



REPUBLIC OF KENYA

THE NATIONAL TREASURY & PLANNING

FINANCIAL SECTOR SUPPORT PROJECT

CONSULTANCY FOR CAPACITY BUILDING AND PUBLIC AWARENESS ON MOVABLE PROPERTY SECURITY RIGHTS ACT, 2017

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

FSSP/PIU/OAG&DoJ/35/2018-19

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 for Capacity Building and Public Awareness on Movable Property Security Rights Act, 2017 to be implemented over a period of twelve (12) months.

2. Objective of the Assignment

The Business Registration Services seeks to hire a consultant to develop and implement a capacity building / training plan as well as sensitize/create awareness on the recently enacted Movable Property Security Rights Act, 2017 and the e-registry.

3. Scope of the Work

The role of the Consultant will be to develop a capacity building plan and delivery strategy including a public awareness program and strategy, and to implement those activities to ensure that all key stakeholders, including financial lending institutions, leasing companies, micro-lending institutions, NGOs and the general public have access to clear, accurate and comprehensive information about the MPSR Act 2017, the collateral registry and its role in fostering a healthy and sustainable credit environment in Kenya. This will also include sensitizing stakeholders to the benefits of a secured transaction platform, the registry, its functions and its role within the overall financial sector framework.

It will be important to understand the financial services sector and the lending practices of corporates, SMEs, and individuals. Hence the consultancy will conduct surveys and/or focus groups, and interviews with key stakeholders including the BRS, FIs, leasing companies, etc. which will form the basis of the strategy and inform the key messages to each stakeholder group. It will also assist with assessing the current level of knowledge and to establish a baseline to inform the communications campaign.

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 consultancy will likely have to combine and leverage the specialized expertise in training and communications. It should be noted however that the key aspect of this assignment is capacity building with a support element in creating public awareness/sensitization and the Team Lead should consequently reflect this aspect. The shortlisting criteria are: **Capacity building/training expertise:** (a) Five-ten years of experience in delivering trainings and capacity building activities in the context of credit infrastructure legal and institutional reforms including secured transactions/collateral registry; (b) Track record of training delivery to a diverse set of stakeholders such as financial institutions, legal professionals, judiciary, etc. **Communications expertise** should demonstrate the following characteristics: (a) Minimum of 10 years work experience in public relations, media outreach, advertising and stakeholder engagement; (b) Network of relevant media and communications contacts, including private media outlets; (c) Experience in organizing public communications campaigns and events, including overseeing event logistics, content development and execution; (d)

Previous experience working on financial literacy campaigns, or similar public awareness campaigns with the financial sector, international NGOs, or civil society, is desired but not mandatory; (e) 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 Quality Cost Based Selection (QCBS) 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 7th 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
7th Floor, Anniversary Towers, North Tower.
Building No.19 Monrovia Street/University Way
Nairobi, Kenya.

E-mail: procurement.fssp@piu.go.ke;

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

PROCUREMENT SPECIALIST
FOR: PRINCIPAL SECRETARY/NATIONAL TREASURY