

18/03/2025

1. Buyer

1.1 Buyer

Official name : Ministerie van Economische Zaken, 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 CBI program 'Ethiopia tourism - Linking communities to markets'

Description: CBI has been implementing a project in Ethiopia's tourism sector during the last 5 years. That project has ended in June 2024 and CBI decided to implement a follow-up project of 4 years that will specifically focus on the promotion of CBT (Community-Based Tourism) in Ethiopia and Ethiopian CBT products in international markets. This tender concerns this follow-up project. The overall ambition of the follow-up project is "to integrate local communities in the tourism value chain by developing best practices with both tour operators, communities and the Ethiopian government in developing, managing and marketing community products and to support the establishment of an institutional ecosystem that allows for scaling-up these best practices." Lot 1: EUR 300.000,- Lot 2: EUR 225.000,- Lot 3: EUR 150.000,-

Procedure identifier: e65c873b-4235-41a2-926b-586d0d58b160

Internal identifier: 202407135

Type of procedure: Open

The procedure is accelerated: no

Main features of the procedure: This was chosen given the expected number of registrations (three to five per lot). The assignment is not too complex. The administrative burdens within this procedure for both the tenderer, the contracting authority and the internal customer are in good balance compared to the estimated value of the contract.

2.1.1 Purpose

Main nature of the contract : Services

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

2.1.2 Place of performance

Country: Netherlands

Anywhere in the given country

Additional information: Ethiopia

2.1.3 Value

Estimated

value
excluding
VAT: 675 000 Euro

2.1.4 General information

Additional
information: Please refer to the Tender document.

Legal basis:
Directive 2014/24/EU

5. Lot

5.1 Lot technical ID: LOT-0001

Title: Lot 1: An international CBT ecosystem development expert
Description: The role of the expert in lot 1 is to advise and support the Ethiopian stakeholders in the tourism sector regarding the successful development, management and marketing of CBT. Establishing a dynamic enabling environment, that drives the further development of the CBT niche sector in Ethiopia, is the ultimate objective the expert should contribute to. EUR 300.000,-

Internal
identifier: 1

5.1.1 Purpose

Main nature
of the contract : Services

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

Options:

Description of the options: Framework Agreement has an initial contract period of one (1) year, including an unilateral option for the Contracting Authority to extend the contract three (3) times with one (1) year.

5.1.2 Place of performance

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

5.1.3 Estimated duration

Duration: 4 Year

5.1.4 Renewal

Maximum
renewals: 3

The buyer
reserves the
right for
additional
purchases
from the
contractor, as
described here
:
An unilateral option for the Contracting Authority to extend the contract three (3) times with one (1) year.

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 No strategic procurement
procurement:

5.1.10 Award criteria

Criterion:

Type: Quality

Name: Award criteria relating to knowledge, experience and competence

Description: Award criteria relating to knowledge, experience and competence

Weight
(points, exact) 40
:

Criterion:

Type: Quality

Name: Award criteria relating to competence in CBT product development

Description: Award criteria relating to competence in CBT product development

Weight
(points, exact) 20
:

Criterion:

Type: Quality

Name: Award criteria relating to EU tourism market network

Description: Award criteria relating to EU tourism market network

Weight
(points, exact) 20
:

Criterion:

Type: Price

Name: Price

Description: Price

Weight
(points, exact) 20
:

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

Review
organisation: Ministerie van Economische Zaken, Rijksdienst voor Ondernemend Nederland (RVO)
Organisation
providing

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

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

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

5.1 Lot technical ID: LOT-0002

Title: Lot 2: An Ethiopia CBT network manager

Description: The role of the expert for lot 2 is the management of Ethiopian stakeholders involved in the development of CBT. The expert acts as a “spider in the web” to interest, motivate and urge the various stakeholders to take and keep an active role in the process and to build an effective and efficient coalition regarding the development of CBT in Ethiopia. The expert must have an excellent network and good, professional reputation in the tourism sector in Ethiopia. EUR 225.000,-

Internal identifier: 2

5.1.1 Purpose

Main nature of the contract : Services

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

Options:

Description of the options: Framework Agreement has an initial contract period of one (1) year, including an unilateral option for the Contracting Authority to extend the contract three (3) times with one (1) year.

5.1.2 Place of performance

Country: Netherlands

Anywhere in the given country

Additional information: Ethiopia

5.1.3 Estimated duration

Duration: 4 Year

5.1.4 Renewal

Maximum renewals: 3

The buyer reserves the right for additional purchases from the contractor, as An unilateral option for the Contracting Authority to extend the contract three (3) times with one (1) year.

described here

:

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 No strategic procurement

procurement:

5.1.10 Award criteria

Criterion:

Type: Quality

Name: Award criteria relating to knowledge, experience and competence

Description: Award criteria relating to knowledge, experience and competence

Weight

(points, exact) 50

:

Criterion:

Type: Quality

Name: Award criteria relating to stakeholder management and network in the Ethiopian tourism sector

Description: Award criteria relating to stakeholder management and network in the Ethiopian tourism sector

Weight

(points, exact) 30

:

Criterion:

Type: Price

Name: Price

Description: Price

Weight

(points, exact) 20

:

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

Review

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

Organisation

providing

additional information about the procurement procedure: Organisation providing more information on the review procedures: Ministerie van Economische Zaken, Rijksdienst voor Ondernemend Nederland (RVO)

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

5.1 Lot technical ID: LOT-0003

Title: Lot 3: An expert responsible for organizing logistics of the project

Description: The role of the expert for lot 3 is to arrange the practical logistics of the project, supporting the experts for lot 1 & 2, CBI staff and other experts to be contracted by CBI or its project partners in carrying out the project's activities. EUR 150.000,-

Internal identifier: 3

5.1.1 Purpose

Main nature of the contract : Services

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

Options:

Description of the options: Framework Agreement has an initial contract period of one (1) year, including an unilateral option for the Contracting Authority to extend the contract three (3) times with one (1) year.

5.1.2 Place of performance

Country: Netherlands

Anywhere in the given country

Additional information: Ethiopia

5.1.3 Estimated duration

Duration: 4 Year

5.1.4 Renewal

Maximum renewals: 3

The buyer reserves the right for additional purchases from the contractor, as described here : An unilateral option for the Contracting Authority to extend the contract three (3) times with one (1) year.

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 No strategic procurement
procurement:

5.1.10 Award criteria

Criterion:

Type: Quality
Name: Award criteria relating to knowledge, experience and competence
Description: Award criteria relating to knowledge, experience and competence
Weight
(points, exact) 50
:

Criterion:

Type: Quality
Name: Award criteria relating to arranging logistics in the Ethiopian context
Description: Award criteria relating to arranging logistics in the Ethiopian context
Weight
(points, exact) 30
:

Criterion:

Type: Price
Name: Price
Description: Price
Weight
(points, exact) 20
:

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

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

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

Organisation
providing
more
information
on the review
procedures:

Ministerie van Economische Zaken, Rijksdienst voor Ondernemend Nederland (RVO)

Organisation
signing the
contract:

Ministerie van Economische Zaken, Rijksdienst voor Ondernemend Nederland (RVO)

6. Results

Maximum
value of the
framework
agreements in
this procedure
:

675 000 Euro

6.1 Result lot Identifier: LOT-0001

At least one winner was chosen.

Framework agreement:

Maximum
value of the
framework
agreement:

300 000 Euro

6.1.2 Information about winners

Winner:

Official name
:

Stichting European Centre for Eco and Agro Tourism-Nederland

Tender:

Tender
identifier:

1

Identifier of
lot or group
of lots:

LOT-0001

The tender
was ranked:

no

The tender is
a variant:

no

Subcontracting
:

No

Contract information:

Identifier of
the contract:

CON-0001

Title:

P1 Lot 1: An international CBT ecosystem development expert

Date of the
conclusion of
the contract:

25/02/2025

The contract
is awarded
within a
framework
agreement:

no

Organisation

signing the contract: Ministerie van Economische Zaken, 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: 7

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: 7

6.1 Result lot Identifier: LOT-0002

At least one winner was chosen.

Framework agreement:

Maximum value of the framework agreement: 225 000 Euro

6.1.2 Information about winners

Winner:

Official name : Stichting European Centre for Eco and Agro Tourism-Nederland

Tender:

Tender identifier: 2

Identifier of lot or group of lots: LOT-0002

The tender was ranked: no

The tender is a variant: no

Subcontracting : No

Contract information:

Identifier of the contract: CON-0002

Title: P2 Lot 2: An Ethiopia CBT network manager

Date of the conclusion of the contract: 25/02/2025

The contract is awarded within a framework agreement: no

Organisation signing the contract: Ministerie van Economische Zaken, 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: 2

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: 2

6.1 Result lot Identifier: LOT-0003

At least one winner was chosen.

Framework agreement:

Maximum value of the framework agreement: 150 000 Euro

6.1.2 Information about winners

Winner:

Official name : Stichting European Centre for Eco and Agro Tourism-Nederland

Tender:

Tender identifier:	3
Identifier of lot or group of lots:	LOT-0003
The tender was ranked:	no
The tender is a variant:	no
Subcontracting :	No

Contract information:

Identifier of the contract:	CON-0003
Title:	P3 Lot 3: An expert responsible for organizing logistics of the project
Date of the conclusion of the contract:	25/02/2025
The contract is awarded within a framework agreement:	no
Organisation signing the contract:	Ministerie van Economische Zaken, Rijksdienst voor Ondernemend Nederland (RVO)

6.1.4 Statistical information

Received tenders or requests to participate:

Type of received submissions:	Tenders submitted electronically
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Number of tenders or requests to participate received:	1
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Type of received submissions:	Tenders from micro, small or medium tenderers
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Number of tenders or requests to participate received:	1
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Type of received submissions:	Tenders
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Number of tenders or requests to participate received:	1
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8. Organisations

8.1 ORG-0001

Official name : Ministerie van Economische Zaken, 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: Michael Thoen
Email: michael.thoen@rvo.nl
Telephone: +31 624095131
Internet address: <http://www.rvo.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

Organisation signing the contract

8.1 ORG-0002

Official name : Stichting European Centre for Eco and Agro Tourism-Nederland
Size of the economic operator: Micro
Registration number: 41212329
Postal address : Minahassastraat 1

Town: AMSTERDAM
Postcode: 1094RS
Country subdivision (NUTS): Groot-Amsterdam (NL329)
Country: Netherlands
Email: n.kusters@eceat-projects.org
Telephone: +31 204651318
Internet address: <http://www.eceat-projects.org>

Roles of this organisation:

Tenderer

Winner of these lots: LOT-0001, LOT-0002, LOT-0003

11. Notice information

11.1 Notice information

Notice identifier baa68c05-00c6-46f2-9411-c255dbf3174e - 01
/version:
Form type: Result
Notice type: Contract or concession award notice – standard regime
Notice dispatch date: 18/03/2025 15:37 +01:00
Languages in which this notice is officially available: English

11.2 Publication information