

Market orientation

IUC Nr: 202402150

Training of Trainers (ToT) in sustainable pig farming, China

Organisation: The Netherlands Enterprise Agency

The Netherlands Enterprise Agency (in Dutch: 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 Team Partnerships, International Business, part of The Netherlands Enterprise Agency.

Purpose of the notification

The purpose of the market orientation is to identify interest of organizations 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.

Extent and duration

The assignment will take place approximately from **July 2024** up to **November 2025**, but will start as soon as the contract is signed, for the duration of 16 months.

Budget indication

Maximum budget indication is **€79.000** excluding Dutch VAT and including local taxes and travel costs.

Purpose of the project

This Knowledge to Knowledge (K2K) project is developed within the framework of the Partners for International Business (PIB) program Sustainable pig farming China.

The overall objective of this Partners in International Business (PIB) program is to position the Dutch approach of sustainable pig farming, which is in line with the Farming the Future concept of the Dutch government, i.e. animal and environmentally friendly and economically viable food production.

Knowledge cooperation is a means to achieve the goals of the PIB: it must therefore contribute to improving access to markets and enhancing the success of the Dutch sector abroad. This project is expected to contribute to:

1. increasing confidence in the Dutch approach or technology;
2. strengthening networks, within which trading partners can find each other more easily;
3. societal impact (SDGs).

The main goal of this K2K project is to better position Dutch providers of an integrated and sustainable approach towards the Chinese pig production market, by increasing the knowledge and skills of (future) farm operators and managers regarding animal health, sustainability and biosecurity issues. A better understanding of Dutch technology will increase its success and effectiveness.

The application of the Dutch approach will contribute to a more sustainable pig production chain and to better animal welfare and health in China.

Goals and deliverables

Expected results of the assignment:

- Increased sustainable capacity of Chinese trainers of Technical and Vocational Education and Training Institute(s) (TVETs) and other trainers for strengthening knowledge and skills of Chinese managers and operators of pig production integrators, addressing both pre-service and in-service training and focusing on animal health, sustainability and biosecurity issues;

- Increased knowledge and skills of operators and managers regarding animal health, sustainability and biosecurity issues;
- Familiarity by the Chinese sector/Chinese integrators with the added value of Dutch suppliers of integrated solutions for the pig production sector.

Deliverables:

- Inception report after 3-6 months (decided after consultation), including:
 - o Overview of relevant training offer both within and outside TVETs;
 - o Overview of potential candidates for Training of Trainers within and outside TVETs;
 - o Overview of potential candidates for Training of Managers/Operators of large integrators;
 - o Proposal for 2 training modules: one focusing on 'animal health, welfare and production efficiency' and one focusing on biosecurity, taking into account both students (pre-service) and professionals already working in pig production integrators (in-service). The trainings should take into account theoretical and practical aspects of the integrated Dutch approach, possibly with a go/no go (participants that do not pass the theoretical part may not pass on to the practical training). The proposal should include suggestions for sustainably embedding the trainings in local structures (RTTC or other).
- At least 2 training modules should be developed and sustainably implemented in China in collaboration with Dutch and Chinese partners: one focusing on 'animal health, welfare and production efficiency' and one focusing on biosecurity, taking into account both students (pre-service) and professionals already working in pig production integrators (in-service).
- Interim report after 6-9 months (decided after consultation) indicating how the project is advancing towards achieving the expected results.
- Final report within 3 months after conclusion of the project, indicating:
 - o the extent to which this project has contributed to achieving the expected results as indicated above;
 - o 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 in the pig production sector.

Required skills/ Experience

The expert or company should indicate that they have:

- Demonstrable knowledge of- and experience with implementing international projects in strengthening sustainable pig production education and training capacity;
- Demonstrable experience and a network in the Dutch and Chinese pig production sector;
- Knowledge of- and experience with the intercultural aspects relevant to the design and implementation of the activities with stakeholders in China and in the Netherlands;
- All team members must speak English fluently;
- Sufficient Chinese language capacity in the team to implement the project satisfactorily.

Application

Interested companies are invited to send an expression of interest to Ms. Kim Jansen of the Procurement Office by sending an e-mail to kim.jansen@rvo.nl, with a copy to jolie.franke@rvo.nl. Please state the name of the contact person of your company, his or her e-mail address, and a resume indicating the required skills/experience. Additionally, please include a brief explanation of why you believe you are capable of completing this assignment. You do not have to send any other documents, as they will be disregarded.

As a result of the market orientation, RVO can decide to start a procurement procedure. Interested parties can be invited in this process to submit a request for proposal. Your response to this market orientation does not mean you have the right to be invited to this procurement procedure.

If more than 5 applicants respond to the market orientation, a supplier selection can take place on the basis of a selection prior to the request for quotation.

In case of a procurement procedure, 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 April, 2024**.

Yours sincerely,
Kim Jansen

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