

Market orientation 'Small Business Innovation Research (SBIR) Chad'

Ref. IUC: 202609152

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 Private Sector Development (PSD) Toolkit, executed by the Netherlands Enterprise Agency (RVO), part of the Netherlands Ministry of Economic Affairs and Climate. PSD Toolkit contributes to local private sector development by creating an enabling environment for sustainable economic growth and strengthening local MSMEs. It furthermore aims to strengthen the impact of other programmes (with a link to private sector development). The PSD Toolkit interventions are tailored to address local challenges by leveraging Dutch knowledge and expertise wherever possible."

The PSD Toolkit empowers NL embassies in the PSD countries to contribute to private sector development in 'their' countries, both through tailor-made interventions and long-term programming (where possible with other PSD interventions and programmes).

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 18 January 2027 (or as soon as the tendering and contracting procedure has finished) until 31 March 2028. No extension of the assignment after this date is possible.

Budget indication

The indicative budget range for this assignment is set € 105.000- 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.

A budget for initially selected (social) entrepreneurs to elaborate their proposals and feasibility study (5, approximately 5,000 Euro per case) will be made available to the selected entrepreneurs. We request the implementing partner to manage and disburse these funds (max. EUR 25,000, included in above-mentioned total price; fixed budget line in the proposal).

Purpose of the assignment

Small Business Innovation Research is a phased innovation competition approach used by RVO. Based on an identified specific challenge in Chad, entrepreneurs are invited to propose commercially viable solutions to this challenge. The entrepreneurs that submit the most promising feasibility studies (phase 1) that solves the challenge are then commissioned to carry out further research and develop their product (phase 2). After that, the entrepreneur can launch the innovation on the market.

Similar methodology will be used to stimulate social enterprises in Chad tackling pressing challenges related to agriculture and water management. The project guides social entrepreneurs in agriculture and water management to research and establish innovative business ideas through a business innovation competition, particularly addressing youth and women.

The purpose of the project, its goals, activities and deliverables are outlined in the terms of reference, which is attached as Appendix 1.

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 business development and coaching for entrepreneurs, including women and youth.
- The team must have at least 5 years of experience in organising business innovations competitions
- The team must have at least 5 years of experience in feasibility studies and business plan coaching during
- The team must be fluent in English and French and preferably locally spoken languages in Chad.
- The team must demonstrate access to relevant networks and the capacity to engage effectively with local stakeholders in Chad.

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 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 January 2027 2026 up to March 2028?	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).	
What pressing challenges related to agriculture and water management	

would you suggest to focus on in this assignment?	
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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 11 November 2026.