

Market Orientation – Reference number 202007119**Training possible added value of the Dutch approach to port management in Vietnam for representatives of the Vietnamese waterborne sector****Name of the requisitory party**

Netherlands Enterprise Agency (NEA)

Background information

The current port management in the Mekong Delta faces many challenges, amongst others: multiple stakeholders, various terminal operators (overcapacity), need for an efficient, reliable and high quality intermodal logistic network.

Due to the rapid economic growth of Vietnam an expansion of the logistical infrastructure including inland waterways in the country is needed. In order to be able to develop and maintain this infrastructure of inland waterways an adequate developed port management system is crucial.

The Vietnamese sector has to introduce a new improved port management system in the coming years in as part of their effort to develop an effective and efficient infrastructure for water transport. The Vietnamese sector however, lacks knowledge in this area and is looking for knowledge an input from abroad.

The Dutch sector has a very well developed model for port management and cutting edge knowledge and techniques in this area. The Dutch sector is therefore very suitable partner for the Vietnamese sector to support developing a fitting model for port management in the delta. For the Dutch sector this offers a very interesting possibility for doing business.

To start of further cooperation and doing business a knowledge sharing activity will be organised during which best practices and (digital) solutions of the Dutch sector will be showcased. When the project is finished

The project is part of the Partners for International Business programme Vietnam-Netherlands Waterborne Partnership (VINWAP), which has been up and running from mid 2018.

Purpose of the market orientation

Via this market orientation we would like to inquire which parties would be interested and capable of developing and giving a port management training to 25-30 decision makers from the Vietnamese waterborne sector. The training should at least cover of the training on the following topics: interconnectivity, port management, port logistics, smart port solutions.

If you possess demonstrable experience and affinity with similar research projects, you can make your interest known to us.

Budget of the assignment

The maximum available budget for this assignment will be € 30.000,- including VAT, if applicable.

Procedure

Interested parties can express their interest by sending an email to the following contact of the NEA: aida.airiian@rvo.nl.

Please include your organisational information, your address, and a short motivation explaining your interest, in your email.

The deadline for responding to this market orientation is 6 October 2020.

Results of the market orientation

As a result of the market orientation, the NEA may decide to start a tendering procedure. Interested parties may be invited to submit a proposal. If there will be more than 5 interested parties, the NEA will make a selection of the most suitable tenderers. Expressing your interest through this market orientation therefore does not guarantee that you will be invited to the tendering procedure. Nor will there be a distinction made between parties who have responded to this market orientation, and parties who have not.

Kind regards,

Aida Airiian
Procurement Consultant IUC EZK