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# Evidence-driven capacity building on the climate data ecosystem in South Africa

Request for Quotation (RFQ)

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**Title:** Evidence-driven capacity building on the climate data ecosystem in South Africa

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

**RFQ Issue Date:** 15 January 2026

**RFQ Closing Date:** 29 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 Evidence-Driven Capacity Building on the Climate Data Ecosystem in South Africa. The purpose of this assignment is to strengthen the capacity of key national and sectoral stakeholders to understand, govern, and effectively use climate data in support of evidence-based decision-making, climate policy development, and coordinated climate action.

The assignment will combine a scoping and mapping exercise of the national climate data ecosystem with a targeted stakeholder training and use case conceptualisation workshop. The selected service provider will be responsible for conducting the ecosystem analysis, engaging with relevant stakeholders, delivering an applied training based on the study's findings, and supporting the identification and conceptual development of priority climate data use cases.

This document outlines the background, objectives, scope of work, and expectations for the assignment, including the required expertise, implementation approach, and expected deliverables and outcomes.

### 2. Background and Rationale

Reliable and accessible climate data is critical for evidence-based decision-making, long-term climate planning, and effective policy responses. As climate risks intensify, public and private sector actors increasingly depend on high-quality data to support adaptation, mitigation, and resilience objectives.

In South Africa, a wide range of institutions generate and hold valuable climate-related data. However, the overall climate data ecosystem is not comprehensively mapped, and limited visibility exists regarding data holders, data flows, governance structures, and interoperability. As a result, opportunities for collaboration, data sharing, and reuse are not fully realised. Fragmented systems, inconsistent standards, and unclear access protocols further constrain effective cross-institutional coordination.

These challenges are compounded by overlapping mandates, limited institutional capacity, and the absence of a unified framework for climate data governance. Addressing these gaps is essential to enable evidence-based climate action and to strengthen South Africa’s climate resilience across sectors and levels of governance.

To respond to these challenges, the Team Europe Data Governance in Africa Initiative, in partnership with the Department of Forestry, Fisheries and the Environment (DFFE), South African Local Government Association (SALGA) and South African Environmental Observation Network (SAEON), seeks to implement a targeted, evidence-driven capacity-building activity. The intervention will be informed by a dedicated scoping and mapping exercise, ensuring that the subsequent training responds directly to identified needs, gaps, and opportunities within the climate data ecosystem.

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 is to strengthen evidence-based climate decision-making in South Africa by improving understanding, governance, and use of climate data across public, private, academic, and civil society stakeholders, thereby supporting interoperability, digital transformation, and effective climate action.

Specific Objectives:

- Enable stakeholders to gain a shared understanding of the climate data landscape in South Africa, including key actors, data flows, governance arrangements, and interdependencies.
- Enhance stakeholders’ ability to access, manage, share, and apply climate data in a manner that supports policy development, planning, and implementation.
- Facilitate the identification of priority climate challenges that can be addressed through improved data sharing and interoperability, fostering cross-institutional collaboration.
- Support stakeholders in conceptualising feasible, value-adding climate data use cases with clear implementation pathways and anticipated socio-economic benefits.

- Align learning outcomes with national and regional efforts on data governance, interoperability, and digital transformation in the climate domain.

## **4. Training Content and Methodology**

### **4.1 Training Design Approach**

The 2-day training activity will be designed and delivered by the selected Service Provider using an evidence-driven and stakeholder-informed approach. The training content will be grounded in the findings of the Phase 1 scoping and mapping exercise, ensuring that the training directly responds to the realities, gaps, and opportunities identified within South Africa's climate data ecosystem.

The assignment will be implemented in two interlinked phases:

- a scoping and mapping exercise to generate an evidence base; and
- a participatory training and use case conceptualisation event for key stakeholders.

The training will be delivered as an in-person workshop, preceded by preparatory analytical work. The overall methodology will combine analytical research, stakeholder engagement, and applied learning, emphasising practical relevance, peer exchange, and collaborative problem-solving.

### **4.2 Training Structure and Content Overview**

The 2-day in-person training will be structured around the outputs of the scoping and mapping phase and will focus on strengthening a shared understanding of South Africa's climate data ecosystem while enabling practical exploration of data-driven solutions.

#### **4.2.1 Day 1 – Presentation of Findings and Capacity Building**

The first day will focus on presenting the results of the scoping and mapping exercise in the form of a structured, interactive training tailored to the participating stakeholders. The sessions will cover:

- An overview of the South African climate data ecosystem, including key actors, datasets, systems, and data flows;
- Identified gaps, challenges, and opportunities related to climate data access, governance, interoperability, and use;
- Presentation of preliminary climate data use case concepts and potential data sharing opportunities; and
- Key recommendations emerging from the study.

The objective of Day 1 is to establish a shared understanding of the current climate data landscape and to strengthen participants' capacity to engage with climate data from an evidence-based and governance-informed perspective.

#### 4.2.2 Day 2 – Stakeholder Dialogue and Use Case Conceptualisation

The second day will be dedicated to facilitated dialogue and collaborative working sessions among stakeholders. Building on the findings and discussions from Day 1, participants will:

- Deliberate on priority focus areas for strengthening the South African climate data ecosystem;
- Jointly refine and validate proposed climate data use case concepts;
- Identify potential areas for institutional collaboration, data sharing, and interoperability; and
- Discuss possible areas for future technical or capacity-building support, including potential engagement by GIZ and partners.

The objective of Day 2 is to translate analytical findings into practical, stakeholder-driven directions for strengthening climate data governance and enabling data-driven climate action.

### 5. Target audience

The 2-day in-person training and associated stakeholder engagements are intended for approximately 40 participants, drawn from across South Africa's climate data ecosystem. The target audience will reflect a multi-stakeholder composition, including representatives from:

- National, provincial, and local government institutions involved in climate policy, environmental management, and digital transformation
- Climate and environmental data holders and technical agencies
- Research institutions and academia
- Private sector actors holding or using climate-related data
- Civil society organisations engaged in climate action, data use, or policy advocacy

The inclusive composition of participants is intended to support cross-sector dialogue, improve shared understanding of the climate data ecosystem, and foster collaboration around data sharing and use case development.

### 6. Scope of Work

The assignment will be implemented in two sequential phases, combining analytical groundwork with applied capacity building under the Data Governance in Africa Initiative. The Service Provider shall be responsible for the execution of both phases in close coordination with ESTDEV, GIZ, and relevant national partners.

#### 6.1 Phase 1: Scoping and Mapping of the Climate Data Ecosystem

The purpose of Phase 1 is to generate an evidence-based overview of the climate data landscape in South Africa, identifying key actors, datasets, governance arrangements, gaps, and opportunities that will inform the subsequent training phase.

The Service Provider is expected to:

- 6.1.1. Identify key climate data holders, data sources/sets, and current data usage across public, private and academic sectors.
- 6.1.2. Catalogue climate-related datasets, their formats, resolution (temporal/spatial), and intended or actual use-cases (e.g., early warning systems, climate projections, vulnerability assessments, adaptation planning, etc.).
- 6.1.3. Identify key actors dealing with digital transformation and data related policies in South Africa, including but not limited to the Protection of Personal Information Act (POPIA), Promotion of Access to Information Act (PAIA), National Data & Cloud Policy and the recently adopted Digital Transformation Roadmap.
- 6.1.4. Highlight additional policies and legislation in South Africa, beyond the Climate Change Act, which have climate change provisions; for example, the National Health Act.
- 6.1.5. Conduct a literature review and desk-based analysis of prior climate data mapping efforts, relevant reports, and policy or technical documents.
- 6.1.6. Analyse findings from recent or ongoing stakeholder consultations, climate change strategy documents, and sectoral climate plans to identify relevant data and knowledge products.
- 6.1.7. Engage with key stakeholders (organizations/individuals that are of generating climate data or any other data that is key in informing decisions in the climate change space) to identify gaps in data availability, quality, coordination, and infrastructure.
- 6.1.8. Review of legal frameworks and institutional protocols for data sharing agreement feasibility.
- 6.1.9. Outline technical, institutional, and regulatory barriers to climate data access and sharing, including perceived regulatory barriers to accessing, sharing, or using climate data, for example due to compliance cost, regulatory uncertainty, or regulatory prohibitions.
- 6.1.10. Identify existing data infrastructure and systems available to state actors.
- 6.1.11. Identify existing data infrastructure and systems available to non-state actors that carry climate related data, for example Insurance Companies. Banks, Research Institutions, etc.
- 6.1.12. Conduct validation workshop to test initial findings with key stakeholders.
- 6.1.13. Develop a Preliminary Report including a summary of the climate data landscape, gaps and opportunities.

## 6.2 Phase 2: Training and Use Case Conceptualisation

The purpose of Phase 2 is to translate the findings of Phase 1 into a targeted, applied capacity-building activity and to support stakeholders in jointly conceptualising data-driven climate use cases.

The Service Provider is expected to:

- 6.2.1 Present the study's findings in form of a training tailored to the participating stakeholders.
- 6.2.2 Based on the Phase 1 findings, work with key stakeholders to identify and validate priority climate-related challenges that could be addressed through data driven approaches
- 6.2.3 Develop two climate data use case concepts, including an outline of the problem statement, potential data inputs, stakeholders involved, implementation approach and anticipated economic (and socio-economic) value.
- 6.2.4 Identify and propose potential data sharing agreements that could support the successful development of the use cases and can be pursued by relevant stakeholders.
- 6.2.5 Identify and outline any critical potential regulatory and policy considerations that may present barriers to accessing, sharing, or applying the data required for the proposed use cases.
- 6.2.6 Manage participant registration and attendance.
- 6.2.7 Collect participant data required for reporting, including gender, organisation, sector, and participation modality.
- 6.2.8 Develop a Final Report incorporating all the deliverables of the project and the outcomes of the validation workshops including the climate data ecosystem mapping, the proposed use case concepts, data sharing opportunities and any other supporting documentation developed during the project implementation.

## 6.3 Visibility and Communication

The service provider ensures 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 Inception Note and Work Plan

### 7.2 Validation Workshop (approx. 20 participants)

- 7.3** Preliminary Report including a summary of the climate data landscape, gaps and opportunities.
- 7.4** Live delivery of a 2-day training workshop (approx. 40 participants)
- 7.5** Participant attendance lists, including gender, organisation, sector, and mode of participation
- 7.6** Post-training survey instrument and raw survey results (export)
- 7.7** Final Report incorporating results of the climate data ecosystem mapping, outcomes of stakeholder validation and training workshops, finalised use case concepts, identified data sharing opportunities and constraints, practical recommendations for follow-up actions and potential replication.
- 7.8** Supporting materials: all presentation slides, workshop materials, and supporting documentation developed under the assignment (in editable and PDF formats, where applicable).

## **8. Implementation period:**

Proposed trainings dates: 10.-11.03.2026

Tentative contract duration: **02.02-19.03.2026 (TBS)**

## **9. Requirements for the Service Provider**

The proposed service provider shall demonstrate the capacity to deliver both analytical and facilitation components of the assignment and shall nominate an expert team with complementary skills covering climate data research, stakeholder engagement, and capacity building. The service provider and proposed experts should meet the following minimum requirements:

### **9.1. Team Composition.**

The service provider shall propose at least Data and Research Expert (Key Expert) and Junior Researcher / Intern (Non-Key Expert)

#### **9.1.1. Expert 1: Data and Research Expert.**

The proposed Data and Research Expert shall demonstrate the following qualifications and experience:

##### **9.1.1.1. General Qualifications**

- Postgraduate degree (Master’s level or higher) in Information Systems, Business Studies, Informatics, Data Science, Public Policy, Environmental Studies, or a closely related field.
- At least seven (7) years of professional experience in the ICT and/or data domain, with a strong focus on data-related research, data analysis, business analysis, or digital systems analysis for government or public-sector institutions.

#### 9.1.1.2. Regional Experience and Contextual Knowledge

- At least five (5) years of proven experience working with government and private-sector stakeholders in South Africa, including engagement with public institutions, research organisations, or sectoral stakeholders relevant to climate, environment, or digital transformation.

#### 9.1.1.3. Thematic Expertise

- Demonstrated experience in analysing data ecosystems, data governance arrangements, institutional mandates, and digital or data-related policy frameworks.
- Experience conducting ecosystem mapping, desk research, stakeholder consultations, and synthesis of findings into analytical reports.
- Ability to translate analytical findings into practical insights and capacity-building content for multi-stakeholder audiences.

#### 9.1.1.4. Language Skills

- Business fluency in English (minimum C1 level), both written and spoken.

### 9.1.2. Expert 2: Junior Researcher / Intern

The proposed Junior Researcher shall demonstrate the following qualifications:

#### 9.1.2.1. General Qualifications

- Undergraduate degree (Bachelor’s level) in Information Systems, Business Studies, Informatics, Data Science, Environmental Studies, or a related discipline.
- No prior professional experience is required; however, relevant academic research experience or internships will be considered an asset.

#### 9.1.2.2. Role and Responsibilities

- Support desk research, data collection, literature review, stakeholder mapping, and documentation under the supervision of the Data and Research Expert.
- Assist in workshop preparation, note-taking, and synthesis of findings.

#### 9.1.2.3. Language Skills

- Business fluency in English (minimum C1 level), both written and spoken.

### 9.1.3. Cross-Cutting Competencies (All Team Members)

In addition to their specialist qualifications, all proposed team members should demonstrate:

- Strong teamwork and collaboration skills
- Initiative and ability to work independently
- Clear and effective communication skills
- Socio-cultural sensitivity and ability to work in multi-stakeholder environments
- Efficient, partner- and client-oriented working methods
- Interdisciplinary thinking and analytical capacity
- Critical thinking and problem-solving skills

## 9.2. Institutional Capacity of the Service Provider

The service provider should demonstrate:

- 9.2.1. Proven experience delivering research, analytical studies, and/or capacity-building activities related to data, digital transformation, climate, environment, or public policy.
- 9.2.2. Experience working with government institutions, research organisations, or development-cooperation programmes, preferably in South Africa or Sub-Saharan Africa.
- 9.2.3. Ability to manage stakeholder engagements, workshops, and reporting within tight timelines.
- 9.2.4. 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 service, 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 key experts, clearly outlining relevant qualifications, professional experience, and previous work related to the subject
- 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 15 000** (excluding VAT) and shall cover all costs related to all services listed under the scope of work.

Venue rental, catering for in-person participants and all IT equipment and technical setup required will not be covered by the service provider.

## 12. Submission & Timeline

Submission deadline: **29 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:

**10.** 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.

**11.** 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	<p>Evaluation will be based on the total price, including a detailed breakdown for each component of the procurement.</p> <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>	10
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)
1.	Team Expertise	Assesses the qualifications, experience, and suitability of the proposed expert team, including demonstrated expertise in climate data ecosystems, data research and analysis, institutional and policy contexts, and delivery of evidence-driven capacity building, preferably in South Africa or comparable contexts.	40
2.	Approach and Methodology	Assesses the clarity, relevance, and coherence of the proposed approach and methodology for the scoping, mapping, and training phases, including alignment with the objectives, use of applied and participatory methods, integration of stakeholder engagement, use case conceptualisation, and feasibility within the proposed timeline.	40
3	Work Plan and Timeline	Assesses the relevance, clarity, and feasibility of the proposed work plan and schedule, including sequencing of activities, allocation of responsibilities, and ability to deliver all outputs within the required timeframe.	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 data research, data analysis, institutional and policy frameworks, and evidence-based capacity building. The Data and Research Expert meets or exceeds the required	The proposed team demonstrates relevant expertise and experience, but descriptions are less detailed or show minor gaps in thematic coverage, contextual experience, or role definition. The team is	The description of the proposed team and its division of responsibilities is generic, incomplete, or insufficiently substantiated. Prior experience in similar assignments or in the South African context is

	qualifications and experience, including demonstrated experience working with government and private sector stakeholders in South Africa. Roles and responsibilities are clearly defined, and the team composition indicates a high likelihood of high-quality and timely delivery.	generally suitable, with no major weaknesses identified.	limited or unclear, and the Contracting Authority lacks confidence in the team's ability to deliver the assignment to a high standard and within the required timeframe.
<b>Sub-Criteria/points</b>	<b>40</b>	<b>20</b>	<b>5</b>
	The proposed approach and methodology are clear, well-structured, and fully aligned with the objectives of the assignment. The proposal demonstrates a strong understanding of the South African climate data ecosystem and outlines a coherent methodology for scoping, mapping, stakeholder engagement, training delivery, and use case conceptualisation. The approach is participatory, applied, and feasible within the proposed timeline.	The proposed approach and methodology are generally appropriate and aligned with the objectives, but lack detail in certain areas (e.g. stakeholder engagement, use case development, or integration of findings into training). The proposal remains feasible, though some elements could be better articulated.	The approach and methodology are unclear, generic, or weakly aligned with the objectives of the assignment. Limited attention is given to applied learning, stakeholder engagement, or contextual relevance, raising concerns about the effectiveness and feasibility of the proposed activities.
<b>Sub-Criteria/points</b>	<b>10</b>	<b>5</b>	<b>0</b>
	The proposed work plan and timeline are detailed, clearly structured, and realistic. Activities are logically sequenced, responsibilities are clearly assigned, and the schedule demonstrates that all outputs can be delivered on time.	The work plan and timeline are partially detailed or contain ambiguities, but overall feasibility is maintained. Minor risks or inconsistencies are identified but do not fundamentally undermine deliverability.	The work plan and timeline are incomplete, unclear, or unrealistic, making it difficult to assess whether the assignment can be delivered within the required timeframe.

## 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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