



Market consultation related to Context Analyses Digital for Development

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Definitions

Interested party	The interested entrepreneur or organization that participates in this market consultation.
Market consultation	The contracting party wants to exchange information and knowledge with interested parties from the market.
Question and answer report	A document in which the questions asked by interested parties are included in an anonymous form, including the answers given by the contracting party.

1 Introduction

1.1 Description of future assignment and objective of market consultation

The purpose of the market consultation is to identify interested contracting parties specialized in the field of Digitalisation and/or Digital for Development and capable of conducting studies, system mappings and/or context analyses in our partner countries upon request of the Netherlands Embassies.

This market consultation is not a request for proposal, it is not allowed to send a proposal or motivational letter.

Background information

In an increasingly interconnected and technologically advanced world, digitalisation has become a catalyst for transformation across all sectors of society. The rapid advancement of digital technology significantly influences the long-term objectives of Dutch development cooperation policy. Consequently, mainstreaming digital for development is a priority for the Ministry of Foreign Affairs and the Netherlands Enterprise Agency, as highlighted in the BHOS policy note and Dutch Africa Strategy.

The scope of this assignment falls in harnessing the potential of digitalisation for **sustainable private sector development and the attainment of SDG8**.

In our scope of work, we define digitalisation as *the use of digital technologies, products and services in order to quicker achieve the Sustainable Development Goals*. Therefore, we use the term Digital for Development.

Digitalisation offers many opportunities for development cooperation and trade, but there are also severe risks that we should consider. Therefore, in order to work towards sustainable, positive impact using digital technologies, it is important to take a holistic approach. Such an approach takes into account the interconnectedness and interdependence of different elements within the digital ecosystem. This approach recognizes that focusing solely on one aspect without considering the broader context can lead to unintended consequences, missed opportunities, and even negative impacts.



The model depicted provides a framework for grasping the complex nature of digitalisation and the factors that contribute to its successful integration in a society. The model has four pillars—digital foundations, digital enabling environment, inclusive digital society, and sustainable private sector.



The success of any digital intervention is heavily influenced by the status of these four pillars. Here's how they are interconnected:

- If the **Digital Foundations** are weak, even the most innovative digital solution might not function optimally due to infrastructure limitations.
- An unfavorable **Digital Enabling Environment** could result in regulatory roadblocks or lack of protection for users' privacy and data, hindering adoption and trust in digital technologies.
- Without promoting an **Inclusive Digital Society**, there's a risk of leaving behind certain groups, resulting in a lack of adoption and increased inequalities (digital gap).
- A **Sustainable Digital Private Sector**

ensures responsible innovation and long-term commitment to ethical and societal goals, contributing to the overall success and acceptance of digital initiatives.

In order for RVO and the Netherlands Embassies in our partner countries to design and develop project interventions on this topic that have a positive impact, we advise the Embassies to conduct a country context analysis. A well-conducted context analysis gives insights into the understanding of the current status of the four pillars of the Digital for Development model. Additionally, taking various dimensions into account such as laws and regulations, systemic, legal and technical dimensions, gives further guidance for developing strategic plans, new projects and programs.

This market consultation is meant to identify interested contracting parties specialized in the field of Digital for Development and capable of conducting context analyses in our partner countries upon request of the Netherlands Embassies.

Objective of the market consultation

While each individual assignment will have their own Terms of Reference, explaining the specific focus and scope of activities and results, in general, the objectives of the assignment are:

- To get a comprehensive understanding of the specific conditions, factors, and dynamics influencing digitalisation in country X

- For the Netherlands Embassy and RVO to have a foundation for informed decision-making, strategic planning, and effective resource allocation, ensuring that digitalisation efforts align with the local context.

The activities are expected to include desk research, field research, interviews, writing a report and organizing an event or webinar to present the analysis.

Profile consultants:

Any interested applicant should be able to demonstrate to have:

- Knowledge of the concept of Digital for Development, and the opportunities and risks of digitalization for sustainable private sector development and the attainment of SDG8.
- Knowledge of specific digital technologies or applications, e.g. fintech, agritech, cybersecurity, digital skills development, etc.
- Proven experience in conducting studies, system mappings and/or context analyses on country level within the field of Digitalisation / Digital for Development.
- Proven experience in conducting desk research, field research, interviews, writing a report and organizing webinars/events.
- Proven track record working in our partner countries, located in the following regions: Sub-Saharan Africa, Middle East and North Africa (MENA) and South East Asia.

Procedure after the market consultation

- RVO will have an individual call with potential suitable applicants;
- RVO will use inputs collected from the market consultation in developing the scope and content of the individual assignments;

When embassies indicate their interest in conducting a context analysis, we will check the pool of suitable applications from this market consultation on the right match in terms of country/region and specific digital technology applications.

Partly on the basis of the results of the market consultation, the organization determines whether the contract(s) will be put on the market and who will be invited in the tender.

Budget

The budget for per one context analysis is expected to range from €25.000 to €50.000, depending on the scope of the individual assignment. It is not known yet how many context analysis will be needed.

1.2 Organization

The Netherlands Enterprise Agency (in Dutch: Rijksdienst voor Ondernemend Nederland, RVO) part of the Ministry of Economic Affairs and Climate Policy.

More information about RVO can be found on: www.rvo.nl and <http://english.rvo.nl/>.

2 Procedure market consultation

2.1 General

You are invited to provide the information requested in this document as complete as possible.

This market consultation is not part of a tendering procedure.

2.2 Communication and submitting answers market consultation

The organization kindly requests that all communication regarding this procedure takes place via Gert Goorhuis, gert.goorhuis@rvo.nl.

2.3 Planning

The following timetable applies for this market consultation:

2 May 2024	Publication of the market consultation
16 May 2024	Deadline for asking questions about the market consultation
28 May 2024	Sending the answers to the questions in a Memorandum of Information
10 June 2024	Deadline for submission of responses by interested parties

The organization will inform you when any changes to the terms occur.

2.4 Questions about the market consultation

Substantive questions about the market consultation can be sent to the contact person by e-mail. The deadline for submitting questions is stated in the schedule. All questions, including the corresponding answers, will be answered anonymously on TenderNed.

2.5 Additional proposals

The organization is interested in your answers. In addition, if you have any other useful comments that the organization can use in the possible assignment, the organization would be happy to receive them.

2.6 Results of the market consultation

The organization can use the information collected as a result of this market consultation when drawing up a possible assignment. Interested parties should note that information they provide in the context of this market consultation may be made public (albeit in anonymised form).

The organization wants to be able to use the information provided by interested parties without reservations. For this reason, the organization will not honor any claims/reservations from interested parties about the use of information or confidentiality. By participating in this market consultation you agree to this. In a possible tender, no distinction will be made between parties that have or have not participated in the market consultation.

2.7 Legal relationship

The market consultation is without obligation for all parties (the organization and the interested parties) and does not in any way constitute an obligation to enter into a specific legal relationship with participants. No rights can be derived from participation in the market consultation or information provided during the market consultation.

3 Information request

You are invited to answer the information and questions below as completely as possible.

Name interested party:	
Name contact person and function:	
Phone number contact person:	
E-mail contact person:	
Visiting address:	
Mailing address:	
Question number	Question and answer (max 5 A4)
Question 1	What is the focus of your organization?
Answer	
Question 2	In which regions do you have experience or a network? (MENA region, African continent, and in South-East Asia). Please elaborate on the kind of experience and network you have. Please specify the countries as well.
Answer	
Question 3	Do you have proven experience with working with specific digital technologies or applications? (e.g. Fintech, Agritech, Cybersecurity, digital skills development, etc.)? If so, please elaborate on your experience.
Answer	
Question 4	Do you have proven experience with conducting studies, system mappings and/or context analyses on country level within the field of Digitalisation / Digital for Development? If so, please elaborate on your experience.
Answer	
Question 5	Do you have proven experience with conducting desk research, field research, interviews, writing a report and organizing webinars/events.? If so, please elaborate on your experience.
Answer	
Question 6	When you would conduct a context analysis in country x, what best practices from previous experience would you apply?
Answer	
Question 7	What, in your opinion, are the biggest opportunities and risks of digitalization for sustainable private sector development and the attainment of SDG8?
Answer	
Question 8	Additional information (if needed)

Answer	
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