REPUBLIC OF KENYA

MICRO AND SMALL ENTERPRISES AUTHORITY

REQUEST FOR EXPRESSIONS OF INTEREST (CONSULTING SERVICES- FIRMS SELECTION)

Name of project:	KENYA JOBS AND ECONOMIC TRANSFORMATION PROJECT (KJET)
Assignment Title:	CONSULTANCY SERVICE FOR THE PROVISION OF BUSINESS DEVELOPMENT SERVICE (BDS) COHORT 3&4
Project ID No:	P179381
Credit No:	IDA-74500-KE

Reference No.	Region	Description
KE-MSEA-568393-CS-QCBS	1	Provision of generalized Business Development Service (BDS) cohort 3&4 in 9 counties (Kiambu, Murang'a, Kirinyaga, Nyeri, Laikipia, Nairobi, Nyandarua, Nakuru, Kajiado).
KE-MSEA-568396-CS-QCBS	2	Provision of generalized Business Development Service (BDS) cohort 3&4 in 9 counties (Mombasa, Lamu, Taita-Taveta, Kilifi, Tana-River, Kwale, Garissa, Wajir, Mandera).
KE-MSEA-568402-CS-QCBS	3	Provision of generalized Business Development Service (BDS) cohort 3&4 in 10 counties (Kakamega, Busia, Vihiga, Bungoma, Kisumu, Homabay, Siaya, Migori, Kisii, Nyamira)
KE-MSEA-568405-CS-QCBS	4	Provision of generalized Business Development Service (BDS) cohort 3&4 in 10 counties (Uasin-Gishu, Nandi, Elgeyo-Marakwet, Baringo, Kericho, Bomet, Turkana, West-Pokot, Trans-Nzoia, Narok).
KE-MSEA-568406-CS-QCBS	5	Provision of generalized Business Development Service (BDS) cohort 3&4 in 9 counties (Meru, Tharaka-Nithi, Isiolo, Marsabit, Embu, Machakos, Kitui, Makueni, Samburu).

1. The Government of Kenya has received financing from the World Bank towards the cost of the Kenya Jobs and Economic Transformation Project (KJET) and intends to apply part of the proceeds for consulting services.

2. The Consulting services ("the Services") include the provision of Generalized Business Development Services (BDS) for Cohorts 3 and 4 to selected clusters in the designated counties and priority value chains. The assignment will include, among other activities, delivery planning and training of BDS personnel, contextualization and delivery of the approved BDS curriculum, classroom-based BDS training, enterprise diagnostics, preparation and implementation of BDS Growth Plans, mentoring and coaching, support to beneficiaries in accessing co-investment opportunities, value-chain-specific technical support, and monitoring, reporting and quality assurance of BDS delivery. The anticipated implementation period is 12months as further detailed in the TOR.

3. The detailed Terms of Reference (TOR) for the assignment can be found on the following website: **www.msea.go.ke/tenders**

4. The Micro and Small Enterprises Authority (MSEA) now invites eligible consulting firms ("Consultants") to indicate their interest in providing the Services. Interested Consultants shall provide information demonstrating that they have the required qualifications and relevant experience to perform the Services. The shortlisting criteria shall be:

4.1 Core business and specific experience of the firm :

Evidence that the Consultant is legally established/registered and that its core business and demonstrated experience are relevant to providing Business Development Services, MSME/enterprise development, entrepreneurship development, business mentoring/coaching, cluster development and/or related services.

4.2 Relevant Similar experience

Evidence of successful completion of at least **two (2)** assignments during the last **seven (7) years** that are similar in nature and complexity to the proposed assignment. The experience should demonstrate capacity to deliver BDS/MSME/enterprise development services at scale and/or across multiple beneficiaries, clusters, value chains or geographical locations.

4.3 Technical and managerial capability of the firm

Evidence demonstrates adequate organizational, technical and managerial capacity to undertake the assignment, including relevant organizational structure, project management arrangements, quality assurance systems and experience managing multi-location or multi-beneficiary assignments of similar nature and complexity.

The qualifications and experience of Key Experts will not be evaluated at the shortlisting stage.

5. The attention of interested Consultants is drawn to Section III, paragraphs 3.14, 3.16, and 3.17 of the World Bank Procurement Regulations for IPF Borrowers, July 2016 revised September 2023 (Fifth Edition), ("Procurement Regulations"), setting forth the World Bank's policy on conflict of interest.

6. 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.

7. A Consultant will be selected in accordance with the Quality and Cost Based Selection (QCBS) method set out in the Procurement Regulations.

8. Further information can be obtained by email through **kjetprocurement@gmail.com** or at the address below during office hours from **0900 to 1700 hours.**

9. Expressions of interest must be delivered in written form to the address below in person or by email, clearly marked with the tender reference number, Region and description. The deadline for submission of Expressions of Interest is **16th November 2026 at 1100 hours (East Africa Time)**.

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