

**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 MANAGEMENT SERVICES FOR COUNTY  
AGGREGATION AND INDUSTRIAL PARKS (CAIPS)**

**Reference No.: MITI/SDI/REOI/1/2024/2025**

**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 and qualified firm(s) to provide management services for County Aggregation and Industrial Parks in Kenya.

## Scope

The applicant will be required to provide;

1. Strategies to facilitate operationalization and management of manufacturers dealing with value add-on processes;
2. Strategies to facilitate operationalization and management of County Aggregation and Industrial Parks;
3. Strategies to provide linkages between manufacturer and Government including measures to address policies and regulatory gaps;
4. Capacity that the company will manage the operation of manufacturing facility dealing with different/several value chains with competitive and affordable prices.
5. Strategies for management of the CAIPS Bills;
6. Strategies to facilitate the manufacturers access to information and acquire relevant documentation to invest in CAIP;
7. Strategies for operations and maintenance of CAIPS facilities and provision of briefs and reports of performance in the Park;
8. Strategies to promote access to local and international market;
9. Strategies to promote additional investments within the Park and Park Branding; and
10. The Successful applicants will provide management services in the operations of County Aggregation and Industrial Parks.

The CAIP facilities are located in:-

#	Region	Affected Counties
1.	Western	Busia, Bongoma, Vihiga, Kakamega and Trans-Nzoia
2.	North Rift	Uasin Gishu, Nandi, Elgeyo Markwet, West Pokot, Turkana and Samburu
3.	South Rift	Nakuru, Baringo, Kericho, Bomet, Narok and Kajiado
4.	Nairobi	Nairobi
5.	Central	Kiambu, Murangá, Kirinyaga, Nyadarua, Laikipia and Nyeri
6.	Eastern	Meru, Tharaka Nithi, Isiolo, Marsabit, Embu, Machakos, Makueni and Kitui
7.	North Eastern	Madera, Wajir and Garissa
8.	Coast	Mombasa, Kwale, Taita Taveta, Kilifi, Tana River and Lamu
9.	Nyanza	Kisumu, Siaya, HomaBay, Kisii, Nyamira and Migori

## **Eligibility and qualification of applicants**

The successful applicants are supposed to meet the following minimum requirements:

1. To demonstrate capacity to invest in management of a facility that supports manufacturing of Value added products that meet international standards. Applicants need to indicate the specific management strategies to manage the CAIP;
2. The company should have been in similar business in the last 10 years and manufacturing value added products for international market;
3. To demonstrate that they can set-up a management system to manage the manufacturing facility for both the domestic and international markets with necessary international accreditation and certifications for export to various markets; and
4. Previous working with manufacturing for export is an added advantage.

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 (1000m<sup>2</sup>). 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](http://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 13<sup>th</sup> 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

Attn: Head / Supply Chain Management Services  
NSSF Building, Block A, Eastern Wing, 16th Floor  
P. O. Box 30547-00100, Nairobi, Kenya  
Tel: +254-(0)20-2731531/2-4  
Fax: +254-(0)20-2731511  
E-mail: [procurement@industrialization.go.ke](mailto:procurement@industrialization.go.ke)