

Market consultation

Logistical support and on the ground follow-up of Business Export Coaching activities for Natural Ingredients sector in Burkina Faso

Organisation: The Netherlands Enterprise Agency - Centre for the Promotion of Imports from developing countries

The Netherlands Enterprise Agency (in Dutch: Rijksdienst voor Ondernemend Nederland, RVO) supports private and public organisations with funding, international business partners, knowledge, and regulations. More information about RVO can be found on www.rvo.nl and <http://english.rvo.nl/>.

This specific assignment has been commissioned by CBI, part of RVO. The Centre for the Promotion of Imports from developing countries (CBI) is a department of The Netherlands Enterprise Agency and is commissioned by the Ministry of Foreign Affairs of the Netherlands. CBI supports SMEs in developing countries with, among others, export coaching, business coaching and coaching on Corporate Social Responsibility issues. More information about CBI, how we work and our projects can be found on our website www.cbi.eu.

Purpose of the market consultation

The purpose of the market consultation is to identify and assess interest of experts available in Burkina Faso who can contribute to the project "Logistical support and on the ground follow-up of Business Export Coaching activities for Natural Ingredients sector in Burkina Faso".

Extent and duration

The project will start as soon as the tendering procedure has finished (indication February/March 2022) until December 2026.

Budget indication

Maximum budget is €105.000 (excluding VAT).

Purpose of the project

The goal of the overarching programme is to develop and implement sustainable business models in the Natural Ingredients sector in Burkina Faso which ensure sustainable business practices in production and processing, leading to restoration of degraded land, while creating economic opportunities for exportable products and ensuring local food security. The focus of the project will be on, but is not limited to, the export of moringa products and co-products to regional and E.U. markets.

For this specific project, two types of activities will be relevant. The first type of activity is logistical support which includes among others organizing and facilitating the logistics of meetings and workshops in Burkina Faso. It is therefore important that the organizer is physically present to access meeting locations before and during these meetings.

The second type of activities consists out of coaching and follow up advice. This support consists of a.o. visiting companies and providing them on location support, identifying stakeholders for the institutional component, giving follow – up on the ground advice to both sector stakeholders and companies after an activity implemented by the international experts.

Required Skills/ Experience

The expert or company should indicate that they:

- Have a demonstrated network in the moringa sector and possess knowledge of moringa stakeholders (a.o active NGOs, government institutions, moringa private sector)
- Have experience with logistical support such as facilitating and hosting (multi-)stakeholder meetings and workshops
- Have experience in hosting and conducting workshops
- Are capable to be present at location in Burkina Faso upon demand to be able to arrange logistics.
- Have experience with business export coaching

- Have experience in coaching institutions (sector organisations, government stakeholders, NGOs, etc.)
- Have experience with budget management
- Are proficient in English and French

Application procedure

Based on the market consultation, RVO can decide to start a procurement procedure. Interested companies/consultants can be invited to this procedure. When multiple companies/consultants respond, there can be a random supplier selection. It is anticipated that this procedure will result in a framework agreement.

In case of a follow-up process, no distinction will be made between parties that have or have not participated in the market consultation.

Interested companies / consultants are invited to respond if they are interested to Ms. L. Pepping by e-mail Liesbeth.pepping1@rvo.nl with a copy to Ms. T. Flink tflink@cbi.eu.

Please include your company information, address, a short motivation letter and your curriculum vitae (CV).

The deadline for responding to this notification is set at **20th of December 2021, 12.00 pm CET**.

Yours sincerely,

Liesbeth Pepping

Consultant Procurement