

25/08/2025

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

Additional information: The deadline for the receipt of Tenders and opening of new Tenders by the Tendering Authority has been updated and changed from 22 September 2025 to 25 September 2025 at 14:00 CEST.

Legal basis:

Directive 2014/24/EU

2.1.5 Terms of procurement

Terms of submission:

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

Terms of contract:

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

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 (75210000 Foreign affairs and other services
cpv):

Options:

Description of The Tendering Authority intends to establish a Contract for each lot for a period of
the options: 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 An unilateral option to extend the contract up to two (2) times, each time for a period
about renewals 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 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: 5.2.1 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/390123>

5.1.12 Terms of procurement

Terms of submission:

Electronic submission: Required

Address for submission: <https://www.tenderned.nl/aankondigingen/overzicht/390123>

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

Electronic catalogue: Not allowed

Variants: Not allowed

Deadline for receipt of tenders: 25/09/2025 14:00 +02:00

Deadline until which the tender must remain valid: 4 Month

Information about public opening:

Opening date: 25/09/2025 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

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,

Description:

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 Procurement
yes

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

Address of the procurement documents: <https://www.tenderned.nl/aankondigingen/overzicht/390123>

5.1.12 Terms of procurement

Terms of submission:

Electronic submission: Required

Address for submission: <https://www.tenderned.nl/aankondigingen/overzicht/390123>

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

Electronic catalogue: Not allowed

Variants: Not allowed

Deadline for receipt of tenders: 25/09/2025 14:00 +02:00

Deadline until which the tender must remain valid: 4 Month

Information about public opening:

Opening date: 25/09/2025 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 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: 5.2.7 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

5.1.11 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/390123>

5.1.12 Terms of procurement

Terms of submission:

Electronic submission: Required

Address for submission: <https://www.tenderned.nl/aankondigingen/overzicht/390123>

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

Electronic catalogue: Not allowed

Variants: Not allowed

Deadline for receipt of tenders: 25/09/2025 14:00 +02:00

Deadline until which the tender must remain valid: 4 Month

Information about public opening:

Opening date: 25/09/2025 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)

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

Organisation receiving requests to participate

Review organisation

Organisation providing more information on the review procedures

10. Change

Version of the
previous notice 5bfd2cc6-661a-4947-937a-0c0a2bd5163c-01
to be changed:

Main reason
for change: Buyer correction

Description: The deadline for the receipt of Tenders and opening of new Tenders by the
Tendering Authority has been updated and changed from 22 September 2025 to 25
September 2025 at 14:00 CEST.

Notice information

Notice
identifier 10f37797-1d37-4fe1-b264-e2ad45df14e8 - 01
/version:

Form type: Competition

Notice type: Contract or concession notice – standard regime

Notice
dispatch date: 25/08/2025 14:36 +02:00

Languages in
which this
notice is
officially
available: English