

Competitive Sourcing of Technologies Through Market Sounding under the IsDB Technology Deployment Cooperation Program (TDCP)

Introduction

The Technology Deployment Cooperation Program (TDCP) ensures that technology deployment in IsDB Member Countries is strategic, demand-driven, and aligned with national development priorities. A central element of this approach is the competitive identification of technologies, through market sounding, which starts with the identification of challenges and desired development outcomes, to source the needed proven, affordable solutions.

The competitive sourcing is guided by Technology Requirement Briefs (TRBs) which outline the needs and invite submissions from global and Member Country technology providers. Upon submission, technologies are assessed using the TECH (transformational, innovative, environmental and social inclusivity, comprehensive turnkey capability, and adaptability to local needs) criteria and evaluated for readiness, performance, scalability, interoperability, cost, and feasibility to ensure value for money and alignment with sectoral and national transformation goals.

This structured approach to sourcing of technologies strengthens project design, enables early risk identification, and expands the technology ecosystem by bringing in innovative, emerging, and niche solutions from diverse providers. Early market engagement also helps refine technical and deployment requirements, ensuring that project specifications are realistic and transparent. For Member Countries, market sounding enhances alignment with global supply, supports collaboration, reduces risks, and increases confidence in selecting competitive, high-impact, and affordable technologies. Overall, this process helps ensure that TDCP interventions are evidence-based, inclusive, and capable of delivering sustainable development impact.

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Why Market Sounding Matters for Member Countries

Market sounding is essential for IsDB Member Countries because it aligns national development needs with available global technologies, strengthens collaboration among stakeholders, and reduces project risks by clarifying feasibility early. By providing insight into the readiness, competitiveness, and affordability of proposed solutions, it increases confidence in selecting technologies that deliver real value. This competitive identification approach ensures that technology deployment under the TDCP is evidence-based, inclusive, and strategically aligned, resulting in clearer insights, stronger project design, and a higher likelihood of implementing sustainable, high-impact, and cost-effective technology solutions that support successful adoption across Member Countries. A generic call is shown below and may vary depending on the sector.

Generic Market Sounding Call

Introduction: The Islamic Development Bank is looking to source and identify suitable technologies for potential deployment under the Technology Deployment Cooperation Program (TDCP). The TDCP aims to accelerate the transfer and deployment of cost-effective technologies to address key development challenges facing IsDB member countries, within the broader STI ecosystem by: i) Facilitating the transfer of technology, expertise and knowhow; ii) Capacity development for sustainable deployment of needed technologies; and iii) Providing access to concessional financing. Through this search for innovative technologies, IsDB will assess proposed solutions in terms of technical feasibility, competitiveness, cost structure, scalability, and associated risks. IsDB intends to support and finance the deployment of selected technologies by matching appropriate solutions with the development priorities of its member countries.

Objective: The market sounding call aims to identify mature, impactful, and rapidly deployable technologies that can improve livelihoods, strengthen basic services, enhance resilience, and support socio-economic transformation in IsDB Member Countries.

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Requirements: The Bank seeks submissions from technology providers offering development solutions aligned with the TECH principles—transformational innovation, social and environmental inclusivity, comprehensive turnkey capability, and adaptability to country needs, with proven performance, market readiness, and a deployment track record of at least three clients and US\$20 million in sales.

Eligible applicants and nature of the submissions: Eligible applicants include private companies, startups, research institutions, and public research bodies with commercialization-ready innovations. Respondents must submit organizational details, technology summaries, evidence of performance, deployment requirements, pricing and business models, and proof of past deployments.

Processing of submissions:

Submissions will be reviewed to assess readiness, shortlist providers, and selected candidates will be subjected to due diligence, which may include technical discussions, demonstrations, and site visits, with instructions and deadlines provided in the call for submission.

Summary of Expected Information from Applicants

Interested parties are invited to study the Technology Requirements Brief (Annex 1, link provided), in order to submit expressions of interest with a cover note summarizing the following and, attaching the completed Technology Appraisal Form, Annex 2 (link provided), which includes the following sections:

- Name, registration status, and contact details
- Technology summary – sector, purpose, operational model
- Evidence of performance – certifications, test results, case studies
- Deployment requirements
- Financial parameters – indicative cost, operational model (CAPEX/OPEX), payback
- Business model and proposed approach for adaptation to developing country needs
- Track record requirements detailing existing deployments in developing countries

Process and Next Steps

a) Submissions and Responses will be reviewed to:

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- Map available technologies by readiness level
- Short list of candidates for the next steps: Due diligence and independent technology evaluations
- Be considered in line with the TDCP for potential partnership

b) Following the shortlisting, selected respondents may be contacted for the following as part of due diligence processes:

- Technical discussions and demonstrations
- Site-visit requests or virtual showcases
- Provision of additional documentation

Timeline and Submission

Interested organizations are requested to submit the requested information by [insert deadline] to:

[email/contact or submission link]

Subject: "Market Sounding – Technology Solutions for LDMCs – [Islamic Development Bank]"

Confidentiality and Disclaimer

This market sounding is exploratory and non-binding. Participation does not constitute a guarantee of selection, financing, or any procurement commitment. All submissions will be treated as confidential.

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Annex 1. Technology Requirements Brief (TRB)

Purpose: Provides the basis for competitive market scanning for transformational technologies(solutions) to address established development challenges. The brief consisted of the problem identification and further outlines the technology requirements to address these constraints. The problem identification is aligned with IsDB's project pipelines and the potential to establish a pool of technologies for potential mainstreaming to enhance delivery, effectiveness and impact.

In addition to the challenge, the brief also identifies the main development outcomes that need to be addressed, as well as the technology needs

1. Development Challenge

- *Who is affected and magnitude (e.g., rural connectivity gaps, % post-harvest losses) include any data available*
- *Socioeconomic impacts (poverty, food security, jobs)*
- *Current methods used and limitations*
- *Key bottlenecks in access, cost, efficiency, resilience*
- *Quantify the core barriers impacting development outcomes. Identify specific problems (e.g., lack of rural road access, post-harvest losses, low fisheries productivity).*

2. Desired Development Outcomes

- *What improved state should look like.*
- *Sector transformation goals and links with IsDB 10-year strategic Framework*
- *Impact horizons (short/medium term)*
- *Inclusivity metrics potential: poor, women, youth beneficiaries*

3. Existing conditions, Deployment Context & Readiness

- *Identify what institutional, policy, infrastructure, or human-capacity conditions require strengthening for technology adoption.*

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- *Infrastructure context (power, water, connectivity)*
- *Environmental/climate conditions*
- *Community/user context*
- *Skills availability & institutional capacities*
- *Regulatory and permitting environment*

4. Required information and Technology Functional and Performance Requirements Technology Requirements Table (TECH-aligned)

Generally, innovative soil stabilization technologies should address the challenges highlighted in this brief, with high transformation potential, be environmentally friendly, easily deployable using turnkey modality (from design to operations), and mature and tested: market-ready with proven track record. It should also be easily adaptable within member country contexts.

i) Required information include the following:

- Evidence of performance – certifications, test results, case studies
- Financial parameters – indicative cost, operational model (CAPEX/OPEX), payback
- Business model and proposed approach for adaptation to developing country needs
- Track record requirements detailing existing deployments in developing countries

The technology appraisal form (Annex 2) must be completed in line with the above information requested.

ii) Specific Technical and Financial requirements:

- *Priority functions (what technology must do)*
- *Target performance thresholds*
- *Sustainability parameters (eg energy, O&M simplicity, circularity)*
- *Deployment requirements, including compatibility/interoperability needs*

5. Potential Risk and Safeguards Required

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- Mitigation considerations needed for deployment (training, phased deployment)
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