

Market orientation 'Water as Leverage Academy Training-of-Trainers'

Ref. IUC: 202606095

Organisation: The Netherlands Enterprise Agency

The Netherlands Enterprise Agency (in Dutch: Rijksdienst voor Ondernemend Nederland, RVO) supports private and public organisations with funding, international business partners, knowledge, and regulations. More information about RVO can be found on: www.rvo.nl and <http://english.rvo.nl/>

This assignment is financed through the Partners for Water Program, executed by the Netherlands Enterprise and Development Agency (RVO), part of the Netherlands Ministry of Economic Affairs and Climate. Water as Leverage builds on programmatic activities developed over the past 10 years and falls under the Partners for Water Programme, which is commissioned by the Ministry of Infrastructure and Water Management on behalf of the Interdepartmental Water Cluster.

Purpose of the orientation

The purpose of this market orientation is to explore which parties are interested and possess the necessary knowledge, experience, and capacity to be eligible for this tender.

Extent and duration

The project will run from 1 November 2026 (or as soon as the tendering and contracting procedure has finished) until 26 November 2027. No extension of the project after this date is possible.

Budget indication

The indicative budget range for this assignment is set between € 110,000.- and € 120,000.- 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).

Purpose of the assignment

Water as Leverage (WaL) in Thailand builds on a multi-year collaboration between Thai and Dutch partners to explore how water can become an entry point for inclusive, design-led and transformative urban resilience. Since 2023, the WaL Academy Bangkok has supported this collaboration by bringing together government agencies, knowledge institutions, communities, civil society, designers, private sector actors, financiers and international partners around a shared agenda for integrated water management, Nature-based Solutions and climate-resilient urban development.

The purpose of the project, its goals, activities, deliverables and requested team composition are outlined in the terms of reference, which is attached as Appendix 1. The content of this ToR document is not final and may be modified by RVO.

In case you possess demonstrable experience in similar projects you are invited to express your interest to the contact person mentioned below. Please fill out the questions outlined in the table on the next page.

Requirements

- The contractor should have a multidisciplinary team that combines Thai and international expertise.

- The core team should include a substantial number of Thai or Thailand-based experts, particularly for institutional embedding, stakeholder engagement, curriculum development, facilitation, water governance and contextualisation of the WaL methodology.
- International experts should complement this Thai core team by bringing experience from the international urban water resilience practice, design-led project development and Training-of-Trainers methodologies.

To ensure efficiency, experts may combine roles where relevant, provided that the proposal clearly demonstrates that all required competencies are covered. A more elaborated description of requirements can be found in the terms of reference document.

The project kick-off will take place in Bangkok in the week of 23 November 2026. Availability of the project manager and/or Training-of-Trainers Lead needs to be ensured, for in-person project kick-off activities, preferably through deployment of Thailand-based experts. Limited preparatory work is required for these project kick-off activities, including a kick-off meeting with RVO, preparing presentation materials on the proposed and updated work plan for the assignment and preparations for conversations with key counterpart organisations indicated in the ToR, in partnership with RVO, EKN and other involved stakeholders.

Application

Interested parties are requested to express their interest to RVO by completing the table below and sending this information by e-mail to francis.vandermaas@rvo.nl of the Procurement Office. No supporting documents are required at this stage.

Name company	
Website	
Name contact person, position + e-mail address	
Can the party carry out the assignment in accordance with the requirements set above and the terms of reference?	Yes / No
Can the party carry out the assignment within the given budget range?	Yes / No
Is the party available to carry out the assignment from November 2026 up to November 2027?	Yes / No
Relevant experience: You are requested to provide a brief explanation, based on your previous experiences and skills, of why you believe you are capable of completing this assignment.	Please submit your response in Verdana, font size 9 , not exceeding 400 words . No supporting documents are required at this stage.
If applicable: You are requested to list the name of the company, contact person, position and e-mail address of the consortium partner(s) and/or subcontractor(s).	

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.

Deadline

The deadline for responding to this market orientation is set at 20 August 2026.

Yours sincerely,

Francis van der Maas
Procurement Officer

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Ministry of Economic Affairs and Climate Policy
Netherlands Enterprise Agency