



Report Market consultation

Date: 29 April 2025

Introduction / reason for the market consultation

As part of the five year programme “Vallée du Niger” (2022-2027), RVO has planned to publish a European tender regarding the development of a shared vision and a subsequent Strategic Plan for the Niger river basin in Niger. RVO organised a market consultation to collect information which will help with specifying the upcoming European tender.

The objectives of this market consultation were:

- To gauge the overall interest for the upcoming tender;
- To explore the field of interested parties and their expertise and experience with the project region of interest, the actors and the challenges;
- To assess the need for further actions on communication and potential consortium brokering in support of the upcoming tender and the Vallée du Niger project and its ambitions;
- To gather insights that will help to fine-tune the upcoming European tender content and process, to increase the quality of responses;
- To gather insights on realistic risk perception of factors/context affecting the progress of the project.

Purpose of this report

The purpose of this document is to share the findings from the market consultation, as part of a transparent process, in the form of an anonymised, generally summarised report with parties who submitted a response.

Procedure market consultation

RVO asked questions to the market via TenderNed. dated 18 December 2024 – 24 January 2025 (including extension). Six parties submitted written responses.

Questions and answers

RVO asked the questions below in the market consultation. This report summarises the parties' answer(s) - to the best of RVO's knowledge - in general form and reproduces them anonymously. The answers (directions) are based on the written responses submitted.

	Question	Answer (directions)
1	The use and management of existing data, an inventory of which has been done in the " <i>état des lieux study</i> ", is essential for an efficient development of the vision and strategy. Nigerien and Dutch parties can help gain access to this data. To what extent and how do you expect this support to be necessary?	The parties see a crucial role in supporting access to, use of, and management of data in the Niger basin. This includes facilitating access to diverse data sources such as climate models, remote sensing, spatial data, and field-based expertise. Emphasis is placed on the importance of flexibility in terms of time and budget when working with various data types, including open-source, satellite, and survey data. Local data ownership and management capacity are essential, with Nigerien stakeholders positioned as key actors in identifying, providing, and interpreting relevant data. The consortium should assist in developing data strategies and promote stakeholder engagement and alignment, particularly around data collected locally. Special attention should be given to geo- and hydroclimatic data, which are vital for improving forecasting and planning. Ultimately, aligning local and international perspectives is critical to transform existing data into a strategic resource that informs a shared vision and addresses both current and future challenges in the basin.
2	The assignment requires the development of alternative scenarios from which a strategic plan will be agreed upon by the CTAP. What	Parties mentioned various approaches. The scenario development methodologies described combine quantitative analysis, expert judgment, and inclusive, participatory approaches to create robust and context-specific future scenarios.

	methodology(ies) have you used to conduct similar exercises in the past and how do you expect to apply them in this case?	A common foundation is the use of established frameworks such as the IPCC's Shared Socio-economic Pathways (SSPs) alongside Representative Concentration Pathways (RCPs) to assess climate impacts. This is complemented by foresight techniques including PESTEL analysis, SWOT analysis, and impact mapping to identify key trends and uncertainties. Integrated and iterative approaches, such as those inspired by the Dutch Delta Programme, are employed to ensure alignment with spatial adaptation goals. Scenario narratives (typically 3–5) are co-developed through participatory workshops, involving a broad range of stakeholders including government bodies, civil society, traditional leaders, women, youth, and marginalized groups, ensuring inclusivity and local ownership. Evaluating scenarios using cost-benefit and multi-criteria analyses, sometimes in conjunction with Environmental and Social Impact Assessments (ESIA), to prioritize strategies and actions. Governance structures and decision-making mandates are also considered crucial for scenario relevance and applicability. It was stressed that the design methods have to be pragmatic and adaptable—often involving quick scans to focus efforts within the scope of limited program durations (e.g., five years).
3	Public consultation is an essential element for developing a strategic plan which is owned by the local government (the mayors and other decentral authorities) and which is accepted by the local population. However, the security situation makes trips into the programme area by foreign nationals difficult. In your experience, does a volatile security situation limit	To mitigate a volatile security situation that limits effective public consultation, a locally grounded and adaptive approach is essential. This includes working closely with trusted local partners, communal program development committees, and deploying local experts—especially governance specialists—supported by state technical services to ensure alignment with national and international standards. Prioritizing local leadership and using hybrid methods (including digital tools and capacity building) allows for continued engagement without reliance on foreign presence, which may be restricted by language and security concerns. Practical measures such as ensuring travel expense reimbursement and daily subsistence allowances (DSAs) enhance participation. When security risks prevent large gatherings, consultations can be held in small, secure focus groups.

	the effectiveness of public consultation?	In cases where certain areas are entirely inaccessible, representative sampling from accessible regions can help ensure voices are still heard. Altogether, flexibility, local trust, and methodological adaptability are key to maintaining meaningful public engagement under constrained conditions.
4	For the strategic plan, a Strategic Environmental Assessment (SEA) is legally required in Niger. We expect this SEA to be integrated into the development of the strategic plan, in order to inform political decision-making on strategic questions. Do you have experience with this and how will you ensure that the information provided in the SEA is equitably considered in decision-making?	To ensure that information from the Strategic Environmental Assessment (SEA) is equitably considered in decision-making, it is essential to integrate the SEA early and thoroughly into the strategic planning process. This early integration allows stakeholders to be onboarded from the beginning and fosters shared ownership. Transparent decision-making criteria—clearly explaining how factors are weighted—help ensure accountability and fairness. Liaising with high-level government representatives early on ensures political support and alignment with national legal frameworks and international environmental standards. Embedding the SEA within the overall strategic plan ensures its findings are not treated as an add-on but as a core component of decision-making. A participatory and inclusive approach further reinforces equitable consideration by ensuring diverse stakeholder voices are represented throughout the process.
5	We expect most team members, apart from the team leader, to work on-site in the region. What issues do you foresee in mobilizing these team members?	Mobilizing team members to work on-site presents several challenges, primarily due to security concerns and travel restrictions. The current Dutch Foreign Affairs' 'red' travel advisory means that most international team members cannot (fully) operate in the field, making collaboration with local Nigerien partners essential. While on-site work is not always required, occasional visits for stakeholder engagement are possible. Additional issues include bureaucratic obstacles such as obtaining permits, visas, or navigating local administrative procedures, which can delay deployment. Overall, successful on-site engagement will rely on strong local partnerships and adaptive planning.
6	After finalization of this market consultation, we can start a European tender. Part of this tender is to assess the quality	Various award criteria to demonstrate qualitative distinguishing capacity were mentioned. The top three award criteria mostly mentioned focus on:

	of the tenders. Qualitative award criteria relate to the subject of the contract and therefore to the tender. Tenderers can distinguish themselves from other tenderers in a possible European tender with their tender. What do you see as the top 3 award criteria to be able to demonstrate this qualitative distinguishing capacity?	Diverse Expertise within the Consortium: A successful consortium should include partners with varied skills and experiences, ensuring comprehensive coverage of the technical, social, and governance aspects of the project. Proven Regional Knowledge and Experience: In-depth understanding of local socio-political, environmental dynamics, and governance structures is critical. This includes a strong network of local partnerships and a track record of addressing regional challenges, such as infrastructure limitations. Strong Technical and Strategic Integration: Expertise in environmental impact assessments (EIAs) and strategic environmental assessments (SEAs), alongside technical competencies like GIS, enables the integration of diverse data into strategic planning. Demonstrating successful incorporation of environmental findings into decision-making is essential.
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RVO has used the input to improve and finalise the tender document. RVO thanks all participating parties for their submitted response and their efforts in this regard.