

REPUBLIC OF KENYA



MINISTRY OF INVESTMENTS, TRADE AND INDUSTRY STATE DEPARTMENT FOR INDUSTRY

REQUEST FOR EXPRESSIONS OF INTEREST (CALLING ON ASPIRING INDUSTRIALISTS IN KENYA)

**Project Name: COUNTY AGGREGATION AND INDUSTRIAL PARKS
(CAIPS)**

**Assignment Title: PROVISION OF LOGISTICS AND AN E-COMMERCE PLATFORM FOR
UPCOMING INDUSTRIES WITHIN THE CAIPS**

Reference No.: MITI/SDI/REOI/4/2024/2025

Introduction

The Government is promoting the Bottom-Up Economic Transformation Agenda (BETA) and has recognized the role played by agriculture and manufacturing sectors in income generation, wealth & job creation, increase foreign exchange earnings, and poverty reduction. The Manifesto target to address the challenges in agriculture sector through raising the productivity of the farmers by addressing the cost, the quality and availability of inputs and providing farmers with a ready market for their products.

In addressing some of these challenges, the Ministry of Investments, Trade and Industry through State Department for Industry target to raise manufacturing contribution to GDP from current 7.8% to 15% by 2027 and to 20% by 2030.

The National Government through the Ministry of Investments, Trade and Industry -State Department for Industry and County Governments through Council of Governors in partnership with key stakeholders is establishing County Aggregation and Industrial Park (CAIP) in each County to enhance the unleashing of the potential in both manufacturing and agriculture sectors in order to increase employment creation, raise farmers' income and boost export of agro-processed products.

Purpose

The Request for Expression of Interest (REoI) is intended to identify reputable, experienced and qualified firms to invest in provision of logistics and an e-commerce platform for upcoming industries within the CAIPS.

Scope

The applicant will be required to provide the following: -

1. Demonstrate investment in similar industry involving innovative packaging design services tailored to meet the specific requirements of industrial products, including machinery, components, furniture, electronics, agro-industrial products, consumer goods, and perishable items for local and export market;
2. Sustainable packaging solutions that minimize environmental impact, reduce waste, and optimize materials for cost-effectiveness and product protection;
3. Customized packaging designs that enhance brand visibility, product appeal, safety, and compliance with local and international industry standards and regulations;
4. Comprehensive logistics services encompassing transportation, warehousing, inventory management, distribution, and supply chain optimization;
5. Efficient logistics planning, route optimization, last-mile delivery solutions, and reverse logistics capabilities for seamless operations and customer satisfaction; and,
6. Integration of digital technologies, tracking systems, real-time monitoring, and data analytics to enhance visibility, transparency, and decision-making in logistics management.
7. Develop a national e-commerce platform to offtake all CAIPS products in a harmonized national manner

Eligibility and qualification of applicants

We invite expressions of interest from manufacturers and logistics firms with expertise in the following areas:

1. Packaging design services, including conceptualization, prototyping, testing, and production of customized packaging solutions;
2. Logistics and supply chain management services, covering transportation, warehousing, inventory control, order fulfillment and value-added services;
3. Experience in serving diverse industries such as manufacturing, agro-industries, retail, e-commerce, healthcare, automotive, food and beverage, and consumer goods;
4. Demonstrated capabilities in sustainability practices, innovation, technology adoption, and continuous improvement in packaging design, labelling and logistics operations; and,
5. Compliance with regulatory requirements, quality standards, environmental regulations, and ethical business practices in labelling, packaging and logistics services.

The Ministry of Investments, Trade and Industry through State Department for Industry in collaboration with Council of Governors now invites eligible management firm/Company to express their interest in provision of management services for County Aggregation and Industrial Parks.

Shortlisting Criteria

Interested applicants must provide information to demonstrate their suitability for the roles including the firm's registration information and all other statutory documents, tax compliance, financial capability, local support, and overall firm's experience.

Note that: -

- This is a call for private sector investment and support for County Aggregation and Industrial Parks – CAIPS;
- The REoI must not include pricing/commercial proposal;
- The receipt of a response shall not bind the government into any contractual agreement with the applicant;
- Any costs associated with the response and submission of the EoI shall be borne by the vendor;
- State if you intend to submit this bid as a joint venture or consortium or any other association;
- Only applicants who meet the government's minimum requirements will be considered for further engagement;
- Choose from aggregation, cold storage and/or value addition warehouses.
- Each industrial warehouse measures 20 x 50m (1000m²). You can also customize your own facility with our flexible build to suit options.
- Whether you are growing your business or starting a new manufacturing venture we have got the ideal space for you.
- Bidding companies will be expected to find innovative ways and their own funds to support CAIPS through their own investment and make their returns; and
- This invitation is for the private sector to co-invest in the CAIPS project.

A Consultant will be selected in accordance with the requirements of the Public Procurement and Asset Disposal Act 2015 and its attendant Regulations.

Firms are eligible to participate in the REOI and propose Individual Consultant however they are required to indicate in the REOI if the contract will be entered into with the firm or the Individual Consultant proposed.

Due to the large volume of details needed to respond to this REOI, additional information with regards to the following listed subheads are available throughout the EOI period at the address below in hard copy and at the Ministry's website; www.industrialization.go.ke.

- (i) Purpose
- (ii) Scope

(iii) Eligibility and qualification of applicants

Request for clarifications from interested consultants during the Expression of Interest period shall be in writing and addressed to The Principal Secretary, State Department for Industry not later than seven (7) days from the date of closing/opening the EOI's. Further information can be obtained at the address below during office hours i.e. 0800 to 1700 hours.

Expressions of interest must be delivered in a written form to the address below or be deposited in the tender box situated on the 16th Floor, NSSF Building Block an Eastern Wing, **on or before 13th September, 2024 at 10.00 A.M** Local Time.

Dr. Juma Mukhwana, PhD, CBS
Principal Secretary
Ministry of Investments, Trade and Industry
State Department for Industry

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