

**ADDENDUM No.1 : Clarifications on the Request for Bids Non-Consulting Services for procurement of Business Accelerator for Digitally Enabled Agripreneur Model No. KE- MOALF-455542-NC-RFB:**

In response to the clarifications sought, the employer wishes to clarify on the issues raised as follows: -

S/No	Issues raised	Clarifications
1	Page 79: 7. Participating Counties & Sub-Counties: Is the project coverage 32 or 34 counties as the list shows only 32 counties and few sub counties; is the project coverage only these 168 sub counties or more are expected to be added in due course. If yes, by when?	NAVCDP project is implemented in 34 counties. However, the Agripreneurs model will be rolled out in 33 counties as indicated in table 1 below. Tana River county with 5 sub-counties is the only county missing in the table in page 79.
2	Can you please confirm the number of Agripreneurs targetted? Is it 5,375 or 7,000	The model is targeting 7,525 Agripreneurs across 33 counties. Every ward will have 7 Agripreneurs at the bootcamp and incubation stages.
3	Are the Agripreneurs expected to provide extension services? Would the Ward Agriculture officers (WAOs) play any role in supporting the Agripreneurs?	Part of the Agripreneurs responsibility is to provide extension services to farmers in collaboration with the county extension team. In doing this the Ward Agriculture officers (WAOs) together with other sub-county technical teams (SCTT) will supervise, mentor and guide the Agripreneurs.
4	Page 69: Section 1.3. Project Target and Coverage Can you please share the county wise mapping of the Value Chains?	Table 2 below provide the county mapping of NAVCDP priority value chain.
5	Page 72: Section 3: Activity Schedule: Are the TIMPs for all the nine value chains developed in video & text format? If yes, in what format will they be shared with BA?	NAVCDP project has prioritize 16 value chains across the 33 counties. All the TIMPs will be provided by KALRO in both text and video format.
6	Page 77: Technical Support Structure says "Deploy mentors in each implementing ward" Page 72: Activity schedule says "deploy business coaches and mentors at the county (sub-county) level"; Please confirm <b>if the mentors are to be deployed at the ward level or the sub county level.</b>	The Agripreneurs Mentors will be deployed at the sub-county levels. Every sub-county will have one mentor/coach.

7	<p>Page 77: Activity schedule says, "establish linkages with ecosystem value chain actors such as SACCOs, FPOs &amp; Agtechs"</p> <p>Are there other parallel initiatives like business acceleration for SACCOs, FPOs etc., if yes, <b>what is the overlap and how is the co-relation envisaged;</b> what is the scope of work in this engagement to establish linkages?</p>	<p>There are already initiatives to register SACCOs, FPOs, input/output service providers and onboarding of Agtechs, all this data and information will reside in the same Agricultural big data where the Agripreneurs model will be operating from. Linking this data and the Agripreneurs platform will be happening at the big data.</p>
8	<p>What are the languages for the Digital AP training modules?</p>	<p>All the digital training modules /materials should be in English with a corresponding alternative version in Swahili.</p>
9	<p>What is the expected frequency and duration of mentorship sessions for agripreneurs?</p>	<p>The mentorship for the Agripreneurs will be happening for the first 12months. For the first 3 months, the mentorship will be happening on monthly basis and for the next 9 months will be happening on a quarterly basis.</p>
10	<p>Page 74: Service Catalogue Management</p> <p>Are there any pre-existing tools provided by KALRO or DAT Cohorts, or should the BA develop all components from scratch? eg Service Catalog</p> <p>Under payment terms, this activity is expected to be done in 30 days of contract commencement. This is too short a time.</p>	<p>The BA is expected to develop the service catalog from scratch. The terms for delivering the service catalog will remain as stipulated in the bid document.</p>
11	<p><b>Service Catalogue:</b> Does the program already hold the catalogue of agricultural products and services from various service providers and value chain actors, including AgTechs and value chain actors. If so, what are the details available &amp; who is the current custodian of the catalogue? If no, would the program convene the service providers, value chain actors and Agtechs for the same for alignment with the National program? What is the role of BA in this engagement?</p>	<p>NAVCDP project will onboard the service provider, Agtechs and value chain actors. This information will reside within the big data. The BA is expected to onboard all the providers in to the catalogue, mapping out the service/product offered, cost of the service/ product and presence in terms of geographical coverage either at county, sub county or ward level. All this to be link to Agripreneurs digital application.</p>
12	<p>Page 75: Program Reporting</p> <p><b>Program Reporting:</b> Can you provide technical specifications or examples of existing dashboards to align expectations?</p>	<p>The specifications remain as stipulated in the bid document.</p>

13	<p><b>Ecosystem Trainings:</b> Does the program already have a list of the ecosystem actors / service providers?</p> <p>Is the role of the BA only to develop a calendar of national and county-level events, such as workshops, seminars, and training sessions, to sensitize, onboard, and engage service providers or to conduct the same; Does the BA have to budget for these trainings? If so, would that be done at a county level, or a sub county or ward level and at what frequency?</p>	<p>NAVCDP project will onboard the service provider, Agtechs and value chain actors. The BA is expected to come up with a routine calendar as per the training and coaching schedules. The training will be done at county levels where the BA is expected to cater for the cost of the trainers and any other associated cost to the BA during the training and sensitization sessions.</p>
14	<p><b>"Page 113: Amendments of, and Supplements to, Clauses in the General Conditions of Contract"</b></p> <p>Different timelines exist for different deliverables, so does that mean all deliverables would be bulked up for payments" What are the placement constraints as indicated in the RFQ?</p> <p>What is the Minimum no. of Agripreneurs per Sub county or County that can be committed for resource costing &amp; planning? Assuming there are multiple cohorts, how would payment terms be spread out across cohorts?</p>	<p>The payment schedule will be as stipulated in the bid document.</p> <p>There will be a minimum of seven Agripreneurs per ward and the roll out will be once per county, meaning there will be only one cohort per county.</p>
15	<p><b>Page 74: Agripreneur Digital Platform</b></p> <p>What level of customization is required for the integration of the agripreneur platform with KALRO Big Data systems?</p>	<p>It will require different level of customization depending on the bidder's proposed methodology and work data workflow but it should not be limited to</p> <ul style="list-style-type: none"> <li>• Data integration: APIs and data pipelines, data standardization, data security and compliance</li> <li>• Application architecture: interoperable and scalable solution</li> <li>• User interface and experience: data visualization and dashboard customization.</li> </ul>

16	<p><b>Page 69: Section VII - Activity Schedule, 1. Background information, 1.1. Introduction</b></p> <p>Are the following Community Institutions already in place?</p> <ul style="list-style-type: none"> <li>- 37,000 farmer Common Interest Groups (CIGs)</li> <li>- trained Community Driven Development Committees (CDDCs)</li> <li>- 500 Farmer Producer Organizations (FPOs)</li> <li>- 450 Saving and Credit Cooperatives (SACCOs)</li> </ul>	The existence of the institutions is as stipulated in the bid document.
17	<p>Inception report with list of all field based staff, including contacts within 15 days of contract commencement is not practical; We would not have field staff at all the sub counties; we would need atleast 30 to 45 days to mobilize the team, train them, equip them with the required tools etc., Kindly review the same and revise that.</p>	The schedule of the project deliverables remains as stipulated in the bid document.
18	<p>Strategy on incubating and moving Agripreneurs to commercialization within 15 days of contract commencement is not practical; We need to understand the Agripreneurs profiles, motivations, interests/passions and commitment to this program and activities of the anchor institutions, stage of smallholder farmers and their path to commercialization before recommending a practical strategy; Moreover, a sustainability strategy for post acceleration support report is scheduled for end of Q4 (360 days) which would be quite possible. Kindly review the same and revise that.</p>	The schedule of the project deliverables remains as stipulated in the bid document.
19	<p>Fully integrated payment solution on AP network; Kindly confirm if you want BA to handle the payments how will the reconciliations of the same happen and the fiduciary guidelines for the same.</p>	The payment solutions will be provided by the project. Payments of the Agripreneurs will be handled at county level. The BA is expected to integrate the payment solution into the Agripreneurs digital network.

**Table 1.**

<b>No</b>	<b>County</b>	<b>#Sub Counties</b>	<b>Sub Counties</b>
1.	Bomet	5	Bomet Central, Chepalungu, Konoin, Sotik, Bomet East
2.	Bungoma	13	Bungoma West, Bungoma North, Tongaren, Mt. Elgon, Bumula, Kimaeti, Bungoma South, Webuye West, Cheptais, Kopsiro, Bungoma Central, Kimilili, Webuye East
3.	Busia	8	Teso North, Busia, Nambale, Bunyala, Teso South, Teso Central, Butula, Samia
4.	Embu	6	Mbeere North, Embu West, Embu North, Mbeere South, Mwea, Embu East
5.	Homabay	11	Rachuonyo South, Rachuonyo East, Ndhiwa, Homa Bay, Rangwe, Suba South, Suba Central, Mbita, Suba West, Rachuonyo North, Rachuonyo West
6.	Kajiado	8	Kajiado Central, Kajiado West, Elangata Wuas, Oloililai, Mashuru, Kajiado North, Isinya, Loitoktok
7.	Kakamega	13	Lugari, Kakamega Central, Butere, Likuyani, Khwisero, Kakamega East, Matete, Kakamega South, Matungu, Navakholo, Mumias East, Mumias West, Kakamega North
8.	Kericho	6	Kipkelion, Soin/Sigowet, Kericho East, Belgut, Buret, Londiani
9.	Kiambu	15	Kiambu East, Lari, Thika East, Thika West, Juja, Ruiru, Githurai, Kabete, Gatundu North, Limuru, Ndeiya, Kiambaa, Githunguri, Gatundu South, Kikuyu
10.	Kilifi	9	Kilifi South, Kaloleni, Ganze, Kauma, Rabai, Kilifi North, Chonyi, Magarini, Malindi
11.	Kirinyaga	5	Mwea West, Kirinyaga West, Kirinyaga Central, Kirinyaga East, Mwea East
12.	Kisii	11	Nyamache, Gucha, Sameta, Kenyenyia, Marani, Gucha South, Kisii South, Etago, Kisii Central, Kitutu Central, Masaba South
13.	Kisumu	8	Kisumu East, Nyakach, Kisumu West, Kisumu Central, Muhoroni, Seme, Nyando, Kadibo
14.	Kitui	18	Matinyani, Mwingi West, Mwingi Central, Mwingi

			East, Katulani, Lower Yatta, Nzambani, Ikutha, Kyuso, Mumoni, Thagicu, Kisasi, Mutomo, Tseikuru, Kitui Central, Mutitu, Mutitu North, Kitui West
15.	Kwale	6	Lungalunga, Matuga, Shimba Hills, Kinango, Samburu, Msambweni
16.	Machakos	9	Matungulu, Kangundo, Mwala, Athi River, Yatta, Masinga, Machakos, Kalama, Kathiani
17.	Makueni	10	Mukaa, Mbooni West, Makindu, Kibwezi, Kambu, Kilungu, Mbooni East, Makueni, Nzau, Kathonzweni
18.	Meru	14	Buuri West, Meru Central, Buuri East, Tigania West, Imenti South, Igoji, Tigania East, Igembe North, Mutuati, Tigania Central, Imenti North, Igembe Central, Kiengu, Igembe South
19.	Migori	12	Suna East, Rongo, Kuria East, Ntimaru, Kuria West, Mabera, Suna West, Uriri, Nyatike North, Nyatike West, Nyatike South, Awendo
20.	Murang'a	9	Kahuro, Muranga East, Gatanga, Ithanga, Kangema, Mathioya, Kandara, Muranga South, Kigumo
21.	Nakuru	11	Nakuru West, Gilgil, Nakuru North, Nakuru East, Molo, Subukia, Kuresoi North, Naivasha, Njoro, Kuresoi South, Rongai
22.	Nandi	6	Nandi East, Chesumei, Nandi Central, Nandi South, Nandi North, Tinderet
23.	Narok	8	Transmara West, Transmara South, Narok North, Narok Central, Trans Mara East, Narok South, Narok West, Narok East
24.	Nyamira	5	Masaba North, Borabu, Nyamira South, Nyamira North, Manga
25.	Nyandarua	10	Nyandarua Central, Mirangine, Nyandarua West, Nyandarua North, North Kinangop, Gathanji, Aberdares, Kipipiri, Wanjohi, South Kinangop
26.	Nyeri	8	Mukurweini, Nyeri South, Kieni West, Tetu, Mathira East, Kieni East, Mathira West, Nyeri Central
27.	Siaya	8	Bondo, Usigu, Ugunja, Gem Wagai, Gem Yala, Ugenya, Rarieda, Siaya
28.	Taita Taveta	4	Voi, Mwatate, Taita, Taveta
29.	Tharaka Nithi	7	Tharaka North, Tharaka South, Chiakariga, Maara, Muthambi, Chuka, Igambang'ombe

30.	Trans Nzoia	5	Trans Nzoia East, Trans Nzoia West, Kwanza, Kiminini, Endebess
31.	Uasin Gishu	6	Ainabkoi, Soy, Kapsaret, Turbo, Kesses, Moiben
32.	Vihiga	5	Sabatia, Vihiga, Hamisi, Luanda, Emuhaya
33.	Tana River	5	Tana Delta, Tana North, Bangale, Galledyertu, Tana River

Table 2

No.	County	Value Chains
1	Bomet	Dairy, Chicken, Avocado, Irish potatoes, Pyrethrum
2	Bungoma	Dairy, Chicken, Avocado, Banana, Coffee
3	Busia	Dairy, Chicken, Banana, Cotton, Rice
4	Embu	Dairy, Chicken, Avocado, Coffee, Mangoes
5	Homa Bay	Dairy, Avocado, Banana, Coffee, Cotton, Rice,
6	Kajiado	Dairy, Chicken, Apiculture, Tomato, Mangoes, Red meat
7	Kakamega	Dairy, Chicken, Avocado, Apiculture, Pyrethrum
8	Kericho	Dairy, Avocado, pyrethrum, Coffee, Chicken
9	Kiambu	Dairy, Chicken, Avocado, Banana, Coffee
10	Kilifi	Dairy, Chicken, Apiculture, Mangoes, Cashew
11	Kirinyaga	Dairy, Avocado, Banana, Tomato, Sweet potato
12	Kisii	Dairy, Chicken, Avocado, Banana, Coffee,
13	Kisumu	Dairy, Chicken, Tomato, Cotton, Rice
14	Machakos	Dairy, Chicken, Avocado, Coffee, Apiculture, Tomato
15	Makueni	Dairy, Chicken, Apiculture, Tomato, Mangoes
16	Meru	Dairy, Chicken, Avocado, Banana, Irish potatoes
17	Migori	Dairy, Chicken, Apiculture, Tomato, Banana
18	Murang'a	Dairy, Chicken, Avocado, Coffee, Mangoes
19	Nakuru	Dairy, Chicken, Apiculture, Irish potatoes, Pyrethrum
20	Nandi	Dairy, Chicken, Avocado, Coffee, Irish potatoes
21	Narok	Dairy, Chicken, Avocado, Tomato, Irish potatoes
22	Nyamira	Dairy, Avocado, Banana, Coffee, Local vegetables



23	Nyandarua	Dairy, Chicken, Irish potatoes, Pyrethrum, Garden peas
24	Nyeri	Dairy, Avocado, Banana, Coffee, Irish potatoes
25	Taita Taveta	Dairy, Chicken, Banana, Irish potatoes, Green grams
26	Tharaka Nithi	Dairy, Chicken, Banana, Coffee, Green grams
27	Uasin Gishu	Dairy, Chicken, Avocado, Coffee, Irish potatoes
28	Vihiga	Dairy, Chicken, Avocado, Banana, Local vegetables
29	Tana River	Chicken, Apiculture, Mangoes, Green grams, Red meat
30	Siaya	Chicken, Apiculture, Tomato, Cotton, Rice
31	Kitui	Chicken, Apiculture, Tomato, Mangoes, Green grams
32	Kwale	Chicken, Apiculture, Tomato, Mangoes, Coconut
33	Tranzoia	Dairy, chicken, Avocado, Bananas, Tomato

#### **NOTE**

1. Other terms and conditions of the Request for Bids remains the same.
2. This addendum is part of the bidding documents
3. The addendum can also be downloaded from Kilimo website: [www.kilimo.go.ke](http://www.kilimo.go.ke)
4. The bid submission date has been extended to 8<sup>th</sup> January,2025 at 11.00 am East African time

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**National Project Coordinator – NAVCDP**