



Netherlands Enterprise Agency

Water as Leverage Call for Action – Procedure Q&As

Rotterdam, 24 May 2018

Carla Dekker

Senior consultant

Innovation Procurement

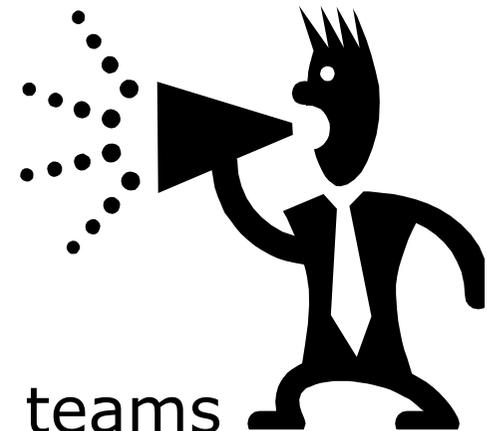
>> *Sustainable. Agricultural.
Innovative. International.*





Contents

- Call for Action documents
- Who, what and how
- Composition of the team
- In-kind investment
- Competition and cooperation between teams
- Payment schedule
- Questions?





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?



For whom (addition)

- Firms and experts involved in the research last year for the preparation of the Water as Leverage programme have not been part of the preparation of the Call for Action to avoid conflict of interest and are allowed to submit a bid as a part of a team.
- Affiliated organisations, more specifically public entities (a.o. the ultimate beneficiaries as described in the Call for Action) cannot be included in a Team.



Composition of the team

- The approach described in your Bid determines the composition of your team.
- Your team needs to cover all expertise required to translate your approach into Conceptual Designs (Phase 1) and Proposals (Phase 2)
- Not obliged to involve all expertise mentioned as an example in the Call for Action (water, climate, urban and financial)



In-kind investments

- The ambitions and quality standards of the WaL process and deliverables require more team investments (time / money) than 200,000 Euros
- There is no required percentage for these (in-kind) investments.
- The evaluation of Bids will be based on the match between your approach-experts-time/budget
- We can give no guarantee that the end result of a team will fit into the boxes of potential funders
- However: We try to increase the chances, so FMO and AIIB participate from the very beginning



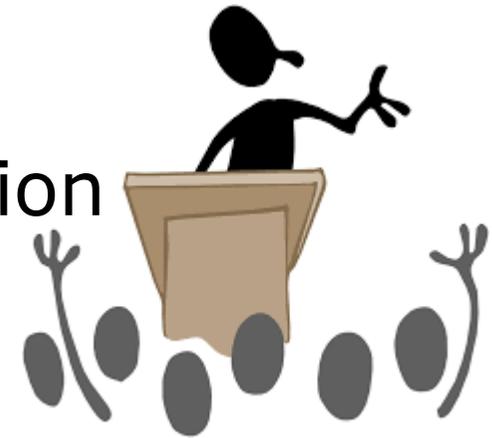
Competition and cooperation

- Competition only in the bidding phase
- Teams are free to coordinate and/or cooperate during the bidding phase
- Cooperation and coordination between teams is allowed and encouraged after contracting



Questions?

Information on the WaL Call for Action



- english.rvo.nl/waterasleverage
- All documents, including
 - Questions and Answers – regularly updated – latest version 22 May 2018
 - Link to Setting the Scene
- Questions: WaL@rvo.nl
- Thank you for your attention