Market orientation

Concerning Lessons Learned and Agenda Setting: Infrastructure Finance and Private Sector Participation in Bangladesh - ref. 202606147

Organisation: The Netherlands Enterprise Agency

The Netherlands Enterprise Agency (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 (PfW) Programme, commissioned by the Ministry of Infrastructure and Water Management and executed by RVO.

The Governments of the Netherlands and Bangladesh maintain a long-standing cooperation in the field of water management, formalised through the Memorandum of Understanding on Adaptive Delta Management (2023–2032). Through the Partners for Water Programme, the Netherlands supports Bangladesh in strengthening sustainable water management, climate resilience, infrastructure development and institutional capacity.

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

Purpose of the notification
The purpose of this market orientation is to identify organisations interested in implementing an assignment focused on capturing lessons learned and setting a future agenda for attracting Foreign Direct Investment and involving the private sector in finance, design, construction, and operation & maintenance of public water infrastructure through alternative contracting modalities, including Public-Private Partnerships (PPPs) in Bangladesh's water sector.
At the same time, the market orientation seeks to gather insights from potential bidders regarding the most effective approach, expertise, deliverables and stakeholder engagement strategy for such an assignment.

The feedback received will help RVO assess the feasibility of the assignment within the indicative budget and further refine the Terms of Reference (ToR). In this way, the market orientation supports both the quality of the potential procurement process and the eventual usefulness of the assignment.

Extent and duration
The project will run between October 2026 and November 2027.

Budget indication
Max € 120,000 excluding Dutch VAT.

Background and Purpose of the Assignment
Under Partners for Water Phase 5 (2022–2027), the Netherlands and Bangladesh have jointly advanced two mutually reinforcing themes:

- Public-Private Partnerships (PPPs), alternative contracting approaches and infrastructure finance.
- Sustainable asset management for water infrastructure.

As the programme approaches completion (end 2027), there is an opportunity to consolidate lessons learned, identify remaining barriers and opportunities, and translate programme experience into a forward-looking agenda for future cooperation, investment mobilisation and institutional strengthening.

The assignment is expected to support key stakeholders in Bangladesh and the Netherlands in building upon the achievements of PfW Bangladesh and advancing sustainable infrastructure management and private sector participation beyond the programme period.

Current thinking is that the assignment will combine lesson learning, stakeholder consultations in Bangladesh and the Netherlands, development of knowledge products, and knowledge-sharing activities to translate the experience gained under PfW Bangladesh into a practical agenda for future cooperation, investment mobilisation and institutional strengthening. The precise methodology, deliverables and balance between these elements remain open for discussion and will be refined following this market orientation.

Indicative Scope
The current thinking is that the assignment may include:

- Review and synthesis of lessons learned from PfW Bangladesh and related initiatives within Bangladesh and beyond;
- Stakeholder consultations primarily in Bangladesh and the Netherlands, but also drawing on international best practices;
- Identification of opportunities, constraints and enabling conditions for infrastructure finance and private sector participation in relation to sustainable asset management;
- Development of recommendations and a forward-looking agenda;
- Preparation of knowledge products and communication materials;
- Organisation of stakeholder engagement and knowledge-sharing activities.

The precise scope, methodology and deliverables have not yet been finalised and will be refined by the results of this market orientation.

Indicative Requirements
The assignment is expected to require a combination of expertise in:

- Public-Private Partnerships (PPPs), infrastructure finance and alternative contracting approaches;
- Sustainable asset management and infrastructure management;
- Policy analysis and institutional development;
- Knowledge management, learning and communications;
- Stakeholder engagement and facilitation;
- Bangladesh's water sector, institutional landscape and investment environment.

The assignment is expected to be implemented by a multidisciplinary team combining Dutch and Bangladeshi expertise. Respondents are invited to propose an appropriate team composition and to explain how Dutch and Bangladeshi experts would work together to ensure both international good practice and strong local relevance.

The exact team composition remains open for discussion and will be further refined through this market orientation.

Application
Interested candidates are invited to send an expression of interest by answering the following 8 questions, Please use no more than four (4) A4 pages for your total response in Verdana size 9 pt. to RVO by sending an e-mail to Romy.vanderham@rvo.nl. 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.

The questions below are intended to help RVO refine the scope, methodology and procurement approach. Respondents are encouraged to provide practical suggestions based on their experience rather than detailed technical proposals.

- **Question 1**
  Does your organization have interest in participating in the potential tender for this assignment?
  (Please answer with: Yes / No / Maybe, and provide a brief explanation for your answer.)
- **Question 2**
  What approach would you propose to capture lessons learned and translate them into a practical agenda for future cooperation, investment and institutional strengthening?
- **Question 3**
  What approach would you consider most appropriate to define the outputs or products that would create the greatest value for the identified target audiences, including EKN

Bangladesh, Government of Bangladesh institutions, and development partners? And how would you decide which stakeholders are the most critical to carry the agenda forward?

- **Question 4**
  How do suppliers typically balance stakeholder consultations, knowledge products, workshops, and communication activities in projects like this?
  What factors influence these choices, and how is this balance shaped in practice?
- **Question 5**
  What expertise and relevant experience should a contractor possess to successfully implement this assignment, and how does your organisation meet these requirements?
- **Question 6**
  What team composition do you consider most suitable for this assignment, combining Dutch and Bangladeshi expertise? Which roles or disciplines should not be missing to ensure both international good practice and strong local relevance?
- **Question 7**
  For up to 3 topics (infrastructure financing, PPPs, asset management, policy dialogue, knowledge management or strategic agenda-setting), give a specific example of a project you have worked on. For each example, please state:
  - Project name, client and year
  - Your role and contribution
  - Outcome (e.g. budget, impact, duration)
- **Question 8**
  Do you consider the proposed scope realistic within the indicative budget? If not, which elements would you prioritise, modify or phase, and why?

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.

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 **11 September 2026.**