



MICRO AND SMALL ENTERPRISES AUTHORITY (MSEA)

REQUEST FOR EXPRESSION OF INTEREST (REOI)

REFERENCE NO.: MSEA/EOI/01/2026-2027

FOR THE OPERATIONALIZATION OF MSEA CENTRES OF EXCELLENCE (COLD STORAGE FACILITIES)

LOCATIONS: TIMAU (MERU), OLKALOU (NYANDARUA), AND KIAMOKAMA (KISII)

DATE OF ISSUE: 26TH MAY 2026

1. BACKGROUND

OPERATIONALIZATION OF MSEA CENTRES OF EXCELLENCE (COLD STORAGE FACILITIES IN NYANDARUA, MERU AND KISII COUNTIES

Reference No.: MSEA /EOI/01/2026-2027

1.0 Introduction

The Government is promoting the Bottom-Up Economic Transformation Agenda (BETA). It has recognized the role played, by MSME sectors in income generation, wealth & job creation, increased foreign exchange earnings, and poverty reduction. The Micro and Small Enterprise Authority (MSEA) Mandate aims to address the challenges by raising the productivity of the farmers, addressing the cost, and quality by reducing post-harvest losses for their products.

Micro and Small Enterprises Authority (MSEA) is domiciled in the Ministry of co-operatives and MSME, is mandated to promote, develop, and regulate MSMEs to actualize the National Agenda as stated in the constitution of Kenya, Kenya's Vision 2030, the Sustainable Development Goals and, the Bottom-Up Economic Transformation Agenda (BETA). The Authority facilitates the MSE sector regarding physical infrastructure, basic amenities, and equipment (s).

The Authority's mandate is conceptualized to support the MSE sector through promotion, development, regulation, and institutional capacity building. The Authority has aligned the strategy to, the bottom-up transformation Agenda (BETA) and the emerging issues in the sector. Through this, the Authority aims to create a conducive operating environment for the MSEs and increase market access locally, regionally, and internationally, by operationalizing the existing Cold storage (s) Centres through established partnerships.

The Government of Kenya invested in three (3) state-of-the-art cold storage facilities located in:

- **Timau, Meru County** (Potato value chain)
- **Olkalou, Nyandarua County** (Potato value chain)
- **Kiamokama, Kisii County** (Banana & Avocado value chains)

MSEA now invites qualified firms, consortia, or farmer-owned cooperatives to submit Expressions of Interest (EOI) for the operationalization of these facilities under a long-term, renewable commercial lease based on the “**Farmer First Solution**” model.

2. OBJECTIVE AND SCOPE

The objective is to engage professional operators/consortia to develop a holistic, farmer-centric ecosystem that addresses the entire value chain from inputs to market while ensuring commercial sustainability.

A.) 5.0 Preliminary Examination for Determination of Responsiveness

The Procuring Entity will examine all interests to ensure they meet in all respects the eligibility criteria and other mandatory requirements that ensure the EOI is complete in all aspects in meeting the requirements provided for in the preliminary evaluation criteria outlined below.

Tenders that do not pass the Preliminary Examination will be, considered non-responsive and will not be considered further.

The Authority will identify a company to operate and manage the three cold storage facilities in Nyandarua, Meru and Kisii. All interested bidders will be expected to meet the mandatory requirements which will consist of the following:

i. Mandatory preliminary evaluation criteria

S/N	Mandatory Eligibility criteria	Responsiveness	
		Yes	No
1	The EOI is signed by the authorized person, without material deviation, reservation, or omission.		
2	There is a letter granting power of attorney to sign the tender, duly commissioned by a Commissioner for Oaths.		
3	Copy of Certificate of Incorporation or Business Registration certificate, registered joint venture agreement or Partnership Deed duly Certified by an advocate of the High Court Of Kenya.		

	Registered entity in Kenya (Certificate of Incorporation, CR12, PIN, Tax Compliance Certificate)		
4	Copy of a valid Tax Compliance Certificate from Kenya Revenue Authority (KRA) as at the time of tender opening/closing. Include copy of PIN certificate		
5	A current copy of Form CR12 under the companies Act and copy of National Identity Card or passport (in case of sole proprietorship). Or equivalent for registered companies or partnerships registered under the Kenyan law or equivalent certification for foreign tenders		
6	Evidence of physical location of office by providing Evidence of premises ownership, Operational and utility bills.		
7	All the pages of bid document must be tape bound		
8	All the pages (Including the first and the last pages) of bid document must be chronologically serialized i.e. 1, 2, 3,4,5,6...		
9	Certified bank statements for the last Six months, certified audited Account for three years (2023, 2024, and 2025) and Proof of financial capability to operate the facilities.		
10	A complete copy of the company profile		
11.	Evidence of pre-tender site meetings/Attendance		
12.	Demonstrated experience (minimum 3 years) in agribusiness, cold chain management, or value addition within the relevant value chain (potatoes or bananas/avocados)		

ii. **Mandatory requirements for the proposed operational model shall include:**

Pillar	Description
1. Farmer First & Commercial Sustainability	Integrated farmer services: certified seeds, GAP training, aggregation, market off-take linkages, and extension services. Success measured by farmer impact
2. Partner/Consortia Operator	Lead partner or consortium must demonstrate capacity in seed supply, mechanization, extension services, and market linkages.
3. On-site Value Addition & Warehouse Receipt System (WRS)	Implement on-site value addition and WRS to provide farmers with bankable receipts for credit access (aligned with Warehouse Receipt System Act, 2019).
4. Farmer First approach	Proposed concept note outlining: Farmer First approach, WRS integration, value addition plan, market off-take linkages, and community engagement strategy
5. Value Chain	Proof of operation within the respective county or value chain

3. FACILITY SUMMARY

Location	County	Value Chain	Cold Storage Capacity	Land Size
Timau (Ngusishi)	Meru	Potatoes / Horticulture	500 MT (2 chambers)	4 Acres
Olkalou	Nyandarua	Potatoes / Horticulture	500 MT (2 chambers)	3 Acres
Kiamokama	Kisii	Bananas / Avocado	~300 MT (8 cubicles)	1.07 Acres

4. ELIGIBILITY AND EVALUATION CRITERIA

This EOI will be evaluated using a **two-stage** process:

- **Stage 1 (EOI)** – Evaluation on met and not met basis
- **Stage 2 (EOI)** – Qualification based on experience, technical capacity and proposed concept aligned with the Farmer First model.
- **Stage 3 (RFP)** – Shortlisted bidders will be invited to submit detailed technical and financial proposals.

5. SUBMISSION REQUIREMENTS

Expression of interest for operationalization of cold storage facilities in Ngusishi, Olkalou and Kisii

1. *MICRO AND SMALL ENTERPRISES AUTHORITY (MSEA)* invites sealed EOI for OPERATIONALIZATION OF COLD STORAGE FACILITY IN NGUSISHI, OLKALOU AND KISII
2. Tendering will be conducted through expression of Interest for operationalization and management of cold storage and processing facilities(s).
3. Qualified and interested tenderers may obtain further information through email: procurement@msea.go.ke the expression of interest Documents and all relevant communication regarding this tender will be posted at www.msea.go.ke.
4. Tender documents may be downloaded for free from the website <https://tenders.go.ke/portal> Tenderers who download the tender document must forward their particulars immediately to procurement@msea.go.ke to facilitate any further clarification or addendum.
5. Completed expressions must be delivered to the address below on or before 9th JUNE 2026 at 11.30Hrs EAT. Electronic Tenders will not be permitted.
6. EOIs will be opened immediately after the deadline date and time specified above or any deadline date and time specified later.
7. Tenders will be publicly opened in the presence of the Tenderers' designated representatives who choose to attend at the address below and late tenders will be rejected.
8. The tenderer shall chronologically serialize all pages of the expression of interest documents submitted including any attachments.

The addresses referred to above are:

- A. **Address for obtaining further information**
MICRO AND SMALL ENTERPRISES AUTHORITY (MSEA)
Deputy Director-Supply Chain Management
Email: Procurement@msea.go.ke
- B. **Address for Submission of Tenders.**
MICRO AND SMALL ENTERPRISES AUTHORITY (MSEA)
P.O Box 48823- 00100 Nairobi
MEZZANINE FLOOR, MSEA Headquarters, UTALII HOUSE
- C. **Address for Opening of Tenders.**
MICRO AND SMALL ENTERPRISES AUTHORITY (MSEA)
MSEA Headquarters, UTALII HOUSE
P.O Box 48823 - 00100, Nairobi

The Medium Small Scale Enterprise Authority (MSEA) invites eligible management firms/Companies to express their interest in the provision of Operationalization and management services for Cold storage facilities.

Note that: -

- The REoI must not include pricing/commercial proposal;
- The receipt of a response shall not bind the MSEA into any contractual agreement with the applicant;
- Any costs associated with the response and submission of the EoI shall be borne by the vendor;
- State if you intend to submit this bid as a joint venture or consortium or any other association;
- Only applicants who meet the MSEA’s minimum requirements will be considered for further engagement;

Interested bidders must submit **one (1) original and three (3) copies** of the EOI document in a sealed envelope clearly marked:

“MSEA/EOI/– EXPRESSION OF INTEREST FOR [INSERT FACILITY NAME: TIMAU / OLKALOU / KIAMOKAMA] COLD STORAGE FACILITY”

And addressed to:

The Director General/CEO

Micro and Small Enterprises Authority (MSEA)
 Utalii House, 10th Floor Left Wing, Utalii Lane, Along Uhuru Highway
 P.O. Box 48823 – 00100, NAIROBI, KENYA

Submission Deadline: 9TH June 2026 at 11:00 noon.

6. IMPORTANT INFORMATION

- This EOI is the first stage of a competitive procurement process governed by the Public Procurement and Asset Disposal Act, 2015 and the Public Procurement and Asset Disposal Regulations, 2020.
- A mandatory site visit and pre-bid conference will be scheduled on 4th and 5th June 2026 at the respective sites. Details below:

S/N	SITE NAME	DATE	TIME
1	Ngusishi cold storage facility in Timau Meru County	4 th June 2026	11.00am
2	Olkalau Cold storage facility in Nyandarua County	4 th June 2026	11.00am
3	Kiamokama Cold storage Facility in Kisii County	5 th June 2026	11.00am

7. ENQUIRIES

All enquiries should be directed in writing to:

Head of Procurement - Email: procurement@msea.go.ke