

Market orientation

IUC Nr: 202403109

Value Chain development in the Kurdish Region of Iraq Organisation: The Netherlands Enterprise Agency, part of the Netherlands Ministry of Economic Affairs and Climate

Netherlands Enterprise Agency

The International Department of the Netherlands Enterprise Agency (in Dutch: Rijksdienst voor Ondernemend Nederland, RVO) supports projects and collaborations that help create:

- A more stable business environment and solid entrepreneurship;
- More sustainable value chains;
- Better employment opportunities, especially for young people;
- Business process innovation (digitalization);
- Sustainable trade and investment by Dutch companies in international markets; and
- Opportunities for companies to export to Europe and other regions.

More information about RVO can be found on: www.rvo.nl and <http://english.rvo.nl/> and [http://english.rvo.nl/ and Developing a strong and sustainable private sector \(rvo.nl\)](http://english.rvo.nl/and-developing-a-strong-and-sustainable-private-sector-rvo.nl)

Purpose of the notification

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

Extent and duration

The project will take place approximately from May 2024 up to July 2024, but will start as soon as the contract is signed.

Budget indication

Maximum budget indication is **€ 50.000** excluding Dutch VAT and including local taxes and travel costs.

Purpose of the project

The overall purpose of this project is to formulate a capacity building project based on a local needs assessment that contributes to different aspects of sustainable value chain development of one specific crop in the Kurdistan region of Iraq (more specifically in Sulaymaniyah region).

Development and strengthening of the specific value chain should not only create new jobs but also increase the income of value chain actors, increase export potential and improve local market supply with better quality and more sustainably produced vegetables and reduced food loss.

Goals and deliverables

The proposed project consists of multiple activities, which should lead to the following deliverables and results:

Result 1: Selection of 2-3 vegetable value chains

The implementing team is requested to identify 2-3 value chains with potential for development.

Deliverable: Elaborated recommendations based on criteria mentioned in paragraph activities for the selection of one vegetable value chain.

RVO and the Consulate General of the Netherlands in Erbil will select one vegetable value chain for further analysis based on the well elaborated recommendations of the implementing team.

Result 2a: In dept analysis of one vegetable value chain with due attention for sustainable production and water usage

The implementing team is requested to provide a full analysis of the selected value chain

Result 2b: Stakeholder consultations

The implementing team is requested to organise at least one multi stakeholder round table to:

1. validate the analysis;
2. collect input for capacity building needs assessment;
3. and establish links and cooperation between different actors in the respective value chain.

Deliverable results 2a and 2b: analysis report including the outcomes of the stakeholder consultation and validation meeting (max 25 A4)

Result 3: Prepare a proposal for a capacity building programme

The implementing team is requested to prepare a proposal (using a pre-described project format) for a practical capacity building programme based on the earlier analysis, stakeholder consultation, needs assessment and recommendations following Result 1, 2a and 2b.

Deliverable: Capacity building project proposal (using a pre-described project format)

Result 4: Communication

The implementing team is requested to create one news item about the project and outcomes of the stakeholder consultations (with photos free of rights) for communication purposes of the CG in Erbil and RVO.

Deliverable: 1 news article

Result 5: End report

The implementing team is requested to prepare a final report describing the performed activities, results and conclusions and include as annex the project proposal for Phase 2 (using provided format)

Deliverable: End report with presentation

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

Preference for a multi-disciplinary team with knowledge of the Kurdish region of Iraq (can be a consortium of different organizations (including at least one Kurdish organisation/expert) that offers:

- Experience in project management and process facilitation;
- Experience in conducting studies related to value chain development in the agriculture sector;
- Relevant specialized knowledge and experience on similar engagements done in the region/country;
- Experience with or knowledge of vegetable value chain development in the Kurdish region of Iraq;
- Organizing and leading multi-stakeholder workshops and making sure the input of all stakeholders is considered;
- A team that include members with fluent communication skills in English, Kurdish and Arabic (spoken & written).

Application

Interested companies are invited to send an expression of interest to by sending an e-mail to gulce.yigit@rvo.nl with your company details, confirmation of interest and a response to the question below. The purpose of this Market orientation is to identify interest of experts available and to assess their ability to carry out this assignment.

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

Selection will be done based on your response to below question and your CV.

Name interested party:	
Name contact person and function:	
Phone number contact person:	
E-mail contact person:	
Visiting address:	
Mailing address:	
Question	Answer (max 1A4)
	Please describe, based on your previous experiences, how you fit the requested requirements.
CV:	Please add your curriculum vitae (CV) (max 3A4)

If you do not meet the requirements but you know a company or consultant that does, please be free to share this document with them.

Please keep the maximum amount of A4 pages in mind. If your answer contains more than the indicated maximum, the excess will not be read.

As a result of the market orientation, RVO can decide to start a follow-up process. Interested parties can be invited in this process to submit a proposal.

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 **19 April 2024**.

Yours sincerely,

Gulce Yigit
Procurement Consultant

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