



REPUBLIC OF KENYA

## THE NATIONAL TREASURY & PLANNING

### FINANCIAL SECTOR SUPPORT PROJECT

### CONSULTANCY TO REVIEW THE MOTOR THIRD PARTY LIABILITY MARKET IN KENYA

### REQUEST FOR EXPRESSIONS OF INTEREST (CONSULTING SERVICES – FIRMS SELECTION)

FSSP/PIU/IRA/33/2018-19

Credit No: 5627 KE  
Project ID No: P 151816

1. The Government of Kenya (GoK) has received financing from the World Bank towards the cost of the Financial Sector Support Project (FSSP) whose overall development objective is to strengthen the legal, regulatory and institutional environment for improved financial stability, access to and provision of, affordable and long term financing. It is intended that part of the proceeds of this credit be applied to eligible payments under the contracts to Review the Motor Third Party Liability Market in Kenya to be implemented over a period of nine (9) months.
2. **Objective of the Assignment**  
The overall aim of the project is to support the Insurance Regulatory Authority (IRA) to carry out a holistic review of the Motor Third Party Liability (MTPL) market in Kenya, milestones, challenges and proposed solutions for strengthening effective management of a good MTPL system. This shall include a roadmap for implementation that will eventually lead to not only increased penetration and operational effectiveness of MTPL insurance but also improve overall social welfare.
3. **Scope of the Work**  
The scope of work of the assignment will cover, but is not limited to, the tasks described below:
  - Provide an overview of the motor insurance industry's operations in Kenya and in particular: Legal structure that can support risk based approach; Actuarial methodology; Contingency reserving; Claims management and information sharing services; Reinsurance.
  - Highlight good practice, emerging policy issues in MTPL, competition in MTPL to include associated efficiency gains, cross border driving (provision of appropriate coverage), and role of yellow card scheme in order to enhance operational effectiveness of MTPL
  - Review the implications of motor insurance specifically protecting the livelihoods of the public and promoting safety through partnerships between insurance and safety organizations
  - Identify any problem area which would justify further research efforts.
  - Develop framework MTPL insurance and next steps required in order to achieve the overall aim of the study and then following up these recommendations with specifically developed guidelines and specifications.
4. The National Treasury (the Client), through its Project Implementation Unit (PIU), now invites **eligible consulting firms "Consultants"** to express their interest in providing this service. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Service for a similar institution. The consulting firm and its consultants should have extensive experience in insurance. This should include in-house capability in: Insurance regulation in a developing country context.; Insurance underwriting to include calculation of premiums and reserving; Actuarial analysis as well as data base management and management of guarantee funds; Legal and regulatory frameworks within the context of insurance market development preferably in a developing country context. The shortlisting criteria are: (a) Consultancy experience; (b) Relevant job assignments undertaken in the last five years in the field of insurance regulation; (c) Experience in developing/emerging markets.
5. 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 published in *January 2011* and revised in *July 2014* ("Consultant Guidelines"), setting forth the World Bank's policy on conflict of interest.

6. Consultants may associate with other firms in the form of a joint venture or a sub- consultancy to enhance their qualifications.
7. A Consultant will be selected in accordance with Consultant Qualification Selection (CQS) method set out in the Consultants Guidelines.
8. Further information can be obtained at the address below during office hours i.e. 0900 to 1700 hrs.
9. **Expressions of Interest** must be delivered in a written form in plain sealed envelopes with consultancy **reference and name clearly marked on top** in person, by mail or by email to the address shown below or placed in the tender box at our offices on the 7<sup>th</sup> floor, Anniversary Towers, North Tower.

**Postal Address:**

Project Implementation Unit  
Attention: Procurement Specialist  
P.O Box 21190 –00100  
Nairobi, Kenya.

Telephone No: +254-20-2210271/4

**Physical Address:**

Project Implementation Unit  
Attention: Procurement Specialist  
7<sup>th</sup> Floor, Anniversary Towers, North Tower.  
Building No.19 Monrovia Street/University Way  
Nairobi, Kenya.

E-mail: [procurement.fssp@piu.go.ke](mailto:procurement.fssp@piu.go.ke);

10. **Deadline for submission of Expressions of Interest is Tuesday 2<sup>nd</sup> October, 2018 at 1600 hours Kenyan local time.**

**PROCUREMENT SPECIALIST**  
**FOR: PRINCIPAL SECRETARY/NATIONAL TREASURY**