

Market consultation

Capacity building "Servicio Nacional de Aprendizaje (SENA)

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/>.

Background

Horticulture is a sector called for providing healthy and safe food to an increasing world urban population, but at the same time facing ever increasing pressure from climate change, lack of qualified employees and rising labour costs and pressure from the urban areas. In Latin American, Colombia is not an exception, large scale cities face challenges to access higher quality, healthier, more sustainable, and more diversified food. This is partly explained by the increasing purchase power of the middle class living in the Colombian cities translated into preferences for more sustainably produced food. Equally important is the inclusive growth of the often-small producers in the rural areas around these large cities, who play a key role in local food supply. Colombia needs to feed its fast-growing cities. As the urban population - already at 80% - and the Colombian middle class is expected to grow.

Studies show that the horticultural sector in Colombia has the potential to evolve into a more efficient and sustainable economic activity based on the improvement of the local private sector: small and middle scale producers and the high-end segment of the market (including producers of certified, specialty products, food service providers and high-end supermarkets). However, one of the major challenges is to improve the protected cultivation of "fruit" vegetables, like tomatoes, bell peppers and cucumbers but also lettuce and herbs, currently produced mainly in open fields. Therefore, protected and more controlled cultivation offers opportunities to improve sustainability, food safety and quality but also food security.

Purpose of the Market consultation

The purpose of the market consultation is to identify potentially interested parties to implement this project. The purpose of the project is to support the local horticulture sector directly and indirectly by:

- Developing a specialized course (curriculum) in protected food crop production for apprentices.
- Ongoing Training of Trainer's program for the instructors of SENA.
- Monitoring and coaching during implementation of the developed courses.

It is an expansion of an existing project that is implemented by an ongoing hortifuturo project. SENA has requested extra training and support to develop a curriculum for protected horticulture within the Colombian context. SENA will be upgrading some of their growing and training facilities in 2023 and therefore need more knowledge, experience, and skills to set-up and manage those training facilities as well as deliver the new curriculum to be developed.

Extent and duration

The project will start as soon as possible (indication April 1, 2023) and must be completed by May 31, 2024.

Budget indication

max € 136,392 excluding Dutch VAT

Goals and deliverables

The goal of the assignment is to develop a new curriculum, together with the Colombian vocational training centre SENA and other stakeholders, for horticultural growers in the field of climate-smart agriculture.

The following results need to be achieved during the assignment:

Result 1: Design of a specialized curriculum for vocational technical training in Horticulture ("*técnico laboral*" in Spanish) with focus on Agriculture 4.0 Domotica and automation.

Result 2.1: Designed curriculum of three "complementary trainings" in line with SENA 's Institutional Training Plan. In order to solidify the current instructions received, more coaching and training is needed.

Result 2.2: Implementation of Training of Trainers courses: the three newly developed training programs will be given each to a group of 20 instructors.

Result 3: technical 4 days-visit from SENA staff to the Netherlands.

Result 4: Technical support to internship: "horticulture in practice" The knowledge of the trained trainers (*by the Training of Trainers courses*) will be used in practice with small internships in Colombia.

In case you possess demonstrable experience in similar projects you are invited to express your interest to the contact persons mentioned below. Interested parties must have at least:

- Experience in designing curriculums for vocational courses;
- Experience in pedagogy in agricultural education;
- Knowledge about Colombian agriculture and horticulture;
- Proficiency in the Spanish language.

Application

You can show your interest in this procurement procedure by sending an email to gert.goorhuis@rvo.nl and in cc wolt.bodewes@rvo.nl with your company details and information of interest. The purpose of the market orientation is merely to identify interest of experts available and to assess the ability to carry out the assignment. Therefore, any proposal, CV, or motivational letter sent will not be taken into consideration.

You do not have to send documents, only add your company details, addresses and possibly your web address.

Based on the market orientation, RVO can decide to start a procurement procedure. Interested companies/consultants can be invited to this procedure. Your response to this market orientation 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 orientation.

Deadline

The deadline for responding to this market orientation is set at **24 February 2023 at 13:00 EST**.

Yours sincerely ,

Gert Goorhuis
Senior Procurement Advisor

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