

Market Orientation – Reference number 202102019 SDGP

Name of the requisitory party

Netherlands Enterprise Agency

Background information

Launched in summer 2018, the SDG Partnership Facility (SDGP) of the Ministry of Foreign Affairs contributes to the implementation of the agenda for aid, trade, and investment. SDGP is also a vehicle for Dutch efforts to achieve several of the Sustainable Development Goals (SDGs), such as ending hunger (SDG 2), providing decent jobs and economic growth (SDG 8), and the partnerships for goals (SDG 17). Moreover, it focuses on three major cross-cutting themes: gender, circular economy, and climate.

SDGP aims to contribute to achieving several of the SDGs through the efforts of Public Private Partnerships (PPPs). SDGP works with consortia consisting of at least one Dutch partner, one partner from the target country, one company, one NGO or knowledge institution, and one public partner. Together, these partners develop a collaborative innovative initiative that makes a substantial contribution to systemic change. Such PPPs, under the SDGs, should thus help create an 'enabling environment', with results that can be scaled up and achieve sector-wide impact. A competitive selection process by the Netherlands Enterprise Agency (RVO) assesses whether the project ideas will be awarded a grant under the SDGP.

In general, the aim of PPPs in Dutch development policy is to encourage economic development through market-oriented investment. The assumption is that this ultimately contributes to poverty reduction in developing countries. Dutch PPPs are expected to permit knowledge, expertise, and financing to be pooled. The private sector's efficient and market-oriented approach is coupled with civil society organizations' knowledge of local circumstances. The research institutions contribute expertise and the government brings the parties together and co-finances the partnership. This model has become known as the *"Dutch diamond"*. In Dutch development cooperation, a PPP is broadly defined as *"a form of cooperation between government and business (in many cases also involving NGOs, trade unions, and/or knowledge institutes) in which they agree to work together to reach a common goal or carry out a specific task, jointly assuming the risks and responsibilities and sharing their resources and competencies"*.

The SDGP program consists of PPP projects and program-wide activities, including the Impact Accelerator (IA). The IA is a flexible instrument that aims to contribute to increase impact, innovation and shared learning of new and current PPPs (e.g. Facility for Sustainable Entrepreneurship and Food Security-FDOV and, SDGP). This assignment is part of the Impact Accelerator.

In 2019 and 2020, two tender calls resulted in the nomination of 34 PPPs. These partnerships have received a first training course about partnership brokering – including topics like the partnership cycle, communication and jargon and trust building. For the upcoming years, continuation of capacity building for these partnerships and the RVO project advisors is desirable. Therefore, this assignment will focus on continuing partnership building sessions and coaching sessions for 3 years; the time period during which the SDGP projects with the shortest project duration run. Over the course of the project, wishes and needs of both partners and RVO can change compared to the initial phase of the project cycle. Therefore the capacity building approach needs to be flexible and changeable over time.

Purpose of the market orientation

Via this market orientation we would like to inquire which parties would be interested and capable of providing these training sessions for the SDGP partners and RVO project advisors as well as Ministry of Foreign Affairs policy advisors. The activities of this project should include at least the following:

- Desk research to get a deeper understanding of the partnerships and the program;
- Interviews with partners to assess their needs and preferences;
- Interviews with RVO project advisors for extra insights on the projects;
- Training of RVO advisors to make them aware of their role as donor and how they can support partnerships in the implementation;
- Training sessions with SDGP projects to build upon their capacity in yearly regional settings (logistics to be discussed with RVO); these will start online and continue (hopefully) in person in regional sessions;
- Coaching sessions before and after the training sessions to follow up with (coaching of) individual projects.

RVO welcomes additional thoughts regarding the planning, methodology and implementation of the training/ coaching sessions.

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

Budget of the assignment

The maximum available budget for this assignment will be €136.000,- excluding VAT, if applicable.

Procedure

Interested parties can express their interest by sending an email to the following contact of the Netherlands Enterprise Agency: gert.goorhuis@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 23 February, 12:00 CET 2021.

Results of the market orientation

As a result of the market orientation, the Netherlands Enterprise Agency 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 Netherlands Enterprise Agency 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,

Gert Goorhuis
Procurement Consultant IUC EZK