

Market orientation

Combi-Track Indonesia – Training Programme to empower a new generation of farmers within Indonesia's agriculture sector - **ref. 202505162.02**

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 Ministry of Agriculture (Kementerian Pertanian). The objective of this TMT is to empower a new generation of farmers in Indonesia.

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, 14:00PM 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 contribute to Indonesia's national priorities of food security and self-sufficiency by empowering a new generation of farmers in Indonesia through a Tailor-Made Training (TMT) programme. This initiative is designed to foster innovation and sustainability across Indonesia's agriculture sector - primarily in horticulture, but also in food crops, livestock, and integrated farming systems. The TMT will provide millennial farmers with the critical knowledge and skills needed to navigate environmental challenges and respond to shifting market demands.

By strengthening farmers' capacities, the programme aims to enhance the competitiveness of agricultural products and promote modernization in the sector. This will lead to more efficient and responsible farming practices, increased productivity, and improved household incomes for farmers. The initiative also supports the broader goals of the Ministry of Agriculture's Food Brigade programme: to cultivate millennial farmers as drivers of change and future leaders in the agricultural sector.

Goals and deliverables

The TMT should be closely aligned with the Food Brigade programme of the Ministry of Agriculture (Kementerian Pertanian), which is the requesting organisation.

In order to empower a new generation of farmers, the training should specifically target representatives at various levels who are actively contributing to the success of the Food Brigade programme. Participation will be limited to organizations, groups, and individuals with a direct role in advancing this programme, including:

- Young farmers
- Officials from the Indonesian Agency for Agricultural Extension and Human Resource Development (IAAEHRD) from the Ministry of Agriculture, along with staff from its implementing units across Indonesia
- Alumni and/or students of the Indonesian Agricultural Polytechnics (IADP, known as POLBANGTAN) and the Indonesian Agricultural Engineering Polytechnic (IAEP or known as PEPI), as well as Indonesian Development Agricultural Vocational High Schools across Indonesia

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.

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 consultation 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