

Market Consultation - 202211209

Practical training programs in modern horticulture in China – capacity development providing opportunities for the Dutch sector (phase 2).

Organisation: The Netherlands Enterprise Agency (RVO)

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/>.

Purpose of the notification

The purpose of the market consultation is to identify interest of organizations available and able to carry out this assignment. So this market consultation is not a request for proposal, it is not allowed to send a proposal or motivational letter.

Extent and duration

The project will run from February 2023 and will end in December 2024.

Budget indication

€ 59.917 *excluding 21% VAT (if applicable) and including all local VAT and fees.*

Background of the project

The Partners for International Business (PIB) programme is one of the programmes that RVO executes.

This Knowledge to Knowledge (K2K) project is developed within the framework of the '[NL Protected Agri Alliance China](#)' PIB.

In the past 10 years, modern greenhouse horticulture in China has been growing fast. Many new investors with different backgrounds (food producers, real estate developers, semi-government institutions) have entered the market, aiming for large-scale production of greenhouse vegetables, soft fruits like strawberries, herbs, cut flowers and pot plants. Dutch greenhouse constructors and technology suppliers are very active in China, and highly appreciated as top innovators and experts.

Along with the stormy growth of modern greenhouse acreage and expected output, an important obstacle came to light: lack of qualified personnel, 'operators' of modern equipment and 'growers 2.0' who can work in a data-driven greenhouse environment for modern large scale production. More and more, Chinese national, regional and local government authorities realise the urgent need to support training programs. Budgets for practical, vocational skills training are rising, and also private investors are eager to have their staff trained by (mostly foreign) experts.

Developing and implementing more practical training programs in China will solve bottlenecks and improve the position of Dutch companies and institutions in three ways:

1. Practical training of management and operational staff at Chinese greenhouse projects will facilitate operations and improve productivity and efficiency of Dutch solutions for the Chinese horticultural sector such as greenhouses, all kinds of cultivation equipment, substrates and growing systems, seeds and young plants etc.
2. This will increase market possibilities for Dutch suppliers, as their Chinese customers will see growing production figures, better product quality, less waste and an improved feasibility of investments, leading to a greater willingness to expand and increase their business.
3. The management and operational staff that has been trained in high-level courses will increasingly demand Dutch solutions for their projects and companies.

During a first K2K project, a training needs assessment was executed "Assessment of the need for practical training programs for management of modern greenhouses in China – current situation

and opportunities for the Dutch sector" (K2K phase 1). The results of this survey were used to develop the Terms of Reference for phase 2. Interested parties that eventually will be invited by RVO to develop a proposal for phase 2, will receive the full report of this survey.

Purpose of the project

The main goal of this K2K project is to better position Dutch providers of large-scale modern data-driven greenhouse complexes on the Chinese market, by increasing the knowledge and skills of Chinese managers and/or operators of large-scale producers of vegetables, soft fruits, herbs, flowers and plants in China.

The project further contributes to the positioning of the Dutch providers of education and training for managers and operators of large-scale Chinese producers in the management of modern data-driven greenhouses.

Deliverables

The following results need to be achieved during the assignment:

- At least 2 training modules should be developed and sustainably implemented in China in collaboration with Dutch and Chinese partners: one focusing on 'overall management skills and organizational conditions enabling their development', and one focusing (in the more traditional way) on a technical issue seen as a top priority by a large number of respondents in the phase 1 survey, e.g.:
 - Biological Control / Integrated Pest Management (IPM);
 - Greenhouse climate control, and computer operation;
 - 'Cold chain' operations and distribution of fresh produce from the greenhouse to its final destination.'
- Interim report after 12 months indicating how the project is advancing towards achieving the expected results.
- Final report within 3 months after conclusion of the project, indicating:
 - the extent to which this project has contributed to achieving the expected results as indicated above;
 - the way in which this project has contributed and is expected to continue to contribute to the development of trade and/or investment opportunities in China for Dutch companies and education and training providers;
 - the way in which the increased education and training capacity in China will be maintained and/or further developed;
 - and the way long-term collaboration between Dutch and Chinese horticultural education organisations is expected to continue after the end of the project.

In case you possess demonstrable experience in similar projects you are invited to express your interest to the contact person mentioned below.

Required skills/experience

- Experience with implementing international projects in strengthening horticultural education and training capacity;
- Experience and a network in the Dutch and Chinese horticultural sector;
- All team members must speak English fluently;
- Sufficient Chinese language capacity must be present in the team to implement the project satisfactorily.

Application

Interested companies are invited to send an expression of interest to RVO, by sending an e-mail to quintin.stoutjesdijk@rvo.nl, with a copy to jolie.franke@rvo.nl.

Please state the name of the contact person of your company and his or her e-mail address.

You do not have to send any documents; please only send a short message that you are interested.

Based on the market consultation, RVO can decide to start a procurement procedure. Interested companies/consultants can be invited to this procedure. Your response to this market consultation does not mean you have the right to be invited to this procurement procedure. In case of a follow-up process, no distinction will be made between parties that have or have not participated in the market consultation.

Deadline

The deadline for responding to this market consultation is set at **16 January 2023**.

Yours sincerely,

Quintin Stoutjesdijk
Procurement Consultant

.....

Procurement Office
Ministry of Economic Affairs and Climate Policy
Netherlands Enterprise Agency