

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

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

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

Description: 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.

5.1.6 General information

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

5.1.15 Techniques

Framework agreement:
 Framework agreement, without reopening of competition

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 signing the contract:

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.

5.1.6 General information

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: 5.2.4 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)

criterion:

Award
criterion 20
number:

5.1.15 Techniques

Framework agreement:

Framework agreement, without reopening of competition

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 signing the contract:

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.

5.1.6 General information

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 criterion: Weight (points, exact)

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

5.1.15 Techniques

Framework agreement:
Framework agreement, without reopening of competition
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 signing the contract: Ministerie van Economische Zaken, Rijksdienst voor Ondernemend Nederland (RVO)

6. Results

Maximum value of the framework agreements in this notice: 830 000 Euro

6.1 Result lot Identifier: LOT-0001

At least one winner was chosen.

Framework agreement:

Maximum value of the framework agreement: 345 000 Euro

6.1.2 Information about winners

Winner:

Official name: Sardonyx

Tender:

Tender

identifier: 1
Identifier of
lot or group of
lots: LOT-0001

The tender
was ranked: no

The tender is
a variant: no

Subcontracting
: No

Contract information:

Identifier of
the contract: CON-0001

Title: P1 Lot 1: Fresh Fruits and Vegetables sector expert for sea freight development, business coaching and market development

Date of the
conclusion of
the contract: 15/12/2025

Organisation
signing the
contract: Ministerie van Economische Zaken, Rijksdienst voor Ondernemend Nederland (RVO)

6.1.4 Statistical information

Received tenders or requests to participate:

Type of
received
submissions: Tenders submitted electronically

Number of
tenders or
requests to
participate
received: 10

Type of
received
submissions: Tenders from micro, small or medium tenderers

Number of
tenders or
requests to
participate
received: 2

Type of
received
submissions: Tenders

Number of
tenders or
requests to
participate
received: 10

6.1 Result lot Identifier: LOT-0002

At least one winner was chosen.

Framework agreement:

Maximum
value of the

framework 365 000 Euro
agreement:

6.1.2 Information about winners

Winner:

Official name: Q-Point B.V.

Tender:

Tender identifier: 2

Identifier of lot or group of lots: LOT-0002

The tender was ranked: no

The tender is a variant: no

Subcontracting : No

Contract information:

Identifier of the contract: CON-0002

Title: P2 Lot 2: Systems change expert for ecosystem development

Date of the conclusion of the contract: 15/12/2025

Organisation signing the contract: Ministerie van Economische Zaken, Rijksdienst voor Ondernemend Nederland (RVO)

6.1.4 Statistical information

Received tenders or requests to participate:

Type of received submissions: Tenders submitted electronically

Number of tenders or requests to participate received: 7

Type of received submissions: Tenders from micro, small or medium tenderers

Number of tenders or requests to participate received: 1

Type of received submissions: Tenders

Number of tenders or requests to participate received: 7

requests to
participate
received:

6.1 Result lot Identifier: LOT-0003

At least one winner was chosen.

Framework agreement:

Maximum
value of the
framework
agreement: 120 000 Euro

6.1.2 Information about winners

Winner:

Official name: Lydia Gerratt Consulting

Tender:

Tender
identifier: 3

Identifier of
lot or group of
lots: LOT-0003

The tender
was ranked: no

The tender is
a variant: no

Subcontracting
: No

Contract information:

Identifier of
the contract: CON-0003

Title: P3 Lot 3: Local (sector) expert for local project management and implementation support

Date of the
conclusion of
the contract: 15/12/2025

Organisation
signing the
contract: Ministerie van Economische Zaken, Rijksdienst voor Ondernemend Nederland (RVO)

6.1.4 Statistical information

Received tenders or requests to participate:

Type of
received
submissions: Tenders submitted electronically

Number of
tenders or
requests to
participate
received: 7

Type of
received
submissions: Tenders from micro, small or medium tenderers

Number of
tenders or
requests to
0

participate
received:

Type of
received Tenders
submissions:

Number of
tenders or
requests to 7
participate
received:

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 Agglomeratie 's-Gravenhage (NL361)
(NUTS):

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 Agglomeratie 's-Gravenhage (NL361)
(NUTS):

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

Review organisation

Organisation providing more information on the review procedures

Organisation signing the contract

8.1 ORG-0003

Official name: Q-Point B.V.
Size of the economic operator: Small
Registration number: 27252631
Postal address : Agro Business Park 71
Town: Wageningen
Postcode: 6708PV
Country subdivision (NUTS): Veluwe (NL221)
Country: Netherlands
Email: info@q-point-bv.nl
Telephone: +31 317491581
Internet address: <https://www.q-point-bv.nl/en/>

Roles of this organisation:

Tenderer

Winner of these lots: LOT-0002

8.1 ORG-0002

Official name: Sardonyx
Size of the economic operator: Micro
Registration number: 76588424
Postal address : Noordersingel 37
Town: Voorthuizen
Postcode: 3781XH
Country subdivision (NUTS): Veluwe (NL221)
Country: Netherlands
Contact point: Tom Bouwman

Roles of this organisation:

Tenderer

Winner of these lots: LOT-0001

8.1 ORG-0004

Official name: Lydia Gerratt Consulting
Size of the economic operator: Large
Registration number: 1322849

Postal address Arundel Terrace 48

:

Town: London

Postcode: SW13 8DS

Country: United Kingdom

Contact point: Lydia Gerratt

Roles of this organisation:

Tenderer

Winner of these lots: LOT-0003

Notice information

Notice

identifier 2d7caa31-9f31-4ddc-8101-42f3e67e07bc - 01

/version:

Form type: Result

Notice type: Contract or concession award notice – standard regime

Notice dispatch date: 30/12/2025 09:54 +01:00

Languages in which this notice is officially available: English