



REPUBLIC OF KENYA



REQUEST FOR EXPRESSION OF INTEREST (EOI) (CONSULTING SERVICES - FIRMS SELECTION)

Credit No:	6135-KE:
ASSIGNMENT TITLE:	CONSULTANCY SERVICES - SUPPORT FOR THE DEVELOPMENT AND SUBSEQUENT IMPLEMENTATION OF A COMPREHENSIVE TRANSFORMATION STRATEGY FOR THE KENYA POWER AND LIGHTING COMPANY PLC
Reference No.	KP1/6A.1/RFP/15/20/A88

The Government of Kenya has received financing from the World Bank toward the cost of the Kenya Off-grid Solar Access Project, and intends to apply part of the proceeds for consulting services.

The consulting services ("the Services") include advisory support to co-develop and co-deliver on a plan over the required time frame to ensure rapid results in definition and implementation of the company's transformation strategy.

The assignment may require 29 Professional Staff-months and will be implemented between the periods from **June, 2021 to September, 2021** ensuring full consistency with the TOR referred to in this REOI.

The detailed scope of service shall be as per the issued terms of reference-ToR (Copy attached to this EOI as Appendix I) which can also be accessed on The Kenya Power Lighting Company Plc website (www.kplc.co.ke).

The Kenya Power and Lighting Company Plc now invites eligible consulting firms ("Consultants") to indicate their interest in providing the services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the services.

The shortlisting criteria are:

1. Relevance and suitability of the applicant firm's core business to this assignment.
2. Number of active years in the business and its general and specific contract experiences; with proven transformation expertise of a utility, with specific track record in key initiative areas such as loss reduction.
3. Successful completion of similar nature, complexity and sized assignments/ contracts in an English speaking country. Minimum: 2 contracts.
4. Experience in consultancy (definition and implementation of transformation strategy) contracts in the electricity sector each with a value of 0.5 Million USD as a minimum in -Minimum 2 contracts.
5. The firm's overall organizational competence, capability and qualifications as demonstrated through its overall technical experts' size and mix, financial, technical and managerial strengths and good will in the industry; demonstrating:
 - a) Requisite resources and capacity to deliver a strong Transformational Process rapidly.
 - b) Strong understanding of the whole energy sector in Kenya, the Kenyan economy and public sector landscape
 - c) Track record of strategic work with knowledge of other utilities and government in Kenyan power sector.
 - d) Deep understanding of Kenyan power tariffs and evolution
 - e) Ability to bring senior stakeholders together to solve the collective problems in the sector.
 - f) Deep understanding of infrastructure financing and electricity sector reform.
 - g) Holistic approach to organizational transformation, including non-technical aspects of organizational health.
 - h) Global experience in corporate transformations across all dimensions of a company.
6. Annual average turnover over the last five (5) years. Minimum average: 1 Million USD.
7. ISO 9001 certification is required.

Key Experts will not be evaluated at the shortlisting stage.

The attention of interested Consultants is drawn to Section III, paragraphs, 3.14, 3.16, and 3.17 of the World Bank's "**Procurement Regulations for IPF Borrowers**" July 2016 ("**Procurement Regulations**"), setting forth the World Bank's policy on conflict of interest.

Consultants may associate with other firms to enhance their qualifications, but should indicate clearly whether the association is in the form of a joint venture and/or a sub-consultancy. In the case of a joint venture, all the partners in the joint venture shall be jointly and severally liable for the entire contract, if selected.

If the consultant is a Joint Venture (JV), the Expression of Interest shall include a copy of the JV Agreement entered into by all members (Maximum two (2) members only. Alternatively, a letter of intent to execute a JV Agreement in the event of a successful proposal shall be signed by all members and submitted with the Expression of Interest, together with a copy of the proposed Agreement.

A Consultant will be selected in accordance with the QBS method set out in the Procurement Regulations. Among the submitted applications, The Kenya Power and Lighting Company Plc will shortlist on the basis of the above listed criteria a maximum of **Eight (8) consultants** to whom the Request for Proposals to carry out the Services shall be sent.

Expressions of Interest (hard copies) shall be submitted in sealed envelopes, delivered to the address below and be clearly marked "Expression of Interest for support for the development and subsequent implementation of a comprehensive transformation strategy for The Kenya Power and Lighting Company Plc" no later than **1st June, 2021 at 10.00 a.m. East African Time**.

Attention:

**General Manager, Supply Chain & Logistics
The Kenya Power and Lighting Company Plc
Stima Plaza, 3rd Floor, Kolobot Road, Parklands
P. O. Box 30099 - 00100 Nairobi, Kenya**

Expression of Interest submitted via e-mail shall not be accepted.

Consultants who wish to witness the opening of the expression of interest **must** do so on **1st June, 2021 at 10.30 a.m. East African Time** at **Stima Plaza Auditorium**.

Interested consultants may obtain further information at the address below during office hours between 0900 to 1200 and 1400 to 1630 hours (East Africa time).

**Ag. Chief Supply Chain Officer (Infrastructure)
Infrastructure Development
The Kenya Power and Lighting Company Plc
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