

Market Orientation concerning pilots for Centre of Excellence India – Netherlands Water Quality

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1. Organisation: The Netherlands Enterprise Agency

The Netherlands Enterprise Agency (in Dutch: Rijksdienst voor Ondernemend Nederland, hereinafter RVO) supports entrepreneurs, NGOs, policymakers, knowledge institutes, and organisations, in order to contribute to three societal transitions: (1) climate-energy transition, (2) sustainable agriculture and food system, and (3) future proof and digital economy. RVO aims to improve collaborations and strengthen positions through funding and networks and help realize national and international ambitions with financing, networks, expertise and compliance with laws and regulations.

RVO is a government agency that operates under the responsibility of the Ministry of Economic Affairs. Our activities are carried out on behalf of various Dutch ministries and the European Union.

For more information about RVO, please visit: [Netherlands Enterprise Agency | RVO.nl](https://www.rvo.nl).

2. Project initiator

The initiator of this project is the Partners for Water programme.

This Dutch government initiative is part of RVO and works to strengthen global water security through long-term collaboration with local stakeholders and the Dutch water sector. By supporting strategic planning and early-stage innovation, the programme aims to drive systemic change in sustainable water management and infrastructure. In this way, it helps to deliver meaningful, lasting improvements to the quality of life and the living environment.

The Partners for Water programme is commissioned by the Ministry of Infrastructure and Water Management, acting on behalf of the Interdepartmental Water Cluster.

For more information about the Partners for Water Programme, please visit: [Homepage - Partners for Water](https://www.partnersforwater.nl).

This assignment is financed through the Partners for Water Program, executed by RVO, part of the Netherlands Ministry of Economic Affairs. The Partners for Water Program is commissioned by the Ministry of Infrastructure and Water Management on behalf of the Interdepartmental Water Cluster.

The Netherlands is internationally well-known for its expertise on water management, which is therefore one of the cornerstones of the bilateral relationships the Netherlands maintains. Through the Netherlands International Water Ambition (NIWA), more intense relationships with other countries are aimed for, which are fostered through strategic partnerships with seven so-called delta countries. Under the NIWA, several ministries are involved: Foreign Affairs (BZ), Agriculture, Nature and Food Quality (LNV), Economic Affairs (EZ) and Infrastructure and Water Management (I&W). The ultimate aim is to increase water security and water safety for humans, plants and animals, and to optimize the Dutch contribution to this aim.

India is a delta country under the Netherlands International Water Ambition and as such included in its main implementation programme Partners for Water 2022-2027. The India delta team works with the Government of India under the Strategic Water Partnership signed by the ministers of Infrastructure & Water Management (NL) and Jal Shakti (India), as agreed by two prime ministers. Under the SWP the Government of the Netherlands works with Jal Shakti implementation agency the National Mission Clean Ganga (NMCG), as well as in Kerala and West Bengal. The India delta team consisting of representatives of the Ministry of Infrastructure and Water, RVO and the Dutch Embassy in Delhi implements this cooperation according to the India Delta Cooperation 2-year plan.

India has been given the status of a delta country in the Partners for Water (PvW) 2022-2027 programme. The PvW delta team India has included activities to support the National Mission Clean Ganga (NMCG) and the implementation of Centre of Excellence on Water India – Netherlands together with NMCG and Indian Institute of Technology (IIT) Delhi (see introduction below).

The PvW delta team India consists of representatives of the Ministry of Infrastructure and Water, RVO and the Dutch Embassy in Delhi and is responsible for implementing activities of the Centre of Excellence.

3. Background of the Centre of Excellence on Water India-the Netherlands.

As agreed under the Strategic Water Partnership between India and the Netherlands, the countries have committed to setting up an international center of excellence on water. This India–Netherlands International Center of Excellence on Water (CoE) will become the key platform for developing and applying water-related knowledge, expertise and innovative solutions to achieve the goals of resilient and sustainable water management for the Ganga basin.

The establishment of the CoE fulfills the ministerial India-Dutch resolution mentioning Centers of Excellence. Furthermore, it implements the NMCG – The Netherlands Plan of Action for Cooperation on Water Allocation and Water Quality Management prepared by NMCG and Dutch Delta Team India, as approved by the Ministerial Joint Working Group of April 2023. This Plan of Action contains five program areas defined for the cooperation:

- I. Sustainable water quality management;
- II. Urban water management;
- III. Monitoring and decision making;
- IV. Living with and valuing of water;
- V. Resilient water systems.

Ambition

The Partners for Water ambition is to respond to the request of the Indian counterpart to exchange knowledge and expertise on the theme of Water Quality.

These activities are also contributing and in line with the activities resulting from the bilateral Centre of Excellence on Water of the Netherlands and the counterpart National Mission Clean Ganga.

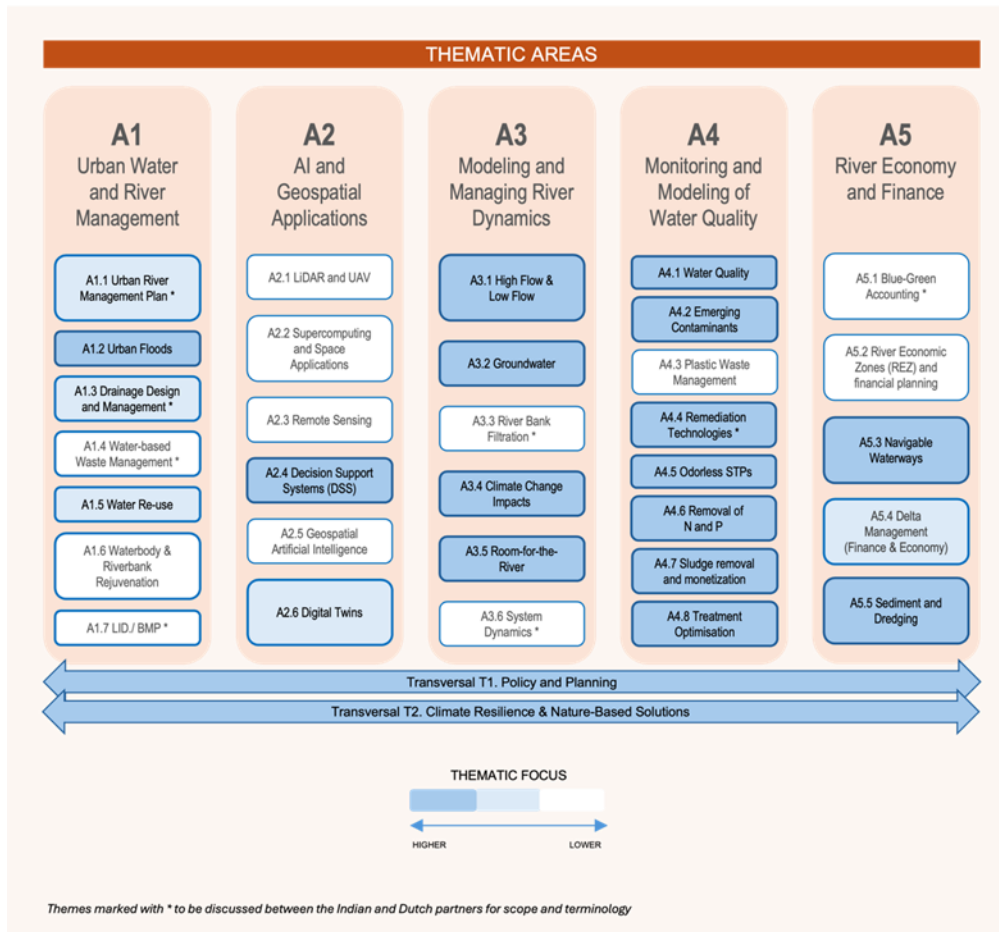
Upon agreement with the Secretary of the Ministry of Jal Shakti, the fast tracking of at least 3 projects needs to take place under the Centre of Excellence on Water.

Of these 3 projects, the Netherlands government aims to provide (at least) 2 pilot projects that bring in Netherlands water innovations from their solution providers. Below are the long list of potential pilot projects with more details, and further the process description how these can be become reality and implemented in India.

To quickly and practically strengthen the Indian-Dutch cooperation, a pilot project at an NMCG facility can be essential. The idea is of a pilot project about a Dutch Water quality application solution at one of the waste water treatment plant.

In consultation with NMCG, a pilot is set up that meets certain criteria: it must deliver significant improvements for NMCG, be scalable and repeatable, use distinctive Dutch technology, and be easily managed locally or remotely.

The pilot must be independently monitored to guarantee objective results.



Based on the IFAT mission to Mumbai (10-16 October 2025) and matchmaking event at the Residence of H.E. Ambassador of the Netherlands to India (17 October 2025), where 17 Netherlands water solution providers presented their solutions to NMCG and IIT Delhi.

We distinguish between pilots that have already been initiated and those via the Centre of Excellence on Water, and proposals for pilots that NMCG can still approve.

3. Purpose of the market orientation

With this market orientation, RVO wants to collect information which will help specifying the companies of the Dutch Water Sector, who are interested to take part in piloting water tech pilots in India.

Proposed pilots

#	Name	CoE Theme	Type of location	Name of NL solution provider (type)	Role of NL solution provider	Role of NMCG	Role of IIT Delhi
1	IoT Sensor network for real-time continuous wastewater treatment plant process quality monitoring and analytics with dashboard	A4.8 Monitoring and Modelling of Water Quality – Treatment Optimisation	Wastewater treatment plant		Provide the technology and lead the project. Deliver dashboard. Installation and operation with local partner	Approve pilot and Appoint location. Establish minimum outcomes for successful project implementation and delivery.	Check and validate results and determine whether the project meets the predefined minimum requirements and broader implementation
2	UV treatment for Desinfection Wastewater	A4.8 Monitoring and Modelling of Water Quality – Treatment Optimisation	Wastewater treatment plant		Provide the technology and lead the project. Installation and operation with local partner	Approve pilot and Appoint location. Establish minimum outcomes for successful project implementation and delivery.	Check and validate results and determine whether the project meets the predefined minimum requirements and broader implementation
3	UV treatment for medicine residues, pesticides or (industrial) emerging contaminants	A4.2 Monitoring and Modelling of Water Quality – Treatment Optimisation	Wastewater treatment plant		Provide the technology and lead the project. Installation and operation with local partner	Approve pilot and Appoint location. Establish minimum outcomes for successful project implementation and delivery.	Check and validate results and determine whether the project meets the predefined minimum requirements and broader implementation
4	Decentralized wastewater treatment for smart systems for reuse	A1.5 Water re-use	Wastewater sewage		Provide the technology and lead the project. Installation and operation with local partner	Approve pilot and Appoint location. Establish minimum outcomes for successful project implementation and delivery.	Check and validate results and determine whether the project meets the predefined minimum requirements and broader implementation
5	Decentralized wastewater treatment for wastewater of tanneries	A1.5 Water re-use	Wastewater sewage		Provide the technology and lead the project. Installation and operation with local partner	Approve pilot and Appoint location. Establish minimum outcomes for successful project implementation and delivery.	Check and validate results and determine whether the project meets the predefined minimum requirements and broader implementation

The objectives of this market orientation are:

- To identify potential parties/companies interested in participating water tech pilots in India;
- To identify relevant parties/ interested parties which are willing to forming a team with con colleagues companies or Indian companies/ local experts possessing the necessary expertise to deliver the required services;
- To gather insights which companies are interested to use the pilot to enter the Indian market.

4. Purpose of the project

The main goal of the matchmaking of Dutch expertise and knowledge to the Indian challenges is mainly to improve the proces of the water sewage treatment plants and water quality more general by piloting solutions with proven technology.

5. Scope of work

The project entails the implementation of a pilot technology at a wastewater treatment plant or another appropriate site in India.

Detailed Terms of Reference will be prepared to specify the performance indicators, deliverables and implementation timelines.

The Dutch company will assume full responsibility for the provision, deployment and demonstration of the technology in India, as well as for the training and capacity building of local personnel.

The Indian counterpart will be accountable for making the location ready to carry out the pilot, within the timelines, with the people who have the mandates to act upon the required actions to implement the pilot.

IIT Delhi will carry out monitoring and reporting.

It's important that the contractor will also provide ongoing documentation of the co-creation process, maintain the knowledge sharing under the CoE initiative, and facilitate meaningful engagement moments such as stakeholder roundtables and (international) workshops.

Keywords:

- **Co-creation process** in which process steps and intermittent outcomes are closely aligned with local and national government authorities, and development cooperation partners.
- **Updated and expanded knowledge which can contribute to the CoE.**
- **Well-documented process guideline that allows for effective replication.**

We are currently still in the market orientation phase. If you are interested in piloting your technology please respond to this market orientation by filling in your information (see 9).

7. Budget indication

The indicative budget is between €50,000 and €100,000 per pilot excluding Dutch VAT and including any applicable local (foreign) VAT, as well as all other costs and fees. No rights may be derived from this indication.

8. Duration of the assignment

Depending on the scope we anticipate the duration of the assignment to be 6 months till 1 year. But the pilot must be completed before July 2027.

9. Application

Interested companies are invited to send an expression of interest including their filled in response form to RVO by sending an e-mail to leonie.verhoef@rvo.nl of the Procurement Office with copy to fernanda.vandervelde@rvo.nl.

In your Expression of Interest, you are kindly requested to fill in the response form by briefly address the following points:

- **Information about your organization:** Please include your organisation's website, along with a concise track record highlighting relevant experience and expertise in line with the requirements of this assignment. Additionally, kindly provide the name, position, and email address of the designated contact person.
- **Elaboration on your ambition in India**
- **Reflection on the scope of work:** Do you find the scope clearly defined and sufficiently comprehensive? Are there any activities you believe are missing or in need of further clarification?
- **Proposed team composition and/or partners:** You are requested to provide a concise overview of the proposed team and/or any partners you consider well-suited to fulfil the objectives and requirements of this assignment.
- **Reflection on the Keywords:** What do you need to cooperate with local partners, to meet the stated requirements of co-creation, knowledge sharing and participating in workshops?
- **Estimated value of services:** What budget do you consider appropriate to effectively carry out the proposed activities? Can you elaborate on which kind of costs you are expecting will be difficult to meet? (technical costs, logistical costs, other)
- **Daily rate:** Please indicate the average daily rate (junior / medior / senior) for each expert position, distinguishing between international and local experts, and dividing by team. Fill in the table in the response form (as much as possible) and add rows if needed.
- **Potential risks:** What potential risks do you foresee executing this assignment (e.g. timeframe, budget, scope, or else)?
- **Additional remarks or suggestions:** Please share any other observations, recommendations, or questions you deem relevant to this assignment.

10. Deadline

The deadline for responding to this market orientation is set at **30 March 2026**.

Follow up

As a result of the market orientation, RVO can decide to start a follow-up process.

Interested parties can be invited to 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.

In case of a follow-up process, no distinction will be made between parties that have or have not participated in the market orientation.

The organization can use the information collected as a result of this market orientation when formulating an assignment. Candidates should note that information they provide in the context of this market orientation may be made public (albeit in anonymised form).

Yours sincerely,

Leonie Verhoef
Procurement Officer

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Ministry of Economic Affairs
Netherlands Enterprise Agency