

# MURANG'A COUNTY GOVERNMENT



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## **Expression of Interest**

**for**

**TRANSACTION ADVISORY SERVICES FOR THE IMPLEMENTATION OF FLAGSHIP  
PROJECTS FOR MURANG'A COUNTY GOVERNMENT**

**EOI No. MCG/EOI/005/2023-2024**

**Close Date: 25<sup>th</sup> April, 2024 at 10:00 AM**

## **INVITATION TO TENDER**

**TENDER REF. MCG/EOI/005/2023-2024**

**CLOSE DATE: Thursday, 25<sup>th</sup> April, 2024**

### **A. Introduction**

The Murang'a County Government is committed to delivering various flagship projects within its various sectors, including healthcare, education, agriculture, Information Communication and Technology (ICT), smart and sustainable city development through Public-Private Partnership (PPP) initiatives.

These flagship projects are aligned to the "Murang'a County Third County Integrated Development Plan (2023-2027)". The county targets to have an accelerated and all-inclusive economic growth, higher living standards, improved governance, efficient public service delivery and an enabling environment for the private sector to do business. The Plan is driven by a socio-economic agenda focusing on reducing inequalities in access to productive resources as primed in 'the Bottom-up transformative economic model'.

The Murang'a County Government appreciates that there are still material challenges to the delivery of flagship projects through partnership with the private sector which require a holistic systems approach to solutioning and Transaction Advisory support. The Murang'a County Government thus proposes to engage a Transaction Advisor to support the structuring and implementation of flagship projects.

### **B. Objectives**

The overall purpose of this assignment is to provide the Murang'a County Government adequate transaction advisory support to deliver the flagship projects effectively and efficiently. This includes delivery of project feasibility studies, embedding environmental, social and governance safeguards, financial analysis and modelling, and commercial and financial structuring of projects, options analysis of the most effective means of private sector engagement with the county, preparation of bidding documents and draft contracts, provision of support during the bidding process until financial close and advising the county government on the implementation of the projects, including monitoring and evaluation.

### **C. Scope of Services**

The main tasks for this consultancy shall be delivered as outlined below:

#### **1. Strategy, governance, and policy**

The consultant shall:

- a) Support the County in strategic planning and assessment of governance structure and investment policies required in attracting private investors for development and implementation of the flagship projects.
- b) PPP Advisory Services: Provide expertise in developing PPP frameworks, legal and financial structuring of PPP deals, and advising on the legal and regulatory aspects of PPPs. Support in the development of a governance structure for other private investment partnerships
- c) Examine and embed ESG and climate resilience principles within the project framework for adoption during project implementation to facilitate sustainability.
- d) Undertake social and economic impact analysis of the projects which will include measuring the direct and indirect effects of the program on the economy e.g., no. of jobs created.

#### **2. Resource Mobilisation, Finance and Investment Advisory**

The consultant shall support the county in the following:

- a) Prefeasibility study and concept notes: Conduct preliminary assessments across all sectors for the flagship projects to determine which projects are worth proceeding to evaluate more in-depth. The key takeaways from the preliminary assessments will be outlined in the concept notes covering the different projects.
- b) Feasibility Study: Conduct market assessments across all sectors for the flagship projects. Determine what amount of development costs and rates of return would be considered feasible across all sectors for the flagship projects. Conduct Financial and Economic Viability Analysis of the flagship projects.
- c) Resource Mobilization: Assistance with identifying and securing funding and financing sources for flagship project, including grants, loans, and private investment.
- d) Sustainable Finance: Assistance with identifying and securing financing for sustainable infrastructure and development projects within Murang'a County.
- e) Financial and Investment Advisory Services: Assistance with financial modelling, and investment planning for flagship projects. Support with the development of the Investment Memo and Expression of Interest documentation to attract private investors, including sourcing potential private developers/investors for the flagship projects and support in carrying out due diligence on potential partners.

### **3. Assistance until Financial Close**

The Consultant shall:

- a) Provide all the required financial advisory support until the financial closure of the Investments and Project(s).
- b) Compile a comprehensive close-out reports and case studies which must incorporate any additional factors that may be required. The case studies will become public documents made available on the relevant government websites.
- c) Provide contract structure and monitoring and management systems.

### **4. Project Delivery**

The consultant shall support the county in maximising value while delivering the various flagship project in the following ways:

- a) As the strategic delivery partner - support with the overall program governance of the projects, and support the program stakeholder management;
- b) As the Program Management Office (PMO) / Secretariat for the projects, develop an accelerated implementation program, and manage the program level Risks, Actions, Issues and Dependencies (RAIDs);
- c) Program tracking/monitoring through cost assurance and construction contract management. Carry out financial appraisals to outline any variations indicators from the pay-outs and financial commitments; and
- d) Data analytics, data protection and cybersecurity.

## **D. Qualification Criteria**

The consultant shall possess the following minimum qualifications and experience qualification:

- a) Lead consultant with over 15 years' experience in investment strategy, policy and regulation, corporate governance, project finance, commercial investment, project management, or any equivalent and relevant experience;
- b) Deputy lead consultant with over 10 years' experience in investment strategy, policy and regulation, corporate governance, project finance, commercial investment, project management, or any equivalent and relevant experience;

- c) 3 No. consultants with over 5 years' experience in investment strategy, policy and regulation, corporate governance, project finance, commercial investment, project management, or any equivalent and relevant experience; and
- d) Organisational capacity to support the delivery of flagship projects in the county.

**E. Mandatory Requirements**

The following mandatory requirements shall be used for determination of responsiveness of the consultant:

- a) A copy of certificate of Registration/ Incorporation
- b) A valid copy of Tax Compliance Certificate
- c) A copy of CR12 for the registered firm
- d) A copy of a dully signed Power of Attorney
- e) Certificate of Independent Proposal submission

**F. Evaluation Criteria**

<b>Mandatory Requirements</b>	<b>Yes/No</b>
A copy of certificate of Registration/ Incorporation	
A valid copy of Tax Compliance Certificate	
A copy of CR12 for the registered firm	
A copy of a dully signed Power of Attorney	
Certificate of Independent Proposal submission	
<b>Technical Capability Criteria</b>	<b>Points</b>
Detailed profile of firm/company	<b>10</b>
Adequacy and quality of the proposed methodology and work plan in responding to the Terms of Reference (ToRs)	<b>15</b>
Specific experience of the Consultant to the assignment	<b>20</b>
List of three (or more) additional consultancy work in transaction advisory services with respect to infrastructure projects, undertaken in the last five (5) years. (5 points per consultancy work up to 15 points)	<b>15</b>
Key experts' qualification and competence for the assignment	<b>40</b>

**G. Consultancy Duration**

It is intended that this consultancy will be contracted for a period of thirty-six (36) months, subject to periodic reviews by the Murang'a County Government for appropriate performance and need.

**H. Terms of Payment**

Detailed terms of payment for the Consultant's services will be outlined in the subsequent agreements and based on the fulfilment of Task Orders.

**1. Eligibility Criteria**

All National / International Companies / Agencies / Firms and service providers as sole entity or in joint venture are eligible to apply. All organizations submitting responses MUST meet the qualification criteria below.

- a) Each bidder shall indicate in their bid whether the proposal is a direct purchase, a fee for service or a lease-based contract.
- b) Each bidder shall demonstrate that it has access to, or has available, liquid assets, lines of credit, or other financial means from a financial institution, Fund, Private Equity or Banks to procure the equipment in each lot that they are bidding.
- c) Each bidder shall be required to provide a Manufacturer's Authorization / Prove of Dealership/ Agreements with the authorized Dealers (dealership authorization letter) for the equipment based on the LOT(S) they are bidding.
- d) In the event of a joint venture (JV), the JV shall nominate a Representative who shall have the authority to conduct all business for and on behalf of any and all the members of the JV during the Tendering process. The maximum number of members of a JV shall be 3.
- e) For subcontractors or joint venture members, other than the bidder have satisfactorily and substantially completed at least Two (2 No) contract(s) of a similar nature, as a prime supplier, as a sub-contract, a joint venture member, or a sub-contact member each of a minimum value in Kenya shillings or equivalent of 20-per cent of the supply turnover for each lot in (c) above. (Provide evidence to support).
- f) Should not have been blacklisted or debarred from participating in tenders by any National/ State Government agencies or autonomous bodies or Institutions.
- g) In case of non-Kenyan entities, should not have been named in any sanction from any nation, nor should have been found guilty under various anti- corruption/ anti-malpractice laws worldwide.

## **2. Clarifications**

Interested parties may request clarifications seven (7) days before the EOI submission date in writing. The Employer will only respond to request(s) for clarification received in writing. Written copies of the Employers response (including any explanation of the query but without identifying the source of the inquiry) will be sent out to all prospective bidders.

## **3. How to Express Interest:**

The EOI shall be submitted in sealed envelopes marked "EXPRESSION OF INTEREST (EOI) PROVISION OF MEDICAL EQUIPMENT TO MURANG'A COUNTY" addressed to;

The County Secretary  
Murang'a County Government  
P.O Box 52-10200  
Murang'a, Kenya

## **4. Deadline for Submission:**

Expressions of interest should be submitted by **25<sup>th</sup> April 2024 at 10.00 a.m. East Africa Time**

Completed EOI documents are to be enclosed in plain sealed envelopes (**original**) marked with tender name and reference number and deposited in the tender box on or before **25<sup>th</sup> April 2024 at 10.00 a.m.** {East Africa Time (Nairobi, Kenya Time)}."

Bidders or their representatives who wish to attend the opening are invited.

Murang'a County Government reserves the right to accept or reject any or all applications. Only successful prequalified firms will be invited to the next stage of Request for Proposal (RfP).

