

TENDER RULES

OBJECT OF THE PROPOSED CONTRACT:

SWITCH-2-CE : CAPACITY-BUILDING INTERVENTION FOR ENTREPRENEURIAL SUPPORT ORGANISATIONS (ESOS)

LEGAL REPRESENTATIVE OF THE CONTRACTING AUTHORITY:

Jérémie PELLET, Chief Executive Officer of EXPERTISE FRANCE

DATE AND TIME OF OFFER SUBMISSION DEADLINE:

24/08/2026 at 12:00 (PARIS TIME)

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ARTICLE 1: OBJECT AND SCOPE OF THE TENDER

Object of the tender

The tender covers the award of a service contract covering “SWITCH-2-CE: CAPACITY-BUILDING INTERVENTION FOR ENTREPRENEURIAL SUPPORT ORGANISATIONS (ESOS)”.

For the purposes of this tender:

- The **contracting authority** is Expertise France.
- A **tenderer** is an economic operator (or several economic operators organised into a consortium) wishing to take part in this tender process and that submits an application.
- The **contractor** is the tenderer that will be awarded the contract through this tender process.
- The **contract** is the agreement between the contracting authority and the contractor regarding the provision of services by the contractor to the contracting authority.

The Draft Contract is part of the Tender Dossier.

The specifications of the needs to be satisfied are set out in a Terms of Reference (ToR) document that is part of the Tender Dossier.

Scope of the tender

This contract is subject to the French Public Procurement Code (CPP) in its applicable version under Ordinance no. 2018-1074 of 26 November 2018, establishing the legislative elements of Decree no. 2018-1075 of 3 December 2018, establishing the regulatory elements of the Public Procurement.

It is awarded by means of:

Adapted procedure in application of Articles L. 2123-1 and R. 2123-1 to R. 2123-7 of CCP

Provisional schedule of the tender

Estimated date	Stage
24/08/2026	Bid submission deadline
01/09/2026	Negotiations
14/09/2026	Rejection letters sent to non-selected candidates
15/09/2026	Contract Award

Tender language – currency

All the tender documents must be written in English.

The Contracting Authority will conclude contracts in the following currency: euro (€).

Composition of the tender documents

The tender documents are composed of the following:

- 01. These tender rules (the “Rules”);
- 02. The draft contract (general conditions and special conditions) and any annexes;
- 02.a. Annex to the contract covering the processing of personal data in the event of GDPR data processing (collection of personal data on behalf of Expertise France);
- 03. The Technical Specifications ;
- 04. Expression of interest form;
- 05. The candidate GDPR compliance verification form;
- 06. Beneficial Owners Declaration Form

- 07. Aller sur Magellan - PLACE user guide for companies.
- 08. The total and fixed pricing breakdown schedule;

Modification of the tender documents

Modifications may be made to the tender documents up to 6 days prior to the bid submission deadline.

Modifications are only forwarded to the economic operators duly identified during the tender document consultation phase.

Candidates/bidders must respond on the basis of the latest modified documents. Should any candidate/bidder have submitted any bid or offer prior to modification, they may resubmit based on the latest modified documents prior to the bid reception deadline.

ARTICLE 2: GENERAL CHARACTERISTICS OF THE PROPOSED CONTRACT

Form of the contract

The contract constitutes public procurement composed of a single item subject to fixed pricing

Estimated amount of the need

The amount of the contract depends on the prices offered by the selected candidate.

Term of the contract

The provisional term of the contract is 12 months from its award date.

Allotment

This tender is not divided into lots

ARTICLE 3: CANDIDATE PARTICIPATION CONDITIONS

Candidate presentation conditions

A single entity may not represent more than one candidate for any given tender (Article R. 2142-4 of the French Public Procurement Code). In the context of this tender, however, the contracting authority does not authorise the candidate to present multiple offers when acting at the same time as:

- an individual candidate and member of one or more consortia of economic operators;
- a member of multiple consortia of economic operators.

In the event of an application being made by a consortium of economic operators, each member of the consortium must provide all the documents and information certifying their legal, professional, technical and financial capacity. The consortium's capacities will be assessed on an overall basis.

Grounds and conditions of exclusion

Notably under:

- The French Law no. 2016-1691 of 9 December 2016 on transparency, anti-corruption and modernisation of the economy, the so-called “Sapin 2” law;
- Chapter II of the French Monetary and Financial Code setting out provisions for the freezing of assets and the prohibition of making funds available (notably Article L. 562-4 and Article L. 562-5);
- Relevant requirements emanating from accreditation for managing delegated EU funds (Pillar 7 relating to exclusion from accessing financing);

Candidates or their representative in any of the situations set out in Articles L.2141-1 to L.2141-10 of the French Public Procurement Code, or which are on any official exclusion list, shall be excluded from the procedure, whether their situation is established by means of their own declarations or through the application of vigilance measures by the contracting authority.

However, where the exclusion decision is at the discretion of the contracting authority, it shall invite the candidate(s) liable to exclusion to present their observations in order to establish, via all means and within a reasonable period not exceeding 10 days, that the measures required to rectify the failings laying behind exclusion have been taken and, as applicable, that their participation in the tender will not undermine equality of treatment among the bidders.

Where an operator finds itself to be in a position of exclusion during the procedure, it shall notify the contracting authority without delay, which shall apply exclusion on these grounds.

Minimum prerequisites in terms of economic, technical and professional capacity

The contracting authority does not impose minimum capacity levels on candidates.

Specific requirements for consortia of economic operators

Grounds for the exclusion of consortia

Where the grounds for exclusion from the tender procedure concern one of the consortium members, the contracting authority shall demand its replacement by an entity not subject to the grounds for exclusion, to take place within 10 days of the lead company receiving said demand. Failing this, the consortium shall be excluded from the procedure;

Form of the consortium

The consortium shall be jointly liable. The lead company is liable for execution of the contract by each of the consortium members with regard to their contractual obligations vis-à-vis Expertise France.

Subcontracting

Grounds for exclusion in the case of subcontracting

Entities subject to grounds for exclusion cannot be accepted as subcontractors.

Where the subcontractor subject to grounds for exclusion is presented at the application phase, the contracting authority shall demand its replacement by an entity not subject to the grounds for exclusion, to take place within 10 days of the candidate receiving said demand. Failing this, the candidate shall be excluded from the procedure.

Presentation of a subcontractor

Subcontractors are to be presented using form DC 4 (Subcontracting Declaration)¹ duly completed by the subcontractor and the candidate, incorporating a statement of the subcontractor's professional, technical and financial capacity, in addition to a sworn declaration that the subcontractor is not subject to any prohibition on participating in public procurement.

ARTICLE 4: PRESENTATION OF BIDS AND SUBMISSION PROCESS

Bidders must submit a complete bid incorporating the documents specified below. The requested documents must be signed by the bidder, the lead company of the temporary consortium or each of the members of the consortium.

Application documents

Candidates must submit the following application documents:

- Proof of registration at the trade and companies registry ("k-bis" or equivalent);
- The attached application form duly completed and signed;
- The attached GDPR compliance verification form, used to verify that the bidder has implemented appropriate technical and organisational measures such that data processing complies with relevant data protection laws and regulations (GDPR and French data protection legislation), thereby guaranteeing the rights of data subjects;
- The Expertise France Code of Conduct initialed ;
- Beneficial Owners Declaration Form duly completed
- Identity documents and CVs for the relevant representatives of the compagny
- A description of the technical resources that meet the participation conditions set out below:
 - o List of references relevant to the object of the contract for projects of similar size, stating the names and phone numbers of the competent contact persons;
 - o Declaration stating the technical tools and equipment available to the candidate for delivery of the services specified in the contract;
 - o Professional qualification certificates (to be tailored to the object of the contract): ARSEG, ISO or equivalent certification. Should the candidate fail to provide professional certificates, it must provide evidence of its professional capacity via other means.
- A description of the economic and financial resources that meet the participation conditions set out below:
 - o Revenue declarations for the last three available financial years;
 - o Candidate declaration form (as provided);

Bid documents

Candidates must submit a complete bid file containing the following documents:

- The draft contract, duly completed signed and dated, and in annex:
 - o the duly completed financial annexes;
 - o the annex covering the definition and conditions for processing personal data on behalf of the contracting authority, duly completed;
- A technical addendum containing the following information:
 - o Methodology
 - o Indicative capacity building curriculum
 - o Schedule
 - o Criterias used to assess the impact of this activity

¹ Form DC4 is available at: <https://www.economie.gouv.fr/daj/formulaires-mise-a-jour-formulaire-declaration-sous-traitance-dans-marches-publics>

- List of targeted beneficiaries

Bid validity period

The validity of bids submitted shall be at least 120 days from the submission deadline.

Bid submission process

Bids submitted in paper format

Bids submitted in paper format will be rejected.

Electronic submission

In order to access the tender consultation space or to submit their bid, bidders must connect to the French government procurement platform at:

<https://www.marches-publics.gouv.fr>

Electronic submission is mandatory. Any submission via other means will be rejected.

The bid submission procedure is detailed on the website www.marches-publics.gouv.fr.

On this site, bidders will notably find a user guide available for download which specifies the platform's conditions of use, notably the technical prerequisites and electronic certificates.

Should they so wish, bidders may make contact by phone on 01 76 64 74 07 on all business days between 9am and 7pm in order to obtain technical assistance with how to complete all the necessary tasks.

In the event of allotment, all lots must be covered by an electronic submission. However, it is possible to make a single electronic submission for multiple lots provided that the lots covered by a bid can be identified without ambiguity.

The costs of accessing the network and of electronic signature shall be borne by the candidate.

Bidders are invited to test the configuration of their work device and to perform a test tender to ensure that their technical environment is functioning as required.

Bidders' attention is drawn to the fact that they must at least have internet browser software. It is not mandatory to have an electronic signature system.

In order to make an offer, bidders must forward files in the following computer formats: PDF, RTF, ZIP, suite Microsoft Office, LibreOffice or Open Office. Any computer file in a different format will be declared null and void.

NOTE:

All bid files must be free of computer viruses and must have been previously treated to this end by the bidder, using the latest version of an antivirus software. The same applies to all other files exchanged during this public procurement procedure.

The contracting authority may place any file containing a virus in a security archive. It will therefore be deemed never to have been received.

NB: Bidders' attention is drawn to the time required to deliver large volume electronic files. The average downloading time may vary according to various parameters, such as the technical capacity of the device, the type of internet connection, traffic on the network, etc.

To the extent that the date and time of completed upload constitutes the legal reference for submission of electronic bids, bidders are invited to allow sufficient time for all electronic submissions.

Even though its bid for this public procurement procedure will have been submitted electronically, the bidder undertakes, notably if its bid has been accepted, to provide contractually valid paper documents. In this regard, it also undertakes that the natural person providing the electronic signature also provides their handwritten signature without making any modifications to the documents, to be forwarded to the contracting authority in this format. Lastly, the bidder undertakes to accept notification in paper format, in accordance with standard practices.

ARTICLE 5: ANALYSIS OF APPLICATIONS

Applications are selected by the Evaluation Committee of Expertise France in accordance with the following procedure.

Under Article R.2161-4 of the French Public Procurement Code, the Evaluation Committee may decide to examine offers before applications.

In such cases, the supporting documentation for aptitude and capacity and the evidence relating to grounds for exclusion are only requested by the contracting authority from bidders preselected for award of the tender.

Application supplementary information requests

Before examining applications, should the contracting authority note that requested documents or information are missing or incomplete, it may ask the bidders concerned to complete their application pack within a deadline applicable to all such bidders. The deadline will be specified in the request for supplementary information.

Applications that are incomplete or which remain incomplete following a request for additional information will be eliminated.

Rejection of late applications - Opening bids

The Bid Opening Committee (meeting in non-public session) lists the bids received, the identity of applicants and the composition of the bids submitted.

Bids received after the deadline will be immediately rejected.

Admissibility of applications

In accordance with Article 3 of this document covering the conditions for participation, the Evaluation Committee of Expertise France analyses the admissibility of applications based on the following criteria:

- Candidate's registration at the trade and companies registry (or equivalent)
- Candidate's compliance with its social security obligations
- Candidate's compliance with its tax obligations
- The applicant must not be in any of the situations set out in Articles L. 2141-1 to L. 2141-6 and L. 2141-7 to L. 2141-11 of the French Public Procurement Code, nor be on any official exclusion list, whether their situation is established by means of their own declarations or through the application of vigilance measures by the contracting authority
- The candidate or its representative must not be in a situation of conflict of interest vis-à-vis the contracting authority and/or any beneficiary of the procurement contract
- The candidate must be able to demonstrate adequate implementation of appropriate technical and organisational measures such that data processing conforms with relevant data protection laws and regulations (GDPR and French data protection legislation), thereby guaranteeing the rights of data subjects
- Applications not demonstrating professional aptitude and/or which manifestly do not have the professional, technical or financial capacity required for this tender will be eliminated

ARTICLE 6: BID EVALUATION, NEGOTIATIONS AND AWARD

The bid selection procedure is conducted by the Evaluation Committee of Expertise France in accordance with the following procedure:

Rejection of late bids - Opening bids

The Bid Opening Committee (meeting in non-public session) lists the bids received, the identity of applicants and the composition of the bids submitted.

Bids received after the deadline will be immediately rejected.

Bid analysis

After having verified that the bids received are conforming, admissible and appropriate, the Evaluation Committee of Expertise France analyses the bids from selected bidders in accordance with the following criteria.

Rejection of non-conforming, inadmissible or inappropriate bids

The Evaluation Committee examines all bids received and, in accordance with Article R.2152-1 of the French Public Procurement Code, rejects bids judged to be non-conforming, inadmissible or inappropriate, as applicable, after having implemented the regularisation procedure set out in Article R.2152-2 of said code.

Comparison of bids for selection of the most economically beneficial bid

Bids will be assessed separately in accordance with the following criteria by awarding a score up to the maximum number of points per criterion as set out below:

Criterion 1: price of the services

The **financial score (FS out of a maximum of 30 points)** will cover the comparison of the financial offers of all candidates having submitted a conforming bid.

Criterion 2: Technical offer

Sub-criterion	Assessment criteria	Max points
Sub-criterion 1: Understanding of the Assignment	☐ Demonstrates a clear understanding of the circular economy landscape and the specific challenges and opportunities facing ESOs and BDS providers in East and Southern Africa. (2/5) ☐ Explains how the five programme phases interlink to deliver a coherent and effective capacity building journey for ESOs. (2/5) ☐ Clearly identifies the key success factors and risks for this assignment and how these will be managed. (1/5)	5

Sub-criterion 2: Phase I — Inception & Needs Assessment	☐ Quality and feasibility of the proposed approach to identify and select ESO beneficiaries across the target countries, including criteria for selection and geographic coverage (3/8) ☐ Robustness of the proposed methodology for conducting a rapid needs assessment, including tools and methods for capturing ESOs' existing knowledge levels, service offerings and capacity gaps (3/8) ☐ Quality of the proposed inception planning, including the training calendar, coordination arrangements with Expertise France, and mechanisms for tailoring the programme to the findings of the rapid needs assessment (2/8)	8
Sub-criterion 3: Phase II — Curriculum Design & Training Content	☐ Comprehensiveness and relevance of the proposed curriculum structure, covering all five thematic areas specified in the ToR (CE fundamentals, identifying CE businesses, support tools, integration into ESO programmes, and best practices in business support) (4/15) ☐ Quality of the proposed approach to translating circular economy knowledge into practical, applicable tools and frameworks that ESO staff can use in their day-to-day support work (4/15) ☐ Quality and accessibility of the proposed online learning component, including e-learning design, platform selection, and how digital resources will remain accessible and usable beyond programme completion (4/15) ☐ Soundness of the proposed approach to establish a peer learning community, including the platform or mechanism to be used and how ongoing exchange among ESOs will be fostered beyond the program completion (3/15)	15
Sub-criterion 4: Phase III — Training Delivery	☐ Clarity and quality of the proposed blended learning methodology, with a justified mix of in-person and online components that maximises both learning effectiveness and geographic reach across the region (4/12) ☐ Feasibility and quality of the approach to plan and deliver the two in-person workshops, including location choices, facilitation methods, peer exchange design and logistics arrangements (4/12) ☐ Effectiveness of the proposed approach to providing individualised coaching and follow-up support to participating ESOs between sessions, to support contextualisation and application of learnings (4/12)	12
Sub-criterion 5: Phase IV — Integration Support & Community of Practice	☐ Quality of the proposed approach to support ESOs in the integration of CE dimensions into their existing service portfolios, including the tools, advisory methods and practical resources (5/10) ☐ Soundness of the proposed approach to document and disseminate best practices, lessons learned and insights within the SWITCH-2-CE network and the broader ESO community (5/10)	10
Sub-criterion 6: Phase V — Monitoring, Evaluation & Reporting	☐ Clarity and quality of the proposed M&E framework, including indicators for measuring knowledge gains, programme reach and ESO integration of CE dimensions. (3/5)	5

	☐ Quality of the proposed approach to conducting the final programme evaluation and completing the Expertise France logical framework with relevant data and evidence. (2/5)	
Sub-criterion 7: Team Composition & Relevant Experience	☐ Level and relevance of experience of Expert 1 (Lead CE & Business Support Specialist), including years of experience in circular economy, capacity building design/delivery, and work in Sub-Saharan Africa. (4/15) ☐ Level and relevance of experience of Expert 2 (Business Support & Incubation/Acceleration Specialist), including years of experience in incubation/acceleration programme design, training of ESO professionals, and work in Sub-Saharan Africa. (4/15) ☐ Evidence of “training the trainers” experience and learning methodologies within the proposed team. (4/15) ☐ Evidence of gender-responsive and inclusive approaches in the proposed team’s past work in business support or training contexts. (3/15)	15

Each technical offer, deemed to be technically conforming, will be attributed a **technical score (TS out of a maximum of 70 points)** by adding up the weighted scores obtained for each sub-criterion.

Bids having obtained a technical score of less than 50/70 will be deemed to be inappropriate.

Negotiations

After conducting an initial analysis of the bids, the Evaluation Committee may negotiate with all or some of the bidders in accordance with the principle of equality of treatment.

However, the contracting authority reserves the right to award the tender without negotiation.

Bidder interviews – bid negotiations

Negotiations may take place remotely. Only candidates with a grade above 70/100 will be invited for negotiations.

Award process

An **overall score (OS out of a maximum of 100 points)** obtained by adding together the technical and financial scores (**OS=FS+TS**) will be attributed to each bid that has been assessed for its technical and financial content.

The bidder who obtains the highest overall score will be deemed to have made the most beneficial economic offer and will be awarded the contract.

The contracting authority may decide not to pursue the tender for reasons of public interest.

ARTICLE 7: PROCESSING OF PERSONAL DATA IN THE CONTEXT OF THIS TENDER AND FOR THE PURPOSES OF CONTRACT MONITORING

Under Article 13 of Regulation (EU) no. 2016/679 of the European Parliament and of the Council of 27 April 2016 on the protection of natural persons with regard to the processing of personal data and on the free movement of such data (GDPR), the applicants/bidders are notified that personal data, notably name, first

name and e-mail address collected when using under the French government procurement platform (<https://www.marches-publics.gouv.fr>) in the context of this tender procedure and execution of the associated contract, may be processed.

For processing performed with PLACE services, the *Ministère de l'action et des comptes publics* (Ministry of Public Accounts) – the procurement department of the State and of Expertise France, the contracting authority, are co-controllers of personal data.

For processing performed outside the scope of PLACE services, Expertise France, the contracting authority, is the controller of personal data.

Identity and contact details of the data controller and its representative

For the PLACE platform:

Ministère de l'action et des comptes publics (Ministry of Public Accounts)

59, boulevard Vincent Auriol

75703 Paris Cedex 13

Represented by the Director of Public Procurement

Operational data controller:

The Department of Public Procurement, represented by its director.

Contact details of the Data Protection Officer:

le-delegate-a-la-protection-des-donnees-personnelles@finances.gouv.fr

For the contracting authority:

Expertise France

40, Boulevard de Port Royal

75005 Paris

Represented by the Managing Director,

Operational data controller:

The IT Department, represented by its director

Contact details of the Data Protection Officer:

informatique.libertes@expertisefrance.fr

The legal basis under which such processing is performed are set out in c) and e) of Article 6.1 of the GDPR, namely:

- The processing is necessary in order to comply with a legal obligation by which Expertise France is bound;
- The processing is necessary for performance of a public-interest assignment or which falls within the scope of the public authority entrusted to Expertise France.

The purposes of the processing are as follows:

- The management and monitoring of this tender procedure;
- The management and monitoring of the award of a public procurement contract.

The recipients or category of recipients of the personal data are exclusively authorised personnel of the Contracting Authority, ministries and state operators responsible for awarding and executing this contract, including any service providers assisting them with their activities.

Retention period: the data will be held throughout the award process and execution of the contract, including the DUA (duration of administrative usefulness) applicable to the contract.

Under Articles 15 to 21 of the GDPR, persons whose personal data is collected enjoy a right of access, rectification and deletion with regard to such data. They also enjoy the right to restrict and refuse processing on legitimate grounds. The information and other rights of data subjects may be exercised by contacting the Data Protection Officer of Expertise France.

Persons whose personal data is collected under this procedure may submit a complaint to CNIL.

ARTICLE 8: ADDITIONAL INFORMATION

Any request for additional information about technical or administrative matters must be forwarded via the government procurement platform at least 5 business days prior to the bid submission deadline.

Expertise France undertakes to provide a response 2 business days at most before the bid submission deadline.

If a candidate asks any questions, all candidates will receive an e-mail asking them to consider one or more documents provided in response to the questions concerned.

ARTICLE 9: APPEAL CHANNELS AND DEADLINES

The body responsible for the appeals process is:

Paris Judicial Court,
Parvis du Tribunal de Paris 75 859 PARIS Cedex 17

Email: tj-paris@justice.fr.

Tel: 0144325151.

Information about lodging an appeal may be obtained from: tj-paris@justice.fr.