Assignment Title: Consultancy Services for Demand and Supply Side Analysis for Local Content Development

Reference: P145234/CS-18

The Government of Kenya (GoK) has received financing from the World Bank’s International Development Assistance (IDA) towards the cost of the Kenya Petroleum Technical Assistance Project (KEPTAP), and intends to apply part of the proceeds for consulting services.

The consulting services ("the Services") include supporting GoK to conduct a demand and supply assessment of local content opportunities feeding into the Kenyan petroleum sector, and to determine deficiencies or gaps that could hinder the integration of the petroleum sector into the broader economy.

The consultancy will run for a period of 180 days.

The scope of the assignment will include:-

a) Demand side analysis: Project the aggregate demand of the oil and gas industry for supplies of goods and services.

b) Selection of Key Supply Chains: Develop selection criteria and measures of competitiveness for activities and sub-activities associated with oil and gas demand and select key supply chains for in-depth studies in specific sectors.

c) Supply Chain Gap Analyses: Conduct gap assessments based on a short-list developed from selection of key supply chains / economic clusters above.

d) Supply-side Analysis: Develop estimates of current and projected future levels of supply of goods and services.

e) Recommendations: Develop a high-level implementation plan based on the above analysis, with suggested activities across sectors.
Deliverables include:

i) Inception report – overview of how the project will be completed, including timeline, geographic scope, etc. This should include a draft research methodology, based on a literature review.

ii) Draft report, based on participatory research.

iii) At least four multi-stakeholder workshops.

iv) One validation meeting.

v) Final report (in English, in hard and soft copy).

MOIED 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 consultants should have the following skills and experience:

a) Demonstrated experience in carrying out similar work in the oil & gas sector;

b) Appropriately qualified and skilled personnel with relevant experience.

c) Consultants may associate to enhance their qualifications.

This REOI is available for download on the Ministry of Industrialization and Enterprise Development website: http://www.industrialization.go.ke/


The attention of interested Consultants is drawn to paragraph 1.9 of the World Bank’s Guidelines: Selection and Employment of Consultants [under IBRD Loans and IDA Credits & Grants] by World Bank Borrowers January 2011 (“Consultant Guidelines”), 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.

A Consultant will be selected in accordance with the Quality & Cost-Based Selection (QCBS) method set out in the Consultant Guidelines.

Further information can be obtained at the address below during office hours: Monday to Friday: 08.00 to 17.00 hours.

The Completed Expression of interest and accompanying documents must be submitted by Tuesday, 25th August, 2015 at 10.00 hrs (East African Time) in plain sealed envelopes and clearly marked “EXPRESSION OF INTEREST (EOI) FOR DEMAND AND SUPPLY SIDE ANALYSIS FOR LOCAL CONTENT DEVELOPMENT” and should be mailed or deposited in the Tender Box provided on the 16th floor NSSF Building, Block A, Eastern Wing, addressed to:

The Principal Secretary
Ministry of Industrialization and Enterprise Development
Social Security House, Block A, 23rd Floor
P.O. Box 30457-00100, Nairobi, Kenya