



TENDER NO. KWS/EOI/AFD/36/2021-2022

A FEASIBILITY STUDY OF THE PROPOSED KENYA PARKS PROJECT

MARCH 2022

(Open to All)

KENYA WILDLIFE SERVICE,

P.O.BOX 40241 – 00100 ,

NAIROBI.

www.kws.go.ke

(A) **NOTICE FOR REQUEST FOR EXPRESSIONS OF INTEREST (EOI)- (CONSULTING SERVICES – FIRMS SELECTION)**

NAME OF PROCURING ENTITY **KENYA WILDLIFE SERVICE**

Assignment or Contract Title: **A FEASIBILITY STUDY OF THE PROPOSED KENYA PARKS PROJECT**

Reference No.: **KWS/EOI/AFD/36/2021-2022**

- 1) The **KENYA WILDLIFE SERVICE** intends to shortlist consultants to provide consulting for **A FEASIBILITY STUDY OF THE PROPOSED KENYA PARKS PROJECT** - whose aims are to enhance biodiversity conservation efforts, tourism as a contributor to the economy, brand parks distinctively, enhance financial sustainability and improve infrastructure within five Kenyan national parks in full consistency with the Expression of Interest (EOI) document that:

- I. Are attached or referred to in this request for expressions of interest, or
- II. Can be found at the following website: **www.kws.go.ke/tenders, www.ppip.go.ke , https://afd.dgmarket.com and www.tenders.go.ke** or

- i) Can be obtained at the address given below:

Assistant Director Supply Chain Management
Kenya Wildlife Service
P. O. Box 40241-00100,
NAIROBI, KENYA,
Telephone number 0202379407 and Email **hps@kws.go.ke** .

Physical Address, office of
Assistant Director Supply Chain Management located at
Ndovu Court 1st Floor Kenya Wildlife Service Headquarters along Lang'ata Road.

2. The **KENYA WILDLIFE SERVICE** 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 on required qualifications and experience of the firm are:
- i) Experience in the assignment, including technical and managerial capability of the firm.
 - ii) Number of years in business working on the area of the assignment.
 - iii) Reference to at least three assignments of similar nature and size carried out in the last **five (5)** years. Include persons or institutions and contact addresses (*phone, email*) who can be contacted on the same.

Qualifications and Experience of Key Experts shall not be included in the short-listing criteria. Key Experts will not be evaluated at the shortlisting stage.

3. The attention of interested Consultants is drawn to the following provisions that will be highlighted in the Request for Proposals to be issued to shortlisted firms.
- i) The Consultant will be expected to have no conflict of interest with other assignments or its own corporate interests and acting without any consideration for future work.

- ii) The consultant has no personal or business relationship with the Procuring Entity's senior management or professional staff.
- iii) A firm or an individual in the firm has not been sanctioned by the Public Procurement Regulatory Authority or are under a suspension or a debarment imposed by any other entity of the Government of Kenya, or any international organization.
- 4. Government-owned enterprises or institutions of Kenya Government, officials and civil servants and employees of public institutions may not eligible.
- 5. 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.
- 6. A Consultant will be selected in accordance with the methods set out in the Act and Regulations.
- 7. Further information can be obtained at the address below during office hour's i.e., **0900 to 1700hours**.

Assistant Director Supply Chain Management
Kenya Wildlife Service
Telephone number 0202379407 and Email **hps@kws.go.ke**
P. O. Box 40241-00100,
NAIROBI, KENYA,
. Physical Address, office of the

Assistant Director Supply Chain Management located at
Ndovu Court 1st Floor Kenya Wildlife Service Headquarters along Lang'ata Road.

- 8. Expressions of Interest must be delivered in a written form to the address below (in person, or by postal mail) by **5th April, 2022**

Kenya Wildlife Service

Assistant Director Supply Chain Management

P. O. Box 40241-00100, NAIROBI, KENYA,

Email **hps@kws.go.ke**

Physical Address: office of the

Assistant Director Supply Chain Management located at Ndovu Court 1st Floor Kenya Wildlife Service
Headquarters along Lang'ata Road.

EXPRESSIONS OF INTEREST (EOI)- THE PROPOSED KENYA PARKS PROJECT

The National Treasury and Planning of Kenya has requested a financing of the Feasibility Study from *Agence Française de Développement* ("AFD") on behalf of the Kenya Wildlife Service (KWS), and intends to use part of the funds thereof for payment of the feasibility study for the Kenya Parks Project (KPP).

The Services of the consultant shall consist of

(1) **a Feasibility Study** of a project whose aims are to enhance biodiversity conservation efforts, tourism as a contributor to the economy, brand parks distinctively, enhance financial sustainability and improve infrastructure within five kenyan national parks, as well as

(2) **a project appraisal document.** KWS seeks funding support of Euro 25 millions from the French development Agency for Nairobi, Lake Nakuru, Mt Kenya, Meru, terrestrial National Parks and Watamu Marine National Park. The estimate of the feasibility study contract size is about 200 000Eur.

The project also intends to strengthen enforcement capacity to protect wildlife through building the KWS capacity and extending the digital radio systems to additional conservation areas. By supporting wildlife conservation and the transformation of KWS, the project will contribute to the following objectives.

- Enhance financial sustainability of KWS
- Upgrade park infrastructure for rangers and tourists' experience as well
- Increase revenues from parks managed by KWS
- Increase the benefits/services for populations neighbouring the parks
- Strengthen law enforcement capacity of KWS
- Reverse and stabilise wildlife population and ecosystems including inside the parks, wildlife corridors and community conservancies in the project area, .

The areas to be covered by the study identified in the KPP Concept Note : Nairobi, Lake Nakuru, Mt Kenya, Meru, terrestrial National Parks and Watamu Marine National Park.

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Kenya Wildlife Service hereby invites Applicants to show their interest in delivering the Services described above.

This Request for Expressions of Interest is open to:

☒ Consulting firms

☐ Individual consultants

☐ NGOs

☐ Joint Venture between NGO(s) and consulting firm(s)

Eligibility criteria to AFD financing are specified in sub-clause 1.3 of the "Procurement Guidelines for AFD-Financed Contracts in Foreign Countries", available online on AFD's website: <http://www.afd.fr>.

The Applicant shall submit only one application, either in its own name or as a member of a Joint Venture (JV). If an Applicant (including any JV member) submits or participates in more than one application, those applications shall be all rejected. However, the same Subconsultant may participate in several applications.

If the Applicant is a JV, the expression of interest shall include:

– a copy of the JV Agreement entered into by all members,
or

– a letter of intent to execute a JV Agreement, signed by all members together with a copy of the Agreement proposal,

In the absence of this document, the other members will be considered as Subconsultants.

Experiences and qualifications of Subconsultants are not taken into account in the evaluation of the applications.

Interested Applicants must provide information evidencing that they are qualified and experienced to perform those Services. For that purpose, documented evidence of recent and similar services shall be submitted.

Determination of the similarity of the experiences will be based on:

- The contracts size; The contract is about 200,000 Eur.
- The nature of the Services :

The services required are i)

Elaboration of a project design and feasibility study and a project appraisal document (standard format and outline will be provided to the selected Consultant) for a project area of 5 National Parks and 1 marine park and surrounding corridors and buffer zones. The assignment includes review of the current situation and project environment in terms of institutional, environment and social issues in the project area; elaboration of project objectives; definition and detailed content of each project component and project activities, a project implementation structure and an environmental and social impact mitigation framework.

A concept note has been produced by KWS. All aspects of the concept note will have to be assessed in order to design a project which will enhance biodiversity conservation, revenue generation through tourism and KWS management.

- The technical area and expertise : park and financial management, infrastructures, anti poaching expertise, wildlife tourism, biodiversity conservation, local communities engagement environmental and social safeguards, gender study, the assessment of the project contribution to climate change, including identifying adaptation to climate change, and a rough estimate of mitigation benefits applying the FAO EX-ACT tool.
- The location : in the region (East Africa, Kenya) , with KWS or similar agencies.
- The Client will also take into account for the evaluation of the applications the following items:

The proposed Project team must include the following expertise :

- *Specific experience of the Consultant relevant to the Assignment;*

The Consultant must have:

Demonstrated experience in park management, wildlife tourism, biodiversity conservation and infrastructure projects, community engagement and environmental and social baseline and safeguards, Climate change and adaptation, GhG accounting, gender diagnosis, GIS mapping and spatial analysis including satellite imagery.

Demonstrated experience in supporting the implementation of internationally financed projects in the East African Region or Kenya, with KWS or similar agencies.

Demonstrated experience in feasibility study.

- *Local representatives/partners;*

Encouraged but not compulsory

Conflicts of interest

Consultants who took part in the project's feasibility study **are not entitled** to submit an offer for any lot of the project.

Among the submitted applications, Kenya Wildlife Service will shortlist a maximum of six (6) Applicants, to whom the Request for Proposals to carry out the Services shall be sent.

The Expressions of Interest must be submitted physically at the below address:

The application file should be addressed to the address below no later than **5th APRIL, 2022 at 11.00AM (EAT)**

The Director General

Kenya Wildlife Service Headquarters

P. O. Box 40241-00100,

NAIROBI, KENYA

Interested Applicants may obtain further information through:

Assistant Director Supply Chain Management,

Kenya Wildlife Service, Telephone number 0202379407 and Email hps@kws.go.ke .

TABLE 1 – EXAMINATION FOR ELIGIBILITY

The Applicants will be examined for eligibility on the following basis. Those who do not qualify will not be subjected to more detailed evaluation.

ELIGIBILITY CRITERIA		Met/ Not Met
1	The Firm is from an Eligible country i.e. The Firm is not from a country that Kenya prohibits commercial relations with that country, including those sanctioned by the United Nations Security Council taken under Chapter VII of the Charter of the United Nations.	
2	The firm's line of business fits in with the requirements of the assignment.	
3	<p>If a firm is a state enterprise:</p> <p>a. Firm is Legally autonomous - a legal entity is separate from the state government and any public administration.</p> <p>b. Firm is Financially autonomous - not receiving any significant subsidies or budget support from any public entity or government.</p> <p>c. Firm is Operating under commercial law - means being vested with legal rights and liabilities similar to any commercial enterprise.</p> <p>d. Firm is not a dependent agency of the Kenya Government.</p>	
4	Firm is not debarred from participating in procurement by PPRA or by any National agency or an International Organization. The Key individuals listed by the Firm's Team Leader are also not debarred.	
6	Firm has no conflict of Interest - consultant may be perceived to provide biased services so that its own or its affiliates interests prevail over the interests of the Procuring Entity.	
7	The Firm has provided all the information provided in the EOI to enable Client assess it qualification.	
RESULT - RESPONSIVE OR NOT RESPONSIVE (R or NR)		

S/NO.	CRITERIA	NOTES on SUB-CRITERIA
1	Consultants experience of not less than five 5 years it has been in operational in that line business (Max Score = 30%)	This indicates that the firm is solid in its work and it is not just starting to operate.
2	Consultant's Relevant Experience for the Assignment, (Max Score = 50%)	Most important in a shortlisting process - this refers to any previous similar work or projects undertaken by the Consultant related to the assignment i.e. _____
3	Qualifications and Experience of Proposed Key Personnel (If so requested in the EOI) (Max Score = 20%)	While the Request for Proposals (RFP) will specify the key personnel required, with minimum number of years of required relevant work experience, the EOI may requires the applicant to indicate their proposed Team Leader and certain key personnel in their establishment to ensure that the applicant is firm on the ground for this kind of assignment.
4	Consultant's Experience in EA Countries under similar conditions to the Procuring Entity's area (Max Score = 20%) "	Specify the region to include familiarity with the nature of the assignment, Region may include EA countries, Africa or specific regions of Kenya, etc.

- 12.** The assessment will be based on the information that each firm presented and no additional information on the firm's capacity and experience that was not provided in the Application and the EOI would be sourced. The Evaluation Committee members will then assemble as a team under its Chairperson, and collectively gave their assessments. Each Evaluator will complete his/her scores as on Table 6A and B–Individual Evaluator's Scoring Sheets shown below following the guidelines shown on Table 5–Evaluation Scoring Guide lines (sub-criterion). The scores in all the Table 6s from each Evaluator will be moderated by whole Evaluation Committee to ensure there are no “*too high or too low scores*” by any Evaluator and will be transferred to Table 7- Consolidated scores. The Evaluation Team will agree on a final Table 8- and the Applicants will be ranked, from which a shortlist will be made and summarized on Table 11 – Shortlisted firms, which will be the outcome of the assessment.

TABLE 2 - EVALUATION SCORING GUIDELINES (SUB-CRITERION)

S/NO	EVALUATION SUB-CRITERION	MAX POINTS <i>(specify)</i>	SUB CRITERIA FOR SCORING	
			SPECIFIC EXPERIENCE (LIST SPECIFIC EXPERIENCE TO BE SCORED)	SCORE <i>(specify)</i>
1	Consultants experience of not less than five 5 years it has been in operational in that line business		1	
			2	
			3	
			4	
			5	
			6	
			7	
			8	
2	Consultant's Relevant Experience for the Assignment		1	
			2	
			3	
3	Qualifications and Experience of Proposed Key Personnel (If so requested in the EOI)		1	
			2	
			3	
			4	
			5	
4	Consultant's Experience in the region EA Region under similar conditions to the Procuring Entity's area		1	
			2	
			3	
	TOTAL SCORES	100		

TABLE 3– INDIVIDUAL EVALUATOR'S SCORING SHEET

Name of Evaluator_____

S/NO	Evaluation Sub-Criterion	Max Points	Sub criteria for scoring		APPLICANT'S NUMBER AND SCORES								
			Specific Experience	Max. Score	1	2	3	4	5	6	7	8	9
1	Consultant's Experience over the last -----years.		1										
			2										
			3										
			4										
			5										
			SUBTOTAL SCORE FOR CRITERION	X	X	X	X	X	X	X	X	X	X
2	Consultant's Relevant Experience for the Assignment		1										
			2										
			3										
			SUBTOTAL SCORE FOR CRITERION	X	X	X	X	X	X	X	X	X	
3	Qualifications and Experience of Proposed Key Personnel (If so requested in the EOI)		1										
			2										
			1										
			2										
			2										
			3										
			SUBTOTAL SCORE FOR CRITERION	X	X	X	X	X	X	X	X	X	
4	Consultant's Experience in the region (<i>specify</i>) under similar conditions to the Procuring Entity' area.		1										
			2										
			3										
			SUBTOTAL SCORE FOR CRITERION	X	X	X	X	X	X	X	X	X	
		100	TOTAL SCORE FOR APPLICANT										

Name and Signature of Evaluator_____

Date_____

16. The Evaluators will in addition complete Table 6B-Weaknesses and Strengths below for each firm to show the weaknesses and strengths of each applicant. The Committee will consider each of the factors and if in its opinion, the firm is considered too weak or has literally no strengths to warrant being shortlisted, such a firm will be dropped.

TABLE 4 - WEAKNESSES AND STRENGTHS

S/NO	NAME OF APPLICANT	STRENGTHS	WEAKNESSES	RECOMMENDATION (to be pass or fail)
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				
11				
12				
13 ETC				

Name and Signature of Evaluator_____

Date_____

TABLE 5 - CONSOLIDATED SCORES (Four Tables one for each Criterion i.e. items 3, 4, 5 and 6 on Table 8)

	EVALUATOR	APPLICANT'S NUMBER/NAME/SCORES												
		TOTAL SCORE	1	2	3	4	5	6	7	8	9	10	11	12 ETC.
1		100												
2		100												
3		100												
4		100												
5		100												
6		100												
7		100												
8		100												
	TOTAL SCORE (cross check total is not more than 100)		X	X	X	X	X	X	X	X	X	X	X	X

TABLE 6 - CONSOLIDATED SCORES FOR EACH FIRM (for Eligible Applicants)

1	2	3	3	4	5	6	7	8
S/NO	APPLICANT'S NAME	Sole(S)/ Joint Venture (J.V.)	Consultant's Experience over the last ____ years. (Max Score =)	Consultant's Relevant Experience for the Assignment (Max Score =)	Qualifications and Experience of Proposed Key Personnel (If so requested in the EOI) (Max Score =)	Consultant's Experience in the region under similar conditions to the Procuring Entity's area. (Max Score =)	Total Score (Max Score = 100%)	Ranking
1								
2								
3								
4								
5								
6								
7								
ETC								

17. The Committee would determine the score mark for being considered a pass applicant (E.g.75 marks and above out of 100). The Firms that scored above the pass mark will be listed in Table 9: Firms that passed all the criteria and would be considered for being on the short list as the first priority firms, while the firms in Table 10 are those who marginally passed all the criteria and would be considered as alternative firms in case firms on Table 9 cannot make the required number for the shortlist.

TABLE 7: FIRMS THAT PASSED THE CRITERIA

No.	Name of Consultant	Sole/ JV/ Association/ Consortium	Country
1.			
2			
3			
4			
5			
6			
7			

TABLE 8: FIRMS THAT marginally PASSED ALL THE CRITERIA

No.	Name of Consultant	Sole/ JV/ Association/ Consortium	Country
1.			
2			
3			
4			
5			
6			
7			

Shortlisting of Firms

18. The Evaluation Committee having reviewed the Applications that were received, would then agree on a shortlist of Firms that were determined to have met the qualifications to be shortlisted. The Committee would give its very considered assessment, the general observation on how the firms fared. The Committee would then prepare a Table 11 together with a recommendation for presentation to the Committee or Official that approves the Shortlist, in this case an Evaluation Committee or the Head of the Procuring Entity.

TABLE 9: SHORTLISTED FIRMS

No.	S/N	Name of Consultant	Sole firm or Joint Venture or Association/ Consortium	Country
1.				
2.				
3.				
4.				
5.				
6.				
ETC.				

19. The Shortlisting Committee here by append their signatures on Table 11, confirming their decision for the firms

shortlisted for Consulting Services for the **A FEASIBILITY STUDY OF THE PROPOSED KENYA PARKS PROJECT**

TABLE 10 - SIGNATURES OF SHORTLISTING COMMITTEE MEMBERS

Confirming they Shortlisted _____ No of Firms)

NO.	NAME	DESIGNATION	SIGNATURE
1.			
2.			
3.			
4.			
5.			
6.			
7.			
8.			
9.			