



**FIELD READY TÜRKİYE**  
SAHAYA HAZIR İNOVASYON DERNEĞİ



# Market Dialogue Invitation Letter

**Engineers Without Borders Norway (EWB-N)** is a volunteer based and value driven organization. In close collaboration with partner organizations, we work to provide essential infrastructure to improve lives and empower communities in low-income countries to meet their basic human needs. Our corporate partnerships strengthen our ability to act as a bridge between technology and development, and through our network of Norwegian engineering firms and volunteers facilitate private sector engagement. Our vision is “Humanitarian engineering for a sustainable and just future”.

**Field Ready Türkiye (Sahaya Hazir İnovasyon Derneği)** is a group of engineers and humanitarian aid and development sectors experts. We have been working in NW Syria and in Türkiye since 2016 as a Social Community Organization that seeks to find innovative solutions for the communities’ challenges. Our mission is to work within and to empower, local communities to create sustainable solutions through innovation and entrepreneurship. We believe that by making things locally, we can make the world a better place. As an NGO, Field Ready Türkiye is a part of the global movement to change and to make what is needed, locally, by local makers, and innovators.

## **Background to the procurement**

Northwest Syria continues to grapple with multiple crises, including conflict, economic instability, and natural disasters. These factors have exacerbated existing challenges in the water sector, leading to water scarcity, deteriorating infrastructure, and increased reliance on unsafe water sources.

In NorthWest Syria approximately 4.1 million people lack access to clean water due to the ongoing humanitarian crises, and the region is facing significant challenges in the water, sanitation, and hygiene (WASH) sector. With no government infrastructure in place, the population relies heavily on informal water sources, leading to increased vulnerability to conflicts, natural disasters, and disease outbreaks like cholera. The geographical and organizational contexts of the procurement initiative centre around addressing water challenges in the Azaz area of Northwest Syria.

The innovation project 'Enhancing access to safe drinking water in NorthWest Syria' aims at addressing the critical water challenges by facilitating growth of locally based private sector providers. The project is a collaboration between implementing partner Field Ready Türkiye and Engineers Without Borders Norway (EWB-N), and involves partnerships with various stakeholders, including local innovators, and the private sector.

Considering the current approach to dealing with the issue, WASH interventions in Northwest Syria are mainly provided by NGOs, but face challenges such as logistical constraints, technical difficulties in adapting to local conditions, and operational limitations. This necessitates innovative solutions tailored to the region's context, emphasizing community empowerment and local solutions due to the absence of renewed cross-border aid. The decision to run this procurement process is driven by urgent humanitarian needs, logistical and operational challenges faced by existing interventions, the importance of empowering local communities, and collaboration opportunities with the private sector, local authorities, and humanitarian organizations to leverage expertise and resources for sustainable solutions.

### **Results of the Needs Assessment**

The results of the needs assessment conducted in Azaz District underscore critical challenges in water supply and quality, particularly in light of the potential nonrenewal of the cross-borders resolution to Syria. While some equipment is available locally, certain supplies and spare parts required for water infrastructure are imported at high costs, threatening sustainability. This situation exacerbates existing issues, such as the low per capita water allocation of 22 litres per day, well below the recommended standard of 35 litres per day. Additionally, approximately 52% of the population relies on unsafe alternative water sources due to the lack of safe water with significant number of water stations being suspended due to needs for major maintenance exacerbating water scarcity. Surface water is highly contaminated, posing risks of waterborne diseases, while groundwater, although relatively better, is often polluted by sewage water.

Despite network water being affordable, its poor quality leads to serious health concerns. Unfortunately, many cannot afford to purchase filtered water as an alternative. Collaborative efforts to address water demand are hindered by funding gaps and the absence of sustainable solutions, with a focus on management rather than improving water quality. The shortage of specialized engineers and technicians further compounds the challenge of managing water stations effectively, contributing to the prevalence of waterborne diseases, with over 50,000 cases reported in 2023. In light of these challenges, emphasizing reliance on localized solutions and innovation is imperative to ensure the continuity and sustainability of water supply in Azaz while providing safe water.

### **Market Dialogue Purpose and Tender Plan**

The purpose of the market dialogue is to support Field Ready Türkiye's and EWB-N in the preparation of an overall tender strategy for the locally manufactured and suitable water treatment solutions tailored to address the urgent humanitarian water challenges faced in Northwest Syria, particularly in the Azaz area, and to work to secure drinking water, indirectly, to about 60,000 individuals.

Following this market dialogue, we may initiate other specific market dialogues if deemed necessary to prepare specific tender strategies. We will initiate one tender procedure based on this market dialogue. The tender is to be announced on **02 April 2024.**

## Market dialogue objectives

The objectives of this market dialogue are as follows:

- To inform the market about Field Ready Türkiye's and EWB-N plans to Contract with a private service provider to provide locally manufactured and suitable water treatment solutions tailored to address the urgent humanitarian water challenges faced in Northwest Syria, particularly in the Azaz area.
- To explore what services and solutions are available in the market and what solutions are likely to become available.
- To collect input on what is the best tender strategy for the procurement and explore:
  - a. Technical specifications of solutions
  - b. Technical expertise and past experience
  - c. Market availability
  - d. Innovation opportunities
  - e. Supply chain considerations
  - f. Estimated cost and affordability
  - g. Local capacity building
  - h. Regulatory compliance
  - i. Intellectual property rights
  - j. Warranty
  - k. Partnership opportunities
  - l. Risk assessment
  - m. Accessibility to Northwest Syria
  - n. Feedback mechanisms
  - o. Execution time
- To understand which solutions and suppliers exist in the current market and understand in what combinations (bundles) solutions are offered in tender procedures. Following the market dialogue, Field Ready Türkiye and EWB-N may plan the tenders as we find appropriate, in which suppliers may participate.

## Questionnaire and participation

To participate in the market dialogue, the respondent is required to submit a response to the following questionnaire: <https://ee.kobotoolbox.org/x/Zxj4Da7Z>

Deadline: **20<sup>th</sup> of April 2024**

## Dialogue Activities

To participate in the market dialogue, potential suppliers may participate in *a virtual dialogue conference*.

The dialogue meetings may provide an opportunity for elaborating on individual questions/answers. However, it is not expected that all questions will be addressed in detail at the meetings.

The participation of potential bidders in the open market consultation will not affect competition in any future tender procedure. Any information which potential bidders receive during the open market

consultation will be shared through the publication of relevant documents in the final tender. The competitive phase of the public procurement procedure is conducted separately after the open market consultation, and all potential bidders will be treated equally.

Prior to the meeting the respondent is required to sign a non-disclosure agreement, and we assure you that the participants' intellectual property rights (IPRs) and trade secrets will be protected.

## Timeframe

Date	Activities	Place
12.03.2023	Market dialogue announcement	Through Social Media Channels, Website and Email
20.03.2024	Deadline for answering the questionnaire and signing up for the dialogue conference	
21.03.2024	Virtual dialogue conference	Online-Zoom
22.03.2024 - 01.04.2024	Information sharing – Q&A	
02.04.2024	Planned announcement of tender	Field Ready Türkiye website
01.05.2024	Deadline to bid	Email

## Programme For Dialogue Conference 21<sup>st</sup> of March

Time	Activity
1 PM – 1:20 PM	Introduction and welcome
1:20 PM – 1:40 PM	Presentation of the background to the procurement
1:40 PM – 2:10 PM	Description of the needs
2:10 PM – 2:30 PM	Market dialogue purpose and tender plan
2:30 PM – 3:30 PM	Dialogue and interactive session
3:30 PM – 4:00 PM	Wrap-up and closing remarks