

Market orientation

Combi-Track Indonesia – Training Programme in support of sustainable food system development in the North Sumatra province - **ref. 202505162.01**

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

The Netherlands Enterprise Agency (in Dutch: Rijksdienst voor Ondernemend Nederland, RVO) supports private and public organisations with funding, international business partners, knowledge, and regulations.

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

Purpose of the notification

The purpose of the market orientation is to identify the interest of training providers to conduct a Tailor-Made Training programme (TMT). The requesting organization is the Indonesian Coordinating Ministry of Food Affairs (Kemenko Pangan). The objective of this TMT is to contribute to the development of sustainable food systems, with a specific focus on supporting the development of the 2025–2045 Masterplan for the North Sumatra province.

The TMT will directly contribute to strengthening the knowledge infrastructure needed for the transition to sustainable food systems and attracting investments in Indonesia, aligning with the broader goals of [Combi-Track Indonesia](#).

It is expected that the Dutch organisations will partner with Indonesian training or knowledge institutions.

Extent and duration

The Tailor-Made Training programme has a maximum duration of 18 months.

Closing date for submission of market orientation	10 July 2025, 11:00PM CEST
Invitation for Request for Proposal (RfP)	Estimated on 1 August 2025
Closing date for submission of RfP	15 September 2025
Contractualization	Estimated on 15 October 2025
Start date TMT	November 2025
Final date TMT	May 2027

Budget indication

For companies and knowledge institutions established in the Netherlands:

Your remuneration for the execution of the contract amounts to a maximum of €130,000 including 0% Dutch VAT* and (if applicable) including local VAT and 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 overall purpose of this assignment is to support Indonesia's national priorities on food security and self-sufficiency through a Tailor-Made Training (TMT) programme. The goal is to ensure that local food production and the wider agricultural economy become more competitive, sustainable, and resilient.

The training will focus on strengthening the government's role in supporting sustainable food systems by enhancing collaboration with the private sector, improving value chain organization, and promoting food quality and security. Participants will gain practical insights both domestic food resilience and competitiveness in international markets.

Goals and deliverables

This TMT specifically aims to build the capacity of representatives from the newly established Management Authority Body (BOPK). The training will equip participants with the knowledge and skills needed to contribute effectively to the development and implementation of the 2025–2045 Masterplan for the North Sumatra Province.

Particular emphasis will be placed on the first five years (2025–2030), which will focus on enhancing farmland productivity in North Sumatra's agricultural production zones through a sustainable food systems approach. This includes strengthening the entire agricultural value chain - from cultivation and post-harvest handling to market access and product marketing. Land development will be demand-driven, shaped by input and interest from both government and private sector stakeholders. This may include a mix of open-field cultivation and high-value crops grown in greenhouse settings.

To ensure the Masterplan's successful formulation and implementation, the TMT's proposed interventions must be flexible, adaptive, and responsive to evolving needs and opportunities.

About BOPK:

The BOPK is formed by Presidential Decree to oversee and coordinate the development of the North Sumatra province as a strategic region for achieving food self-sufficiency in Indonesia. BOPK operates with a dual-structure model, consisting of:

- The Steering Committee (Dewan Pengarah), coordinated by Kemenko Pangan provides strategic guidance and policy oversight. It includes high-level representatives from key national ministries - such as Agriculture and National Development Planning (Bappenas) - as well as from the provincial government.
- The Implementation Board (Badan Pelaksana) under the Ministry of Agriculture (Kementan) is responsible for the day-to-day management, implementation, and operational coordination of activities within the designated area.

The following key elements apply:

- Long lasting impact: A strong emphasis is placed on ensuring that the training results are sustainably embedded within the organisation(s) involved.
- Innovative approaches: There is room for creative formats such as living labs, blended learning, exposure or study visits, and short internships to enhance learning outcomes.
- Flexible delivery: Trainings can be delivered face-to-face, online, or in a hybrid format depending on the context and needs.

Requirements

- The Tailor-Made Training (TMT) may be developed jointly by Dutch and Indonesian training providers (in tandem). However, the final proposal must be submitted by a Dutch provider, either independently or as the lead partner in a joint application.
- Eligible Dutch providers include institutions offering secondary, higher vocational, or academic education, as well as other Dutch organisations that provide educational training programmes. These institutions, together with their local counterparts, must deliver the training themselves. Intermediary organisations are not eligible.
- Applicants must demonstrate relevant experience in delivering agricultural training programmes in emerging economies.
- Participation of private sector partners from both the Netherlands and Indonesia is strongly encouraged.

Opportunity to ask questions about the content and terms and conditions

Questions can be sent by email to the following contact person of the Procurement Office (Inkoop Uitvoering Centrum EZ): Leonie Verhoef, leonie.verhoef@rvo.nl and copy to: fedde.potjer@rvo.nl. Please send your questions as soon as possible, but at the latest 26 June 2025, 12:00 (CEST).

Application

Interested training providers are invited to send an expression of interest by answering the following 4 questions on the next page, in less than 500 words, in Verdana font, size 9 pt. to RVO by sending an e-mail to Leonie Verhoef, leonie.verhoef@rvo.nl of the Procurement Office. Please state the name of the contact person of your institution and his or her e-mail address.

Please do not include any additional documents.

Question 1

What is your proposed approach to addressing the training needs?

Question 2

What specific expertise do you bring to support this?

Question 3

Could you provide an overview of your existing network of training providers and private sector organisations in Indonesia that you would consider as potential partners for this TMT? Explain why their involvement would be valuable for this training initiative?

Question 4

Can you briefly describe your track record in emerging economies, and/or Indonesia and/or North Sumatra, particularly in relation to the objectives of this assignment and notification?

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 (RfP).

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.

Please note: Participation in the market orientation is not a requirement for involvement in the follow-up process. No distinction will be made between those who did or did not participate in this initial market orientation.

Deadline

The deadline for responding to this market orientation is set at **10 July 2025, 14:00 (CEST)**.

Yours sincerely,

Leonie Verhoef
Procurement Officer

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Ministry of Economic Affairs
Netherlands Enterprise Agency