



KEMENTERIAN KOORDINATOR  
BIDANG KEMARITIMAN DAN INVESTASI



Federal Ministry  
for Economic Cooperation  
and Development



implemented by:

KFW

giz Deutsche Gesellschaft  
für Internationale  
Zusammenarbeit (GIZ) GmbH



GREEN  
INFRASTRUCTURE  
INITIATIVE

# Introduction to the Green Infrastructure Initiative (GII)

Friday, 13 August 2021

# Welcoming Remarks



**Arsjad Rasjid**  
Chairman  
KADIN Indonesia

“

It is undeniable that Indonesia has a lot of works and learnings to do to catch up with Germany. Despite the abundance water resources, only as few as 20.14% of total Indonesian population have the access to piped water supply, whereas the rest have to supply themselves with other sources which are below acceptable hygiene standards. As of 2018, only slightly over 61% of total households have the access to decent water supply.

In the sector of waste management, many municipalities in Indonesia have started to show struggles of dealing with their wastes. Major cities in Indonesia produces over 10 million tons of solid waste with the increase of 2-4% annually. With this global pandemic, it is more than ever we need to map out a strategic waste management roadmap including necessary technologies to process the waste correctly to avoid further environmental and health issues and better yet, provide additional economic advantages.

Needless to say, urban transport also has always been an issue for developing cities in Indonesia. Traffic congestion, increasing fuel consumption that leads to increasing emission, long travel time that hinders productivity are only few of the most common urban transportation issues that cost the economic over 5 billion US dollars annually based on World Bank recent study. KADIN Indonesia would like to express its highest appreciation for both the governments of Indonesia and Germany for concluding a very important agreement of the Green Infrastructure Initiative to help addressing above-mentioned longstanding issues in Indonesia.

”

# Welcoming Remarks



**Jan Roennfeld**  
Managing Director  
EKONID

“

EKONID aims to represent interest from all members and promote trade and investment between Germany and Indonesia. EKONID has several areas, focusing on long-term period market and business opportunities. For Green Infrastructure Initiative (GII) project, Federal Ministry for Economic Cooperation and Development provides 2.5 billion euros (IDR 44 Trillion) to finance investment in physical infrastructure in some provinces: west, central, east Java, and Bali. The investment will focus on solid waste management, water and waste water management, and public transport.

Germany is also very open to all partnerships and friendships. Companies can participate in this project and get the funding which is also organized by KADIN and EKONID. This info session is 1 out of 4 info sessions that have already been planned. The next info session will hold next year with upcoming and concrete tenders. This Green Infrastructure Initiative financing is expected to give a significant impact on some issues in Indonesia such as flooding landfills, insufficient water infrastructure, and more sustainable public transport.

”

# Opening Statements



**Dr. M. Saleh Nugrahadi**

Assistant Deputy for  
Watershed Management  
and Natural Resource  
Conservation, Coordinating  
Ministry of Maritime Affairs  
and Investment

“

Indonesia is a country with one of the largest populations in the world and the fastest-growing emerging market. Of course, it impacts increasing living standards and has negative consequences such as environmental degradation and increased vulnerability impact to climate change. Indonesia is committed to making financial flows in accordance with low carbon resilience development and has submitted a long-term strategy for low carbon and climate resilience and a national update contribution to the IPCC. Indonesia targets reducing greenhouse emissions to reach 540 million tons of carbon dioxide by 2050. It targets net-zero emissions by 2060 or sooner. Together, we are currently planning to expand its green infrastructure to advance economic and environmental benefits to solve the urban and climate challenges.

The launch of the Green Infrastructure Initiative (GII) shows that green infrastructure is a top priority for the Indonesian government. However, there is a massive gap in terms of infrastructure financing. The Low Carbon Development Initiatives (LCDI) estimates that Indonesia's low carbon pathway requires an investment cost of around USD 21.9 billion per year for 2020 to 2024, approximately 1.7% of GDP. Through GII, relevant stakeholders could prepare preliminary feasibility studies for potential climate-relevant infrastructure projects to be financed by KFW. The process is by increasing the capacity of responsible actors at national and sub-national levels. The Coordinating Ministry for Maritime Affairs and Investment supports this initiative to strengthen the internal process of government institutions to identify, plan and prepare projects that have potential to be improve and coordinate more effectively.

”

# Opening Statements



**Oliver Hoppe**

Consellor of Development  
Cooperation, German Embassy  
Jakarta

“

Green Infrastructure Initiative (GII) is the most ambitious bilateral cooperation between Indonesia and Germany. With this initiative, Indonesia and Germany are jointly seek to find the greenest solution for urban infrastructure in Indonesia, especially in the areas of public transport, waste and water management. We understand that these areas are highly important for Indonesia to continuously improve the environment management and reduce the greenhouse gas. Germany will continuously support Indonesia to reach the ambitious goals of Carbon Neutral through the projects and programs of this initiative. I would like to appreciate KADIN Indonesia and EKONID whose have agreed to join and made a substantial progress even though both countries are still in the mid of COVID-19 pandemic. I sincerely hope that the public, particularly the private sector, will take part in the initiative.

”

# Business Opportunities under Green Infrastructure Initiative (GII)



Federal Ministry  
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# Introduction to the Green Infrastructure Initiative (GII)

**KADIN – EKONID**

**Burkhard Hinz  
13.08.2021**

# More than 70 years of KfW

Financing with a public mission

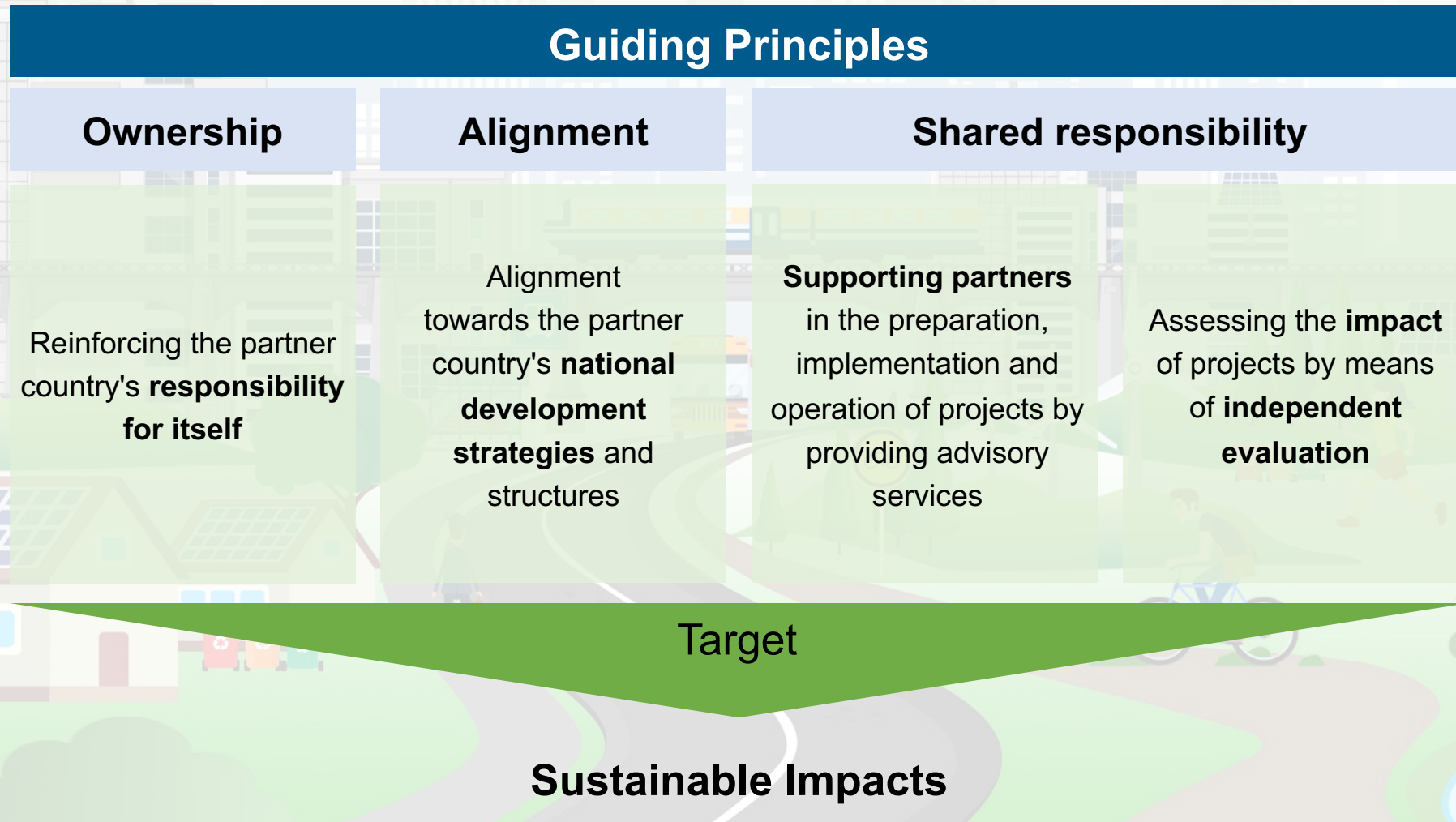


- › Promotional bank of the Federal Republic of Germany
- › Established in 1948 as Kreditanstalt für Wiederaufbau
- › Shareholders: 80% Federal Republic, 20% Federal States
- › Headquarters: Frankfurt am Main
- › About 80 offices and representations worldwide
- › Balance sheet total 2020: EUR 546,4 billion
- › Financing volume 2020: EUR 135,3 billion
- › 7,610 employees (2020)
- › Best long-term rating: AAA/Aaa/AAA

# KfW Development Bank as part of the KfW Group



# Our principles



# FC in Indonesia as part of the BMZ 2030 Strategy

A high-volume portfolio with SDG and climate relevance

## Climate Protection & Energy



### Renewable Energies

Hydro, Geothermal, PV



### Energy Efficiency

Green Transmission Lines



## Education & Sustainable Growth



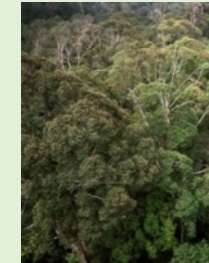
### Vocational Training

### Trade & Economic Infrastructure

## Environment & Natural Resources



### Forestprotection



### Private Sector and Financial System Development

### Biodiversity

### Sustainable Urban Development: Waste, Wastewater, Water

### Public Transport & Mobility

Ongoing: 1.1 Mrd. EUR (Energy),  
191 Mio. EUR (Urban Develop.)  
Pipeline: 1.8 Mrd. EUR

Ongoing: 1.0 Mrd. EUR (incl. CARES  
and Mandates)  
Pipeline: 840 Mio. EUR

Ongoing: 159 Mio. EUR  
Pipeline: 22 Mio. EUR

Green  
Infrastructure  
Initiative

# Overview Green Infrastructure Initiative (GII)

- Climate Change: Adaptation and Mitigation
- Sustainable Economic Growth and Development
- Up to 2.5 Billion EUR Loans + supportive Grants
- Urban Transport
- Solid Waste Management
- Wastewater Management / Water Supply



## Steering Committee (SC)

### Role of SC:

- Project Criteria
- Priorisation of Projects
- Political Support
- Monitoring
- Bottlenecks



# GII Business Opportunities

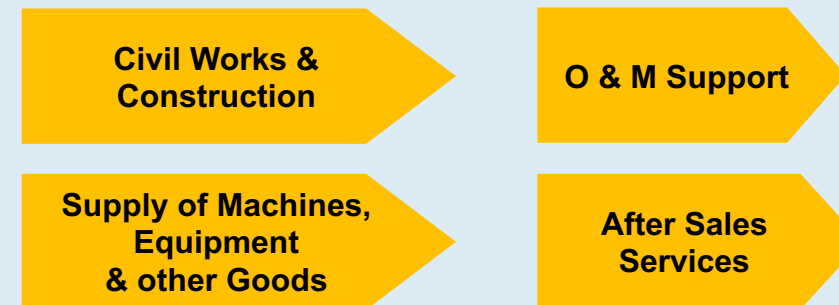
## The Project Cycle ...



## ... offers contract opportunities for consultants ...



... as well as for suppliers, contractors and service providers.



# GII Business Opportunities

## Principles in Procurement

### Transparency

- › Publishing of evaluation criteria & exclusion criteria
- › Documentation of decisions

### Fairness

- › Equal treatment of all bidders
- › Identical information flow to all bidders
- › Adequate time for tender preparation

### Non-Discrimination

- › Eligibility of all bidders independent of their domicile, religion, gender etc.
- › Exception: firms under UN/EU/German embargo !

### Economic Efficiency

- › Contracts are concluded only with qualified firms
- › Price is not the only decisive factor

### Sustainability

- › Environmental, Social, Health & Safety Issues

↑ COMPETITION

# GII Business Opportunities

## Further Information / Publication Requirements



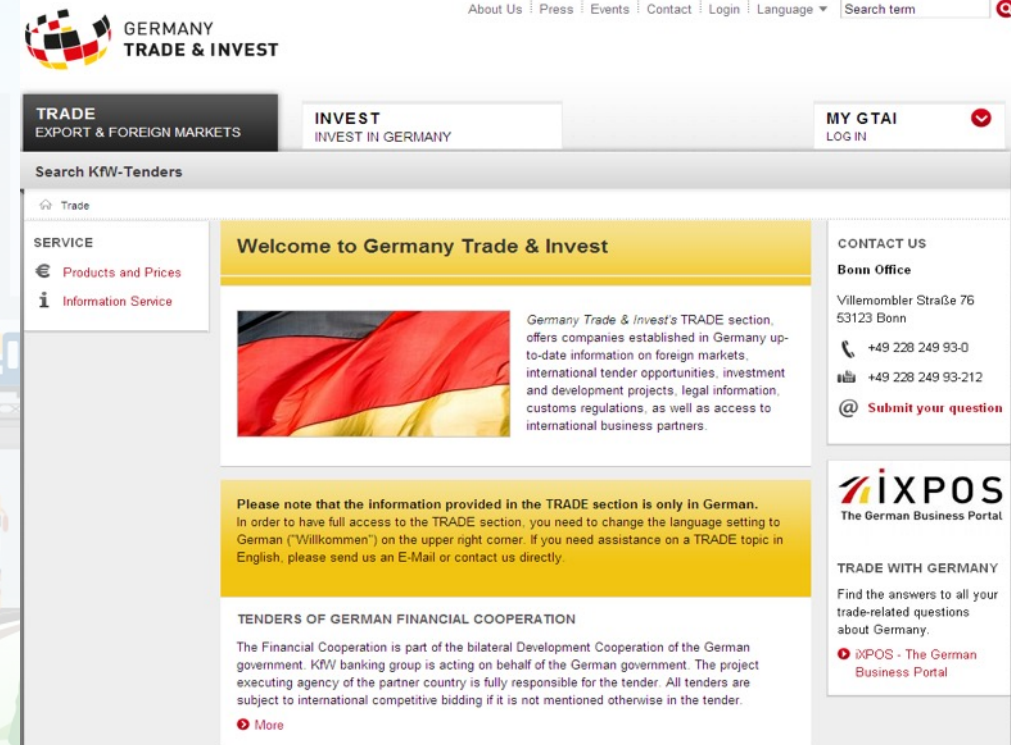
KfW Development Bank

### Guidelines for Procurement

#### Guidelines for the Procurement of Consulting Services, Works, Plant, Goods and Non-Consulting Services in Financial Cooperation with Partners

Document version January 2019  
1. update as of January 2021

- KfW Guidelines for Procurement  
<https://www.kfw-entwicklungsbank.de/PDF/Download-Center/PDF-Dokumente-Richtlinien/FZ-Vergaberichtlinien-V-2021-EN.pdf>



- Every KfW-financed Tender is published on the website of Germany Trade and Invest (gtai)

[www.gtai.de](http://www.gtai.de)

# GII The Development of the Regional Water Supply System Wosusokas (Central Java)

Current GII Business Opportunities 1/3

Packages	Content
1	<b>Construction Water Treatment Plant</b> , cap. 750 l/s including all supporting buildings
2 and 3	<b>Supply and installation of main transmission pipe</b> (JDU) GSP Dia. 1.000 mm with a length of <b>+/- 17,000 m</b> including all supporting buildings
4	<b>Supply and installation of main transmission pipe</b> (JDU) GSP Dia. 700 mm up to Dia. 800 mm with a length of <b>+/- 6,600 m</b> and HDPE pipes Dia. 200 mm up to Dia. 600 mm with a length of <b>+/- 30,250 m</b> , <b>2 units of reservoirs</b> including all supporting buildings
5	<b>Supply and installation of main transmission pipe</b> (JDU) HDPE pipes Dia. 350 mm up to Dia. 600 mm with a length of <b>+/- 16,070 m</b> , <b>6 units of reservoirs</b> , 1 unit of booster pump station including all supporting buildings.

## Procurement

- *By whom:* **Directorate General of Human Settlement, Ministry of Public Works and Housing (MoPWH)**
- *How:* **International Competitive Bidding**, 1 Stage, 2 envelopes
- *When:* Autumn 2021 till end 2022

# Sustainable Urban Mobility Plan (SUMP) for the Metropolitan Area of Surabaya

## Current GII Business Opportunities 2/3

**Content:** *Identification, prioritization and preparation of investment measures for the development of an efficient, integrated, and climate-friendly local public transport system in the Metropolitan Region of Surabaya*

- Based on sound and up-to-data basis
- Participation of all relevant stakeholders
- Under consideration of development priorities and plans for the Metropolitan Area
- Including two Feasibility Studies based on priorities developed

### Procurement:

- Package: 1 Consulting Contract
- By whom: **KfW Frankfurt**
- How: **International Competitive Bidding**, 2 Stages, 2 envelopes
- When: Autumn 2021

# Light Railway Surabaya

## Current GII Business Opportunities 3/3

### Challenge

- To date, the city of Surabaya has not had a suburban train system, so most residents from surrounding cities commute to the city on motorcycles or in private cars on a daily basis.

### Approach

- 230 million EUR Interest-reduced Development Loan for Surabaya.
- A complete new suburban train system covering up to 120 kilometers will be build in Surabaya.

### Impact and SDG relevance (CO<sub>2</sub>-reduction)

- The Surabaya Rail Projects will save up to 100,000 tons of Carbon, emission of other pollutants (NO<sub>x</sub>, CO), and up to 70 million hours for commuters every year.



# Thank you for your Attention

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Burkhard Hinz, Marc Gall

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[marc.gall@kfw.de](mailto:marc.gall@kfw.de)

# What is GIZ?

We are a service provider in the field of international cooperation for sustainable development and international education work...

- » We support the German Government in achieving its objectives in the field of **international cooperation for sustainable development**.
- » We promote **international education work and human capacity development**.
- » We are a **public-benefit federal enterprise** working on behalf of different **commissioning parties**.
- » We are a **company under private law** and have a taxable business area **GIZ International Services** alongside our **public-benefit** business area.

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Zusammenarbeit (GIZ) GmbH

# What does GIZ do?

**In our work we draw  
on a wealth of  
experience-based  
approaches and  
methods**



Advisory services and project implementation



Human capacity development



Networking, dialogue and mediation



Management and logistics

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Zusammenarbeit (GIZ) GmbH



**24,825**  
Employees  
worldwide

**3,3 billion**  
euros  
business  
volume

**120**  
countries

**1,600**  
ongoing  
projects

# Role of GIZ

As part of the initiative the Federal Republic of Germany through its Federal Ministry for Economic Cooperation and Development (BMZ) has committed to provide:

- Financial Assistance, implemented by KFW EUR 2.5 billion for financing green infrastructure projects in the three agreed sectors

**Technical Assistance**, implemented by GIZ initially 4.4 million EUR to be (potentially) substantially increased, **to strengthen capacities of national government institutions (led by CMMAI) and sub-national governments in selected provinces**, cities and/or regencies in developing a pipeline of green infrastructure projects.

# Introduction to the ongoing GIZ tender

In addition to the soft loan from KfW there is a separate budget for technical corporation



Budget for the ongoing tender

Link to the ongoing tender: <https://bit.ly/3fX52en>

Extended due date: **Date: 06/09/2021, CEST time: 12:00**

# Introduction to the ongoing GIZ tender

Most important point for today: All questions related to the ongoing tender have to be addressed to GIZ via the **GIZ procurement platform** (due to competition law)

- Register as a bidder for this project on the platform (<https://bit.ly/3CF0mDQ>)
- GIZ project description: “81272767-Green Infrastructure Development (GID)-Pre-Feasibility Studies-Indonesia”
- **Who can participate:** International tender, open to ID and EU companies, but actually open to other international companies as well (no real limitation)

# Time frame of the Implementation

- GIZ [...] is looking for a **professional consultant to prepare six urban infrastructure Pre-Feasibility Studies (PFS)** in the first stage of the project, covering **Urban Water and Wastewater Management, Urban Solid Waste Management and Urban Public Transport** in the provinces of **West Java, Central Java, East Java and Bali**.
- Accordingly, [...] **six PFS in the timeframe [...] between 11/2021 and 10/2022** In line with an **expected increase of the commissioning value** of the project Green Infrastructure Development, potentially a **further 12 PFS covering the same sectors but possibly located in more provinces, [...] until 10/2023** as part of the GII.

# Project details are yet to be finalized

- **Specific details of projects are yet to be finalized** so consultants in this tender must have the expertise, experience and resources to undertake **Pre-Feasibility** level studies in the three aforementioned sectors **without knowing at the tender stage precisely what the specifics of each study are.**
- This is an unusual and challenging situation but one that offers consultants the opportunity to be innovative and agile whilst demonstrating their multi-disciplinary skills, their ability to manage a complex studies project and produce first-rate Pre-Feasibility Study reports that will lay the foundation for future Feasibility Studies (FS).

# Local expertise essential

**A clear appreciation of the institutional framework and the variety of constraints that have held back Indonesia's attempts to provide adequate services in the three sectors.**

## Key Experts and Expert Pools

1. International Team Leader (could be one of the international experts in the expert pools)
2. National Deputy Team Leader (could be one of the national experts in the expert pools)
3. National Expert Pool (Up to 8 Experts)
4. International Expert Pool (Up to 12 Experts)

# Eligibility criteria



Annual turnover of at least EUR 2,000,000



Number of employees: at least 15



References: will be counted only if **commission value was at least EUR 50,000**

## But

- At least 6 reference projects in the technical fields (2 in Solid Waste, 2 in Water and Waste water and 2 in urban public transport)
- **And** at least 6 reference projects in Indonesia during the last three years



# KADIN and EKONID

Information Dissemination and Ongoing Information Outreach



Federal Ministry  
for Economic Cooperation  
and Development



implemented by:



Deutsche Gesellschaft  
für Internationale  
Zusammenarbeit (GIZ) GmbH



# Information Dissemination and Ongoing Information Outreach.

As the partner for the information dissemination and on-going outreach, KADIN and EKONID will help relevant stakeholders from Indonesia and other countries, particularly Europe, for other international countries can reach either to KADIN or EKONID to participate in the GII projects by:

- Main contact point for any inquiries related to GII and project tenders. EKONID will cover relevant stakeholders from European Union countries, KADIN will cover relevant stakeholders from Indonesia. Other international countries can reach either to KADIN or EKONID
- Providing and updating detailed information on GII and ongoing project tenders.
- Providing project tenders neutral consultancy and assistance.
- Business partners matchmaking.

# Main Contact Point



For German stakeholders  
EKONID

+62 21 50985800

[registration@ekonid.id](mailto:registration@ekonid.id)



For Indonesian stakeholders  
KADIN Indonesia

Phone: +62 21 5274503:

WhatsApp Hotline: +62 812-1330-9872

[gii@bsd-kadin.id](mailto:gii@bsd-kadin.id)

# Updated Information and Ongoing Tenders

Should there be any updated information about GII and ongoing project tenders, both KADIN and EKONID will update the information through



Email blast (we will keep your email in our mailing list)



Website



Social network sites



On a high importance matter, our team will reach out to relevant stakeholders through call.

# Project Tenders

## Neutral Consultancy and Assistance

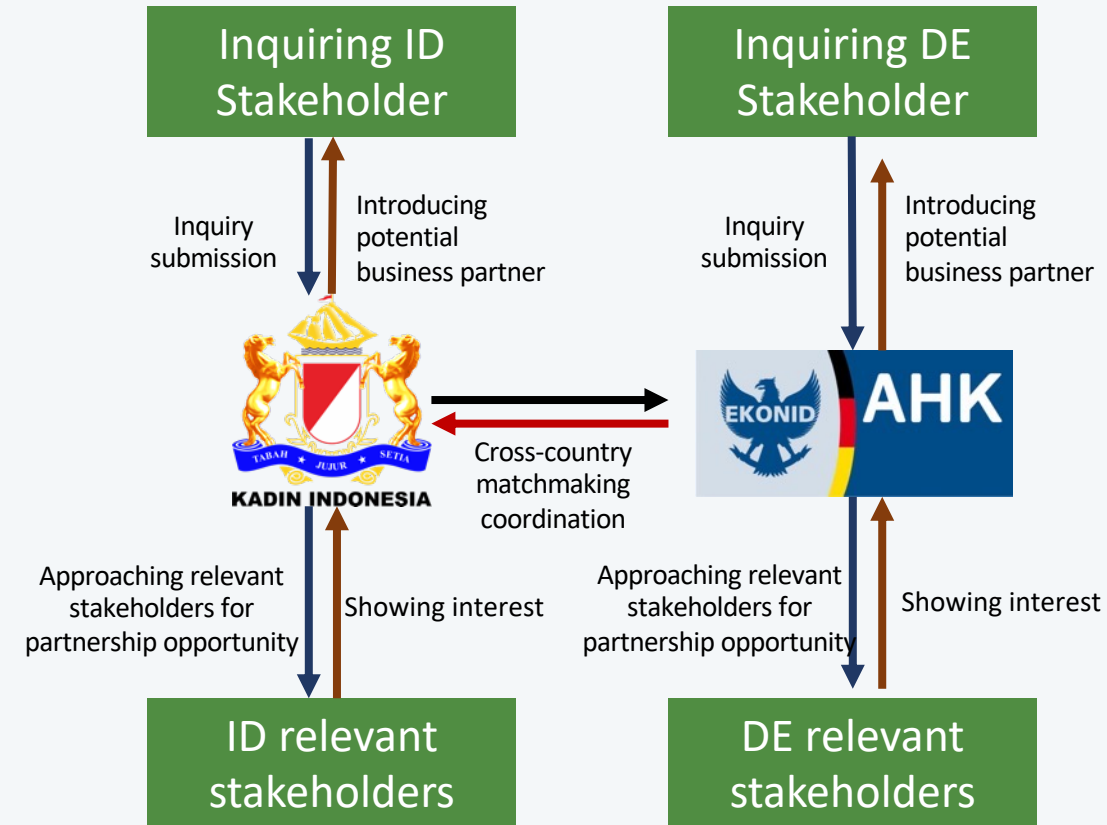
Having the role to carry out the information dissemination and ongoing outreach, both KADIN and EKONID shall maintain the neutrality in assisting relevant stakeholders, therefore, the project consultancy and assistance shall be limited to:

- Providing comprehensive information and requirements on project tenders.
- Responding to inquiries and questions related to project tenders information.

# Business Partners Matchmaking

In the case of certain project tenders require one party to establish partnership with other relevant stakeholders KADIN and EKONID will provide matchmaking service **related to the project** only covering the matchmaking between:

- Indonesian and Indonesian Stakeholders.
- Indonesian and German Stakeholders.
- German and German Stakeholders.



# Business Partners Matchmaking

Click below link or scan the QR Code for Business Matchmaking!



<https://bit.ly/GII-Matchmaking>



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Environment-relevant and/or  
Climate-relevant Infrastructure

 <https://gii.maritim.go.id>  [gii@maritim.go.id](mailto:gii@maritim.go.id)

@GreenInfra\_ID



@GreenInfra.ID

@GreenInfra\_ID



<https://bit.ly/GreenInfraID>

THANK YOU