



**REQUEST FOR EXPRESSIONS OF INTEREST
(CONSULTANTING SERVICES – FIRMS SELECTION)**

Country: Kenya

Project: De-Risking, Inclusion and Value Enhancement of Pastoral Economies (DRIVE)

Loan No./Credit No./ Grant No.: 7139-KE

Assignment Title: CONSULTANCY FOR ROUTE-TO-MARKET STRATEGY – IMPROVING EXPORT PERFORMANCE IN LIVESTOCK PRODUCTION VALUE CHAIN

Reference No.: MOA& LD/SDLD/DRIVE/01/2023-24

The Ministry of Agriculture and Livestock Development State Department for Livestock Development through The Government of Kenya has received financing from World Bank (WB) and currently implementing De-risking, Inclusion and Value Enhancement of Pastoral Economies Project (DRIVE), and intends to apply part of the proceeds for consulting services.

The consulting services (“the Services”) include Consultancy services for Route-to-market Strategy-Improving Export Performance in Livestock Production Value Chain assignment to define and institute appropriate measures to create a pipeline of potential support to the development of the two targeted products, ensuring external presence and intermediation for exporters by strengthening Kenya’s foreign commercial and trade service in identified and vital livestock markets.

Specifically, the assignment will provide support to:

- a) Create a private sector-led market development and product development strategy;
- b) Improve the capacity of the livestock sector to organize and strengthen business environment, trade and investment climate reforms to support export performance;
- c) Provide trade and investment instruments available to the Ministry of Investments, Trade and Industry to complement the production-side strengths of the State Department for Livestock.

State Department for Livestock Development now invites eligible candidates (“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 are:

- a. Minimum of seven (7) years' experience in market strategy development, trade services including assessment of administrative barriers to export and sanitary and phytosanitary requirements, capacity enhancement and training for public institutions and private sector business operators in the livestock value chain.

- b. Demonstration by consulting firm of having been involved in the execution, completed and/or ongoing, of at least five (5) similar assignments in the last seven (7) years with at least two (2) specific assignments related to market access and value addition for livestock products successfully completed within the last five (5) years. Details of the assignments (name and address of the Client, scope, value, and period) shall be provided.
- c. At least three (3) assignments of similar nature either in scope or complexity in similar operating environment implemented over the last ten (10) years in Asian countries, Europe or Gulf countries would be an advantage.
- d. Technical and managerial capability of the consulting firm which should be supported by detailed company profiles, providing relevant details about staff skills and tools to undertake the assignment.
- e. Submit the consulting firm's organogram and any supporting documents that demonstrate the firm's technical and managerial capability.

A Consultant will be selected in accordance with the consultant qualification selection (CQS) method set out in the Consultant Guidelines. The attention of interested Consultants is drawn to paragraph 1.9 of the **“World Bank Procurement Regulations for IPF Borrowers”**, dated July 2016, revised November 2020, setting forth the World Bank's policy on conflict of interest. Consultants may associate with other firms in the form of a joint venture or a sub-consultancy to enhance their qualifications.

Further information or clarification can be obtained from the **De-risking, Inclusion and Value Enhancement of Pastoral Economies Project (DRIVE) Project Procurement Office** situated at **Hill Plaza, 8th Floor, Room 816, Ngong Road, Nairobi** from Monday to Friday excluding weekends and public holidays from **8.00 am to 5.00 pm** not later than **19th September 2023**.

Expressions of interest in a written form should be addressed to the Principal **Secretary, State Department for Livestock Development; P.O. Box 34188-00100 Nairobi** and be deposited in the Tender box situated at **Kilimo House Main reception; Ground floor, Cathedral road, Nairobi** on or before **Tuesday 26th September 2023 at 10.00 a. m East African Time**. Bidders intending to send their Expressions of interest via e-mail should send to: **pc-drive@kilimo.go.ke**.

Submitted documents should be clearly marked **Consultancy for Route-To-Market Strategy – Improving Export Performance in Livestock Production Value Chain**.

**HEAD OF PROCUREMET FUNCTION
FOR: PRINCIPAL SECRETARY**