

Market orientation

K2K Burundi - ref. 202504134

Organisation: The Netherlands Enterprise Agency, part of the Netherlands Ministry of Economic Affairs.

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 [Developing a strong and sustainable private sector \(rvo.nl\)](http://www.rvo.nl/en/developing-a-strong-and-sustainable-private-sector).

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 run from approximately 1 September 2025 up to 1 May 2027.

Budget indication

Maximum budget indication is €140,000.- including 0% Dutch VAT* and (if applicable) including local VAT and all other costs and/or fees.

*Given the nature of this assignment, which includes development cooperation that exclusively benefits a developing country, a VAT rate of 0% Dutch VAT applies to the amount specified provided the Contractor is established in the Netherlands and the organisation is registered as an entrepreneur for VAT purposes. More information on this matter can be found within the decree issued by the Ministry of Finance on 21 September 2015 (no. BLKB/2015/76M).

Purpose of the assignment

The purpose of this assignment is to better equip students to find or create a job, making education more practical, interactive and collaborative with private sector, and strengthening the capacity of the lecturers.

Goals and deliverables

The project focuses on strengthening entrepreneurship education by supporting universities in improving existing courses and making other courses more entrepreneurial, depending on each institution's context and priorities. The improved courses will expose students to more practical, opportunity-driven learning. The project will conclude several design challenges, organized by the lecturers that received the training, supported by the contractor.

The following results need to be achieved during the assignment:

Enhanced entrepreneurial mindset and opportunities for students.

- Improved courses equip students with practical skills, real-world problem-solving abilities, and an entrepreneurial mindset—characterized by proactivity, confidence, creativity, and a willingness to take initiative. This mindset is valuable not only for starting a business but also for succeeding in various professional and personal contexts.

- Exposure to more entrepreneurial and applied learning increases students' motivation and confidence, helping them identify and pursue viable business opportunities.
- A design challenge builds on this foundation by offering hands-on experience and reinforcing the skills learned in class. It also connects students with private sector actors, expanding their networks and increasing their chances of employment or entrepreneurial success.

Capacity development for lecturers

- The project has actively involved lecturers of the Burundian universities in revising their selected (entrepreneurship) courses and enriching them with more entrepreneurial and practical forms of education.
- The project has actively involved lecturers of the Burundian universities in organising and executing the design challenge.
- The lecturers have gained practical experience in how to design and conduct entrepreneurial extra-curricular activities and have seen the value of this.
- Lecturers have been able to strengthen their network with private sector and have been stimulated to leverage this for educational purposes to make education more practical and entrepreneurial (e.g. guest lectures from people working in the private sector, project-based or challenge-based learning with an actual business challenge to solve, visits to the private sector organisations).

Strengthening the collaboration among stakeholders

- The project has strengthened collaboration among participating universities and between universities and the private sector. This is an important early step toward bridging the gap between academic education and the practical skills needed in the job market.
- The private sector gained exposure to how engaging directly with students can contribute to future-oriented business practices, including innovation and more sustainable ways of working.
- Through the design challenge and course activities, companies were introduced to motivated students and their ideas. These initial contacts can help young people begin building professional networks and increase their visibility in a context where youth often face barriers to entering the workforce or being taken seriously in professional environments.

Requirements

The implementing team must:

- have experience in providing entrepreneurship capacity building in the Burundi region;
- have a demonstratable relevant local network in Burundi;
- have the possibility to do live trainings (online trainings are extremely difficult in Burundi due to bad internet connection);
- have experience providing capacity building projects for university lecturers on entrepreneurship;
- have perfect knowledge of French, at least C1-level proficiency in French according to the CEFR (spoken & written);
- collaboration with western universities is a pre.

In case you possess demonstrable experience in similar projects you are invited to express your interest to the contact person mentioned below.

Application

Interested companies are invited to send an expression of interest to Leonie Verhoef, by sending an e-mail to leonie.verhoef@rvo.nl of the Procurement Office with copy to Milou Derks, Milou.derks@rvo.nl.

Please state in your expression of interest the name of the contact person of your company and his or her e-mail address, along with (1) a brief organizational profile, (2) a brief explanation of why you believe you are capable of completing this assignment and (3) a confirmation that your team meets the listed requirements. 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 follow-up process.
Interested parties can be invited in this process to submit a request for proposal.
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 proposal.

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 **22 May 2025, 14:00 (CEST)**.

Yours sincerely,

Leonie Verhoef
Procurement Officer

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Ministry of Economic Affairs
Netherlands Enterprise Agency