- & Off-Grid Regulation and Market Development

Tender number: 10021886

Professional experience in the country/ region of assignment (2.1.7 of the assessment grid):	Not applicable
Experience in the field of development cooperation (section 2.1.8 of the assessment grid):	5 years of experience in development cooperation projects or organisations
Other (section 2.1.9 of the assessment grid):	Not applicable

Expert 2: Day-to-day Project Manager (section 2.2 of the assessment grid)

This position is a key expert. Project manager is the main liaison with GIZ and responsible for the day-to-day interaction with GIZ.

Tasks of expert 2 'Day-to-day Project Manager':

The responsibility includes:

- Point of contact for GIZ for all administrative issues related to the contract
- Negotiating the RfS with GIZ, staff management, organisation of the composition of expert teams, planning and managing the assignments (RfS) and supporting experts
- Regular reporting in accordance with deadlines, quality control of reports and deliverables
- Ensuring timely, qualitative and smooth implementation of all activities under this contract.
- Monitoring of contract implementation, including monitoring of expert working days and budgeted staff
- Responsibility for checking the use of funds and financial planning in consultation with the officer responsible for the commission at GIZ

Qualifications of expert 2 'Day-to-day Project Manager':

Education/training (section 2.2.1 of the assessment grid):	University degree ('master's or German Diplom') in social sciences, economics, natural sciences or engineering.
Language (section 2.2.2 of the assessment grid):	Knowledge of English C2-level in the Common European Framework of Reference for Languages (5 out of 10 points) Knowledge of German C2-level in the Common European Framework of Reference for Languages (5 out of 10 points)
General professional experience (section 2.2.3 of the assessment grid):	10 years of professional experience in contract and project management.
Specific professional experience (section 2.2.4 of the assessment grid):	5 years of professional experience in the energy sector

Subject of the tender procedure: Provision of standardised consultancy services for On- & Off-Grid Regulation and Market Development

Tender number: 10021886

Leadership/management experience (section 2.2.5 of the assessment grid):	Not applicable.
International professional experience outside the country/region of assignment (section 2.2.6 of the assessment grid):	Not applicable
Professional experience in the country/ region of assignment (2.2.7 of the assessment grid):	Not applicable
Experience in the field of development cooperation (section 2.2.8 of the assessment grid):	5 years of experience working in development cooperation projects or organisations
Other (section 2.2.9 of the assessment grid):	Not applicable

Expert 3: Pool 1 ‘Senior Expert Pool On-Grid Regulation and Market Development’ with 5 experts (section 2.3 of the assessment grid)

The Senior Expert Pool comprises experts who take senior responsibility when undertaking specific On-Grid Regulation and Market Development activities. This pool is mobilised through RfS.

A CV in EU CV Template format (Annex G) for each expert must be added to the tender.

The Pool 1 ‘Senior Expert Pool On-Grid Regulation and Market Development’ should consist of **5** individual experts. Experts offered in this pool can also be offered for the Senior Expert Pool Off-Grid Regulation and Market Development (Expert 4) and the Regional Expert Pool (Expert 7), but not with other positions/ pools within this tender.

The actual number of experts assigned from the pool may differ from the number of experts required in section 4 of the Terms of Reference. For experts not named in the tender, GIZ must confirm before the assignment that their qualifications are equivalent to those of the short-term experts proposed in the tender.

Tasks of the expert 3 ‘Senior Expert Pool On-Grid Regulation and Market Development’ (Pool 1):

On basis of the specified Work Packages (section 2.2 of these ToR) and as specified in the agreed RfS.

Qualifications of the expert 3 ‘Senior Expert Pool On-Grid Regulation and Market Development’:

Education/training (section 2.3.1 of the assessment grid):	Each expert with university degree (PhD) in economics, natural sciences, engineering or law.
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Subject of the tender procedure: Provision of standardised consultancy services for On- & Off-Grid Regulation and Market Development

Tender number: 10021886

Language (section 2.3.2 of the assessment grid):	Each expert with knowledge of English C1-level in the Common European Framework of Reference for Languages (5 out of 10 points) and 1 expert with: French, C1-level in the Common European Framework of Reference for Languages (1 out of 10 points) 3 experts each with: Spanish, C1-level in the Common European Framework of Reference for Languages (3 out of 10 points) 1 expert with: Portuguese, C1-level in the Common European Framework of Reference for Languages (1 out of 10 points)
General professional experience (section 2.3.3 of the assessment grid):	Each expert with 20 years of professional experience in the energy sector.
Specific professional experience (section 2.3.4 of the assessment grid):	Each expert: 10 years of professional experience in On-Grid Regulation and Market Development such as sector reform, market model design, design of RE IPPs auctions and procurement, design and implementation of transmission line/interconnection tenders, design of regional power trading, design of regulations for ancillary services, design of distributed generation regulations, and defining on-grid tariffs (5 out of 10 points). - Involved with major contributions and/ or leadership in 12 individual On-Grid Regulation and Market Development studies, strategies, or frameworks on country and/or regional level (e.g., through energy and electricity implementation roadmaps, on-grid capacity assessment studies at country and/or regional level, data management systems methods and recommendations, on-grid power market needs assessments, implementation roadmaps, electricity legislations, on-grid regulations, PPA / commercial contracts, on-grid renewable energy procurement templates and tools, transmission tender analysis and documents provision, distributed generation models, tax and energy subsidy models, electricity tariff models) (5 out of 10 points).
Leadership/management experience (section 2.3.5 of the assessment grid):	Not applicable.
International professional experience outside the country/region of assignment (section 2.3.6 of the assessment grid):	Not applicable.
Professional experience in the country/ region of assignment (2.3.7 of the assessment grid):	5 experts each with 6 years' experience in the following regions: 1 expert in Sub-Saharan Africa (2 out of 10 points)

Subject of the tender procedure: Provision of standardised consultancy services for On- & Off-Grid Regulation and Market Development

Tender number: 10021886

	• 3 experts in Central and South America and the Caribbean (6 out of 10 points) • 1 expert in MENA (2 out of 10 points)
Experience in the field of development cooperation (section 2.3.8 of the assessment grid):	Not applicable.
Other (section 2.3.9 of the assessment grid):	Each expert with 4 years teaching experiences (e.g., in university education) in the field of On-Grid Regulation and Market Development (alternatively: 3 provided individual trainings of 1 week each is rated as 1 year teaching experience)

Expert 4: Pool 2 ‘Senior Expert Pool Off-Grid Regulation and Market Development’ with 4 experts (section 2.4 of the assessment grid)

The Senior Expert Pool comprises experts who take senior responsibility when undertaking specific Off-Grid Regulation and Market Development activities. This pool is mobilised through RfS.

A CV in EU CV Template format (Annex G) for each expert must be added to the tender.

The Pool 2 ‘Senior Expert Pool Off-Grid Regulation and Market Development’ should consist of 4 individual experts. Experts offered in this pool can also be offered for the Senior Expert Pool On-Grid Regulation and Market Development (Expert 3) and the Regional Expert Pool (Expert 7), but not with other positions/ pools within this tender.

The actual number of experts assigned from the pool may differ from the number of experts required in section 4 of the Terms of Reference. For experts not named in the tender, GIZ must confirm before the assignment that their qualifications are equivalent to those of the short-term experts proposed in the tender.

Tasks of the expert 4 ‘Senior Expert Pool Off-Grid Regulation and Market Development’ (Pool 2):

On basis of the specified Work Packages (section 2.2 of these ToR) and as specified in the agreed RfS.

Qualifications of the expert 4 ‘Senior Expert Pool Off-Grid Regulation and Market Development’:

Education/training (section 2.4.1 of the assessment grid):	Each expert with university degree (‘master’s or German Diplom’) in economics, natural sciences, engineering or law.
Language (section 2.4.2 of the assessment grid):	Each expert with knowledge of English C1-level in the Common European Framework of Reference for Languages (5 out of 10 points) and • 2 experts each with: French, C1-level in the Common European Framework of Reference for Languages (3 out of 10 points)

Subject of the tender procedure: Provision of standardised consultancy services for On- & Off-Grid Regulation and Market Development

Tender number: 10021886

	• 1 expert with: Spanish, C1-level in the Common European Framework of Reference for Languages (1 out of 10 points) • 1 expert with: Portuguese, C1-level in the Common European Framework of Reference for Languages (1 out of 10 points)
General professional experience (section 2.4.3 of the assessment grid):	Each expert with 20 years of professional experience in the energy sector.
Specific professional experience (section 2.4.4 of the assessment grid):	Each expert: • 10 years of professional experience in Off-Grid Regulation and Market Development such as mini-grid regulations, mini-grid license or concession templates and agreements, mini-grid tariff setting and financial models, technical guidelines/tools/standards for mini-grids and standalone systems, guidelines off-grid specific (social) impact assessments, mini-grid and standalone systems competitive procurement frameworks, and contractual and operational frameworks for standalone systems (5 out of 10 points). • Involved with major contributions and/ or leadership in 12 individual Off-Grid Regulation and Market Development studies, strategies, or frameworks on country and/or regional level (e.g., on mini-grid regulations, mini-grid license or concession templates and agreements, mini-grid tariff setting and financial models, technical guidelines/tools/standards for mini-grids and standalone systems, guidelines off-grid specific (social) impact assessments, mini-grid and standalone systems competitive procurement frameworks, and contractual and operational frameworks for standalone systems) (5 out of 10 points).
Leadership/management experience (section 2.4.5 of the assessment grid):	Not applicable.
International professional experience outside the country/region of assignment (section 2.4.6 of the assessment grid):	Not applicable.
Professional experience in the country/ region of assignment (2.4.7 of the assessment grid):	4 experts each with 6 years' experience in the following regions: • 2 experts in Sub-Saharan Africa (6 out of 10 points) • 1 expert in South-East Asia (ASEAN) and Oceania (2 out of 10 points) • 1 expert in Central and South America and the Caribbean (2 out of 10 points)

Subject of the tender procedure: Provision of standardised consultancy services for On- & Off-Grid Regulation and Market Development

Tender number: 10021886

Experience in the field of development cooperation (section 2.4.8 of the assessment grid):	Not applicable.
Other (section 2.4.9 of the assessment grid):	Each expert with 4 years teaching experiences (e.g., in university education) in the field of Off-Grid Regulation and Market Development (alternatively: 3 provided individual trainings of 1 week each is rated as 1 year teaching experience)

Expert 5: Pool 3 ‘Expert Pool On-Grid Regulation and Market Development’ with 7 experts (section 2.5 of the assessment grid)

The Expert Pool comprises experts who carry out specific On-Grid Regulation and Market Development activities. This pool is mobilised through RfS.

In derogation from the number of experts mentioned above, **5 CVs** in EU CV Template format (Annex G) must be added to the tender. The ability of the tenderer to offer the pool of experts required here is assessed solely on the basis of these exemplary CVs.

The Pool 3 ‘Expert Pool On-Grid Regulation and Market Development’ should consist of **7** individual experts. Experts offered in this pool can also be offered for the Expert Pool Off-Grid Regulation and Market Development (Expert 6) and the Regional Expert Pool (Expert 7), but not with other positions/ pools within this tender. The sum of all individual experts of Expert Pool On-Grid (Expert 5) and Expert Pool Off-Grid (Expert 6) must be 9 or above.

The actual number of experts assigned from the pool may differ from the number of experts required in section 4 of the Terms of Reference. For experts not named in the tender, GIZ must confirm before the assignment that their qualifications are equivalent to those of the short-term experts proposed in the tender.

Tasks of the expert 5 ‘Expert Pool On-Grid Regulation and Market Development’ (Pool 3):

On basis of the specified Work Packages (section 2.2 of these ToR) and as specified in the agreed RfS.

Qualifications of the expert 5 ‘Expert Pool On-Grid Regulation and Market Development’:

Education/training (section 2.5.1 of the assessment grid):	Each expert with university degree (‘master’s or German Diplom’) in economics, natural sciences, engineering or law.
Language (section 2.5.2 of the assessment grid):	Each expert with knowledge of English C1-level in the Common European Framework of Reference for Languages (5 out of 10 points) and 1 expert with: French, C1-level in the Common European Framework of Reference for Languages (1 out of 10 points) 3 experts each with: Spanish, C1-level in the Common European Framework of Reference for Languages (3 out of 10 points)

Subject of the tender procedure: Provision of standardised consultancy services for On- & Off-Grid Regulation and Market Development

Tender number: 10021886

	1 expert with: Portuguese, C1-level in the Common European Framework of Reference for Languages (1 out of 10 points)
General professional experience (section 2.5.3 of the assessment grid):	Each expert with 10 years of professional experience in the energy sector
Specific professional experience (section 2.5.4 of the assessment grid):	Each expert: 5 years of professional experience in On-Grid Regulation and Market Development such as sector reform, market model design, design of RE IPPs auctions and procurement, design and implementation of transmission line/interconnection tenders, design of regional power trading, design of regulations for ancillary services, design of distributed generation regulations, and defining on-grid tariffs (5 out of 10 points). - Involved with major contributions and/ or leadership in 5 individual On-Grid Regulation and Market Development studies, strategies, or frameworks on country and/or regional level (e.g., through energy and electricity implementation roadmaps, on-grid capacity assessment studies at country and/or regional level, data management systems methods and recommendations, on-grid power market needs assessments, implementation roadmaps, electricity legislations, on-grid regulations, PPA/commercial contracts, on-grid renewable energy procurement templates and tools, transmission tender analysis and documents provision, distributed generation models, tax and energy subsidy models, electricity tariff models) (5 out of 10 points).
Leadership/management experience (section 2.5.5 of the assessment grid):	Not applicable.
International professional experience outside the country/region of assignment (section 2.5.6 of the assessment grid):	Not applicable.
Professional experience in the country/ region of assignment (2.5.7 of the assessment grid):	5 experts each with 3 years' experience in the following regions: 1 expert in Sub-Saharan Africa (2 out of 10 points) 3 experts in Central and South America and the Caribbean (6 out of 10 points) 1 expert in MENA (2 out of 10 points)
Experience in the field of development cooperation (section 2.5.8 of the assessment grid):	Not applicable.
Other (section 2.5.9 of the assessment grid):	Each expert with 2 years teaching experiences (e.g., in university education) in the field of On-Grid Regulation and Market Development (alternatively: 3 provided individual trainings of 1 week each is rated as 1 year teaching experience)

Expert 6: Pool 4 ‘Expert Pool Off-Grid Regulation and Market Development’ with 5 experts (section 2.6 of the assessment grid)

The Expert Pool comprises experts who carry out specific Off-Grid Regulation and Market Development activities. This pool is mobilised through RfS.

A CV in EU CV Template format (Annex G) for each expert must be added to the tender.

The Pool 4 ‘Expert Pool Off-Grid Regulation and Market Development’ must consist of **5** individual experts. Experts offered in this pool can also be offered for the Expert Pool On-Grid Regulation and Market Development (Expert 5) and the Regional Expert Pool (Expert 7), but not with other positions/ pools within this tender. The sum of all individual experts of Expert Pool Off-Grid (Expert 6) and Expert Pool On-Grid (Expert 5) must be 9 or above.

The actual number of experts assigned from the pool may differ from the number of experts required in section 4 of the Terms of Reference. For experts not named in the tender, GIZ must confirm before the assignment that their qualifications are equivalent to those of the short-term experts proposed in the tender.

Tasks of the expert 6 ‘Expert Pool Off-Grid Regulation and Market Development’ (Pool 4):

On basis of the specified Work Packages (section 2.2 of these ToR) and as specified in the agreed RfS.

Qualifications of the expert 6 ‘Expert Pool Off-Grid Regulation and Market Development’:

Education/training (section 2.6.1 of the assessment grid):	Each expert with university degree (‘master’s or German Diplom’) in economics, natural sciences, engineering or law.
Language (section 2.6.2 of the assessment grid):	Each expert with knowledge of English C1-level in the Common European Framework of Reference for Languages (5 out of 10 points) and • 2 experts each with: French, C1-level in the Common European Framework of Reference for Languages (2 out of 10 points) • 1 expert with: Spanish, C1-level in the Common European Framework of Reference for Languages (1 out of 10 points) • 2 experts each with: Portuguese, C1-level in the Common European Framework of Reference for Languages (2 out of 10 points)
General professional experience (section 2.6.3 of the assessment grid):	Each expert with 10 years of professional experience in the energy sector
Specific professional experience (section 2.6.4 of the assessment grid):	Each expert: • 5 years of professional experience in Off-Grid Regulation and Market Development such as mini-grid regulations, mini-grid license or concession templates and agreements, mini-grid tariff setting and financial models, technical

Subject of the tender procedure: Provision of standardised consultancy services for On- & Off-Grid Regulation and Market Development

Tender number: 10021886

	guidelines/tools/standards for mini-grids and standalone systems, guidelines off-grid specific (social) impact assessments, mini-grid and standalone systems competitive procurement frameworks, and contractual and operational frameworks for standalone systems (5 out of 10 points). Involved with major contributions and/ or leadership in 5 individual Off-Grid Regulation and Market Development studies, strategies, or frameworks on country and/or regional level (e.g., on mini-grid regulations, mini-grid license or concession templates and agreements, mini-grid tariff setting and financial models, technical guidelines/tools/standards for mini-grids and standalone systems, guidelines off-grid specific (social) impact assessments, mini-grid and standalone systems competitive procurement frameworks, and contractual and operational frameworks for standalone systems) (5 out of 10 points).
Leadership/management experience (section 2.6.5 of the assessment grid):	Not applicable.
International professional experience outside the country/region of assignment (section 2.6.6 of the assessment grid):	Not applicable.
Professional experience in the country/ region of assignment (2.6.7 of the assessment grid):	5 experts each with 3 years' experience in the following regions: 3 experts in Sub-Saharan Africa (6 out of 10 points) 1 expert in South-East Asia (ASEAN) and Oceania (2 out of 10 points) 1 expert in Central and South America and the Caribbean (2 out of 10 points)
Experience in the field of development cooperation (section 2.6.8 of the assessment grid):	Not applicable.
Other (section 2.6.9 of the assessment grid):	Each expert with 2 years teaching experiences (e.g., in university education) in the field of Off-Grid Regulation and Market Development (alternatively: 3 provided individual trainings of 1 week each is rated as 1 year teaching experience)

Expert 7: Pool 5 'Energy Sector Legal Advisor Pool' with 5 experts (section 2.7 of the assessment grid)

The energy sector legal advisors focus on legal services to provide support on enabling legal and regulatory frameworks, reform implementation, and structuring of clean energy investments in the context of On- & Off-Grid Regulation and Market Development activities. This pool is mobilised through RfS.

Subject of the tender procedure: Provision of standardised consultancy services for On- & Off-Grid Regulation and Market Development

Tender number: 10021886

A CV in EU CV Template format (Annex G) for each expert must be added to the tender.

The Pool 5 'Energy Sector Legal Advisor Pool' must consist of **5** individual experts and cannot be offered with other positions/ pools within this tender.

The actual number of experts assigned from the pool may differ from the number of experts required in section 4 of the Terms of Reference. For experts not named in the tender, GIZ must confirm before the assignment that their qualifications are equivalent to those of the short-term experts proposed in the tender.

Tasks of the expert 7 'Energy Sector Legal Advisor' (Pool 5):

On basis of the specified Work Packages (section 2.2 of these ToR) and as specified in the agreed RfS.

Qualifications of the expert 7 'Energy Sector Legal Advisor':

Education/training (section 2.7.1 of the assessment grid):	Each expert with university degree ('master's or German Diplom') in law.
Language (section 2.7.2 of the assessment grid):	Each expert with knowledge of English C1-level in the Common European Framework of Reference for Languages (5 out of 10 points) and • 1 expert with: French, C1-level in the Common European Framework of Reference for Languages (1 out of 10 points) • 3 experts each with: Spanish, C1-level in the Common European Framework of Reference for Languages (3 out of 10 points) • 1 expert with: Portuguese, C1-level in the Common European Framework of Reference for Languages (1 out of 10 points)
General professional experience (section 2.7.3 of the assessment grid):	Each expert with 20 years of professional experience in the energy sector.
Specific professional experience (section 2.7.4 of the assessment grid):	Each expert: • 10 years of professional experience in On- & Off-Grid Regulation and Market Development such as experience in energy sector policies, legislation and regulations impact assessments; in providing legal opinions, memos and recommendations to public sector stakeholders; in legal advisory on power sector reform and restructuring, including full, partial or hybrid privatisation of generation, transmission and distribution, and related regulatory changes and contractual arrangements; in mandates, governance models and statutes for public sector energy institutions; in tender documents, bid processes and commercial frameworks for intra- and intercountry transmission projects, cross-border electricity trade and regional integration initiatives; in public sector engagements with

Subject of the tender procedure: Provision of standardised consultancy services for On- & Off-Grid Regulation and Market Development

Tender number: 10021886

	private developers and investors on contracts for grid-connected and off-grid generation, transmission and distribution projects; on energy procurement frameworks, including public procurement laws and procedures, standard bidding documents and operational guidelines, e-tendering platforms and digital procurement tools; in risk assessments for energy projects, reforms or regulatory changes; and in commercial and financing models for renewable energy projects (5 out of 10 points). Involved with major contributions and/ or leadership in 12 individuals On- & Off-Grid Regulation and Market Development studies, strategies, or frameworks on country and/or regional level (e.g., impact assessments, legal support to public sector stakeholders, legal advisory on power sector reforms, tender and bid processes, procurement and contract processes (incl. e-tendering platforms and digital procurement tools), and commercial and financing models for RE project) (5 out of 10 points).
Leadership/management experience (section 2.7.5 of the assessment grid):	Not applicable.
International professional experience outside the country/region of assignment (section 2.7.6 of the assessment grid):	Not applicable.
Professional experience in the country/ region of assignment (2.7.7 of the assessment grid):	5 experts each with 10 years' experience in the following regions: 3 experts in Central and South America and the Caribbean - especially Andean Community and Central America (6 out of 10 points) 1 expert in Sub-Saharan Africa (2 out of 10 points) 1 expert in MENA (2 out of 10 points)
Experience in the field of development cooperation (section 2.7.8 of the assessment grid):	Not applicable.
Other (section 2.7.9 of the assessment grid):	Not applicable

Expert 8: 2 (Senior) Experts with Gender Expertise (Out of Expert Pool 1 to 4 / Expert 3 to 6) (section 2.8 of the assessment grid)

Out of Senior Expert Pool On-Grid Regulation and Market Development (Expert 3), Senior Expert Pool Off-Grid Regulation and Market Development (Expert 4), Expert Pool On-Grid Regulation and Market Development (Expert 5) or Expert Pool Off-Grid Regulation and Market Development (Expert 6) 2 experts shall demonstrate the following additional expertise. For the purpose of evaluation, the bidder is requested to indicate clearly the considered experts in the proposal, otherwise the bidder will be rated with 0 point for this criterion (2.8.4):

Subject of the tender procedure: Provision of standardised consultancy services for On- & Off-Grid Regulation and Market Development

Tender number: 10021886

Tasks of the expert 8 'Gender expertise':

The pool experts with gender expertise will be the focal points for gender related topics and considerations within the regulatory, market and technical assignments. Specific tasks of the experts with gender expertise during the implementation of this contract will be on basis of the specified Work Packages (section 2.2 of these ToR) and as specified in the agreed RfS.

Qualifications of the expert 8 'Gender expertise':

Education/training (section 2.8.1 of the assessment grid):	Not applicable
Language (section 2.8.2 of the assessment grid):	Not applicable
General professional experience (section 2.8.3 of the assessment grid):	Not applicable
Specific professional experience (section 2.8.4 of the assessment grid):	All experts each with 5 years gender equality/inclusion as significant element of the job profile, e.g. as company/division gender officer, mainstreaming of gender Alternatively, the experience can be also demonstrated in specific proven working and other professional, personal and/or private occasions with strong relevance to equality/ inclusion of gender (with dedicated time to the occasion of 1 month or more), e.g., studies with relevance to equality/ inclusion of gender, conducting stakeholder processes with relevance to gender inclusion and norms (as organiser or participant), political engagement to gender equality/inclusion, relevant advisory services, developing technical reports and training material on gender mainstreaming. One such occasion will be rated equivalent to 1 year gender equality as significant element of the job profile respectively with 2 points each
Leadership/management experience (section 2.8.5 of the assessment grid):	Not applicable.
International professional experience outside the country/region of assignment (section 2.8.6 of the assessment grid):	Not applicable.
Professional experience in the country/ region of assignment (2.8.7 of the assessment grid):	Not applicable
Experience in the field of development cooperation (section 2.8.8 of the assessment grid):	Not applicable.
Other (section 2.8.9 of the assessment grid):	Not applicable.

Expert 9: Gender Advisor (section 2.9 of the assessment grid)

Subject of the tender procedure: Provision of standardised consultancy services for On- & Off-Grid Regulation and Market Development

Tender number: 10021886

The gender advisor focuses on work package 2 and supports GET.transform to strengthen gender sensitivity, responsiveness, transformation, and hence equality across its advisory work and internal operations. This expert is mobilised through RfS.

A CV in EU CV Template format (Annex G) for the expert must be added to the tender.

Tasks of the expert 9 'Gender Advisor':

On basis of the specified 2nd Work Package (section 2.2 of these ToR) and as specified in the agreed RfS which includes:

- Developing and implementing a comprehensive gender strategy and gender action plan (GAP) for GET.transform
- Supporting in gender specific capacity building
- Developing of guidelines and checklists for enhanced women and marginalised groups inclusion
- Supporting & reviewing gender responsive and gender mainstreaming activities in the ongoing implementation of the advisory services

Qualifications of the expert 9 'Gender Advisor':

Education/training (section 2.9.1 of the assessment grid):	University degree (PhD) in gender studies, diversity studies, sociology, anthropology, political sciences, or gender and development.
Language (section 2.9.2 of the assessment grid):	Knowledge of English C1-level in the Common European Framework of Reference for Languages However, requested to perform the assignment, this will not be evaluated.
General professional experience (section 2.9.3 of the assessment grid):	10 years of professional experience in gender equality, gender mainstreaming and/or social inclusion.
Specific professional experience (section 2.9.4 of the assessment grid):	5 years of professional experience in gender equality and social inclusion (GESI), with a proven track record in developing gender strategies and Gender Action Plans (GAPs), implementing gender mainstreaming approaches in complex multi country and partner programmes, designing capacity building measures, in developing practical tools such as guidelines and checklists, in advising and quality-assuring gender integration across project portfolios, studies with relevance to equality/inclusion of gender, conducting stakeholder processes with relevance to gender inclusion and norms, political engagement to gender equality/inclusion, developing technical reports and training material on gender mainstreaming.
Leadership/management experience (section 2.9.5 of the assessment grid):	Not applicable.
International professional experience outside the country/region of assignment (section 2.9.6 of the assessment grid):	Not applicable.

Subject of the tender procedure: Provision of standardised consultancy services for On- & Off-Grid Regulation and Market Development

Tender number: 10021886

Professional experience in the country/ region of assignment (2.9.7 of the assessment grid):	Not applicable
Experience in the field of development cooperation (section 2.9.8 of the assessment grid):	Not applicable.
Other (section 2.9.9 of the assessment grid):	3 years teaching experiences (e.g., in university education) in the field of gender equality, gender mainstreaming and social inclusion (alternatively: 3 provided individual trainings of 1 week each is rated as 1 year teaching experience)

Expert 10: Pool 6 ‘Expert Pool with regional experience’ with 7 experts

The experts in this pool are not part of the technical assessment, so no CVs need to be submitted with the tender. The qualifications specified for the pool are therefore minimum requirements, the fulfilment of which must be confirmed by GIZ before the experts are assigned.

Experts must have worked on ground or be based in the region of the assignment, which is preferable. The Expert Pool comprises experts who carry out specific On- & Off-Grid Regulation and Market Development activities. This pool is mobilised through RfS.

The actual number of experts assigned from the pool may differ from the number of experts required in section 4 of the Terms of Reference. For experts not named in the tender, GIZ must confirm before the assignment that their qualifications are equivalent to those of the short-term experts proposed in the tender.

Tasks of the Expert 10 ‘Expert Pool with regional experience (Pool 6)’:

- On basis of the specified Work Packages (section 2.2 of these ToR) and as specified in the agreed RfS.

Qualifications of the Expert 10 ‘Expert Pool with regional experience’:

Education/training	All experts with university degree (PhD, master’s level –, or bachelor’s level) in economics, natural sciences, engineering or law.
Language	Each expert with knowledge of English C1-level in the Common European Framework of Reference for Languages And • 3 experts each with: Spanish, C1-level in the Common European Framework of Reference for Languages • 2 experts each with: French, C1-level in the Common European Framework of Reference for Languages • 1 expert with: Portuguese, C1-level in the Common European Framework of Reference for Languages • 1 expert with:

Subject of the tender procedure: Provision of standardised consultancy services for On- & Off-Grid Regulation and Market Development

Tender number: 10021886

	Arabic, C1-level in the Common European Framework of Reference for Languages
General professional experience	All experts each with 5 years of professional experience in the energy sector.
Specific professional experience	Each expert: • 5 years of professional experience in On-Grid Regulation and Market Development such as sector reform, market model design, design of RE IPPs auctions and procurement, design and implementation of transmission line/interconnection tenders, design of regional power trading, design of regulations for ancillary services, design of distributed generation regulations, defining on-grid tariffs e.g. FIT, Net Metering, Net Billing AND/OR in Off-Grid Regulation and Market Development including mini-grid regulations, mini-grid license or concession templates and agreements, mini-grid tariff setting and financial models, technical guidelines/tools/standards for mini-grids and standalone systems, guidelines off-grid specific (social) impact assessments, mini-grid and standalone systems competitive procurement frameworks, and contractual and operational frameworks for standalone systems. • Involved with major contributions and/ or leadership in 5 individual On-Grid Regulation and Market Development studies, strategies, or frameworks on country and/or regional level (e.g., through energy and electricity implementation roadmaps, on-grid capacity assessment studies at country and/or regional level, data management systems methods and recommendations, on-grid power market needs assessments, implementation roadmaps, electricity legislations, on-grid regulations, PPA /commercial contracts, on-grid renewable energy procurement templates and tools, transmission tender analysis and documents provision, distributed generation models, tax and energy subsidy models, electricity tariff models) AND/OR in 5 individual Off-Grid Regulation and Market Development studies, strategies, or frameworks on country and/or regional level (e.g., mini-grid regulations, mini-grid license or concession templates and agreements, mini-grid tariff setting and financial models, technical guidelines/tools/standards for mini-grids and standalone systems, guidelines off-grid specific (social) impact assessments, mini-grid and standalone systems competitive procurement frameworks, and contractual and operational frameworks for standalone systems). • 4 of the proposed experts each with 3 years teaching experiences (e.g., in university education) in the field of On-Grid and/or Off-Grid Regulation and Market Development (alternatively: 3 provided individual trainings of 1 week each is rated as 1 year teaching experience).
Leadership/management experience	Not applicable.

Subject of the tender procedure: Provision of standardised consultancy services for On- & Off-Grid Regulation and Market Development

Tender number: 10021886

International professional experience outside the country/region of assignment	Not applicable.
Professional experience in the country/ region of assignment	Each expert with 5 years of experience in the region of the assignment such as: • <u>3 experts in</u> Central and South America and the Caribbean (especially Andean Community and Central America) • <u>2 experts in</u> Sub-Saharan Africa • <u>1 expert in</u> South-East Asia (ASEAN) and Oceania • <u>1 expert in</u> MENA
Experience in the field of development cooperation	Not applicable.
Other	Not applicable.

The tenderer must assign all the proposed experts to the required qualifications and clearly present them in a separate table (see Annex H) preceding the CVs. The summary presentation must mention only qualifications that are actually indicated in the CVs. Professional experience must be evidenced by meaningful references in the CVs. It is advisable to make explicit reference to each example of professional experience.

Soft skills of team members

In addition to their specialist qualifications, all team members are also expected to have the following qualifications:

- Team skills
- Initiative
- Communication skills
- Sociocultural and intercultural skills
- Efficient partner- and client-oriented working methods
- Interdisciplinary thinking

Soft skills are not evaluated.

Staff presentation

(section 2.11 of the assessment grid)

– Not applicable –

5. Costing requirements

5.1 Assignment of experts

In your tender, please do not deviate from the specification of quantities required in these ToRs (the number of experts and expert days, the budget specified in the price schedule). This is part of the competitive tender and is used to ensure that the tenders can be compared objectively. Please note: only services that were commissioned by GIZ and rendered by the contractor will be remunerated. We would also like to point out that it may not be necessary to make use of the total number of proposed expert days.

The number of expert days corresponds to full working days.

Expert	Expert days in the country of residence/ remote	Availability of expert in the country of assignment in expert days	Expert days in total	Consecutive stay > 3 months (see General Terms and Conditions, section 3.3.2)	Number of international flights	Number of national flights

Subject of the tender procedure: Provision of standardised consultancy services for On- & Off-Grid Regulation and Market Development

Tender number: 10021886

Expert 1: Project Director	60	0	60	No	0	0
Expert 2: Day-to-day Project manager	135	25	160	No	6	0
Expert 3: Pool 1 'Senior Expert Pool On-Grid Regulation and Market Development'	370	50	420	No	12	0
Expert 4: Pool 2 'Senior Expert Pool Off-Grid Regulation and Market Development'	200	40	240	No	10	0
Expert 5: Pool 3 'Expert Pool On-Grid Regulation and Market Development'	500	100	600	No	25	0
Expert 6: Pool 4 'Expert Pool Off-Grid Regulation and Market Development'	300	100	400	No	25	0
Expert 7: Pool 5 'Energy Sector Legal Advisor Pool'	255	45	300	No	11	0

Expert 8: Experts with Gender Expertise	Not applicable since part of one of the above	Not applicable since part of one of the above	Not applicable since part of one of the above	No		
Expert 9: Gender Advisor	70	0	70	No	0	0
Expert 10: Pool 6 'Expert Pool with regional experience'	260	40	300	No	10	0

5.2 National administrative staff

– Not applicable –

5.3 Travel expenses

5.3.1 Travel – sustainability considerations

GIZ would like to reduce greenhouse gas emissions (CO₂ emissions) caused by travel. When preparing your tender, please incorporate options for reducing emissions, for example by selecting the lowest-emission booking class (economy) or using means of transport, airlines and flight routes that are more CO₂-efficient. For short distances, travel by train (second class) or e-mobility are the preferred options.

CO₂ 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](#) has published a [list of standards](#) (only in German available). GIZ recommends using the standards specified there.

5.3.2 Travel expense requirements

Travel expense budget: EUR 200,000.

Budget for CO₂ offsets for flights: EUR 20,000.

An unalterable budget for CO₂ offsets for settlement against evidence is specified.

Subject of the tender procedure: Provision of standardised consultancy services for On- & Off-Grid Regulation and Market Development

Tender number: 10021886



As the number and duration of the business trips is not yet clear, the above-mentioned unalterable travel expense budget for all trips in Germany and abroad for all experts is specified in the price schedule. The budget contains the following travel expenses:

- Per-diem allowances and accommodation allowances
- Flights
- Transfer and visa acquisition costs.

The costs are reimbursed as a lump sum (per-diem allowances 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 the reimbursement of travel expenses (see <https://www.bundesfinanzministerium.de>), or on presentation of evidence (airfares and transfer and visa acquisition costs).

Notes on the settlement of accommodation allowances outside Germany:

- Accommodation allowances up to 75% of the maximum amounts permissible under tax law as per the BMF circular on travel expense reimbursement will be reimbursed **on a lump-sum basis**.
- Accommodation allowances at between 75% and 100% of the maximum amounts permissible under tax law as per the BMF circular on travel expense reimbursement will be reimbursed in the **amount evidenced**.
- Accommodation allowances outside Germany that unavoidably exceed the maximum amount permissible under tax law as stipulated in the BMF circular on travel expense reimbursement (e.g. due to security requirements) **can only be settled against evidence on presentation of a written individual justification**.

Notes on the settlement of accommodation allowances in Germany:

- Accommodation allowances up to EUR 80.00 will be reimbursed **on a lump-sum basis**.
- Accommodation allowances between EUR 80.00 and EUR 130.00 will be reimbursed **in the amount evidenced**.
- Overnight accommodation allowances that unavoidably exceed EUR 130.00 can be settled only in exceptional cases (e.g. trade fairs) **in the amount evidenced** and subject to a EUR 250.00 limit. A written individual justification must be provided.

All travel activities must be agreed in advance with the project manager. Travel expenses must be kept as low as possible.

Please note: These travel expense items do not cover costs related to the contract in the country of assignment (see section 3.3.2 of the General Terms and Conditions). Please cost these items if applicable in the price schedule under '2.2 Costs related to the contract in the country of assignment'.

5.4 Materials and equipment

– Not applicable –

5.5 Operating costs in the country of assignment

– Not applicable –

5.6 Workshops, education and training

Workshop budget: EUR 100,000

The fixed, unalterable budget above is earmarked for workshops and entered in the price schedule. The budget includes the following costs relating to the planning and running of workshops:

- Room hire
- Technical systems
- Translation/interpreting services
- Catering
- Workshop materials
- Travel expenses for partner experts (subsistence, accommodation, travel costs)
- Other costs relating to the workshops

The budget does not include the fees and travel expenses for the contractor's experts incurred in connection with the planning and running of the workshops. These are covered by the corresponding number of expert days and travel expenses (see sections 5.1 and 5.3 above).

The use of funds from this budget by the contractor will be specified in the Request of Services (RfS).

5.7 Local contributions

– Not applicable –

5.8 Other costs

– Not applicable –

5.9 Flexible remuneration item

Budget for flexible remuneration: EUR 150,000

The fixed, unalterable budget above is earmarked in the price schedule for flexible remuneration. Flexible remuneration is intended to facilitate the flexible management of the

contract by the commission manager at GIZ. The contractor can make use of the funds in accordance with section 3.6.5.7 of the General Terms and Conditions.

6. Requirements on the format of the tender

The structure of the tender must correspond with the structure of the ToRs. It must be legible (for example Arial, font size 11 or larger) and clearly formulated. The technical tender must be written in English.

The technical-methodological concept of the tender (section 3 of the ToRs) must not exceed 5 pages (not including the cover page, list of abbreviations, table of contents, brief introduction and CV for the backstopper). Additional annexes not requested will not be assessed. External content (e.g. links to websites) will also be disregarded.

The CVs of the staff proposed in accordance with section 4 of the ToRs must be in the attached EU format (see *Annex G*) and not more than five pages in length. The CVs must also be submitted in English. As described in chapter 4, the tenderer is requested to present an overview table for Experts 1 to 6 and 8.

The CVs must clearly and unequivocally show what position the proposed person held, which tasks they performed and how long they worked during which period in the specified references. **The references contained in the CVs must therefore include the following information:**

- Name of the company/organisation/reference project in which the expert worked
- Position held and task(s) performed by the expert in the company/organisation/reference project
- Work outcomes or products produced by the expert, or expert's contribution to the completion of these outcomes and projects (if relevant)
- Duration of the expert's assignment in the company/organisation/reference project per calendar year in full-time expert days, weeks or months (for example: 2019: 2 months, 2020: 10 months, 2021: 1 month)
- Leadership experience/management: clear information on the reference projects or fixed positions within the company/organisation in which the requirements specified in section 4 were fulfilled (for example, period, number of persons for whom the expert had disciplinary responsibility, project budget) (if relevant)
- International professional experience/professional experience in the country of assignment: clear information on the reference projects or fixed positions in the company/organisation in which the requirements specified in section 4 were fulfilled (for example, actual duration of assignment on the ground in full-time expert days, weeks or months) (if relevant)

In order to facilitate the assessment, we request that you number the references sequentially and provide only references that are clearly related to the object of this tender.

7. Options or follow-on contract

7.1 Option to expand the service content/extend the contract term pursuant to section 132 (2) no. 1 German Act against Restraints of Competition (GWB)

GIZ can exercise the following option if it wishes to expand the tendered services. This is described in detail below.

Nature and scope:

While retaining the overall character of the contract, there is a possibility of GIZ continuing to obtain the services specified in section 2 of these Terms of Reference and/or of expanding the contract to include further services of the same kind. The overall contract term must not exceed three times the original contract term, and the overall contract value must not exceed twice the original contract value.

Preconditions:

GIZ's commissioning party extends and/or provides additional funding for the current project or commissions a follow-on project and/or an agreement is concluded to provide cofinancing for the measure.

7.2 Option to procure materials and equipment pursuant to section 132 (2) no. 1 German Act against Restraints of Competition (GWB)

-Not Applicable-

7.3 Follow-on contract pursuant to Section 14 (4) no. 9 German Ordinance on the Award of Public Contracts (VgV)

Pursuant to Section 14 (4) no. 9 VgV, GIZ reserves the right to award a follow-on contract to the contractor in order to procure similar services.

Scope of possible services:

The term of the follow-on contract must not exceed twice that of the original contract, and the value of the follow-on contract must not exceed twice that of the original contract.

Condition: The above option is subject to GIZ receiving a commission from the commissioning party or the conclusion of an agreement for cofinancing of the measure. Any follow-on contract must be awarded within three years of the award date of the original contract.

A follow-on contract under 7.3 can be considered only as an alternative to the option in 7.1.

8. Annexes

- A. GET.transform Factsheet
- B. GET.transform Energy Transition Country Services

Subject of the tender procedure: Provision of standardised consultancy services for On- & Off-Grid Regulation and Market Development



Tender number: 10021886

- C. Request for Service (RfS) Template
- D. GET.transform Workstream On-Grid Regulation and Market Development
- E. GET.transform Workstream Off-Grid Regulation and Market Development
- F. GET.transform Mini-Grid Training Modules Overview
- G. EU CV Template
- H. Table of Experts
- I. Guidance for GIZ Service Providers on Avoiding, Reducing, and Offsetting GHG