

Market orientation concerning Capacity Building for Lowland Development and Management in Indonesia, including E-Learning

Reference number: 202605085

1. Organisation: The Netherlands Enterprise Agency (RVO)

The Netherlands Enterprise Agency (in Dutch: *Rijksdienst voor Ondernemend Nederland*, RVO) supports private and public organisations by providing funding, facilitating international partnerships, and offering access to knowledge and regulatory guidance. This assignment is financed through the Partners for Water Programme, commissioned by the Ministry of Infrastructure and Water Management and executed by RVO.

More information about RVO can be found on: www.rvo.nl and english.rvo.nl.

The governments of the Netherlands and Indonesia maintain a long-standing cooperation in the field of water management, formalised in the Memorandum of Understanding on Water (MoU-Water) 2022–2027. Both countries recognise the strategic value of this collaboration, bilaterally and multilaterally. The cooperation is structured around four working groups. This assignment is part of Working Group II: Lowland Development and Irrigation – Optimising Existing Lowland Areas to Enhance Food Security.

2. Purpose of the market orientation

The purpose of the market orientation is to identify the interest of organisations to implement a capacity building project on lowland development for Indonesia, including the development of an e-learning programme and providing 'training-of-trainers' (ToT). At the same time, the orientation aims to gather insights from potential bidders that will help refine the design and execution of the assignment.

In addition to mapping interested parties, the market orientation provides an opportunity to better understand proposed approaches, relevant expertise, and track records in comparable contexts. The feedback received will inform the contracting authority about the feasibility of the assignment within the indicated budget and contribute to the preparation of a robust Terms of Reference (ToR). In this way, the market orientation supports both the quality of the procurement process and the eventual success of the capacity-building programme.

3. Purpose of the assignment

The assignment is intended to build sustainable capacity for lowland development and irrigation in Indonesia by combining structured training with innovative knowledge transfer. It aims to equip government staff and other stakeholders with the tools and skills needed to address the complex challenges of managing lowland areas, while ensuring that expertise generated in Dutch-supported projects is retained and further developed. Through e-learning modules and training-of-trainers (ToT) activities, the programme will deliver practical, accessible learning that strengthens institutional knowledge and supports long-term food security.

In addition, the assignment creates opportunities for senior Dutch and Indonesian experts to share their experience with younger generations, ensuring continuity of expertise and fostering a new cadre of professionals in the field of lowland development. By promoting the dissemination of Dutch knowledge, skills, and technology, the programme will help optimise water management in existing lowland irrigation schemes. At the same time, it will reinforce the knowledge base among Dutch experts and teachers, ensuring that capacity for lowland support remains strong and sustainable in the future. The assignment is designed to complement the Asian Infrastructure Investment Bank (AIIB)-funded Optimized Lowland Irrigation for Food Security (OLIFS) programme, which is the primary investment initiative for irrigation system development and rehabilitation in Indonesia's lowlands.

4. Scope of work and anticipated deliverables

The assignment encompasses the development and implementation of a Lowland E-Learning Programme for Indonesia, complemented by a Training-of-Trainers (ToT) component. The scope begins with a review of existing training materials, progresses through curriculum design and module development, and concludes with targeted training sessions to equip selected trainers with the skills to support and promote the programme.

- **Inventory and gap analysis:** The contractor will conduct a review of existing training courses and curricula on Indonesian lowland development, including those developed under Dutch-funded projects and those available through PU institutions such as the Directorate for Irrigation and Lowland, the Human Resources Development Agency (BPSDM), and *Balai Teknik Rawa*. This step will assess the coverage and quality of available programmes, identify gaps in content, and determine which materials can be adapted or built upon to form the foundation of a new integrated e-learning programme.
- **Programme development:** Building on the findings of the inventory, the contractor will prepare a curriculum for the Lowland E-Learning Programme. This curriculum will define learning goals, content areas, and required modules, ensuring that each contributes to the overall objectives of the assignment. Instructional design methodologies will be specified, including interactive content, multimedia elements, and assessment tools. Coordination with BPSDM will be required to guarantee integration into the Ministry's [KLOP e-learning platform](#).
- **Module development:** Once the curriculum is approved, the contractor will develop and implement the individual e-learning modules. Each module will deliver clear learning objectives and incorporate interactive instructional design, multimedia elements, and assessment tools to measure learner progress. Scripts, storyboards, and digital learning assets will be prepared in collaboration with subject matter experts to ensure technical accuracy, relevance, and sustainability.
- **Training-of-Trainers (ToT):** Physical training will be organised to build the capacity of selected trainers. These trainers will be equipped with the knowledge, skills, and confidence to deliver additional training on lowland management to their peers and to act as ambassadors for the e-learning programme. The ToT will cover both technical content and practical guidance on navigating the e-learning system, engaging learners, and reinforcing key concepts. Trainers who complete the programme will serve as resource persons within their organisations, ensuring sustainability by promoting participation and supporting learners over the long term.

The e-learning programme is primarily aimed at staff of PU including the Directorate for Irrigation and Lowland, *Balai Teknik Rawa* and the river basin organisations (B/BWS). There will be a specific focus on technical, supervisory and administrative staff of the B/BWS in the seven OLIFS provinces. Beyond PU, participants are expected to include representatives from other ministries, provincial and district governments, academic institutions, and the private sector, ensuring broad engagement in the sustainable management of Indonesia's lowlands.

5. Requirements

The assignment requires a multidisciplinary team with proven expertise in lowland development, irrigation, and capacity building. The team should collectively demonstrate the following qualifications:

- Technical expertise in lowland irrigation planning, design, and management, including familiarity with the Indonesian context.
- Familiarity with relevant Dutch lowland and water management, e.g. state-of-the-art smart innovative technologies and practices.
- Knowledge and experience in the development of a training curriculum.
- Instructional design and e-learning development skills, with experience in creating interactive, multimedia-based training modules and integrating content into institutional platforms such as KLOP.
- Capacity building and training experience, particularly in organizing Training-of-Trainers (ToT) programmes and supporting knowledge transfer between senior and junior professionals.

6. Extent and duration

The capacity building programme has a maximum duration of 12 months. Activities are to be carried out from October 2026 (or as soon as the tendering and contracting procedure has finished) until September 2027.

7. Budget indication

For companies and knowledge institutions established in the Netherlands:

The indicative budget range for this assignment is set between € 100.000,- and € 125.000,- 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.

*Given the nature of this assignment, which includes development cooperation that exclusively benefits a developing country, a VAT rate of 0% Dutch VAT applies to the amount specified provided the Contractor is established in the Netherlands and the organisation is registered as an entrepreneur for VAT purposes. More information on this matter can be found within the decree issued by the Ministry of Finance on 21 September 2015 (no. BLKB/2015/76M).

8. Application

Interested candidates are invited to send an expression of interest by answering the following 5 questions, in less than 300 words per question, in Verdana font, size 9 pt. to RVO by sending an e-mail to Francis van der Maas, francis.vandermaas@rvo.nl of the Procurement Office with romy.vanderham@rvo.nl in CC. Please state the name of the contact person of your institution and his or her e-mail address. Please do not include any additional documents.

Question 1

What is your proposed approach for the development and implementation of the e-learning programme?

Question 2

How would you ensure the sustainability of the capacity building programme? You may consider the proposed e-learning and Training-of-Trainers (ToT) as possible approaches, or suggest alternative options.

Question 3

Please describe the expertise on lowland development and irrigation that you bring to the capacity building programme, including the Indonesian context and relevant Dutch technologies and practices. Indicate which Dutch or Indonesian organisations you would consider as potential partners for providing the required expertise.

Question 4

Can you briefly describe your track record regarding capacity building programmes and training development, particularly in emerging economies and/or Indonesia?

Question 5

Please describe the structure and content of a typical e-learning module, and indicate the expected cost per module.

Within the indicated budget, please explain the expected number and size of e-learning modules that can be developed.

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

Interested parties can be invited in 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.

Please note: Participation in the market consultation is not a requirement for involvement in the follow-up process. No distinction will be made between those who did or did not participate in this initial market orientation.

9. Deadline

The deadline for responding to this market orientation is set at **3 July 2026**.

Yours sincerely,

Francis van der Maas
Procurement Officer

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Ministry of Economic Affairs
Netherlands Enterprise Agency