

NL Knowledge House Matchmaking Event
*At the Week of Indonesian-Netherlands Education and Research
(WINNER) Conference*
Tuesday, 7 October 2025, 10.00 AM – 12.00 PM (GMT+7)

BACKGROUND

With a solid and shared interest between Indonesia and the Netherlands in innovation for education towards the future, both countries are committed to contribute and enhance the internationalisation and competitiveness of higher education in Indonesia.

To achieve this goal, in the 6th WINNER Conference, NL Knowledge House (NLKH) will hold its flagship initiative known as the Matchmaking Event with an aim to provide a networking platform for researchers and experts from Indonesia and the Netherlands. The stakeholders involved will include governments, civil society, non-government organizations, knowledge institutions and businesses to explore possible forms of cooperation in the relevant thematic areas. Matchmaking is therefore considered as the critical point in the process of developing strategic collaboration

To foster knowledge collaboration between Indonesia and the Netherlands in a partnership that will embrace both research universities as well as universities of applied sciences, there should be the right process and mechanism to materialize the intended collaboration. Therefore, we consider it important to clearly identify the right partners with regards to its programmes, competence, strength and resources at the initial phase of collaboration.

The Importance of Matchmaking

Matchmaking – particularly in knowledge and educational partnerships –is crucial for connecting the parties with competence, skills and resources to achieve shared goals. It also facilitates the formation of effective collaborations, leading to innovation, knowledge sharing, and the development of impactful projects. In general, the importance of matchmaking is as follows:

1. Fostering Collaboration and Innovation

Matchmaking brings together diverse stakeholders (researchers, educators, policymakers, industry experts, etc.) who might not otherwise connect. The opportunity to connect will cross-pollination of ideas and expertise that can spark innovation and lead to the development of novel solutions to educational challenges.

2. Optimizing Resources

- Matchmaking helps identify partners with complementary resources, preventing duplication of efforts and maximizing the impact of investments.
- By connecting organizations with similar goals, matchmaking can lead to a more efficient pooling of resources (funding, expertise, infrastructure, facilities, network).

3. Enhancing Project Development

- Matchmaking is a platform for partners to discuss their needs, identify potential challenges, and develop tailored solutions together.
- This proactive approach can lead to more effective implementation strategies.

4. Transfer and Sharing Knowledge

- Matchmaking can create opportunities for both individuals and organizations to learn from each other's experiences and exchange best practices.

Taking the above into account, NLKH will facilitate the matchmaking process between Dutch and Indonesian knowledge institutions. While no direct funding is currently available from the Netherlands for this initiative, partners are encouraged to explore alternative funding opportunities, including matching or co-funding arrangements with external donors. Clear and transparent expectations are essential, with both parties ideally contributing to jointly funded research on mutually agreed topics.

MATCHMAKING CONCEPT

To ensure an effective matchmaking process and identify the most suitable partners, NLKH—represented by Nuffic Southeast Asia—will implement a pre-matchmaking mechanism through a multi-phase assessment.

The primary tool in this process is the Matchmaking Form (bit.ly/nlkh0710). This form is designed to help us better understand each participant's expertise, interests, and proposed ideas, making it easier to identify compatible Dutch institutions. All Indonesian institutions interested in joining the session must submit this form before the WINNER 2025 matchmaking session.

Target Audience

The interested candidates from various sectors (government agencies, researchers, non-government organisations, potential investors, entrepreneurs, and education enthusiasts) can sign up for the event through the registration link provided in the **EVENT DETAILS AND TIMELINE** section.

Participants are strongly encouraged to attach any relevant ongoing or new project proposals to support the matchmaking process.

Matchmaking Conduct

The matchmaking event will be conducted in a spirit of clear understanding, professionalism and mutual respect, which is elaborated further in the table below:

Curated One-on-One Meetings	Networking Opportunities	Participant Readiness	Professional Conduct
Personalized matchmaking sessions will be arranged by the organizing committee based on the interests,	Informal networking opportunities will be available during the event to allow for spontaneous	Attendees are expected to come prepared with a clear understanding of their institution's research priorities,	All participants are expected to engage with professionalism and mutual respect, fostering an inclusive

thematic focus, and proposals submitted through the matchmaking form.	exchanges and broader relationship-building.	educational goals, and collaboration readiness. Attendees may bring supporting material to facilitate discussions.	and productive environment.
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Thematic Focus Areas

The 6th edition of WINNER carries the overarching theme: *“Building a Sustainable Future through Education and Research.”* The matchmaking event will focus on selected priority areas that reflect the shared strategic interests of Indonesia and the Netherlands.

Participants are therefore encouraged to submit proposals that fall under the following thematic areas*:

- Maritime and Logistics
- Food Security and Agriculture
- Water Management
- Health
- Semiconductor and Microelectronics
- Islamic Studies
- Cultural Heritage
- Digital Transformation & Cyber

**Only proposals aligned with the above themes will be considered for the matchmaking session.*

What is a Multi-Phase Assessment?

A multi-phase assessment is a pre-matchmaking mechanism developed by the NL Knowledge House to ensure a streamlined and tailored approach in matching partners. The goal is to ensure that participants are not only paired with partners they’re interested in, but that these partners are also the best fit for their needs and shared goals.

The multi-phase assessment consists of two steps:

1. **Administrative Screening by Nuffic Southeast Asia:** This step evaluates the basic eligibility and completeness of the submitted forms, ensuring that applicants meet the general criteria and have submitted relevant information
2. **Content Review by Dutch NL Knowledge House Members:** In this step, Dutch institutions will assess the quality and relevance of the submitted proposals. While both new and ongoing proposals are welcome, those that are already in development or involve collaboration with a Dutch institution will be given stronger consideration. Selected applicants will receive a confirmation email to attend the matchmaking session at WINNER 2025.

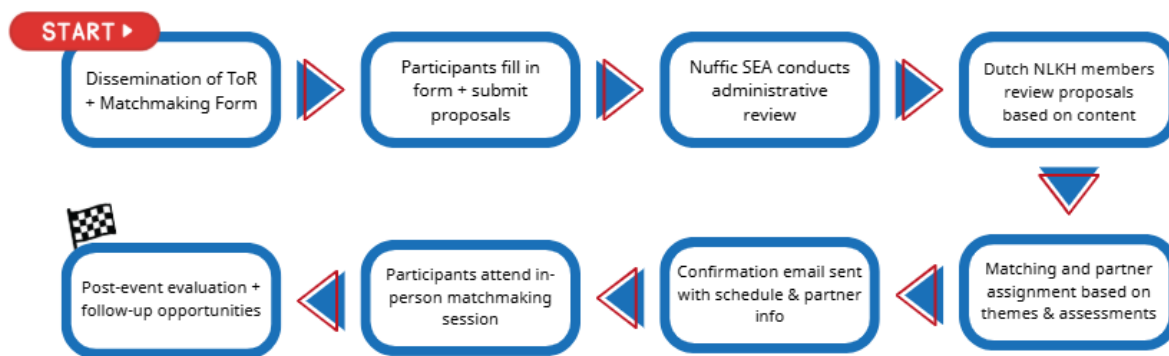
- a) *Note: Proposals at any stage of development are welcome. However, proposals that are already in progress or involve a Dutch institution may have a stronger chance of being selected, as they indicate a higher level of readiness for collaboration.*

Matchmaking Procedure

This year's matchmaking will follow a tailored, individual-based format to foster meaningful and targeted collaboration opportunities. Before the session, all interested Indonesian participants are required to complete the Matchmaking Form (bit.ly/nlkh0710) by the stated deadline. Based on the information provided, particularly the selected thematic areas and proposed ideas—the committee will conduct a multi-phase assessment and assign confirmed participants to relevant Dutch partner tables.

Participants will receive a confirmation email in advance, which includes their personalized schedule, assigned thematic room, and other logistical details. On the day of the event, participants are expected to go directly to their designated rooms and rotate between Dutch institution tables for one-on-one meetings according to their schedule.

The flow will be as follows:



EVENT DETAILS AND TIMELINE

With the mentioned concept, the matchmaking will be held in the following details:

- Date and Time: Tuesday, 7 October 2025, 10.00 AM – 12.00 PM GMT+7
- Venue: BRIN, Gedung BJ Habibie, Jl. M.H. Thamrin No.8, RW.1, Kb. Sirih, Kec. Menteng, Kota Jakarta Pusat
- Language: English
- **Registration: bit.ly/nlkh0710 by 20 August 2025, at the latest.**

Timeline

Phase	Activity	Timeline
1. Call for Participation	Dissemination of ToR and Matchmaking Form to Indonesian institutions	22 July 2025
2. Submission Period	Deadline for institutions to submit the form and proposals	20 August 2025
3. Pre-Matchmaking Assessment	NLKH conducts administrative + content review; Dutch members identify matches	21 August – 10 September 2025
4. Match Confirmation & Info Sharing	Confirmed matches are informed	By 15 September 2025
5. Matchmaking Preparation	Final logistical info sent out; dry run for participants (if needed)	Late September 2025
6. Matchmaking Session at WINNER	In-person matchmaking session at the WINNER 2025 conference	7 October 2025
7. Post-Event Evaluation	Follow-up, documentation, and feedback collection	Mid–October 2025

CONTACT

Should you have any questions or inquiries, please contact the NL Knowledge House Support Officer, Astrid Rehulina Peranginangin (arehulina@nuffic.nl).