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Supporting development-oriented and human-centric data regulation, use and infrastructure in Africa

# Climate & Carbon Data Intelligence Training – Kenya

Request for Quotation (RFQ)

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**Title:** Climate and Carbon Data Intelligence Training in Nairobi, Kenya

**Procuring Entity:** Estonian Centre for International Development (ESTDEV)

**RFQ Issue Date:** 7 January 2026

**RFQ Closing Date:** 21 January 2026, 23:59 GMT

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### 1. Purpose of the document

The Estonian Centre for International Development (ESTDEV), in collaboration with GIZ under the Data Governance in Africa Initiative, seeks a qualified service provider to design and deliver a 2-day hybrid Climate and Carbon Data Intelligence Training in Kenya. The purpose of this training is to strengthen the capacity of key national and sectoral stakeholders to design, operate, and use climate and carbon data systems, with a particular focus on carbon markets, MRV frameworks, NDC reporting, and the integration of carbon data into national climate data platforms.

The selected service provider will be responsible for reviewing and further developing existing climate and carbon data intelligence materials, delivering interactive and applied training sessions, and supporting the refinement of modular training content based on the outcomes of a pilot implementation. This document outlines the background, objectives, scope of work, and expectations for the assignment, including the required expertise, training methodology, and expected outputs and outcomes.

### 2. Background and Rationale

Countries across Africa are making steady progress in carbon market readiness, forest carbon monitoring, and the implementation of Nationally Determined Contributions (NDCs). However, practical experience demonstrates that carbon market systems and MRV frameworks are only as robust as the underlying climate data infrastructure that supports them. This includes reliable land-use and land-cover data, forest inventories, emissions datasets, and interoperable national climate information systems. Gaps in data integration, quality, and accessibility continue to limit the effectiveness of climate action, carbon market participation, and evidence-based decision-making.

Activities implemented under the Team Europe Data Governance in Africa Initiative, such as Senegal's Carbon Lens Project, the UNEP Cross-border Climate Data Use Case, the Kenya National Carbon Registry, and the Kenya Climate Change Knowledge Portal, demonstrate the value of embedding carbon data within broader national climate data platforms. Such

integration enables more cost-effective monitoring, improved reporting, enhanced transparency, and better-informed policy and investment decisions. A carbon-first approach—when embedded within a wider climate data ecosystem—allows countries to respond to immediate carbon market and MRV needs while simultaneously laying the foundation for long-term climate transparency, planning, and resilience.

The Climate and Carbon Data Intelligence Capacity Building Activity is designed to address this gap. It builds on learning experiences and climate data use cases developed under the Data Governance in Africa Initiative, particularly those focusing on climate data relevance and cross-border data flows. While the foundational modules address the strategic importance of climate data and the opportunities enabled by data sharing, the deep-dive modules concentrate on carbon data systems, carbon markets, and MRV implementation. These modules are directly linked to Kenyan national use cases, including the National Carbon Registry and the Replication Toolbox, ensuring strong alignment with national priorities and practical implementation needs.

This training represents a collaborative effort between GIZ and ESTDEV to strengthen the capacity of African public and private sector stakeholders, civil society organisations (CSOs), and academia in data value creation and data sharing. The activity is implemented within the framework of the Data Governance in Africa Initiative, a 3.5-year programme aimed at fostering a development-oriented and human-centric data economy in Africa. The initiative aligns with the Joint AU–EU Vision for Digital Cooperation, which promotes sustainable economic growth and strengthened digital partnerships between the African Union (AU) and the European Union (EU). The programme is funded by the European Union, Germany, and Finland, with additional expertise and contributions from Belgium, Estonia, and France.

### 3. Objectives

Overall Objective of this training is to strengthen the capacity of national and sectoral stakeholders to design, operate, and use climate and carbon data systems, supported by interoperable climate data infrastructure, in order to enable effective carbon markets, NDC mitigation tracking, international climate reporting, and informed climate decision-making.

The training is expected to:

- Enhance understanding of cross-border climate data flows, including their relevance, opportunities, and challenges, building on existing Data Governance in Africa Initiative’s climate data use cases.
- Strengthen technical capacity in climate and carbon data management, including data collection, processing, quality assurance, and use across the climate and carbon value chain.

- Improve the integration of carbon data within national climate data platforms, registries, and information systems, with a focus on interoperability and data governance principles.
- Support NDC mitigation tracking and international climate reporting, including alignment with MRV frameworks, climate transparency requirements, and Article 6–related processes where relevant.
- Enable evidence-based carbon policy, investment, and market participation, by improving participants’ ability to translate climate and carbon data into policy insights, investment decisions, and market-ready information.
- Promote practical application and sustainability of learning outcomes, ensuring that participants are equipped to apply the acquired knowledge within their institutions and to contribute to the replication and scaling of climate and carbon data use cases, including forest carbon and land-use monitoring approaches, beyond the training.

## 4. Training Content and Methodology

### 4.1 Training Design Approach

The training content will be developed by the selected Service Provider. Existing Climate and Carbon Data Intelligence materials developed under the Data Governance in Africa Initiative and related activities shall be reviewed as a first step and strategically expanded to avoid duplication and ensure coherence with ongoing Data Governance in Africa efforts.

The training will be implemented as a pilot hybrid capacity-building activity, delivered in 2 days, combining in-person and online participation. All training modules shall be designed in a modular, reusable, and adaptable format, allowing their use beyond the pilot workshop, including for future trainings in Kenya or replication in other countries upon request by ESTDEV or GIZ.

The training methodology will follow a practice-oriented and applied learning approach, combining conceptual inputs with hands-on exercises and the use of national and regional use cases.

### 4.2 Training Structure and Content Overview

The training will comprise five (5) training modules, structured as two foundational modules and three deep-dive modules. The final content and sequencing will be confirmed during the inception phase.

#### *Foundational Modules*

4.2.1. Introduction to Climate Data and Cross-border climate data flows

4.2.2. Digital Systems for Climate Data – challenges, opportunities and best practices

## Deep-dive Modules

### 4.2.3. Carbon Markets & Climate Data Foundations

- a. Role of carbon markets within national climate data systems
- b. Carbon market architecture and standards
- c. Core data requirements for carbon accounting
- d. Linkages to MRV frameworks and climate transparency
- e. Alignment with NDCs and national reporting systems

### 4.2.4. Carbon Project Design & Lifecycle Management

- a. Carbon project typologies and methodologies
- b. Data requirements across the project lifecycle
- c. Project development, registration, implementation, and issuance
- d. Risk management and quality assurance
- e. Integration with national registries and digital systems

### 4.2.5. MRV in Practice & Applied Clinics

- a. MRV processes and verification workflows
- b. Data governance, documentation, and readiness assessments
- c. Hands-on clinics using national use cases
- d. Institutional roles and responsibilities
- e. Next steps, replication pathways, and action planning

## 4.3. Training Formats and Delivery Methods

The training will combine multiple delivery formats to support different learning styles and ensure practical relevance, including:

- Expert presentations and technical sessions
- Hands-on clinics and practical exercises
- Demonstrations of digital tools, platforms, and dashboards
- Live onboarding to the Learning Portals/LMS (where applicable)
- Breakout discussions and peer learning sessions
- Follow-up virtual clinics to support continued application of learning
- Use of participant feedback surveys and learning assessments

## 5. Target audience

The training is intended for approximately 50 participants (around 30 in-person and 20+ online) drawn from key public and private sector institutions involved in climate and carbon data systems, including:

- Climate change directorates and relevant line ministries
- Climate data specialists and technical practitioners

- Carbon market and MRV practitioners

The target audience reflects a multi-stakeholder approach, ensuring participation from institutions directly involved in climate policy, data management, and carbon market implementation.

## 6. Scope of Work

The selected Service Provider will be responsible for the design, delivery, refinement and debriefing of a 2-day Climate and Carbon Data Intelligence Training, implemented as a pilot hybrid workshop under the Data Governance in Africa Initiative (SO2 Capacity Building).

### 6.1 Content Review and Training Preparation

- 6.1.1 Review existing Climate and Carbon Data Intelligence materials developed under the Data Governance in Africa Initiative and other related activities and by GIZ (publicly available trainings on similar topics e.g. Article 6 Toolbox).
- 6.1.2 Prepare modular, reusable training materials aligned with the agreed training structure and Kenyan national use cases.

### 6.2 Training Delivery

- 6.2.1 Deliver a 2-day hybrid training workshop, combining in-person and online participation.
- 6.2.2 Facilitate interactive training sessions using a mix of training formats described in section 4.3.
- 6.2.3 Ensure smooth technical and pedagogical delivery for both on-site and online participants.

### 6.3 Participation Tracking and Learning Assessment

- 6.3.1 Manage participant registration and attendance tracking for both in-person and online participants.
- 6.3.2 Collect participant data required for reporting, including gender, organisation, sector, and participation modality.
- 6.3.3 Administer post-training feedback surveys and learning assessments.

### 6.4 Refinement and Knowledge Transfer

- 6.4.1 Conduct a debriefing with ESTDEV and GIZ following the pilot training.
- 6.4.2 Refine training materials based on participant feedback and implementation experience.
- 6.4.3 Submit finalised training modules and a concise summary of outcomes, lessons learned, and recommendations for future replication.

### 6.5 Gender, Inclusion, and Accessibility

- 6.5.1 Apply inclusive design principles and support gender-balanced participation.
- 6.5.2 Ensure inclusive selection of participants across the public sector, private sector, civil society organisations (CSOs), and academia, in line with the multi-stakeholder approach of the Data Governance in Africa Initiative.
- 6.5.3 Ensure all training materials are accessible, mobile-friendly, and suitable for diverse institutional and learning contexts.

## 6.6 Visibility and Communication

- 6.6.1 Ensure all training materials and outputs comply with the Data Governance in Africa Initiative visibility and communication guidelines, including appropriate donor acknowledgements and branding.

## 7. Deliverables

- 7.1 Final training agenda and methodology note
- 7.2 Training materials and slide decks (PDF; modular and reusable)
- 7.3 Live delivery of a 2-day hybrid training workshop
- 7.4 Participant attendance lists, including gender, organisation, sector, and mode of participation
- 7.5 Post-training survey instrument and raw survey results (export)
- 7.6 Final training report, including participant overview, summary of feedback, key learning outcomes, and recommendations for future replication

## 8. Implementation period:

Proposed trainings dates: **24-25.02.2026 or 03- 04.03.2026.**

Tentative contract duration: **26 January – 15 March 2026 (TBS)**

## 9. Requirements for the Service Provider

The proposed service provider and expert team should demonstrate the following qualifications and competencies:

- 9.1. Proven expertise in climate data and/or carbon data systems, including carbon markets, MRV frameworks, emissions accounting, or climate data platforms.
- 9.2. Demonstrated experience in designing and delivering capacity-building activities or technical trainings related to climate change, carbon markets, MRV, data governance, or digital climate systems, preferably for mixed audiences. Proven track record in strengthening stakeholder understanding of carbon market mechanisms, carbon project lifecycles, documentation and MRV requirements, and verification readiness. This should include experience delivering trainings aligned with

Independent Crediting Programmes (ICPs) such as Verra (VCS), Gold Standard, or other recognised standards.

- 9.3. Practical experience with national or regional climate data platforms, registries, or information systems, including integration of carbon data, interoperability, and data governance considerations.
- 9.4. Evidence of registration or recognition with at least one recognized carbon standard, registry, or ICP programme as a certified, accredited, registered, or recognized partner (or equivalent), including delivery of or participation in standards-linked trainings.
- 9.5. Strong understanding of policy, institutional, and regulatory frameworks related to climate action, carbon markets, and climate transparency (e.g. NDCs, MRV, Article 6), with the ability to contextualise international best practices to African and Kenyan contexts.
- 9.6. Experience working in multi-stakeholder environments, including collaboration with government institutions, private sector actors, civil society organisations, and academia.
- 9.7. Prior experience working in Africa, preferably in Sub-Saharan Africa, and familiarity with development-cooperation programmes or donor-funded initiatives.
- 9.8. Fluency in English, both spoken and written, is required.
- 9.9. Entities based in the Russian Federation, or the Republic of Belarus are not permitted to participate in this procurement. Submission of a proposal confirms compliance with this requirement.

## 10. Documents to be Submitted

Interested service providers are requested to submit the following documents:

- 10.1. **Technical Proposal.** A brief description of the proposed approach and methodology for designing and delivering the hybrid Climate and Carbon Data Intelligence Training, demonstrating understanding of the assignment’s objectives, scope of work, training format, and expected outcomes.
- 10.2. **CVs of Proposed Experts.** Curricula vitae of the proposed trainer(s) and key experts, clearly outlining relevant qualifications, professional experience, and previous work related to climate data, carbon markets, digital MRV, data governance, or capacity building.
- 10.3. **Financial Proposal.** A financial proposal including a detailed cost breakdown, with all prices quoted in euros (EUR) and exclusive of VAT, and clearly indicating whether VAT is applicable. The financial offer should confirm price validity for at least 60 days.

## 11. Tentative Budget:

The maximum available budget for this assignment is **EUR 25,500** (excluding VAT) and shall cover all costs related to the design, preparation, and delivery of the training, including venue rental, catering for in-person participants (lunch and coffee/tea breaks), and all IT equipment and technical setup required for hybrid delivery.

## 12. Submission & Timeline

Submission deadline: **21 January 2026, 23:59 GMT** by email to [laura.roop@estdev.ee](mailto:laura.roop@estdev.ee). Proposals received after the deadline may be rejected unopened.

## 13. Evaluation

### 13.1. Calculation of Points

13.1.1. Bids will be ranked based on their aggregate score. The bid selected will be the one with the highest number of points.

13.1.2. The maximum possible score for a bid is 100 points.

13.1.3. The score of a bid will be obtained by summing the scores from all the evaluation criteria.

13.1.4. Minimum Score Requirement: bid that has obtained less than 50% of the full score (points) in the evaluation of the criteria will not be accepted.

13.1.5. Tie-Breaking Procedure:

- If the aggregate scores of the two or more highest-scoring bids are equal, the contract will be awarded to the bidder with the highest score for service provider qualification and team expertise.
- If the scores for service provider qualification and team expertise are also equal, the successful bidder will be determined by a protocolized random draw.

### 13.2. Evaluation Criteria

Each proposal will be evaluated based on the following two main criteria, with a total of 100 points available:

No	Criterion	Evaluation methodology	Weight (Points)
1.	Price in EUR including Taxes	Evaluation will be based on the total price, including a detailed breakdown for each component of the procurement.	10

		<p>Price Calculation:</p> <p>The proposal with the lowest price will receive the full 10 points</p> <p>Proposals with higher prices will be scored proportionally using the following formula: Score = (Lowest price/Proposal price) * 10 score.</p> <p>Considerations: The evaluation will consider whether the proposal provides a competitive price in relation to the quality of services offered, ensuring cost-effectiveness without compromising the quality</p>	
2.	Quality	The evaluation methodology for the quality is described in section 13.3 of this document, "Evaluation Methodology for the Quality Criteria."	90
	<b>Total points:</b>		<b>100</b>

### 13.3. Evaluation Methodology for the Quality Criteria

Quality criteria are evaluated by the procurement committee, which makes a decision on each sub-criterion, awarding points according to the defined scale.

13.3.1. Points from each sub-criterion are summed to calculate the total quality score.

13.3.2. The Contracting Authority shall award the score corresponding to a sub-criterion only if all conditions defined for that score level are met.

13.3.3. If at least one condition under a given sub-criterion corresponds to a lower score level, the lower score shall be awarded for that sub-criterion.

13.3.4. Quality Sub-Criteria and Weighting:

No	Sub-Criterion	Description	Weight (Points)
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1.	Team Expertise	Assesses demonstrated expertise in climate and carbon data systems, carbon markets, MRV frameworks, climate data platforms, and capacity-building delivery, preferably in African or comparable contexts.	40
2.	Approach and Methodology	Assesses the clarity, relevance, and coherence of the proposed training approach, including alignment with the training objectives, use of applied and interactive methods, incorporation of national use cases, modular design, and feasibility within the proposed timeline.	40
3	Work Plan	Assesses the relevance, clarity, and feasibility of the proposed service schedule.	10
	<b>Total points:</b>		<b>90</b>

### 13.3.5. Scoring Scale for Quality Sub-Criteria

Sub-Criteria/points	40	20	5
<b>Team Experience</b>	The proposed team demonstrates strong and clearly documented expertise in climate and carbon data systems, carbon markets, digital MRV frameworks, and climate data platforms. The team has substantial experience in designing and delivering capacity-building or training activities, preferably in Africa or comparable contexts. Roles and responsibilities are clearly defined, and the team's prior experience indicates a high likelihood of high-quality and timely delivery.	The proposed team demonstrates relevant expertise and experience in the required thematic areas; however, descriptions are less detailed or reveal minor gaps in thematic coverage or contextual experience. The team composition is generally suitable, with no major weaknesses identified.	The description of the proposed team and division of responsibilities is general or insufficiently detailed, and prior experience in delivering comparable climate and carbon data trainings is limited or overly generic. Based on the proposal, the Contracting Authority cannot form a clear conviction that the service can be delivered with the required quality and within the proposed timeframe.
<b>Sub-Criteria/points</b>	<b>40</b>	<b>20</b>	<b>5</b>

	The proposal presents a clear, coherent, and well-structured training approach fully aligned with the objectives of the assignment. The methodology is practical and interactive, incorporates relevant national or regional use cases, demonstrates modular design suitable for reuse, and clearly explains how learning outcomes will be achieved within the proposed timeline.	The proposed approach and methodology are generally appropriate and aligned with the objectives, but lack detail, depth, or clarity in certain areas (e.g. interactivity, use of use cases, or modularity). The approach is feasible but could be strengthened.	The proposed approach and methodology are insufficiently defined, overly generic, or weakly aligned with the objectives of the training. Limited attention is given to applied and practice-oriented learning, interactivity, or contextual relevance. As a result, the proposal raises concerns regarding the overall quality, effectiveness, and learning impact of the training.
<b>Sub-Criteria/points</b>	<b>10</b>	<b>5</b>	<b>0</b>
	The proposed work plan and timeline are detailed, clear, and coherent, clearly indicating the sequencing and timing of activities. The schedule demonstrates a realistic and feasible approach, providing confidence that all deliverables can be achieved within the proposed timeframe.	The proposed work plan and timeline are partially defined and/or lack clarity in certain aspects. While the overall approach appears feasible, some elements of the schedule are ambiguous or insufficiently detailed.	The proposed work plan and timeline are incomplete, unclear, or inconsistent, and do not provide sufficient information to assess whether the activities and deliverables can be completed in a timely and effective manner.

#### 14. IP, Data & Confidentiality

- 14.1. Ownership: All materials (slides, recordings, surveys, datasets, and reports) produced under this RFQ are Work for Hire; ESTDEV and GIZ receive perpetual, royalty-free rights to use, adapt, and disseminate for non-commercial capacity-building and policy purposes.
- 14.2. Data Protection: Provider must comply with applicable data-protection laws; obtain consent for recordings; share attendance and survey exports in commonly used formats (CSV/Excel).

#### 15. Right to Cancel / Clarify

ESTDEV may request clarifications, accept or reject any proposal, or cancel the process without award.

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