

Global Water Partnership – Mediterranean (GWP – Med)
Legally and lawfully represented by the non-profit society
MEDITERRANEAN INFORMATION OFFICE FOR ENVIRONMENT, CULTURE AND SUSTAINABLE DEVELOPMENT
– MIO ECSDE

ANNOUNCES THE PRESENT CALL 47/2025/AUM FOR OFFERS
For the

***National Consultant for the development of private sector
engagement strategy, climate projects pipeline and operational
workplan for the Caisse de Dépôts et de Consignations (CDC) - Tunisia***

SUBMISSION OF OFFERS BY: 12th October 2025 at 17:00h CET

MAX AVAILABLE BUDGET: USD 23.000,00* including VAT.

This amount includes all other costs, income taxes, VAT and any other amount payable or cost that may be required for the completion of the work/service, including travel-related costs.

*In case of freelancer 20% of the amount invoiced will be withheld and forwarded to the Greek tax authorities unless the freelancer provides a signed Avoid double taxation Agreement (in case there is a double taxation treaty between the two countries) or a certification of his tax registration at the taxation authority (in case there is not a double taxation treaty between the two countries)

AWARD CRITERION: The most economically advantageous tender considering the best price / quality ratio.

Description of the Assignment

GWP-Med is announcing the present Call for Offers for the Supporting the development of Private sector engagement strategy, climate projects pipeline and operational workplan for the Caisse de Dépôts et de Consignations (CDC) – Tunisia in the framework AU AIP Multi-Country Green Climate Fund Readiness Support.

For a detailed description of the Assignment, please refer to the respective ToR.

Procurement

The procurement will proceed having regard to:

- ✓ General principles of EU law on procurements.
- ✓ Internal Rules and Regulations of MIO-ECSDE/GWP-MED which can be found at <https://mio-ecsde.org/about-us/our-accountability> and at <https://www.gwp.org/en/About/who/Governance-Funding/>.
- ✓ The present CALL FOR OFFERS and its supporting documents.

Offer Submission

Interested participants should submit an their offer electronically including the following:

- **Folder A containing the:**
 1. CV - clearly addressing the selection criteria
 2. Solemn Self Declaration (available in Annex 1)
- **Folder B (password protected) containing:**
Financial offer (available in Annex 2)

Please read carefully the section “How to submit an offer” of the present call, on how exactly you are required to submit your offer

Offers must be submitted for the entire Assignment.

Offers for part of the Assignment will not be accepted.

The Participants shall bear all costs associated with the preparation and submission of their offer.

The Contracting Authority will in no case be responsible or liable for such costs, whatever the conduct or outcome of the procedure.

The Contracting Authority will neither be responsible for, nor cover, any expenses or losses incurred by the participants for any site visits and inspections or any other aspect of their offer.

The Contracting Authority may ask Participants to submit supporting documents concerning their offer (references, certificates, publications etc.)

The language of this procedure, the tender documents and the offers is English. Any documentation (certificates, etc) submitted in any other language should be accompanied by a translation in English, certified by a lawyer or public authority.

Deadline for submission of offers

The **deadline** for submission of offers is set to be **12th October 2025, at 17:00h CET**.

The successful participant will be informed within 10 working days following the submission deadline.

The results of the present call for offers will be published at the GWP-Med Website <https://www.gwp.org/en/GWP-Mediterranean/>

Clarifications

1. Clarifications on the published Call for Offers

Requests for clarifications should be submitted by email, the latest, seven (7) days before the closing date of this call for offers.

The answers / additional information will be published on the website of GWP-Med four (4) days before the closing date of this call for offers.

2. Clarifications during the (technical and financial) evaluation of offers

The Contracting Authority may, during the evaluation of offers, ask the Participants to provide clarifications on the documents submitted with their offers, within reasonable time.

Any clarifications and/or additional documents submitted by the Participants not in the context of a request for clarifications posed by the Contracting Authority are not taken into account for the evaluation of offers.

During the evaluation of offers the Contracting Authority, by applying the principles of equal treatment and of transparency, may request from participants, when the information or the documentation they are obliged to submit are or appear incomplete or wrong, including those in the Solemn self-declaration, to submit, to complement or to clarify the relevant information or documentation, within a time-frame of at least 5 calendar days, with a maximum of 10 calendar days from the date the participants receive the relevant request from the Contracting Authority.

Eligibility Conditions – Participation Requirements

Participation in the present call for offers is open, on equal terms, to any natural or legal person or entity who meet the legal, financial and technical conditions laid down in this Call where they possess adequate professional experience and capacity.

Grounds for exclusion – disqualification (ON/OFF)

Participants should verify by submitting a **solemn declaration** (annexed to the present Call) that they are not bankrupt or subject of proceeding for a declaration of bankruptcy, that they are in good standing, operate under no legal restrictions, are not under any liquidation procedure or the subject of proceedings for declaration of liquidation or any similar situation and that they have not been convicted for any one of the following legal offences: participation in a criminal organization, corruption, bribery, fraud, money laundering, terrorist, child labour and human trafficking.

Please refer to the **Solemn Self-Declaration Statement in Annex 1 which should be filled in and signed as indicated. Failure to comply with the requirements included in the Self Declaration is considered ground for exclusion.**

Selection Criteria (Pass/Fail)

Successful participants must have: (in case of a group of experts / company the experience listed below applies for the lead expert).

1. A minimum of a Master's degree (MSc or equivalent) in climate policy, environmental economics, finance, engineering or innovation management, climate technology, international development, or a related field **(Required ON/OFF)**
2. Excellent oral and written communication skills in French **(Required ON/OFF)**
3. At least 10 years of experience in the field of climate change or private sector engagement **(Required Evaluated)**,
4. A proven track record of developing a minimum of 1 private sector engagement framework in the climate, sustainable development or green economy/finance sectors **(Required Evaluated)**
5. Demonstrated knowledge of the private sector landscape (all categories including startups, SMEs, large enterprises) in Tunisia evidenced by direct involvement in at least two (2) private-sector-focused assignments in Tunisia **(Required Evaluated)**
6. A proven track record in developing and structuring at least 1 project pipeline for climate or development finance, with a minimum individual project size of USD 5 million **(Required Evaluated)**
7. A proven track record in developing and structuring at least one project pipeline that involves private-sector instruments—such as equity, blended finance, or guarantees—to mobilize private investment **(Required Evaluated)**
8. Having 1 collaboration with public financial institutions with similar institutional mandates and functions as CDC **(Desired Evaluated)**
9. Excellent oral and written communication skills in English **(Desired Evaluated)**

Failure to comply with the above pass / fail requirements and provide relevant proof with the application is considered ground for exclusion.

Awarding Criterion and Evaluation process

The Award criterion is the most economically advantageous tender considering the best price / quality ratio.

Offers shall be evaluated as follows:

Offers qualified in terms of exclusion grounds will be further evaluated on the basis of the requirements presented under section “Qualification and Experience”, as follows:

(1) Criterion	(2) Weighting (w)	(3) Points of criterion (c)	(4) Score= (2) x (3)
A minimum of a Master's degree (MSc or equivalent) in climate policy, environmental economics, finance, engineering or innovation management, climate technology, international development, or a related field (Required ON/OFF)			

Excellent oral and written communication skills in French (Required ON/OFF)			
At least 10 years of experience in the field of climate change or private sector engagement (Required Evaluated)	10%		
A proven track record of developing a minimum of 1 private sector engagement framework in the climate, sustainable development or green economy/finance sectors (Required - Evaluated)	15%		
Demonstrated knowledge of the private sector landscape (all categories including startups, SMEs, large enterprises) in Tunisia evidenced by direct involvement in at least two (2) private-sector-focused assignments in Tunisia (Required - Evaluated)	15 %		
A proven track record in developing and structuring at least one (01) project pipeline for climate or development finance with a minimum individual project size of USD 5 million (Required - Evaluated)	25%		
A proven track record in developing and structuring at least one project pipeline that involves private-sector instruments—such as equity, blended finance, or guarantees—to mobilize private investment (Required - Evaluated)	20%		
Having 1 collaboration with public financial institutions with similar institutional mandates and functions as CDC (Desired – Evaluated)	10%		
Excellent oral and written communication skills in English (Desired – On/Off)	5%		
Total	100 %		

Failure to provide the minimum required qualifications is considered ground for disqualification

Scoring for each evaluation criteria starts from 100 points (when minimum requirements are met) up until maximum 150 points (100p Base +10p for extra criteria over base up to 50 additional points)

Each Section/evaluation criterion is evaluated autonomously. The final scoring of each evaluation criterion is the outcome of its scoring multiplied by the corresponding weighting factor. The overall score of the technical offer is the sum of the final scoring of all the Sections/evaluation criteria.

The overall score of the technical offer is calculated on the basis of the following formula:

$$B_i = w_1 \times c_1 + w_2 \times c_2 + \dots$$

For the overall score which will determine the ranking of offers, technical evaluation will be weighted with 80%, and the financial offer with 20%.

The final listing of the most advantageous offers will be made on the basis of the following formula:

$$\Lambda_i = 0,8 * (B_i/B_{max}) + 0,2 * (K_{min}/K_i).$$

Where:

B_{max}: the max score received by the best of the technical offers received

B_i: the score of the technical offer

K_{min}: The cost of the financial offer with the minimum price offered.

K_i: The cost of the financial offer

The most advantageous offers is the one with the greater value of Λ .

In case of equality of overall scores, the retained proposal is the one whose corresponding technical proposal received the highest rating.

Duration of the Contract and Place of the Assignment

The overall duration of the contract will be for a maximum of 5 months after the contract signature.

The selected participant must be Homebased in Tunisia.

Contract Price, Deliverables and Schedule of Payment

The maximum fee for this assignment is 23.000,00 USD. This amount includes all other costs, income taxes and any other amount payable or cost that may be required for the completion of the work/service, including VAT.

For a detailed description of Tasks, please refer to the ToR. Deadlines to be possibly adapted based on the actual dates that the workshops will take place.

Schedule of payments:

Completion and delivery of deliverables 1 and 2: 20% of total contract amount

Completion and delivery of deliverables 3 and 4 : 40% of total contract amount

Completion and delivery of deliverables 5-6 and 7 : 40% of total contract amount

GWP-Med may order additional services from the successful candidate to complement the task described in the ToR if specific needs arise that cannot be anticipated at this moment. In any case the value of any additional service requested cannot exceed 50% of the amount of the present call.

Termination / cancelation / repetition / reformulation of the procurement procedure

Termination of a procurement procedure, partial cancellation and repetition of a procedure, reformulation of procedure results.

1. GWP-Med/MIO-ECSDE may, by a reasoned decision, and after the opinion of the competent body, cancel the procurement procedure by annulling the respective Call, either due to failure to submit a tender or the rejection of all tenders or the exclusion of all Participants in accordance with the terms and conditions of the Call.

2. Cancellation of the procurement procedure may take place by a reasoned decision of the GWP-Med/MIO-ECSDE, in the following cases:

- i. due to the irregularity of the procurement procedure
- ii. if the financial and technical parameters related to the award process have changed substantially and the execution of the contractual object is no longer of interest to GWP-Med/MIO-ECSDE
- iii. if due to force majeure, the contract cannot be properly executed
- iv. if the tender selected is deemed not economically advantageous
- v. in case of expiry of the bids
- vi. in case the needs of GWP-Med/MIO-ECSDE and / or of the beneficiary (-ies) of the project have changed
- vii. in case the circumstances have changed resulting in the inability to deliver the contract / project (eg local community reactions, inability to fund, etc.).
- viii. in case of other imperative reasons of public interest such as for purposes of public health or environmental protection.

3. If errors or omissions are found at any stage of the award procedure, the GWP-Med/MIO-ECSDE may, after the opinion of the competent body, either cancel the proceedings partially or reshape the outcome accordingly or decide to repeat the procedure from the point where the error occurred. or omission.

4. GWP-Med/MIO-ECSDE also reserves the right, after the opinion of the competent body, to decide, in addition to the cancellation of the procurement procedure or the annulment of the Call, the repetition of any phase of the concluding procedure, as well, with or without modifying its terms or recourse to the negotiation process, provided it is in conformity with the Internal Rules and Regulations of GWP-MED /MIO-ECSDE.

5. Under no circumstances shall GWP-MED /MIO-ECSDE be obliged to pay to Participants any compensation for expenses or other positive or consequential damages that may have been incurred by their participation in the proceedings.

Objections

Objections against any act of the Contracting Authority can be submitted within five (5) days from the notification of the Contracting Authority's act.

An objection to the call for offers can be submitted within a period that extends up to half the period from the publication of the call in the Contracting Authority's website and the final date of submission of offers. For the calculation of this period's deadline, the dates of the publication of the call and the submission of the offers are considered. Objections are submitted in written, by courier, by fax or by email.

Objections are submitted to the Contracting Authority, which shall decide within ten (10) days from the notification of the objection. In the event of an objection to the call for offers, the Contracting Authority shall decide in any case before the closing date for the submission of offers. In case the Contracting Authority has not answered within the above deadline, the rejection of the objection is presumed.

How to submit an Offer

The submission of offers can will be done electronically via e-mail.

Therefore, you are kindly requested to prepare and send an email to procurement@gwpmed.org writing in the email subject line: Call for Offers 47/2025/AUM, before the above-mentioned closing date for submission of offers the following two folders:

1. A compressed folder (**Folder A**) (.zip or .rar) containing your CV, the Solemn Declaration and any other supporting documents
2. **A password-protected compressed folder(Folder B) (.zip or .rar)** containing only your financial offer. The password for opening the password protected folder with your financial offer should be sent to the same email address ONLY at the request of the contracting Authority which will send a follow up email to all participants that their technical offer has passed the technical evaluation.

In case the password is sent together with the offer file, the offer will be rejected.

In case the financial offer is not password protected, the offer will be rejected.

Offers submitted after the specified date and time shall not be taken into consideration.

The Contracting Authority bears no liability whatsoever for any late delivery of offers or for the contents of its accompanying folders.

For any clarifications on the present call for offers please contact: Mr. Vangelis Constantianos
e-mail vangelis@gwpmed.org

The present call for offers is posted on the website of GWP-Med (www.gwp-med.org).

The Chairman of GWP-Med/MIO-ECSDE
Prof. Michael J. Scoullou