Market consultation 'Water as Leverage Academy – 2027 cooperation between the Netherlands and Florida'

Ref. IUC: 202611066

Organisation: The Netherlands Enterprise Agency
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This assignment is financed through the Partners for Water Programme, as part of the Water as Leverage activities. The programme is executed by the Netherlands Enterprise and Development Agency (RVO), part of the Netherlands Ministry of Economic Affairs and Climate. The Partners for Water Programme 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 consultation 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 March 2027 (or as soon as the tendering and contracting procedure has finished) until 20 November 2027. No extension of the project after this date is possible.

Budget indication
Max € 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.

Background and ambition
The Water as Leverage Academy South Florida–Netherlands partnership gained momentum in April 2026, when King Willem-Alexander and Queen Máxima, accompanied by the Dutch Minister of Infrastructure and Water Management and the Minister for Foreign Trade and Development Cooperation, joined the launch workshop at the University of Miami. The workshop brought together Dutch and South Florida professionals to explore shared challenges in urban water management and climate resilience through practical case studies and interactive methods. Building on earlier exchanges in December 2025, the activities explored integrated, multi-benefit solutions, including sponge parks, permeable surfaces and watershed management. Subsequent activities in 2026 included student and professional knowledge exchanges and a Water as Leverage Studio involving Dutch and American academic partners. These activities established a basis for further mutual learning, with Rotterdam and Miami-Dade County as key local cases, and highlighted opportunities to exchange knowledge on heat mitigation, disaster response, nature-based solutions, community engagement and governance.

After the Royal Visit in April 2026, the adaptation, water management and resilience communities in South Florida and the Netherlands have explored collaboration to inform the development of next steps of the Water as Leverage Acadamy South Florida-Netherlands for 2027. It is the ambition of the WaL-A to move from exploration into a practice-oriented learning partnership between South Florida and the Netherlands, with the first tier of research and activities focussing on Miami-Dade County and Rotterdam, whilst ensuring a connection with relevant Dutch institutions, primarily the Ministry of Infrastructure and Water Management.

Purpose of the assignment
Building on the scoping activities that took place in 2026 and that are captured in this terms of reference document (annex 1), the WaL-A 2027 trajectory will move towards structured mutual learning, cocreation and applicable outputs for each of the key counterparts involved. The Water

as Leverage Academy and WaL principles are to provide a foundation for the interactions, research and activities in 2027. The partnership should explore how integrated policy, governance, spatial planning and design, and community empowerment support to implementation of resilient and multi-benefit solutions in which water is a lever for sustainable, integrated progress. Experiences from South Florida and particularly Miami-Dade County, such as disaster response, heat resilience and community involvement are to be connected to Dutch experiences, with emphasis on national policy and learnings from Rotterdam, on integrated urban water management, spatial adaptation, sponge- and nature-based solutions, as part of multi-level governance arrangements.

It is envisaged that the exchange in 2027 produces practical outputs and institutional value beyond the holders of the learning questions, Miami-Dade County and Rotterdam. Through a focus on the interconnection between national/state policies and city-level actions, the WaL-A activities are to inform policy discussions and strategies, such as the National Climate Adaptation Strategy in the Netherlands, as well as Florida resilience practices. A wider set of directly involved key counterpart organisations, both in Forida and the Netherlands, are to be involved, particularly matching the level of the Dutch Ministry of Infrastructure and Water Management.

This WaL-A assignment deploys a team of experts with professional and practical experience that goes beyond organising a set of visits and presentations, but has the capacity to develop a structured, but time-efficient learning exchange, deep-diving into Dutch cases that are relevant for key counterparts in South Florida, particularly Miami-Dade County, and vice versa, delivering outputs for the City of Rotterdam, next to the Ministry of IenW. As part of this Water as Leverage Academy partnership, Rotterdam offers experience in translating a climate adaptation agenda into multi-benefit interventions, implemented through existing urban investment processes. At the same time, Rotterdam faces learning questions around heat resilience, community preparedness and the integration of prevention and crisis response. These areas create opportunities for reciprocal learning with Miami-Dade County, Within the 2027 Academy activities, key counterparts jointly examine how climate resilience and water management strategies are translated into inclusive, implementable interventions in the city landscape, while connecting to US State and Dutch national policy frameworks and national ambitions around adaptation.

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

This assignment requires a multidisciplinary team with experts based in the Netherlands as well as in Florida, ensuring access to relevant networks and the capacity to engage with counterparts through in-person meetings if needed. In general, the team should combine substantive levels of expertise in the learning topics with the ability to provide action-oriented activities, such as the learning weeks, that facilitate a cocreation process across different institutional contexts. To ensure efficiency, experts may combine roles where relevant. A more elaborated description of requirements can be found in the terms of reference document.

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 maximum budget?	Yes / No
Is the party available to carry out the assignment from March 2027 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 can complete this assignment.	Please submit your response in **Verdana, font size 9**, not exceeding **200 words.** No supporting documents are required at this stage.
What concrete suggestions do you have for the activities and deliverables described in the ToR, particularly for the research phase and the learning- and knowledge exchange weeks in the Netherlands and Miami?	Please submit your response in **Verdana, font size 9**, not exceeding **400 words.** No supporting documents are required at this stage.
What (additional) elements need to be further defined to be able to provide an all-inclusive offer as part of a tender procedure?	
Which additional suggestions do you have with regards to the contents of the 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 consultation.

Deadline
The deadline for responding to this market orientation is set at 10 December 2026.

Yours sincerely,

Francis van der Maas
Procurement Officer
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Ministry of Economic Affairs and Climate Policy
Netherlands Enterprise Agency