

Market consultation

202212031 – Consultant Home Decoration Indonesia

Organization: The Netherlands Enterprise Agency (RVO)

The Netherlands Enterprise Agency (in Dutch: **Rijksdienst voor Ondernemend Nederland, RVO**) supports private and public organizations 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 the Centre for the Promotion of Imports from developing countries (CBI). CBI is a department of the Netherlands Enterprise Agency and is commissioned by the Ministry of Foreign Affairs of the Netherlands. CBI aims to strengthen the economic, social and environmental sustainability of SMEs in developing countries, by helping them to export to Europe and regional markets. 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 interest of consultants or organizations available and able to carry out this assignment. *Therefore, this market consultation is not a request for proposal and, proposals or motivational letters will not be accepted.*

Extent and duration

The project will run from approximately mid-March 2023 until ultimately December 2024.

Budget indication

The maximum budget is EUR 37,500 excluding Dutch VAT and including all local VAT and fees (if applicable).

Background and objective of the overall project

The Indonesian home decoration value chain has great potential, offering opportunity to become more competitive in a market which is currently dynamic and complex. The European market represents an opportunity for the Indonesian sector as it is diverse and an increasing demand for natural products for the home.

The overall objective of the project is to support the Indonesian home decoration sector and strengthen its capability for further export development.

The project provides technical assistance to exporters through CBIs Local Business Export Coaching (LBEC) trajectory in combination with strengthening the export enabling environment.

The project focusses on equipping the local business support organisation to deliver business export coaching services (BECS) which are supported by the export enabling environment. In practice, this works in tandem with determining strategies for export development and positioning Indonesia on relevant markets based on market opportunities.

The project has started in 2019 and will be finalized ultimately December 2024. The contractor will work closely within the project team of Indonesian and international experts who have already been contracted by CBI.

Purpose of the assignment

The contractor will support CBI in coordinating with Indonesian partners, such as Indonesian Ministries, business support organizations and other local experts who are currently involved in the project. The contractor will be CBI's local support to run this process and strengthen the relationships and collaboration.

Objectives of the assignment

Overall, the objective of this assignment is to coordinate locally all activities related the partners of the home decorations project and development, implementation and coordination of the export services curriculum. The contractor will be supervised by a Export Enabling Environment (EEE) Expert who coordinates relevant activities on behalf of CBI.

Required skills/experience

The contractor should have the following skills and expertise:

- must be resident in Indonesia, preferably in Jakarta (where most of the meetings do take place), in order to limit the (international) travel movements;
- must be able to assist from the local situation, without the need for a plane trip, moreover to minimize CO2 consumption;
- is capable of understanding the interest of CBI and acts accordingly in the local context;
- has good contacts with the (government) institutions of these product groups and the exporting industry;
- must be able to coordinate and organize well, speaks excellent Bahasa and English, has substantive knowledge of the sector, is independent and neutral (i.e. the expert does not work at one of the institutions or is contracted by one of the institutions otherwise) and has experience in working with foreign organizations;
- must be able to work well with international sector experts and local consultants. The assignment consists partly of logistical tasks (organizing missions and training/conferences) and partly of substantive tasks in the institutional field;
- has excellent coordinating and cooperative skills as the consultant will work with many stakeholders and experts.

Application

Interested companies are invited to respond to Eveline Mars **by e-mail:** eveline.mars@rvo.nl with a copy to Menno Morenc, menno.morenc@rvo.nl. Please include your company information and address.

The deadline for responding to this notification is set at **8 February 2023**.

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.

Yours sincerely,

Eveline Mars

Procurement Consultant

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Procurement Office

Ministry of Economic Affairs and Climate Policy

Netherlands Enterprise Agency