



Netherlands Enterprise Agency

Water as Leverage Call for Action – Procedure

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>> Sustainable. Agricultural.
Innovative. International.





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Market consultation 22 March – 16 April

- 24 responses to our questionnaire
- 48 questions

Conclusions

- Be clear about scope of the call
- Be clear about the application process and budget
- Be clear about the role of organisations involved
- Be clear about what is expected from teams at the end of Ph1, Ph2 and what happens after Ph2
- And ... a lot of interest to participate



Call for Action documents

- Call for Action – description of the Challenge.
- Setting the Scene – detailed description of challenges of the 3 partner cities
- Questions and Answers document - summation of anonymised Q&As – regularly updated
- WaL Guidelines – procedure of the challenge
- Application form
- Proposal format
- Contract
- Format End report Phase 1 and Phase 2



Who, what and how **Deadline 18 June 2018, 12:00 CEST**

- For whom: internationally operating multidisciplinary teams of international and local water, climate, urban, financial and other experts
- What: innovative and comprehensive urban solutions to address urgent water and climate adaptation needs
- How: read the Call for Action documents
- Send in your bid, **on time**. Be clear and specific, involve the right (local) expertise and experience.
- One contact: main contractor
- Multiple bids: enough capacity and expertise?



Bid: Application form + Proposal

- Application form
 - Contact details
 - Title of your proposal
 - Checkbox Declaration (CSR, IFC, not subject to exclusion criteria, etc.) + Signature
- Proposal according to format
 - Vision on the challenge
 - Approach and conceptual ideas
 - Team experience and expertise and time indication
 - Annexes: CVs of team members, Reference projects



WaL contract: R&D Services contract

- Contracts for R&D services fall outside the scope of the EU procurement. But: open, fair and transparent process!
- IPRs belong to Contractor, CA acquires certain rights
- Pre-defined price reflects that IPRs are for the Contractor
- Applicants need to provide an in-kind investment in order to meet the end results aimed for within the Call for Action
- High chance of exploitation of developed solutions
 - The Call for Action focuses on specific identified needs
 - Involvement of stakeholders throughout the process
 - Support track
- ... but no guarantees.



Assessment process steps

1. Check for compliance
2. Initial review by experts RVO.nl under supervision of Netherlands Special Envoy for International Water Affairs
3. Preliminary ranking – highest 6 bids per city assessed by Advisory Board members
4. Assessment meeting with Advisory Board. Result: Recommendations to RVO.nl to award two highest ranked proposals per city above threshold
5. RVO.nl communicates Award decision to teams

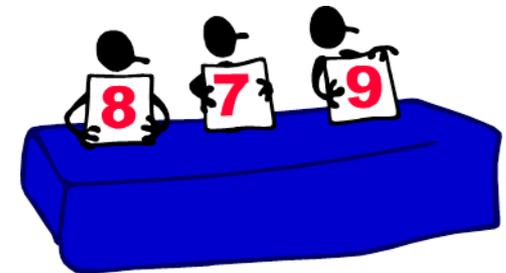


Award criteria (100 points)

1. Understanding of the challenge (20 points)
2. Quality of the approach and first ideas to address the city challenge (40 points)
3. Quality of team and project management (40 points)

Quality threshold: 70% of the points per criterion.

Incomplete bids or bids received after the deadline will not be assessed.





Phase 1 - Research and Analysis for the development of conceptual Designs

- Develop three to five Conceptual Designs for potential solutions to the challenges
- Deliverables:
 - Accessible midterm review digital report
 - Presentation at the regional workshop to Advisory BoardThe deliverables address bankability and team's vision on how these Conceptual Designs can be developed into Proposals for Urban Water Projects.
- Pre-defined price for teams: 75,000 euros
- July 2018 – December 2018



Go/no-go decision Phase 1 to Phase 2

Midterm review

- For each Conceptual Design go/no-go decision by RVO.nl and Advisory Board
 - Local support
 - Integrated approach
 - Feasibility
 - Bankability
- Teams decide which of these selected 'go' Conceptual Designs will be developed further.
- For teams without any Conceptual Designs with a 'go' at the end of phase 1, the Contract will end.



Phase 2 - Development of Proposals for Urban Water Projects

- Develop 1-3 proposals for urban water projects with a focus on physical infrastructure
- Deliverables: an accessible digital report and presentation at regional workshop in April 2019:
 - Project designs of site-specific bankable design solutions;
 - Feasibility component, preliminary costs benefits analysis;
 - Implementation strategies for the Proposal for Urban Water Project(s) including a reflection on the fit of the Proposal within the processes, procedures and conditions of potential funders, specifically AIIB and FMO.
- Pre-defined price for teams: 125,000 euros
- December 2018 – April 2019

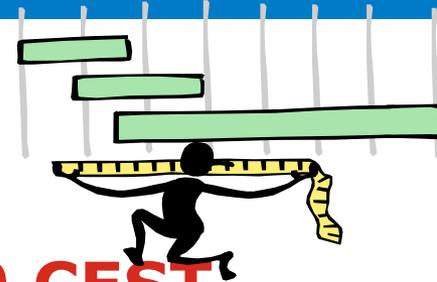


After Phase 2

- The combination of Phase 1 and Phase 2 operationalises the pre-project preparation phase and prepares the uptake of these Proposals into the feasibility phase.
- The feasibility phase itself is not part of the Contract within the Water as Leverage programme. The feasibility phase entails several assessments to refine the Proposals into implementable projects.
- To smoothen this transition, the winning proposals/teams of phase 2 will be introduced by RVO.nl to the potential funder(s) (a.o. AIIB and FMO) to present their winning proposals.
- This event will be attended by RVO.nl, the NL Special Envoy for International Water Affairs, the relevant partnering city and relevant other partners of the Water as Leverage Programme



Planning



- Deadline for Bids: **18 June 2018, 12:00 CEST**
- Assessment by experts: July 2018
- Applicants notified of award decision: 13 July 2018
- Contract sent to winning teams: end of July 2018
- Regional workshop in Singapore: December 2018
- Completion of Phase 1: Early December 2018
- Contractors notified of Phase 2 decision: December
- Regional workshop in Singapore: Early April 2019
- Completion of Phase 2: Early April 2019



Questions?

Information on the WaL Call for Action

- english.rvo.nl/waterasleverage
- All documents, including
 - Questions and Answers – regularly updated
 - Link to Setting the Scene
- Questions: WaL@rvo.nl
- Thank you for your attention

