

15/08/2025

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 CBI project Kenya Fresh Fruits and Vegetables, focusing on a just transition to sea freight

Description: This tender concerns the implementation of the 'Kenya Fresh Fruits and Vegetables – the transition to sea freight' programme, to contribute to the following long-term vision: The Kenyan FFV sector is actively working towards a just sea freight transition, therewith aiming to reduce CO2 emissions whilst offering an added value market proposition to destination markets. Euro 830.000,-

Procedure identifier: f18f5303-ad36-421b-9437-29936c9a5283

Internal identifier: 202502028

Type of procedure: Open

The procedure is accelerated: no

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: Kenya

2.1.3 Value

Estimated value excluding VAT: 830 000 Euro

:

2.1.4 General information

Legal basis:

Directive 2014/24/EU

2.1.5 Terms of procurement

Terms of submission:

Maximum

number of lots for which one tenderer can submit tenders: 3

Terms of contract:

Maximum number of lots for which contracts can be awarded to one tenderer: 3

5. Lot

5.1 Lot technical ID: LOT-0001

Title: Lot 1: Fresh Fruits and Vegetables sector expert for sea freight development, business coaching and market development

Description: This expert: • Has specific knowledge on FFV and the transition to sea freight. Understands the challenges SMEs face in joining the transition to sea freight, certification, quality control, and professionalisation. • Applies systems change strategies. • Coaches SME exporters on their product portfolio and the impact of air to sea transportation. • Has a strong knowledge of EU FFV markets and buyer requirements (such as quality, certification, logistics, finance). • Is familiar with inclusive business models, value chain strengthening, and product-market combinations. Euro 345.000,-

Internal identifier: 1

5.1.1 Purpose

Main nature of the contract: Services

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

Options:

Description of the options: The Tendering Authority intends to establish a Contract for each lot for a period of two (2) years, with a unilateral option to extend the contract up to two (2) times, each time for a period of one (1) year. The total duration of the Contract for each lot is maximum four (4) years including both extension-options.

5.1.2 Place of performance

Country: Netherlands

Anywhere in the given country

Additional information: Kenya

5.1.3 Estimated duration

Duration: 4 Year

5.1.4 Renewal

Maximum renewals: 2

Other information about renewals: An unilateral option to extend the contract up to two (2) times, each time for a period of one (1) year.

:

5.1.5 Value

Estimated value excluding VAT : 345 000 Euro

5.1.6 General information

Reserved participation: Participation is not reserved.

The names and professional qualifications of the staff assigned to perform the contract must be given: Not required

Procurement Project not financed with EU Funds.

The procurement is covered by the Government Procurement Agreement (GPA): yes

5.1.7 Strategic procurement

Aim of strategic procurement: No strategic procurement

5.1.10 Award criteria

Criterion:

Type: Quality

Name: 5.2.1 Knowledge, experience and competence

Description: The description can be found in the tender document

Category of award threshold criterion: Weight (points, exact)

Award criterion number: 40

Criterion:

Type: Quality

Name: 5.2.2 Active network of EU buyers in FFV sector

Description: The description can be found in the tender document

Category of award threshold criterion: Weight (points, exact)

Award criterion number: 20

Criterion:

Type: Quality

Name: 5.2.3 Expertise in business coaching
Description: The description can be found in the tender document
Category of award threshold criterion: Weight (points, exact)
Award criterion number: 20
Criterion:
Type: Price

Name: 5.4 Daily rates
Description: The description can be found in the tender document
Category of award threshold criterion: Weight (points, exact)
Award criterion number: 20

5.1.11 Procurement documents

Deadline for requesting additional information: 01/09/2025 14:00 +02:00

Address of the procurement documents: <https://www.tenderned.nl/aankondigingen/overzicht/389373>

5.1.12 Terms of procurement

Terms of submission:

Electronic submission: Required

Address for submission: <https://www.tenderned.nl/aankondigingen/overzicht/389373>

Languages in which tenders or requests to participate may be submitted: Dutch

Electronic catalogue: Not allowed

Variants: Not allowed

Deadline for receipt of tenders: 22/09/2025 14:00 +02:00

Deadline until which the tender must remain valid: 4 Month

Information about public opening:

Opening date: 22/09/2025 14:10 +02:00

Terms of contract:

The execution of the contract must be performed within the framework of sheltered employment programmes:

No

Electronic invoicing:

Required

Electronic ordering will be used:

no

Electronic payment will be used:

no

5.1.15 Techniques

Framework agreement:

Framework agreement, without reopening of competition

Maximum number of participants:

1

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) - Rechtbank 's-Gravenhage

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 receiving requests to participate:

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

5.1 Lot technical ID: LOT-0002

Title: Lot 2: Systems change expert for ecosystem development

Description:

This expert: • Supports sector alignment and strengthens local service provision. • Is experienced in strengthening enabling environments and support ecosystems. • Has a strong track record in MSD and systems thinking. • Is skilled in capacity building, public-private dialogue facilitation, and advocacy. • Engages relevant ecosystem partners to ensure the sustainability and long-term impact of the project's outcomes.
Euro 365.000,-

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: The Tendering Authority intends to establish a Contract for each lot for a period of two (2) years, with a unilateral option to extend the contract up to two (2) times, each time for a period of one (1) year. The total duration of the Contract for each lot is maximum four (4) years including both extension-options.

5.1.2 Place of performance

Country: Netherlands

Anywhere in the given country

Additional information: Kenya

5.1.3 Estimated duration

Duration: 4 Year

5.1.4 Renewal

Maximum renewals: 2

Other information about renewals: An unilateral option to extend the contract up to two (2) times, each time for a period of one (1) year.

:

5.1.5 Value

Estimated value excluding VAT: 365 000 Euro

:

5.1.6 General information

Reserved participation: Participation is not reserved.

The names and professional qualifications of the staff assigned to perform the contract must be given: Not required

Procurement Project not financed with EU Funds.

The procurement is covered by the Government Agreement (GPA): yes

Procurement Agreement (GPA):

5.1.7 Strategic procurement

Aim of strategic procurement: No strategic procurement

5.1.10 Award criteria

Criterion:

Type: Quality

Name: 5.2.4 Knowledge, experience and competence

Description: The description can be found in the tender document

Category of award threshold criterion: Weight (points, exact)

Award criterion number: 40

Criterion:

Type: Quality

Name: 5.2.5 Expertise in institutional development support to sector actors

Description: The description can be found in the tender document

Category of award threshold criterion: Weight (points, exact)

Award criterion number: 20

Criterion:

Type: Quality

Name: 5.2.6 Expertise in ecosystem development for systemic change

Description: The description can be found in the tender document

Category of award threshold criterion: Weight (points, exact)

Award criterion number: 20

Criterion:

Type: Price

Name: 5.4 Daily rates

Description: The description can be found in the tender document

Category of award threshold criterion: Weight (points, exact)

Award criterion number: 20

5.1.11 Procurement documents

Deadline for requesting

additional information: 01/09/2025 14:00 +02:00

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5.1.12 Terms of procurement

Terms of submission:

Electronic submission: Required

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Electronic catalogue: Not allowed

Variants: Not allowed

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Deadline until which the tender must remain valid: 4 Month

Information about public opening:

Opening date: 22/09/2025 14:10 +02:00

Terms of contract:

The execution of the contract must be performed within the framework of sheltered employment programmes: No

Electronic invoicing: Required

Electronic ordering will be used: no

Electronic payment will be used: no

5.1.15 Techniques

Framework agreement:

Framework agreement, without reopening of competition

Maximum number of participants: 1

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) - Rechtbank 's-Gravenhage

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 receiving requests to participate: Ministerie van Economische Zaken, Rijksdienst voor Ondernemend Nederland (RVO)

5.1 Lot technical ID: LOT-0003

Title: Lot 3: Local (sector) expert for local project management and implementation support

Description: This expert: • Can reach Nairobi within a distance of no more than 500 kms from Nairobi. • Has a deep understanding of the Kenyan FFV sector and its dynamics (especially avocado, mango, beans). • Has a strong network among private sector, relevant government agencies, and support services in the Kenyan FFV sector. Specifically with relation to sea-freight logistics. • Has experience in project management and coordinating multi-stakeholder processes. Euro 120.000,-

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: The Tendering Authority intends to establish a Contract for each lot for a period of two (2) years, with a unilateral option to extend the contract up to two (2) times, each time for a period of one (1) year. The total duration of the Contract for each lot is maximum four (4) years including both extension-options.

5.1.2 Place of performance

Country: Netherlands
Anywhere in the given country

Additional information: Kenya

5.1.3 Estimated duration

Duration: 4 Year

5.1.4 Renewal

Maximum renewals: 2

Other information about renewals : An unilateral option to extend the contract up to two (2) times, each time for a period of one (1) year.

5.1.5 Value

Estimated value excluding VAT : 120 000 Euro

5.1.6 General information

Reserved participation: Participation is not reserved.

The names and professional qualifications of the staff assigned to perform the contract must be given: Not required

Procurement Project not financed with EU Funds.

The procurement is covered by the Government Procurement Agreement (GPA): yes

5.1.7 Strategic procurement

Aim of strategic procurement: No strategic procurement

5.1.10 Award criteria

Criterion:

Type: Quality

Name: 5.2.7 Knowledge, experience and competence

Description: The description can be found in the tender document

Category of award threshold criterion: Weight (points, exact)

Award criterion number: 40

Criterion:

Type: Quality

Name: 5.2.8 Experience in local project implementation support and logistics in the Kenyan context

Description: The description can be found in the tender document

Category of award threshold : Weight (points, exact)

criterion:

Award
criterion
number: 40

Criterion:

Type: Price

Name: 5.4 Daily rates

Description: The description can be found in the tender document

Category of
award
threshold
criterion: Weight (points, exact)

Award
criterion
number: 20

5.1.11 Procurement documents

Deadline for
requesting
additional
information: 01/09/2025 14:00 +02:00

Address of the
procurement
documents: <https://www.tenderned.nl/aankondigingen/overzicht/389373>

5.1.12 Terms of procurement

Terms of submission:

Electronic
submission: Required

Address for
submission: <https://www.tenderned.nl/aankondigingen/overzicht/389373>

Languages in
which tenders
or requests to
participate may
be submitted: Dutch

Electronic
catalogue: Not allowed

Variants: Not allowed

Deadline for
receipt of
tenders: 22/09/2025 14:00 +02:00

Deadline until
which the
tender must
remain valid: 4 Month

Information about public opening:

Opening date: 22/09/2025 14:10 +02:00

Terms of contract:

The execution
of the contract
must be
performed
within the No

framework of
sheltered
employment
programmes:

Electronic
invoicing: Required

Electronic
ordering will no
be used:

Electronic
payment will no
be used:

5.1.15 Techniques

Framework agreement:

Framework agreement, without reopening of competition

Maximum
number of 1
participants:

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) - Rechtbank 's-Gravenhage

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
receiving
requests to
participate: Ministerie van Economische Zaken, Rijksdienst voor Ondernemend Nederland
(RVO)

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 (NL361)

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 (NL361)

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

Organisation receiving requests to participate

Review organisation

Organisation providing more information on the review procedures

Notice information

Notice

identifier 5bfd2cc6-661a-4947-937a-0c0a2bd5163c - 01
/version:

Form type: Competition

Notice type: Contract or concession notice – standard regime

Notice dispatch date: 15/08/2025 16:13 +02:00

Languages in which this notice is officially available: English