



Selection of Consultants

Request for Expressions of Interest (REOI)

For the

RECRUITMENT OF A CONSULTANT TO LEAD THE DEVELOPMENT OF THE DBSA GLOBAL ENVIRONMENT FACILITY (GEF) AFRICA STRATEGY.

Employer:

Development Bank of Southern Africa

Address: Development Bank of Southern Africa Act, 1997 ("DBSA") with its principal place of business situated at 1258 Lever Road, Headway Hill, Midrand

**Financed by the Agence Française de Développement (AFD) hosted by the
Development Bank of Southern Africa (DBSA)**

PROJECT No. RFI 001/2025

01 August 2025

REI NUMBER :	RFI 001/2025
DESCRIPTION :	RECRUITMENT OF A CONSULTANT TO LEAD THE DEVELOPMENT OF THE DBSA GLOBAL ENVIRONMENT FACILITY (GEF) AFRICA STRATEGY.
CLOSING DATE:	25 August 2025
CLOSING TIME:	23h55
REOI SUBMISSIONS ELECTRONICALLY:	Applicants that wish to submit an REOI application must send an email to lihleSCM@dbsa.org indicating their participation by 16:00 CAT on 11 August 2025 1. Applicants will thereafter receive a OneDrive Link to upload their Applications for the Expression of Interest electronically by 15 August 2025 at 23h59.

	2. Applicants who might receive a non- functioning link should inform the DBSA (lihleSCM@dbsa.org) by no later than the 25 August 2025 at 16:00 CAT.
REOI RESPONSES MUST BE	NO HAND DELIVERY OF PROPOSALS– EXPRESSION OF INTEREST APPLICATIONS WILL DONE ELECTRONICALLY.
ATTENTION:	DBSA SCM OFFICIAL
NAME OF RESPONDENT:	
CONTACT PERSON:	
EMAIL ADDRESS:	lihleSCM@dbsa.org
TELEPHONE NUMBER:	
FAX NUMBER:	
RESPONDENT'S STAMP OR SIGNATURE:	

ENQUIRIES

- All queries and requests for clarification in respect of this REOI must be addressed to lihleSCM@dbsa.org.
- The SCM will endeavour in good faith to respond to all reasonable written queries and requests for clarification raised by an Applicant by the deadline for submission of questions and requests for clarification identified above.
- An Applicant must give the name and contact details of the person whom it appoints to undertake all contact in respect of its REOI Response.
- Enquiries should reference specific paragraph numbers, where appropriate.
- All questions/ enquiries must be forwarded in writing not later than **11 August 2025 at 16:00 CAT**. Any requests after the stipulated deadline will be disregarded.
- **Questions/Answers will be emailed to Respondents**

REPUBLIC OF SOUTH AFRICA (RSA)**THE DBSA GLOBAL ENVIRONMENT FACILITY (GEF) AFRICA STRATEGY DEVELOPMENT****CONSULTING SERVICES****Expressions of Interest**

The Development Bank of Southern Africa (“**DBSA**”) in partnership with Agence Française de Développement (“**AFD**”) invite a suitably qualified candidate to lead the development of the DBSA Global Environment Facility (“**GEF**”) Africa Strategy.

The DBSA is a regional accredited implementing agency of the GEF, with a growing portfolio of GEF-funded projects and has become a key player in environmental projects in Sub-Saharan Africa.

DBSA’s GEF accreditation enables it to act as a conduit for environmental financing such as GEF grants and non-grant instruments to support biodiversity projects as well as climate change mitigation and adaptation initiatives. These include concessional loans, credit guarantees, conservation bonds and equity facilities. To date, much of the GEF-funded activity has been concentrated in South Africa. A dedicated GEF Africa Strategy is required to allow DBSA to proactively align with GEF strategic directions and position itself to mobilize resources across eligible Sub-Saharan African countries. A regional strategy will also enable DBSA to align its infrastructure financing with GEF’s environmental priorities across the region. This strategy is needed to support African countries in addressing climate change, biodiversity loss, land degradation, and other environmental challenges. By coordinating regionally, DBSA can identify multi-country opportunities, share knowledge, and position itself as a go-to partner for sustainable infrastructure development in Africa. Ultimately, the strategy will enable DBSA to grow its pipeline of bankable projects that deliver both development and global environmental benefits.

Key stakeholders to engage national governments, civil society organisations, the GEF Secretariat, GEF implementing agencies, executing agencies, and the private sector, all working together to design, implement, finance, and scale effective environmental projects.

The DBSA seeks a consultant(s) to lead the development of its GEF Africa Strategy. The consultant(s) must possess a strong understanding of GEF requirements and focal areas such as biodiversity, climate change, land degradation, international waters, and chemicals and waste, and demonstrate prior experience in supporting or implementing GEF-funded projects, preferably in the African context.

The scope of work to involves:

- Conducting a comprehensive analysis of DBSA’s mandate, GEF priorities, and relevant national and international frameworks.
- Conducting a comprehensive analysis of concentration of key natural resources, and the need for environmental interventions.
- Identifying strategic investment opportunities aligned with GEF focal areas.
- Aligning GEF instruments with DBSA’s operational model and project pipeline.

- Developing a detailed, action-oriented GEF Africa Strategy with clear implementation pathways.

The *DBSA* hereby invites Applicants to show their interest in delivering the Services described above.

This Request for Expressions of Interest is open to:

- | | |
|--|--|
| <input checked="" type="checkbox"/> Consulting firms | <input type="checkbox"/> Individual consultants |
| <input type="checkbox"/> NGOs | <input type="checkbox"/> Joint Venture between NGO(s) and consulting firm(s) |

Eligibility criteria to AFD financing are specified in sub-clause 1.3 of the "Procurement Guidelines for AFD-Financed Contracts in Foreign Countries", available online on AFD's website: <http://www.afd.fr>.

The Applicant shall submit only one application, either in its own name or as a member of a Joint Venture (JV). If an Applicant (including any JV member) submits or participates in more than one application, those applications shall be all rejected. However, the same Subconsultant may participate in several applications.

If the Applicant is a JV, the expression of interest shall include:

- a copy of the JV Agreement entered into by all members,
- or
- a letter of intent to execute a JV Agreement, signed by all members together with a copy of the Agreement proposal,

In the absence of this document, the other members will be considered as Subconsultants.

Experiences and qualifications of Subconsultants are not taken into account in the evaluation of the applications.

Interested Applicants must provide information evidencing that they are qualified and experienced to perform those Services. For that purpose, documented evidence of recent and similar services shall be submitted.

Determination of the similarity of the experiences will be based on:

- The contracts size: The consultant(s) will be required to develop the GEF Africa Strategy within a period of six (6) months. The nature of the services is to coordinate the development of the DBSA GEF Africa strategy.
- The technical area and expertise:
 - ✓ Proven ability to design high impact, regionally aligned strategies and investment pipelines across Sub-Saharan Africa.
 - ✓ Strong knowledge of GEF policies, procedures, funding instruments (grant/non-grant), and focal areas (biodiversity, climate change, land degradation, international waters, chemicals and waste).
 - ✓ Familiarity with DBSA strategies, NBSAPs, Kunming-Montreal Global Biodiversity Framework, and relevant international and national policies.
 - ✓ Experience engaging GEF focal points, governments, DFIs, NGOs, and private sector to shape and validate strategies.
 - ✓ Competence in conducting gap analyses, reviewing regional environmental needs, and aligning GEF offerings with DBSA's mandate.
 - ✓ Understanding of sustainable infrastructure, nature-based solutions, and climate adaptation.
 - ✓ Ability to develop detailed work plans, timelines, and implementation frameworks.
- The location: Republic of South Africa, other big emerging countries. Note that

experience in countries other than RSA will be considered an added value.

The Client will also take into account for the evaluation of the applications the following items:

- The consultant must demonstrate strong knowledge of nature-based solutions within the African context, including but not limited to nature-positive infrastructure, ecological conservation, and emerging mechanisms such as biodiversity credits.
- To inform the development of the DBSA GEF Africa Strategy, consultant to engage a broad range of stakeholders, including GEF agencies, focal points in strategic countries, regional and international partners, and the GEF Secretariat. The engagement will involve identifying implementation barriers, aligning with GEF priorities, and exploring co-financing and partnership opportunities. Emphasis will be placed on learning from entities already integrating nature-based and nature-positive solutions, ensuring the strategy is both impactful and aligned with regional climate and biodiversity priorities.

1. Proposed Procurement Method and Strategy

The method of sourcing is an **International Tender**, inviting national and international service providers. The DBSA website and the National Treasury e-Tender Portal will be used as well as the [Agence Française de Développement - dgMarket](#) website.

Stage 1 - Request for Expression of Interest (REOI)

This stage 1 consists of establishing a shortlist of a maximum of 6 Consultants who will be allowed to submit a Proposal in Stage 2. The REOI is to be advertised for three (3) weeks, thereafter evaluated.

Criteria for evaluation of the Expressions of Interest

No	Functionality	Evidence to be provided	Y/N
1	Proven experience in analyzing biodiversity- and climate-related vulnerabilities and opportunities, and knowledge of nature-based solutions within the African context.	Provide a list of relevant projects (project name, country, role, scope of the work of the applicant, period of the service, size of the contract)	
2	Proven experience in technical assistance, capacity building programme to financial institution.	Provide a list of relevant projects (project name, country, role and scope of work of the Applicant, period of the service, size of contract)	
3	Proven experience in developing or supporting GEF funded project/programme strategies.	Provide a list of relevant projects (project name, country, role and scope of work of the Applicant, period of the service)	
4	Proven experience in green strategy development and stakeholder management with financial institutions	Provide a list of relevant projects (project name, country, role and scope of work of the Applicant, period of the service, size of contract).	
5	Proven experience in South Africa or other emerging countries facing similar challenges.	Provide a list of relevant projects (project name, country, role and scope of work of the Applicant, period of the service, size of contract).	

The Applicant must have at least one experience in each functionality; otherwise, the application will be disqualified. **The 6 best scores will be shortlisted.**

Stage 2 - Request for Proposal

Shortlisted Applicants will be provided with tender dossier for tendering in a Request for Proposal (RFP) process, which will take 45 days. Stage 2 will comprise of the technical evaluation (functional) and financial evaluation (financial offer).

2. Contract duration

- **6 Months** (≈ 1,040 man-hours estimated)

3. Cancellation of the REOI

The DBSA reserves the right to cancel the project.

Appendix A - Statement of Integrity, Eligibility and Environmental and Social Responsibility

(To be submitted with the application, signed and unaltered)

Reference of the bid or proposal _____ (the "**Contract**")

To: The Development Bank of Southern Africa (the "**Contracting Authority**")

1. We recognise and accept that *Agence Française de Développement* ("**AFD**") only finances projects of the Contracting Authority subject to its own conditions which are set out in the Financing Agreement which benefits directly or indirectly the Contracting Authority. As a matter of consequence, no legal relationship exists between AFD and our company, our joint venture or our suppliers, contractors, subcontractors, consultants or subconsultants. The Contracting Authority retains exclusive responsibility for the preparation and implementation of the procurement process and performance of the contract. The Contracting Authority means the Purchaser, the Employer, the Client, as the case may be, for the procurement of goods, works, plants, consulting services or non-consulting services.
2. We hereby certify that neither we nor any other member of our joint venture or any of our suppliers, contractors, subcontractors, consultants or subconsultants are in any of the following situations:
 - 2.1 Being bankrupt, wound up or ceasing our activities, having our activities administered by the courts, having entered into receivership, reorganisation or being in any analogous situation arising from any similar procedure;
 - 2.2 Having been:
 - a) convicted, within the past five years by a court decision, which has the force of *res judicata* in the country where the Contract is implemented, of fraud, corruption or of any other offense committed during a procurement process or performance of a contract (in the event of such conviction, you may attach to this Statement of Integrity supporting information showing that this conviction is not relevant in the context of this Contract);
 - b) subject to an administrative sanction within the past five years by the European Union or by the competent authorities of the country where we are constituted, for fraud, corruption or for any other offense committed during a procurement process or performance of a contract (in the event of such sanction, you may attach to this Statement of Integrity supporting information showing that this sanction is not relevant in the context of this Contract);
 - c) convicted, within the past five years by a court decision, which has the force of *res judicata*, of fraud, corruption or of any other offense committed during the procurement process or performance of an AFD-financed contract;
 - 2.3 Being listed for financial sanctions by the United Nations, the European Union and/or France for the purposes of fight-against-terrorist financing or threat to international peace and security;
 - 2.4 Having been subject within the past five years to a contract termination fully settled against us for significant or persistent failure to comply with our contractual obligations during contract performance, unless this termination was challenged and dispute resolution is still pending or has not confirmed a full settlement against us;

- 2.5 Not having fulfilled our fiscal obligations regarding payments of taxes in accordance with the legal provisions of either the country where we are constituted or the Contracting Authority's country;
 - 2.6 Being subject to an exclusion decision of the World Bank and being listed on the website <http://www.worldbank.org/debarr> (in the event of such exclusion, you may attach to this Statement of Integrity supporting information showing that this exclusion is not relevant in the context of this Contract);
 - 2.7 Having created false documents or committed misrepresentation in documentation requested by the Contracting Authority as part of the procurement process of this Contract.
3. We hereby certify that neither we, nor any of the members of our joint venture or any of our suppliers, contractors, subcontractors, consultants or subconsultants are in any of the following situations of conflict of interest:
 - 3.1 Being an affiliate controlled by the Contracting Authority or a shareholder controlling the Contracting Authority, unless the stemming conflict of interest has been brought to the attention of AFD and resolved to its satisfaction;
 - 3.2 Having a business or family relationship with a Contracting Authority's staff involved in the procurement process or the supervision of the resulting Contract, unless the stemming conflict of interest has been brought to the attention of AFD and resolved to its satisfaction;
 - 3.3 Being controlled by or controlling another bidder or consultant, or being under common control with another bidder or consultant, or receiving from or granting subsidies directly or indirectly to another bidder or consultant, having the same legal representative as another bidder or consultant, maintaining direct or indirect contacts with another bidder or consultant which allows us to have or give access to information contained in the respective applications, bids or proposals, influencing them or influencing decisions of the Contracting Authority;
 - 3.4 Being engaged in a consulting services activity, which, by its nature, may be in conflict with the assignments that we would carry out for the Contracting Authority;
 - 3.5 In the case of procurement of goods, works or plants:
 - a) Having prepared or having been associated with a consultant who prepared specifications, drawings, calculations and other documentation to be used in the procurement process of this Contract;
 - b) Having been recruited (or being proposed to be recruited) ourselves or any of our affiliates, to carry out works supervision or inspection for this Contract.
 4. If we are a state-owned entity, and to compete in a procurement process, we certify that we have legal and financial autonomy and that we operate under commercial laws and regulations.
 5. We undertake to bring to the attention of the Contracting Authority, which will inform AFD, any change in situation with regard to points 2 to 4 here above.
 6. In the context of the procurement process and performance of the corresponding contract:
 - 6.1 We have not and we will not engage in any dishonest conduct (act or omission) deliberately intended to deceive others, to intentionally conceal items, to violate or vitiate someone's consent, to make them circumvent legal or regulatory requirements and/or to violate their internal rules in order to obtain illegitimate profit;

- 6.2 We have not and we will not engage in any dishonest conduct (act or omission) contrary to our legal or regulatory obligations or our internal rules in order to obtain illegitimate profit;
- 6.3 We have not promised, offered or given and we will not promise, offer or give, directly or indirectly to (i) any Person who holds a legislative, executive, administrative or judicial mandate within the State of the Contracting Authority regardless of whether that Person was nominated or elected, regardless of the permanent or temporary, paid or unpaid nature of the position and regardless of the hierarchical level the Person occupies, (ii) any other Person who performs a public function, including for a State institution or a State-owned company, or who provides a public service, or (iii) any other person defined as a Public Officer by the national laws of the Contracting Authority's country, an undue advantage of any kind, for himself or for another Person or entity, for such Public Officer to act or refrain from acting in his official capacity;
- 6.4 We have not promised, offered or given and we will not promise, offer or give, directly or indirectly to any Person who occupies an executive position in a private sector entity or works for such an entity, regardless of the nature of his/her capacity, any undue advantage of any kind, for himself or another Person or entity for such Person to perform or refrain from performing any act in breach of its legal, contractual or professional obligations;
- 6.5 We have not and we will not engage in any practice likely to influence the contract award process to the detriment of the Contracting Authority and, in particular, in any anti-competitive practice having for object or for effect to prevent, restrict or distort competition, namely by limiting access to the market or the free exercise of competition by other undertakings;
- 6.6 Neither we nor any of the members of our joint venture or any of our suppliers, contractors, subcontractors, consultants or subconsultants shall acquire or supply any equipment nor operate in any sectors under an embargo of the United Nations, the European Union or France;
- 6.7 We commit ourselves to comply with and ensure that all of our suppliers, contractors, subcontractors, consultants or subconsultants comply with international environmental and labour standards, consistent with laws and regulations applicable in the country of implementation of the Contract, including the fundamental conventions of the International Labour Organisation (ILO) and international environmental treaties. Moreover, we shall implement environmental and social risks mitigation measures when specified in the environmental and social commitment plan (ESCP) provided by the Contracting Authority.
7. We, as well as members of our joint venture and our suppliers, contractors, subcontractors, consultants or subconsultants authorise AFD to inspect accounts, records and other documents relating to the procurement process and performance of the contract and to have them audited by auditors appointed by AFD.

Name: _____ In the capacity of: _____

Duly empowered to sign in the name and on behalf of¹: _____

Signature: _____

Dated: _____

¹ In case of joint venture, insert the name of the joint venture. The person who will sign the application, bid or proposal on behalf of the applicant, bidder or consultant shall attach a power of attorney from the applicant, bidder or consultant.

Annexure B

SBD 4

BIDDER'S DISCLOSURE

1. PURPOSE OF THE FORM

Any person (natural or juristic) may make an offer or offers in terms of this invitation to bid. In line with the principles of transparency, accountability, impartiality, and ethics as enshrined in the Constitution of the Republic of South Africa and further expressed in various pieces of legislation, it is required for the bidder to make this declaration in respect of the details required hereunder.

Where a person/s are listed in the Register for Tender Defaulters and / or the List of Restricted Suppliers, that person will automatically be disqualified from the bid process.

2. Bidder's declaration

- 2.1 Is the bidder, or any of its directors / trustees / shareholders / members / partners or any person having a controlling interest² in the enterprise,

employed by the state?

YES/NO

- 2.1.1 If so, furnish particulars of the names, individual identity numbers, and, if applicable, state employee numbers of sole proprietor/ directors / trustees / shareholders / members/ partners or any person having a controlling interest in the enterprise, in table below.

Full Name	Identity Number	Name of State institution

² the power, by one person or a group of persons holding the majority of the equity of an enterprise, alternatively, the person/s having the deciding vote or power to influence or to direct the course and decisions of the enterprise.

SBD 4

2.2 Do you, or any person connected with the bidder, have a relationship with any person who is employed by the procuring institution? **YES/NO**

2.2.1 If so, furnish particulars:

.....
.....

2.3 Does the bidder or any of its directors / trustees / shareholders / members / partners or any person having a controlling interest in the enterprise have any

interest in any other related enterprise whether or not they are bidding for this contract?

YES/NO

2.3.1 If so, furnish particulars:

.....
.....

3 DECLARATION

I, the undersigned, (name)..... in submitting the accompanying bid, do hereby make the following statements that I certify to be true and complete in every respect:

3.1 I have read and I understand the contents of this disclosure;

3.2 I understand that the accompanying bid will be disqualified if this disclosure is found not to be true and complete in every respect;

- 3.3 The bidder has arrived at the accompanying bid independently from, and without consultation, communication, agreement or arrangement with any competitor. However, communication between partners in a joint venture or consortium³ will not be construed as collusive bidding.
- 3.4 In addition, there have been no consultations, communications, agreements or arrangements with any competitor regarding the quality, quantity, specifications, prices, including methods, factors or formulas used to calculate prices, market allocation, the intention or decision to submit or not to submit the bid, bidding with the intention not to win the bid and conditions or delivery particulars of the products or services to which this bid invitation relates.
- 3.4 The terms of the accompanying bid have not been, and will not be, disclosed by the bidder, directly or indirectly, to any competitor, prior to the date and time of the official bid opening or of the awarding of the contract.
- 3.5 There have been no consultations, communications, agreements or arrangements made by the bidder with any official of the procuring institution in relation to this procurement process prior to and during the bidding process except to provide clarification on the bid submitted where so required by the institution; and the bidder was not involved in the drafting of the specifications or terms of reference for this bid.

SBD 4

- 3.6 I am aware that, in addition and without prejudice to any other remedy provided to combat any restrictive practices related to bids and contracts, bids that are suspicious will be reported to the Competition Commission for investigation and possible imposition of administrative penalties in terms of section 59 of the Competition Act No 89 of 1998 and or may be reported to the National Prosecuting Authority (NPA) for criminal investigation and or may be restricted from conducting business with the public sector for a period not exceeding ten (10) years in terms of the Prevention and Combating of Corrupt Activities Act No 12 of 2004 or any other applicable legislation.

I CERTIFY THAT THE INFORMATION FURNISHED IN PARAGRAPHS 1, 2 and 3 ABOVE IS CORRECT.

I ACCEPT THAT THE STATE MAY REJECT THE BID OR ACT AGAINST ME IN TERMS OF PARAGRAPH 6 OF PFMA SCM INSTRUCTION 03 OF 2021/22 ON PREVENTING AND

³ Joint venture or Consortium means an association of persons for the purpose of combining their expertise, property, capital, efforts, skill and knowledge in an activity for the execution of a contract.

COMBATING ABUSE IN THE SUPPLY CHAIN MANAGEMENT SYSTEM SHOULD THIS
DECLARATION PROVE TO BE FALSE.

.....
Signature

.....
Date

.....
Position

.....
Name of bidder

Consultants Experience – Annex C

[The following table shall be filled in for the Applicant and in the case of a JV Applicant, each Member]

Applicant's Name: *[insert full name]*

Date: *[insert day, month, year]*

Joint Venture Member Name: *[insert full name]*

Page *[insert page number]* of *[insert total number]* pages

[Identify contracts that demonstrated functional capabilities over the past [number] years pursuant to Section 7 of the prequalification criteria, Qualification and Evaluation, Sub-Factor 4.1. List contracts chronologically, according to their commencement (starting) dates.]

Starting Year	Ending Year	Contract Identification	Role of Applicant
<i>[indicate year]</i>	<i>[indicate year]</i>	Contract name: <i>[insert full name]</i> Brief Description of the Works performed by the Applicant: <i>[describe works performed briefly]</i> Amount of contract: <i>[insert amount in currency, mention currency used, exchange rate and EUR equivalent]</i> Name of Employer: <i>[indicate full name]</i> Address: <i>[indicate street/number/city/country]</i>	<i>[insert "Prime Consultant" or "JV Member" or "Subcontractor"]</i>
		Contract name: <i>[insert full name]</i> Brief Description of the Works performed by the Applicant: <i>[describe works performed briefly]</i> Amount of contract: <i>[insert amount in currency, mention currency used, exchange rate and EUR equivalent]</i> Name of Employer: <i>[indicate full name]</i> Address: <i>[indicate street/number/city/country]</i>	<i>insert "Prime Consultant" or "JV Member" or "Subcontractor"]</i>
		Contract name: <i>[insert full name]</i> Brief Description of the Works performed by the Applicant: <i>[describe works performed briefly]</i> Amount of contract: <i>[insert amount in currency, mention currency used, exchange rate and EUR equivalent]</i>	<i>[insert "Prime Consultant" or "JV Member" or "Subcontractor"]</i>

		Name of Employer: <i>[indicate full name]</i> Address: <i>[indicate street/number/city/country]</i>	
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