

12/08/2024

1. Buyer

1.1 Buyer

Official name: Ministerie van Economische Zaken en Klimaat, Rijksdienst voor Ondernemend Nederland (RVO)

Legal type of the buyer: Central government authority

Activity of the contracting authority: Economic affairs

2. Procedure

2.1 Procedure

Title: Experts for the execution of the dates programme of CBI in Algeria

Description: CBI is implementing a project in Algeria's dates sector to contribute to the achievement of the following long-term vision: the Algerian dates sector becomes more resilient and adaptable to climate change impacts. The project ambition is that a widely supported and implemented strategy exists in the Algerian dates sector to address the effects of climate change, with SMEs leading in best practices for climate adaptation. Therefore, CBI is searching for experts to realize this. The project contains of three lots with the following experts: - Lot 1: date sector expert for business development and transition to climate-resilient practices in Algeria - Lot 2: Expert for institutional development with systems change focus - Lot 3: Expert for local project coordination and implementation support
The maximum value of each lot: lot 1 EUR 622,500 - lot 2: EUR 550,500 - lot 3: EUR 317,000
Lot 1: maximum value EUR 622,500 Lot 2: maximum value: EUR 550,500 Lot 4: maximum value: EUR 317,000 Total maximum value of the three lots together: EUR 1,490,000.00

Procedure identifier: 92e08ac7-d726-4d22-9ee9-51c551b0bafd

Internal identifier: IUC 202312031

Type of procedure: Open

The procedure is accelerated: no

Main features of the procedure: CBI is implementing a project in Algeria's dates sector to contribute to the achievement of the following long-term vision: the Algerian dates sector becomes more resilient and adaptable to climate change impacts. The project ambition is that a widely supported and implemented strategy exists in the Algerian dates sector to address the effects of climate change, with SMEs leading in best practices for climate adaptation. Therefore, CBI is searching for experts to realize this. The project contains of three lots with the following experts: - Lot 1: date sector expert for business development and transition to climate-resilient practices in Algeria - Lot 2: Expert for institutional development with systems change focus - Lot 3: Expert for local project coordination and implementation support
The maximum value of each lot: lot 1 EUR 622,500 - lot 2: EUR 550,500- lot 3: EUR 317,000.

2.1.1 Purpose

Main nature of the contract: Services

Main classification(cpv): 75210000Foreign affairs and other services

Additional classification(cpv): 75211000Foreign-affairs services

2.1.2 Place of performance

Country: Netherlands

Anywhere in the given country

Additional information: Algeria

2.1.3 Value

Estimated value excluding VAT 1 490 000Euro
:

2.1.4 General information

Legal basis:

Directive 2014/24/EU

5. Lot

5.1 Lot technical ID:LOT-0001

Title: Lot 1: Date sector expert for business development and transition to climate-resilient practices in Algeria

Description: The expert's main role is to guide and assist a select group of SMEs in Algeria's dates sector, particularly focusing on their transition to certified organic production for entry into the EU organic market. For all activities to be performed, please see the tender document. Maximum value inception phase: EUR 165,500 Maximum execution phase: EUR 457,000 Maximum total contract value lot 1: EUR 622,500

Internal identifier: 1

5.1.1 Purpose

Main nature of the contract: Services

Main classification(cpv): 75200000Provision of services to the community

Additional classification(cpv): 75210000Foreign affairs and other services

Options:

Description of the options: The Tendering Authority intends to conclude one framework agreement for each separate lot for one year for the inception phase, with a unilateral option of extending the framework agreement two times by two years for the execution phase. If, for any reason, this assignment cannot be completed within the specified duration as mentioned above, Contracting Authority has the option to extend this Framework Agreement by the time necessary to complete the project within the mentioned maximum budget per lot.

5.1.2 Place of performance

Country: Netherlands

Anywhere in the given country

Additional
information: Algeria

5.1.3 Estimated duration

Duration: 60Month

5.1.4 Renewal

Maximum
renewals: 2

The buyer reserves the right for additional purchases from the contractor, as described here: two times two years after the first initial year. If, for any reason, this assignment cannot be completed within the specified duration of five years, Contracting Authority has the option to extend this Framework Agreement with all time necessary to finish the project within the mentioned maximum budget per lot.

5.1.5 Value

Estimated
value
excluding VAT 622 500Euro
:

5.1.6 General information

Procurement Project not financed with EU Funds.

The procurement is covered by the Government yes
Procurement Agreement (GPA):

5.1.7 Strategic procurement

Aim of strategic procurement: No strategic procurement

5.1.10 Award criteria

Criterion:

Type: Quality

Name: 5.2.1 Preferences related to expertise and approach in business expert coaching for Algerian dates exporters

Description: 1. Provide a concise description of your approach to coaching a group of Algerian date exporting SMEs in developing and implementing an action plan aimed at achieving successful exports to the EU organic date market. 2. Identify the three main obstacles you anticipate an Algerian date SME will encounter when attempting to export to the EU organic date market, and how you would support these SMEs to overcome these obstacles.

Weight
(points, exact): 30

Criterion:

Type:	Quality
Name:	5.2.2 Preferences related to EU date market network
Description:	1. Provide a description of your network in the various European sourcing markets for dates, including organic dates, highlighting where you see the main opportunities for Algerian date exporting SMEs. 2. Explain your strategy for engaging EU buyers in the project and outline your approach to effectively connecting exporting SMEs with potential EU buyers through successful matchmaking.
Weight (points, exact):	30
Criterion:	
Type:	Quality
Name:	5.2.3 Preferences related to encouraging SMEs to lead in best practices for climate adaptation
Description:	1. Describe how you would encourage the SMEs participating in the project to take a leadership role in testing best practices for climate change adaptation alongside other sector partners, considering potential reluctance or barriers they may face. 2. Describe a possible strategy for scaling up these best practices: detail how you intend to ensure that the impact extends beyond the initial group of SMEs and becomes widespread within the Algerian dates sector.
Weight (points, exact):	30
Criterion:	
Type:	Quality
Name:	CV(s)
Description:	All experts applying for this tender must include a Curriculum Vitae (CV) in their tender application. The CV will be scrutinized to verify compliance with: • The language requirements for the applicable lot listed in section 3.2 tender document. • The specific requirements for the applicable lot described in this chapter (sections 3.3, 3.4 and 3.5 of the tender document respectively). If the application per lot involves multiple experts collaborating, the CVs must: • Clearly designate which expert meets each specific requirement for the lot. • Identify the expert who will act as the single point of contact for the assignment. • If Tenderer applies for more than one lot, he/she has to submit for every lot a separate CV, so the assessment team can easily verify if all requirements are met.
Weight (points, exact):	0
Criterion:	
Type:	Price
Name:	5.4 Preferences in relation to price
Description:	Please fill in Annex 7 "Prices and rates" to submit the daily rate excl. VAT for the experts in lot 1, lot 2 and/or lot 3.
Weight (points, exact):	10

5.1.15 Techniques

Framework agreement:

Framework agreement, without reopening of competition

Information about the dynamic purchasing system:

No dynamic purchase system

5.1.16 Further information, mediation and review

Mediation organisation:	Ministerie van Economische Zaken en Klimaat, Rijksdienst voor Ondernemend Nederland (RVO)
Review organisation:	Ministerie van Economische Zaken en Klimaat, Rijksdienst voor Ondernemend Nederland (RVO)
Organisation providing additional information about the procurement procedure:	Ministerie van Economische Zaken en Klimaat, Rijksdienst voor Ondernemend Nederland (RVO)
Organisation providing more information on the review procedures:	Ministerie van Economische Zaken en Klimaat, Rijksdienst voor Ondernemend Nederland (RVO)
Organisation signing the contract:	Ministerie van Economische Zaken en Klimaat, Rijksdienst voor Ondernemend Nederland (RVO)

5.1 Lot technical ID:LOT-0002

Title:	Lot 2. Expert for institutional development with systems change focus
Description:	This expert's role is pivotal in empowering the Algerian dates sector to drive its own transformation towards greater resilience and adaptability to climate change. This expert will take on a facilitator role as much as possible, minimizing direct delivery, and encouraging sector stakeholders to take action and ownership. For all expert's responsibilities, please see the tender document. Maximum value inception phase: EUR 88,000 Maximum execution phase: EUR 462,500 Maximum total contract value: EUR 550,500
Internal identifier:	2

5.1.1 Purpose

Main nature of the contract: Services

Main classification(cpv): 75200000Provision of services to the community

Additional classification(cpv): 75210000Foreign affairs and other services

Options:

Description of the options: The Tendering Authority intends to conclude one framework agreement for each separate lot for one year for the inception phase, with a unilateral option of extending the framework agreement two times by two years for the execution phase. If, for any reason, this assignment cannot be completed within the specified duration as mentioned above, Contracting Authority has the option to extend this Framework Agreement by the time necessary to complete the project within the mentioned maximum budget per lot.

5.1.2 Place of performance

Country: Netherlands
Anywhere in the given country
Additional information: Algeria

5.1.3 Estimated duration

Duration: 60Month

5.1.4 Renewal

Maximum renewals: 2

The buyer reserves the right for additional purchases from the contractor, as described here: two times two years after the first initial year. If, for any reason, this assignment cannot be completed within the specified duration of five years, Contracting Authority has the option to extend this Framework Agreement with all time necessary to finish the project within the mentioned maximum budget per lot.

5.1.5 Value

Estimated value excluding VAT 550 500Euro
:

5.1.6 General information

Procurement Project not financed with EU Funds.

The procurement is covered by the Government yes
Procurement Agreement (GPA):

5.1.7 Strategic procurement

Aim of strategic procurement: No strategic procurement

5.1.10 Award criteria

Criterion:

Type: Quality

Name: 5.2.4 Preferences related to sector strategy development and facilitating systemic change

Description: 1. Describe concisely how you would guide the Algerian date sector in collaboratively developing and implementing a strategy for climate change adaptation, explaining how you would ensure the strategy is sector-led and widely supported. 2. Describe concisely how you would facilitate the establishment of a coalition or multi-stakeholder partnership in the Algerian date sector to drive the sector's transition towards greater resilience and adaptability to climate change.

Weight (points, exact): 45

Criterion:

Type:	Quality
Name:	5.2.5 Preferences related to sustainable business service delivery models
Description:	1. Describe five types of services you believe companies in the Algerian date sector will require to improve their climate resilience and achieve successful exports to the EU. Give for each type of service an example of an 'out-of-the-box' service provider that could be involved in delivering each of these services. 2. Explain concisely your approach to coaching service providers, including sector associations and private service providers, in developing sustainable and scalable business service delivery models for companies in the sector.
Weight (points, exact):	45
Criterion:	
Type:	Quality
Name:	CV(s)
Description:	All experts applying for this tender must include a Curriculum Vitae (CV) in their tender application. The CV will be scrutinized to verify compliance with: • The language requirements for the applicable lot listed in section 3.2 tender document. • The specific requirements for the applicable lot described in this chapter (sections 3.3, 3.4 and 3.5 of the tender document respectively). If the application per lot involves multiple experts collaborating, the CVs must: • Clearly designate which expert meets each specific requirement for the lot. • Identify the expert who will act as the single point of contact for the assignment. • If Tenderer applies for more than one lot, he/she has to submit for every lot a separate CV, so the assessment team can easily verify if all requirements are met.
Weight (points, exact):	0
Criterion:	
Type:	Price
Name:	5.4 Preferences in relation to price
Description:	Please fill in Annex 7 "Prices and rates" to submit the daily rate excl. VAT for the experts in lot 1, lot 2 and/or lot 3.
Weight (points, exact):	10

5.1.15 Techniques

Framework agreement:

Framework agreement, without reopening of competition

Information about the dynamic purchasing system:

No dynamic purchase system

5.1.16 Further information, mediation and review

Mediation organisation:	Ministerie van Economische Zaken en Klimaat, Rijksdienst voor Ondernemend Nederland (RVO)
Review organisation:	Ministerie van Economische Zaken en Klimaat, Rijksdienst voor Ondernemend Nederland (RVO)
Organisation providing additional information about the	Ministerie van Economische Zaken en Klimaat, Rijksdienst voor Ondernemend Nederland (RVO)

procurement
procedure:

Organisation
providing

more Ministerie van Economische Zaken en Klimaat, Rijksdienst voor Ondernemend
information on Nederland (RVO)

the review
procedures:

Organisation Ministerie van Economische Zaken en Klimaat, Rijksdienst voor Ondernemend
signing the Nederland (RVO)
contract:

5.1 Lot technical ID:LOT-0003

Title: Lot 3. Expert for local project coordination and implementation support

Description: This expert will provide essential support to the initiatives led by experts from lots 1 and 2 in the Algerian dates sector. His/her primary responsibilities encompass project coordination, stakeholder engagement, logistical coordination, follow-up coaching, and research support. The expert will actively engage with various sector stakeholders to ensure the smooth implementation of the project, ultimately contributing to the desired systems change. His/her role is pivotal in ensuring project efficiency and maintaining stakeholder motivation and engagement. The expert is expected to have the capability to monitor logistical arrangements on the ground in Algeria at short notice, including last-minute preparations, without requiring long-haul travel. For the specific responsibilities, please see the tender document. Maximum value inception phase: EUR 52,000
Maximum execution phase: EUR 265,000 Maximum total contract value: EUR 317,000

Internal
identifier: 3

5.1.1 Purpose

Main nature of
the contract: Services

Main
classification(75200000Provision of services to the community
cpv):

Additional
classification(75210000Foreign affairs and other services
cpv):

Options:

Description of the options: The Tendering Authority intends to conclude one framework agreement for each separate lot for one year for the inception phase, with a unilateral option of extending the framework agreement two times by two years for the execution phase. If, for any reason, this assignment cannot be completed within the specified duration as mentioned above, Contracting Authority has the option to extend this Framework Agreement by the time necessary to complete the project within the mentioned maximum budget per lot.

5.1.2 Place of performance

Country: Netherlands

Anywhere in the given country

Additional
information: Algeria

5.1.3 Estimated duration

Duration: 60Month

5.1.4 Renewal

Maximum renewals: 2

The buyer reserves the right for additional purchases from the contractor, as described here: two times two years after the first initial year. If, for any reason, this assignment cannot be completed within the specified duration of five years, Contracting Authority has the option to extend this Framework Agreement with all time necessary to finish the project within the mentioned maximum budget per lot.

5.1.5 Value

Estimated value excluding VAT : 317 000Euro

5.1.6 General information

Procurement Project not financed with EU Funds.

The procurement is covered by the Government Procurement Agreement (GPA): yes

5.1.7 Strategic procurement

Aim of strategic procurement: No strategic procurement

5.1.10 Award criteria

Criterion:

Type: Quality

Name: 5.2.6 Preferences related to project coordination, including arranging logistics, in the Algerian context

Description: 1. Describe concisely what kind of arrangements you expect to make for this project and how you will facilitate coordination and logistics. 2. Describe concisely the three main coordination and logistical problems you expect could occur and how you will solve this problems ('troubleshooting').

Weight (points, exact): 45

Criterion:

Type: Quality

Name: 5.2.7 Preferences related to network and expertise in the Algerian date sector

Description: 1. Provide a concise description of the main players and power dynamics within Algeria's date sector and explain how you think these dynamics may impact the achievement of the project's goal of fostering a more climate-resilient sector. 2. Concisely describe your approach for stakeholder engagement in the Algerian date sector, emphasizing how you will leverage your understanding of local power dynamics to facilitate project implementation and support the work of experts in lots 1 and 2.

Weight
(points, exact): 45

Criterion:

Type: Quality

Name: CV(s)

Description: All experts applying for this tender must include a Curriculum Vitae (CV) in their tender application. The CV will be scrutinized to verify compliance with: • The language requirements for the applicable lot listed in section 3.2 tender document. • The specific requirements for the applicable lot described in this chapter (sections 3.3, 3.4 and 3.5 of the tender document respectively). If the application per lot involves multiple experts collaborating, the CVs must: • Clearly designate which expert meets each specific requirement for the lot. • Identify the expert who will act as the single point of contact for the assignment. • If Tenderer applies for more than one lot, he/she has to submit for every lot a separate CV, so the assessment team can easily verify if all requirements are met.

Weight
(points, exact): 0

Criterion:

Type: Price

Name: 5.4 Preferences in relation to price

Description: Please fill in Annex 7 "Prices and rates" to submit the daily rate excl. VAT for the experts in lot 1, lot 2 and/or lot 3.

Weight
(points, exact): 10

5.1.15 Techniques

Framework agreement:

Framework agreement, without reopening of competition

Information about the dynamic purchasing system:

No dynamic purchase system

5.1.16 Further information, mediation and review

Mediation
organisation: Ministerie van Economische Zaken en Klimaat, Rijksdienst voor Ondernemend Nederland (RVO)

Review
organisation: Ministerie van Economische Zaken en Klimaat, Rijksdienst voor Ondernemend Nederland (RVO)

Organisation
providing
additional
information
about the
procurement
procedure: Ministerie van Economische Zaken en Klimaat, Rijksdienst voor Ondernemend Nederland (RVO)

Organisation
providing
more
information on
the review
procedures: Ministerie van Economische Zaken en Klimaat, Rijksdienst voor Ondernemend Nederland (RVO)

Organisation
Ministerie van Economische Zaken en Klimaat, Rijksdienst voor Ondernemend

signing the contract: Nederland (RVO)

6. Results

Maximum value of the framework agreements in this procedure: 1 490 000Euro

Approximate value of the framework agreements: 1 490 000Euro

6.1 Result lot Identifier: LOT-0001

At least one winner was chosen.

Framework agreement:

Maximum value of the framework agreement: 622 500Euro

Re-estimated value of the framework agreement: 622 500Euro

6.1.2 Information about winners

Winner:

Official name: GOPA AFC GmbH

Tender:

Tender identifier: 1

Identifier of lot or group of lots: LOT-0001

Value of the result: 622 500Euro

The tender was ranked: no

The tender is a variant: no

Subcontracting : No

Subcontracting value is known : no

Subcontracting percentage is known: no

Contract information:

Identifier of

the contract: CON-0001
Title: P1 Lot 1: Date sector expert for business development and transition to climate-resilient practices in Algeria
Date on which the winner was chosen: 18/06/2024
Date of the conclusion of the contract: 07/08/2024
The contract is awarded within a framework agreement: no
Organisation signing the contract: Ministerie van Economische Zaken en Klimaat, Rijksdienst voor Ondernemend Nederland (RVO)

6.1.4 Statistical information

Received tenders or requests to participate:

Type of received submissions: Tenders submitted electronically

Number of tenders or requests to participate received: 10

Type of received submissions: Tenders from micro, small or medium tenderers

Number of tenders or requests to participate received: 1

Type of received submissions: Tenders

Number of tenders or requests to participate received: 11

6.1 Result lot Identifier: LOT-0002

At least one winner was chosen.

Framework agreement:

Maximum value of the framework 550 500Euro

agreement:

Re-estimated
value of the
framework
agreement: 550 500Euro

6.1.2 Information about winners

Winner:

Official name: Resilience B.V.

Tender:

Tender
identifier: 2

Identifier of
lot or group of
lots: LOT-0002

Value of the
result: 550 500Euro

The tender
was ranked: no

The tender is a
variant: no

Subcontracting
: No

Subcontracting
value is known no
:

Subcontracting
percentage is no
known:

Contract information:

Identifier of
the contract: CON-0002

Title: P2 Lot 2. Expert for institutional development with systems change focus

Date on which
the winner
was chosen: 18/06/2024

Date of the
conclusion of
the contract: 07/08/2024

The contract is
awarded
within a no
framework
agreement:

Organisation
signing the
contract: Ministerie van Economische Zaken en Klimaat, Rijksdienst voor Ondernemend
Nederland (RVO)

6.1.4 Statistical information

Received tenders or requests to participate:

Type of received submissions:	Tenders submitted electronically
Number of tenders or requests to participate received:	8
Type of received submissions:	Tenders from micro, small or medium tenderers
Number of tenders or requests to participate received:	3
Type of received submissions:	Tenders
Number of tenders or requests to participate received:	10

6.1 Result lot Identifier: LOT-0003

At least one winner was chosen.

Framework agreement:

Maximum value of the framework agreement:	317 000Euro
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Re-estimated value of the framework agreement:	317 000Euro
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6.1.2 Information about winners

Winner:

Official name: GOPA AFC GmbH

Tender:

Tender identifier:	3
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Identifier of lot or group of lots:	LOT-0003
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Value of the result:	317 000Euro
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The tender was ranked:	no
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The tender is a

variant: no
Subcontracting : No

Subcontracting
value is known no
:

Subcontracting
percentage is no
known:

Contract information:

Identifier of
the contract: CON-0003

Title: P3 Lot 3. Expert for local project coordination and implementation support

Date on which
the winner
was chosen: 18/06/2024

Date of the
conclusion of
the contract: 07/08/2024

The contract is
awarded
within a no
framework
agreement:

Organisation
signing the
contract: Ministerie van Economische Zaken en Klimaat, Rijksdienst voor Ondernemend
Nederland (RVO)

6.1.4 Statistical information

Received tenders or requests to participate:

Type of
received
submissions: Tenders submitted electronically

Number of
tenders or
requests to
participate
received: 5

Type of
received
submissions: Tenders from micro, small or medium tenderers

Number of
tenders or
requests to
participate
received: 0

Type of
received
submissions: Tenders

Number of

tenders or
requests to 6
participate
received:

8. Organisations

8.1 ORG-0001

Official name: Ministerie van Economische Zaken en Klimaat, Rijksdienst voor Ondernemend Nederland (RVO)

Registration
number: 12024663

Postal address: Prinses Beatrixlaan 2

Town: Den Haag

Postcode: 2595 AL

Country
subdivision (NUTS): Agglomeratie 's-Gravenhage(NL332)

Country: Netherlands

Contact point: Herma Dijkgraaf

Email: herma.dijkgraaf@rvo.nl

Telephone: +31 629026096

Internet
address: <http://www.rvo.nl>

Other contact points:

Official name: -

Town: nvt

Country: Uganda

Email: nvt@nvt.nl

Internet
address: <http://www.nvt.nl>

Other contact points:

Official name: Rechtbank 's-Gravenhage

Postal address: Postbus 20302

Town: Den Haag

Postcode: 2500 EH

Country
subdivision (NUTS): Agglomeratie 's-Gravenhage(NL332)

Country: Netherlands

Email: voorlichting.rb.den.haag@rechtspraak.nl

Telephone: +31 703813131

Internet
address: <http://www.rechtspraak.nl/Gerechten/Rechtbanken/s-Gravenhage/>

Roles of this organisation:

Buyer

Organisation providing additional information about the procurement procedure

Review organisation

Organisation providing more information on the review procedures

Mediation organisation

Organisation signing the contract

8.1 ORG-0002

Official name: GOPA AFC GmbH

Size of the
economic operator: Large

Registration
number: 1051730

Postal address: Baunscheidtstraße 17

Town: Bonn

Postcode: 53113

Country
subdivision (NUTS): Bonn, Kreisfreie Stadt(DEA22)

Country: Germany

Contact point: Wael Louhichi

Email: Samuel.KojoDarko@gopa-afc.de

Telephone: +49 15212535326

Internet
address: <https://gopa-afc.de/>

Roles of this organisation:

Tenderer

Winner of
these lots: LOT-0001, LOT-0003

8.1 ORG-0003

Official name: Resilience B.V.

Size of the
economic operator: Small

Registration
number: 09181221

Postal address: Veerweg 47A

Town: WAGENINGEN

Postcode: 6703CM

Country
subdivision (NUTS): Veluwe(NL221)

Country: Netherlands

Internet
address: <http://www.resiliencebv.com>

Roles of this organisation:

Tenderer

Winner of
these lots: LOT-0002

11. Notice information

11.1 Notice information

Notice

identifier 46da4d4d-b210-411a-ae14-d8f2e172a054-01

/version:

Form type: Result

Notice type: Contract or concession award notice – standard regime

Notice
dispatch date: 12/08/202409:29 +02:00

Languages in
which this

notice is English

officially

available:

11.2 Publication information