

# 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 REQUISITE MACHINERY AND EQUIPMENT FOR OWN MANUFACTURE OR TO LEASE THEM OUT FOR COMMON USE

**Reference No.:** MITI/SDI/REOI/3/2024/2025

#### 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 manufacturers/Investors for provision of requisite machinery and equipment for own manufacture or to lease them out for common use

## Scope

The applicant will be required to provide;

1. **Company Information:** This includes details about the bidding company such as its name, address, contact information, legal status, and registration details, company's structure, ownership and any relevant certifications or accreditations;
2. **Financial Information:** Applicants often need to provide financial statements such as balance sheets, income statements and cash flow statements to help assess the financial stability and capability of the bidding company to undertake the initiative;
3. **Technical Expertise:** Details about the applicant's technical capabilities, experience and track record in similar projects are crucial. These include information about past initiatives, key personnel, equipment and technologies the company can leverage for the aggregation and industrial park project;
4. **Proposed Solutions:** Applicants are asked to outline their proposed solutions for equipping the industrial park. Give details about the equipment, infrastructure, facilities, and services they intend to provide, along with any innovations or value-added features;
5. **Project Plan and Timeline:** A detailed project plan outlining how the applicant intends to execute the project, including timelines, milestones and deliverables is required to enable evaluate the feasibility and efficiency of the proposed implementation;
6. **Compliance and Regulatory Information:** Applicants must demonstrate compliance with relevant laws, regulations and standards including environmental compliance, safety standards, labor regulations and any permits or approvals required for the project;
7. **References and Recommendations:** Providing references from past clients, testimonials, and recommendations can strengthen the applicant's credibility and demonstrate their ability to deliver quality results;
8. **Risk Management Plan:** Applicants are required to outline their risk management strategies, including identification of potential risks, mitigation measures and contingency plans to address unexpected challenges during project execution; and
9. **Legal and Contractual Obligations:** Applicants must agree to comply with all legal and contractual obligations, including terms and conditions set forth in the EOI documents, non-disclosure agreements, intellectual property rights, and dispute resolution mechanisms.

## Eligibility and qualification of applicants

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

1. Applicants must be legally registered entities, have a valid tax compliance certificate, financially stable with proven past experience in equipping industrial parks or similar projects (provide documentary evidence);

2. Applicants should possess the technical expertise and capabilities necessary to execute the project effectively e.g. infrastructure development, equipment installation, technology integration and maintenance services;
3. Applicants must comply with all applicable laws, regulations and standards, quality assurance and industry-specific regulations related to industrial park development and operation;
4. Applicants are required to have adequate insurance coverage, such as liability insurance, worker's compensation insurance and property insurance, to mitigate risks associated with the installations;
5. Applicants must submit a detailed technical proposal outlining their approach, methodology, different options for utilization of the machinery including demonstration on how MSME can be brought on board on utilization of the equipment, equipment specifications as guided by different value chains, design plans and any innovative solutions they propose to enhance the industrial park's functionality and efficiency; and
6. Applicants must disclose any potential conflicts of interest, affiliations, or relationships that could impact their impartiality or ability to fulfill the project requirements objectively.

The Ministry of Investment, Trade and Industry through State Department for Industry in collaboration with the Council of Governors now invites eligible manufacturers/investors to express their interest in investing in equipping of 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

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