

MINISTRY OF INDUSTRY, TRADE AND COOPERATIVES

REQUEST FOR EXPRESSION OF INTEREST

Project Name:	Kenya Industry and Entrepreneurship Project (KIEP)
Credit No. :	IDA 6260-KE
Assignment Title:	MANAGEMENT OF SUPPORT TO SMEs THROUGH CAPACITY ASSESSMENT AND PERFORMANCE BASED FUNDING
Reference No.:	KE-SDII-61548-CS-QBS

The Government of Kenya has applied for financing from the World Bank toward the cost of the Kenya Industry and Entrepreneurship Project (KIEP). The KIEP endeavors to increase innovation and productivity in select private sector firms in Kenya and will be implemented over six (6) years beginning in 2018. In part, the financing will be used to procure consulting services to implement the Project's various sub-components.

The consulting services ("the Services") will implement one of KIEP's sub-components, which focus on strengthening the local supply chains and productivity by Kenyan Small and Medium Size Enterprises (SMEs) to large companies. The Project will primarily target SMEs with a US\$0.5million to US\$10 million annual turnover. The program would like to increase the productivity and internal capabilities for innovation of select SMEs in order to significantly increase their competitiveness. The approach includes the use of a diagnostic tools and subsequent competitively-awarded performance contracts to build the capacity of SMEs to offer better quality services and more soundly pursue their own individual performance plans and operational objectives. More detailed terms of reference are to be found in Annex 1B available on www.industrialization.go.ke

The State Department for Industrialization now invites eligible consulting firms ("Consultant") to indicate their interest in providing the Services. Interested Consultants should provide information as prescribed in Annex 1B1 demonstrating that they have the required qualifications and relevant experience to perform the Services.

The shortlisting criteria are:

The consultant should have a proven track record of at least three projects of similar nature (i.e. organizational capacity assessment, SME strategy, performance-based contracting, or grant

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management for SMEs) during the last five years, ideally with a contract value of \$1 million or more. The Consultant should have:

- a) Experience working with SMEs in an advisory capacity for the last five years;
- b) Prior experience working with Kenyan SMEs including networking with business associations, financial institutions and other industry players;
- c) Strong understanding of the shortcomings and opportunities within the operating and business environment of the SME ecosystem in Kenya, in the region or in similar markets;
- d) Around 10 years of experience undertaking consulting engagements focused on organizational capacity development and formulating performance plans focused on business operations, ideally with SMEs;
- e) Experience assessing SME performance and business plans through diagnostics, due diligences, or advisory work;
- f) Experience managing long-term (at least 2 years) projects including disbursement management and monitoring of funds through at least 3 prior assignments;
- g) Experience negotiating and managing performance-based funding in addition to the aforementioned; if not, experience managing performance-based funding, experience managing complex contract negotiation processes through at least 2 prior assignments;
- h) Demonstrated ability to work collaboratively with government counterparts.

Joint ventures or subcontracts with Kenyan stakeholders would be considered as part of this requirement For Consultants that are registered in Kenya, a current Kenyan tax compliance certificates must be provided (copies must be attached). Consultants may associate with other firms in the form of a joint venture (JV) or a sub-consultancy to enhance their qualifications. However, the experience of sub-consultant will not be considered while short-listing. In case of JV or sub--consultancy the lead consultant must be specified in the expression of interest and the roles for additional partners must be specified.

The attention of interested Consultants is drawn to the paragraph 3.14 of the Bank's Procurement Regulations for IPF Borrowers (July 2016) (Procurement Regulations) setting forth the World Bank's policy on conflict of interest and is open to all eligible firms as defined in the Procurement Regulations

In addition, please refer to the following specific information on conflict of interest related to this assignment Bank Consultants engaged in preparations for the KIEP are disqualified from being hired under this assignment as per paragraph 3.14 of World Bank Procurement Regulations,,

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Further information can be obtained at the address below during office hours i.e. 0800 to 1700 hours but not later than seven (7) days to date of opening the EOVS.

Expressions of interest must be delivered in a written form to the address below (in person, or by mail, or by fax, or by e-mail) by 11th October, 2018, 1000hours.

The Principal Secretary
Ministry of Industry, Trade and Cooperatives
State Department for Industrialization
Attn: Head / Supply Chain Management Services
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