

## **Market orientation 'Building Flood Resilience with Nature Based Solutions in Tula River System, Mexico'**

**Ref. IUC: 202607107**

### **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](http://www.rvo.nl) and <http://english.rvo.nl/>

This assignment is financed through the Partners for Water Program, executed by the Netherlands Enterprise Agency (RVO), part of the Netherlands Ministry of Economic Affairs and Climate. The Partners for Water program is commissioned by the Ministry of Infrastructure and Water Management on behalf of the Interdepartmental Water Cluster. In its Thematic Approach, Partners for Water 2022-2027 gives specific attention to the uptake and implementation of Nature Based Solutions (NbS) for increased water safety and security.

### **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 assignment will run from November 2026 (or as soon as the tendering and contracting procedure has finished) until October 2027. No extension of the assignment after this date is possible.

### **Budget indication**

The indicative budget range for this assignment is set € 110,600.- 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.

### **Purpose of the assignment**

Mexico is seeking to transition toward a modern flood management model that integrates controlled flood zones, restored floodplains, and nature-based solutions, following recent events that have exposed the limitations of traditional grey infrastructure. In this context, the Tres Culturas corridor in the Tula River basin presents a unique opportunity to demonstrate this shift in practice: a designed floodplain that reduces urban flood risk while generating ecological, cultural, and social benefits. Aligned with the restoration of the Tula River, one of the President's 100 national commitments, the project has the potential to become a flagship success case and catalyze large-scale transformation in flood management across Mexico.

To realize this opportunity, this assignment aims to contract a single qualified party, a principal contractor-subcontractor structure, or a consortium to provide technical and operational advice for the design of nature-based solutions addressing the hydrodynamics of the Tula River in the Tres Culturas Corridor. The core of the assignment will be to transform modelling data (provided by Inter American Development Bank -IDB-) into a safe, implementable and institutionally supported design, ensuring measurable reductions in flood risk while integrating long-term environmental and social co-benefits.

The purpose of the project, its goals, activities and deliverables 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 of a tender.

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.

## Assignments Requirements

**The team of experts deployed in this assignment should consist of the following roles:**

- The team must have a senior project manager with 10+ years experience in River Basin projects with professional fluency in both Spanish and English (Minimum C1 level according to the Common European Framework of Reference for Languages (CEFR),
- The team must have a senior Civil Engineer, with demonstrable experience in the fields of NbS (nature based solutions) design.
- The team must have a NbS Engineer with experience in concept NbS designs and GIS and technical assistance.
- The team must have an expert on urban design for the integration of the NbS within the larger hydrological park project with 5+ years experience on NbS.
- The team must have an expert on governance (including knowledge of the specific Mexican context, such as policies and regulations) with a background on policy, law, public administration, environmental administration or similar and fluent in Spanish. (Minimum C1 level according to the Common European Framework of Reference for Languages (CEFR)
- The team must have an expert on participative environmental processes who can support the SEMARNAT led process. Background on anthropology, sociology, social communication or similar and fluent in Spanish. (Minimum C1 level according to the Common European Framework of Reference for Languages (CEFR),
- The team must have an expert on communication to compile and communicate results of this work for better understanding of NbS in the Mexican context. Fluent in Spanish. (Minimum C1 level according to the Common European Framework of Reference for Languages (CEFR),

## Application

Interested parties are requested to express their interest to RVO by completing the table below and sending this information by e-mail to [havaf.bentouhami@rvo.nl](mailto:havaf.bentouhami@rvo.nl) and [leonie.verhoef@rvo.nl](mailto:leonie.verhoef@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 1 November 2026 up to 1 November 2027?                                   | Yes / No                                                                                                                                          |
| Relevant experience: You are requested to provide a brief explanation, based on your previous experiences and skills, of why you | Please submit your response in <b>Verdana, font size 9</b> , not exceeding <b>400 words</b> . No supporting documents are required at this stage. |

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| believe you are capable of completing this assignment.                                                                                                                                                                                                                                                                                                       |  |
| 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).                                                                                                                                                                                          |  |
| What opportunities or chances do you see to incorporate out of the box Nature based Solution interventions or approaches in this assignment? More specifically, which additional studies and/or local engagements with the relevant stakeholder do you foresee can support the design of the NbS for Tres Culturas and can be integrated in this assignment? |  |

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 22 September 2026.