



Market consultation related to Reversing the Flow

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Definitions

Interested party	The interested entrepreneur or organization that participates in this market consultation.
Market consultation	The contracting party wants to exchange information and knowledge with interested parties from the market.
Question and answer report	A document in which the questions asked by interested parties are included in an anonymous form, including the answers given by the contracting party.

1 Introduction

1.1 Description of future assignment and objective of market consultation

With this market consultation, RVO wants to receive input for the project Reversing the Flow (RtF) to use this as a preparation for a tender procedure in which we want to contract a knowledge broker to support the programme. RtF is initiated by The Netherlands Ministry of Foreign affairs and managed by RVO.

About Reversing the Flow

The Reversing the Flow (RtF) programme aims to put vulnerable communities in the lead by strengthening their water security and locally led climate adaptation initiatives. The programme intends to build communities' resilience through locally-led water and climate adaptation action. The idea is that communities will organise, implement and lead these actions themselves. Besides funding, we are looking for a way to support these communities by actively exchanging and sharing knowledge and best practices which can support advocacy at various governance levels. A local intermediary organisation (hub) that is already active in the area will be contracted by RVO to link informal community-led initiatives and administer the funds provided to local community-led initiatives. Hubs need to be embedded in local civil society networks, have relevant links with local governments and be able to engage with national policies.

The knowledge component including monitoring and evaluation

Next to the community initiatives, the programme aims to facilitate exchange and learning across these initiatives and hubs, and between stakeholders at landscape level. Additionally, communities should be facilitated to participate and influence policy dialogues at various levels; local, regional and national. In this way, local water related interventions and capacity to participate in formal water management processes result in sustainable and inclusive development for communities involved.

The aim of the programme is to work in a maximum of 6 countries and 10 landscapes/watersheds. The potential countries to be selected are Kenya, Burkina Faso or Mali, Sudan, Uganda, Jordan, Bangladesh, Ethiopia, Niger and Mozambique.

Objective of the market consultation

The knowledge component of RtF is not yet clearly defined. This market consultation will be used to collect existing and innovative ideas to further develop this component of the programme. The idea is that the knowledge component is flexible and open to accommodate the unexpected and unintended. Learning will address multiple levels: a single community, a network of communities within a landscape, the multi-stakeholder groups engaged in policy dialogue at the landscape scale. Learning within MoFa and the community of NL development actors will focus on commonalities and differences across landscapes and countries.

The exact methods, tools and indicators need to be defined during the inception phase of the programme and will be elaborated in a M&E plan. Approaches that will be considered include 'Most Significant Change' and 'Reflective Monitoring'.

In addition to quantitative indicators, project monitoring will also capture qualitative indicators of progress. Inclusiveness, and specific gender, are key topics. Also part of the process are baselines, definition of indicators to measure progress and result targets, share experiences and distill lessons learned. The knowledge partner(s) will help the implementing partners to define meaningful learning objectives. The knowledge partner(s) will seek alignment with existing learning structures in the respective countries.

Knowledge partner(s) will develop links with the hubs, and will facilitate connections between hubs, across landscapes. Benefit/cost ratio of supporting such connections tend to be better for hubs within one country than for hubs in different countries. Connections between RtF and a global initiative such as the locally-led adaptation principles drafted by the group of LDC countries could be an efficient way to support international exchange.

RVO challenges knowledge institutes, companies and think tanks to submit their ideas to facilitate the knowledge and learning component of RtF. Ideas should aim at knowledge brokering and the capacity to organise knowledge networks.

With this market consultation RVO has the objective to obtain insight in:

- Which potential actors are interested to be part of the knowledge component?
- What experience interested organisations have with working with vulnerable communities?
- Innovative ideas to support vulnerable communities in strengthening their water security?
- Ideas on how the knowledge exchange component of the RtF programme could be organised and implemented?
- What local (knowledge) networks are available?
- What organisations may be interested to participate in the tender?
- Whether the challenge and the scope is clear enough to participate and if not, what could be changed/added/explained better?
- What information organisations would need in order to be able to respond adequately to the call?

Procedure after the market consultation

- RVO will have an individual call with potential suitable applicants;
- Interested actors will be invited to individual and group consultation meeting(s) that will be organised by RVO;
- RVO will use inputs collected from these consultation rounds in the tender documents;
- RVO will launch a tender for the knowledge component of the RtF programme in 2022. Tender documents will be made available via the proper channels, a.o. via TenderNed;

Partly on the basis of the results of the market consultation, the organization determines whether the contract will be put on the market.

Budget

The total estimated budget available for the RtF knowledge and learning component will be 1 million euro for 5 years until December 2026.

1.2 Organization

The Netherlands Enterprise Agency (in Dutch: Rijksdienst voor Ondernemend Nederland, RVO) part of the Ministry of Economic Affairs and Climate Policy.

More information about RVO can be found on: www.rvo.nl and <http://english.rvo.nl/>.

2 Procedure market consultation

2.1 General

You are invited to provide the information requested in this document as complete as possible.

This market consultation is not part of a tendering procedure.

2.2 Communication and submitting answers market consultation

The organization kindly requests that all communication regarding this procedure takes place via Roos Teubel, roos.teubel@rvo.nl and in CC RtF@rvo.nl.

2.3 Planning

The following timetable applies for this market consultation:

December 27th, 2021	Publication of the market consultation
January 12th, 2022	Deadline for asking questions about the market consultation
January 18th, 2022	Sending the answers to the questions in a Memorandum of Information
January 25th, 2022	Deadline for submission of responses by interested parties

The organization will inform you when any changes to the terms occur.

2.4 Questions about the market consultation

Substantive questions about the market consultation can be sent to the contact person by e-mail. The deadline for submitting questions is stated in the schedule. All questions, including the corresponding answers, will be answered anonymously on TenderNed.

2.5 Additional proposals

The organization is interested in your answers. In addition, if you have any other useful comments that the organization can use in the possible assignment, the organization would be happy to receive them.

2.6 Results of the market consultation

The organization can use the information collected as a result of this market consultation when drawing up a possible assignment. Interested parties should note that information they provide in the context of this market consultation may be made public (albeit in anonymised form).

The organization wants to be able to use the information provided by interested parties without reservations. For this reason, the organization will not honor any claims/reservations from interested parties about the use of information or confidentiality. By participating in this market consultation you agree to this. In a possible tender, no distinction will be made between parties that have or have not participated in the market consultation.

2.7 Legal relationship

The market consultation is without obligation for all parties (the organization and the interested parties) and does not in any way constitute an obligation to enter into a specific legal relationship with participants. No rights can be derived from participation in the market consultation or information provided during the market consultation.

3 Information request

You are invited to answer the information and questions below as completely as possible.

Name interested party:	
Name contact person and function:	
Phone number contact person:	
E-mail contact person:	
Visiting address:	
Mailing address:	
Question number	Question and answer
Question 1	What is the focus of your organization?
Answer	
Question 2	In which countries do you have experience or a network?
Answer	
Question 3	Do you have experience with working with vulnerable communities? If so, please elaborate on your experience.
Answer	
Question 4	Do you have experience with facilitating knowledge exchange on different levels? If so, please elaborate on your experience.
Answer	
Question 5	Please give a short description of your (innovative) ideas for the knowledge sharing component for Reversing the Flow.
Answer	
Question 6	What would be needed to make this (innovative) idea a success? (e.g. contacts, networks, training, information, etc.)
Answer	
Question 7	To what extent is the scope of the Reversing the Flow programme clear? Please elaborate on what could be changed, added or explained better.
Answer	
Question 8	Would your organisation be interested in participating in the tender for the knowledge component of Reversing the Flow?
Answer	
Question 9	Do you have any suggestions for Reversing the Flow?
Answer	
Question 10	Would you like to be kept informed on Reversing the Flow?
Answer	

Question 11	Additional information (if needed)
Answer	