



COUNTY GOVERNMENT OF MOMBASA
REQUEST FOR PROPOSAL (RFP)
CONSULTANCY FOR PROVISION OF RESOURCE MOBILIZATION
SERVICES FOR MOMBASA COUNTY ELIMU FUND

Tender No. CGM/PRO/T/26/2019-2020

CLOSING DATE

10.30am; 12/02/2020

C

County Government of Mombasa
Department of Education, ICT and MV2035
P.O. Box 81599-80100
Mombasa

JANUARY, 2020.

CGM/PRO/T/26/2019-2020

INTRODUCTION

- 1.1 This Standard Request for Proposals (SRFP) has been prepared for use by public entities in Kenya in the procurement of consultancy services and selection of consultants.
- 1.2 The SRFP includes Standard form of contract for Large Assignments and small assignment which are for lump sum or time based payments.
- 1.3 A separate SRFP has been provided for selection of individual professional consultants.
- 1.4 The General Conditions of Contract should not be modified and instead the Special Conditions of Contract should be used to reflect the unique circumstances of the particular assignment. Similarly the information to consultants should only be clarified or amended through the Appendix to information to Consultant
- 1.5 This SRFP document shall be used where a shortlist of consultancy firms already exist or has been obtained through a shortlist after an advertisement of Expression of Interest for Consultancy required

SECTION I: LETTER OF INVITATION

Date:

Dear Sir/Madam,

REQUEST FOR PROPOSAL (RFP)

TENDER NO; CGM/PRO/T/26/2019-2020 - REQUEST FOR PROPOSAL (RFP) FOR PROVISION OF RESOURCE MOBILIZATION SERVICES FOR MOMBASA COUNTY ELIMU FUND

1.1 The County Government of Mombasa invites proposals from eligible bidders to provide consultancy services for resource mobilization for Mombasa County's Elimu Fund. The successful consultants will work with the Elimu Fund to develop and implement a comprehensive resource mobilization strategy that will enable the fund to diversify its resource base, continuously develop innovative resource mobilization initiatives and reduce overreliance on county government allocation. The detailed scope of service and TORs are provided in this RFP document.

1.2 The request for proposals (RFP) includes the following documents:

Section I: Letter of Invitation

Section II: Information to Consultants and Appendix to Consultants information

Section III: Terms of Reference

Section IV: Confidential Business Questionnaires

Section IV: Forms for Technical Proposals

Section V: Form for Financial Proposal

Section VI - Standard Contract Form

1.3 Interested eligible candidates may obtain further information from and inspect the tender documents at the County Government offices during normal working hours with effect from 22nd January, 2020

CGM/PRO/T/26/2019-2020

1.4 A complete set of tender documents may be obtained FREE OF CHARGE ONLINE via the County website www.mombasa.go.ke or from the cashier's office located at the County Treasury upon payment of a non-refundable fee of Kshs.1000 only per set of documents.

1.5 For those who download the document from our online platform, they must attach evidence of payment of the non-refundable fee to their returned technical proposal.

1.6 Submit original and copy of the completed proposals in sealed envelopes indicating the Tender Number and clearly marked TECHNICAL PROPOSAL and the original and copies of FINANCIAL PROPOSAL clearly marked FINANCIAL PROPOSAL. Both envelopes shall be placed into an outer envelope and sealed. This outer envelope shall clearly be marked DO NOT OPEN EXCEPT IN THE PRESENCE OF THE OPENING COMMITTEE. Tenders to be deposited in the Tender Box at County Assembly Hall Ground Floor next to the main office or to be addressed to

**COUNTY SECRETARY,
COUNTY GOVERNMENT OF MOMBASA
P.O.BOX 80133 – 80100
MOMBASA**

So as to be received on or before 12th February, 2020 **at 10.30 AM.**

1.6 Prices should be quoted in Kenya Shillings, should be inclusive of all taxes and shall remain valid for the entire period of the contract agreement.

1.7 Received completed RFP documents shall be opened immediately after the closing date at the County Treasury Hall Finance Boardroom in the presence of bidders or their representatives who choose to attend. Late bids will be returned to the bidders unopened.

Yours sincerely,

**FOR COUNTY SECRETARY
MOMBASA COUNTY**

CGM/PRO/T/26/2019-2020

SECTION II: INFORMATION TO CONSULTANTS (ITC)

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2.1 INTRODUCTION

- 2.1.1 The client named in the Appendix to “ITC” will select a firm among those invited to submit proposals, in accordance with the method of selection detailed in the appendix.
- 2.1.2 The consultants are invited to submit a Technical Proposal and a Financial Proposal, or a Technical Proposal only, as specified in the Appendix “ITC” for consulting services required for the assignment named in the said Appendix.
- 2.1.3 The consultants must familiarize themselves with local conditions and take them into account in preparing their proposals. To obtain first hand information on the assignment and on the local conditions, consultants are encouraged to liaise with the client regarding any information that they may require before submitting a proposal and to attend a pre-proposal conference where applicable. Consultants should contact the officials named in the Appendix “ITC” to arrange for any visit or to obtain additional information on the pre-proposal conference. Consultants should ensure that these officials are advised of the visit in adequate time to allow them to make appropriate arrangements.
- 2.1.4 The procuring entity will provide the inputs specified in the Appendix “ITC”, assist the firm in obtaining licenses and permits needed to carry out the services and make available relevant project data and reports.
- 2.1.5 Please note that (i) the costs of preparing the proposal and of negotiating the contract, including any visit to the client are not reimbursable as a direct cost of the assignment; and (ii) the client is not bound to accept any of the proposals submitted.
- 2.1.6 The procuring entity’s employees, committee members, board members and their relative (spouse and children) are not eligible to participate unless where specially allowed under section 131 of the Public Procurement Act.
- 2.1.7 Firms involved in corrupt or fraudulent practices or debarred from participating in public procurement shall not be eligible.
- 2.1.8 The price to be charged for the tender document shall not exceed Kshs. 5,000/=
- 2.1.9 The procuring entity shall allow the bidder to review the tender document free of charge before purchase.

2.2 Clarification and Amendment of RFP Documents

- 2.2.1 Consultants may request for clarification of any of the RFP documents only up to seven [7] days before the proposal submission deadline date. Any request for clarification must be sent in writing by paper mail, cable, telex, facsimile or electronic mail to the client's address indicated in the Appendix "ITC". The client will respond by cable, telex, facsimile or electronic mail to such requests and will send written copies of the response (including an explanation of the query but without identifying the source of inquiry) to all invited consultants who intend to submit proposals.
- 2.2.2 The procuring entity shall reply to any clarifications sought by the consultants within 3 days of receiving the request to enable the consultant to make timely submission of its technical proposal.
- 2.2.3 At any time before the submission of proposals, the client may for any reason, whether at his own initiative or in response to a clarification requested by an invited firm, amend the RFP. Any amendment shall be issued in writing through addenda. Addenda shall be sent by mail, cable, telex or facsimile to all invited consultants and will be binding on them. The client may at his discretion extend the deadline for the submission of proposals.

2.3 Preparation of Technical Proposal

- 2.3.1 The consultants' proposal shall be written in English language
- 2.3.2 In preparing the Technical Proposal, consultants are expected to examine the documents constituting this RFP in detail. Material deficiencies in providing the information requested may result in rejection of a proposal.
- 2.3.3 While preparing the Technical Proposal, consultants must give particular attention to the following:
- i. If a firm considers that it does not have all the expertise for the assignment, it may obtain a full range of expertise by associating with individual consultant(s) and/or other firms or entities in a joint venture or sub-consultancy as appropriate. Consultants shall not associate with the other consultants invited for this

assignment. Any firms associating in contravention of this requirement shall automatically be disqualified.

- ii. For assignments on a staff-time basis, the estimated number of professional staff-time is given in the Appendix. The proposal shall however be based on the number of professional staff-time estimated by the firm.
- iii. It is desirable that most of the key professional staff proposed be permanent employees of the firm or have an extended and stable working relationship with it.
- iv. Proposed professional staff must as a minimum, have the experience indicated in Appendix, preferably working under conditions similar to those prevailing in Kenya.
- v. Alternative professional staff shall not be proposed and only one Curriculum Vitae (CV) may be submitted for each position.

2.3.4. The Technical Proposal shall provide the following information using the attached Standard Forms;

- i. A brief description of the firm's organization and an outline of recent experience on assignments of a similar nature. For each assignment the outline should indicate *inter alia*, the profiles of the staff proposed, duration of the assignment, contract amount and firm's involvement.
- ii. Any comments or suggestions on the Terms of Reference, a list of services and facilities to be provided by the client.
- iii. A description of the methodology and work plan for performing the assignment.
- iv. The list of the proposed staff team by specialty, the tasks that would be assigned to each staff team member and their timing.
- v. CVs recently signed by the proposed professional staff and the authorized representative submitting the proposal. Key information should include number of years working for the firm/entity and degree of responsibility held in various assignments during the last FIVE (5) years.
- vi. Estimates of the total staff input (professional and support staff time) needed to carry out the assignment supported by bar chart diagrams showing the time proposed for each professional staff team member.

- vii. A detailed description of the proposed methodology and training, if Appendix “A” specifies training as a major component of the assignment.
- viii. Any additional information requested in Appendix “A”.

2.3.5. The Technical Proposal shall not include any financial information

2.4 Preparation of Financial Proposal

- 2.4.1. In preparing the Financial Proposal, consultants are expected to take into account the requirements and conditions outlined in the RFP documents. The Financial Proposal should follow Standard Forms (Section D). It lists all costs associated with the assignment including; (a) remuneration for staff (in the field and at headquarters), and; (b) reimbursable expenses such as subsistence (per diem, housing), transportation (international and local, for mobilization and demobilization), services and equipment (vehicles, office equipment, furniture, and supplies), office rent, insurance, printing of documents, surveys, and training, if it is a major component of the assignment. If appropriate these costs should be broken down by activity.
- 2.4.2 The Financial Proposal should clearly identify as a separate amount, the local taxes, duties, fees, levies and other charges imposed under the law on the consultants, the sub-consultants and their personnel, unless Appendix “A” specifies otherwise.
- 2.4.3 Consultants shall express the price of their services in Kenya Shillings.
- 2.4.4 Commissions and gratuities, if any, paid or to be paid by consultants and related to the assignment will be listed in the Financial Proposal submission Form.
- 2.4.5 The Proposal must remain valid for 60 days after the submission date. During this period, the consultant is expected to keep available, at his own cost, the professional staff proposed for the assignment. The client will make his best effort to complete negotiations within this period. If the client wishes to extend the validity period of the proposals, the consultants shall agree to the extension.

2.5 Submission, Receipt, and Opening of Proposals

- 2.5.1 The original proposal (Technical Proposal and, if required, Financial Proposal; see para. 1.2) shall be prepared in indelible ink. It shall contain no interlineations or overwriting,

except as necessary to correct errors made by the firm itself. Any such corrections must be initialed by the persons or person authorized to sign the proposals.

2.5.2 For each proposal, the consultants shall prepare the number of copies indicated in Appendix “A”. Each Technical Proposal and Financial Proposal shall be marked “ORIGINAL” or “COPY” as appropriate. If there are any discrepancies between the original and the copies of the proposal, the original shall govern.

2.5.3 The original and all copies of the Technical Proposal shall be placed in a sealed envelope clearly marked “**TECHNICAL PROPOSAL,**” and the original and all copies of the Financial Proposal in a sealed envelope clearly marked “**FINANCIAL PROPOSAL**” and warning: “**DO NOT OPEN WITH THE TECHNICAL PROPOSAL**”. Both envelopes shall be placed into an outer envelope and sealed. This outer envelope shall bear the submission address and other information indicated in the Appendix “ITC” and be clearly marked, “**DO NOT OPEN, EXCEPT IN PRESENCE OF THE OPENING COMMITTEE.**”

2.5.4 The completed Technical and Financial Proposals must be delivered at the submission address on or before the time and date stated in the Appendix “ITC”. Any proposal received after the closing time for submission of proposals shall be returned to the respective consultant unopened.

2.5.5 After the deadline for submission of proposals, the Technical Proposal shall be opened immediately by the opening committee. The Financial Proposal shall remain sealed and deposited with a responsible officer of the client department up to the time for public opening of financial proposals.

2.6 Proposal Evaluation General

2.6.1 From the time the bids are opened to the time the contract is awarded, if any consultant wishes to contact the client on any matter related to his proposal, he should do so in writing at the address indicated in the Appendix “ITC”. Any effort by the firm to influence the client in the proposal evaluation, proposal comparison or contract award decisions may result in the rejection of the consultant’s proposal.

2.6.2 Evaluators of Technical Proposals shall have no access to the Financial Proposals until the technical evaluation is concluded.

2.7 Evaluation of Technical Proposals

2.7.1 The evaluation committee appointed by the client shall evaluate the proposals on the basis of their responsiveness to the Terms of Reference, applying the evaluation criteria as follows:

Evaluation criteria	Points
i. Specific experience of the consultant related to the assignment	(10 points)
ii. Adequacy of the proposed work plan and methodology in responding to the terms of reference	(40 Points)
iii. Qualifications and competence of the key staff for the assignment	(40 points)
iv. Suitability to the transfer of Technology Programme (Training)	(10 points)
Total Points	100 points

2.7.2 Each responsive proposal will be given a technical score (TS). A proposal shall be rejected at this stage if it does not respond to important aspects of the Terms of Reference or if it fails to achieve the minimum technical score indicated in the Appendix “ITC”

2.8 Public Opening and Evaluation of Financial Proposal

2.8.1 After Technical Proposal evaluation, the client shall notify those consultants whose proposals did not meet the minimum qualifying mark or were considered non-responsive to the RFP and Terms of Reference, indicating that their Financial Proposals will be returned after completing the selection process. The client shall simultaneously notify the consultants who have secured the minimum qualifying mark, indicating the date and time set for opening the Financial Proposals and stating that the opening ceremony is open to those consultants who choose to attend. The opening date shall not be sooner than seven (7) days after the notification date. The notification may be sent by registered letter, cable, telex, facsimile or electronic mail.

- 2.8.2 The Financial Proposals shall be opened publicly in the presence of the consultants' representatives who choose to attend. The name of the consultant, their technical scores and the proposed prices shall be read aloud and recorded when the Financial Proposals are opened. The client shall prepare minutes of the public opening.
- 2.8.3 The evaluation committee will determine whether the financial proposals are complete (i.e. whether the consultant has priced all the items of the corresponding Technical Proposal and correct any computational errors. The cost of any un-priced items shall be assumed to be included in other costs in the proposal. In all cases, the total price of the Financial Proposal as submitted shall prevail.
- 2.8.4 While comparing proposal prices between local and foreign firms participating in a selection process in financial evaluation of Proposals, firms incorporated in Kenya where indigenous Kenyans own 51% or more of the share capital shall be allowed a 10% preferential bias in proposal prices. However, there shall be no such preference in the technical evaluation of the tenders. Proof of local incorporation and citizenship shall be required before the provisions of this subclause are applied. Details of such proof shall be attached by the Consultant in the financial proposal.
- 2.8.5 The formulae for determining the Financial Score (Sf) shall, unless an alternative formulae is indicated in the Appendix "ITC", be as follows:- $Sf = 100 \times FM/F$ where Sf is the financial score; Fm is the lowest priced financial proposal and F is the price of the proposal under consideration. Proposals will be ranked according to their combined technical (St) and financial (Sf) scores using the weights (T= the weight given to the Technical Proposal; P = the weight given to the Financial Proposal; $T + p = I$) indicated in the Appendix. The combined technical and financial score, S, is calculated as follows:- $S = St \times T \% + Sf \times P \%$. The firm achieving the highest combined technical and financial score will be invited for negotiations.
- 2.8.6 The tender evaluation committee shall evaluate the tender within 30 days of from the date of opening the tender.
- 2.8.7 Contract price variations shall not be allowed for contracts not exceeding one year (12 months).

2.8.8 Where contract price variation is allowed, the variation shall not exceed 10% of the original contract price.

2.8.9 Price variation requests shall be processed by the procuring entity within 30 days of receiving the request.

2.9 Negotiations

2.9.1 Negotiations will be held at the same address as “address to send information to the client” indicated in the Appendix “ITC”. The aim is to reach agreement on all points and sign a contract.

2.9.2 Negotiations will include a discussion of the Technical Proposal, the proposed methodology (work plan), staffing and any suggestions made by the firm to improve the Terms of Reference. The client and firm will then work out final Terms of Reference, staffing and bar charts indicating activities, staff periods in the field and in the head office, staff-months, logistics and reporting. The agreed work plan and final Terms of Reference will then be incorporated in the “Description of Services” and form part of the Contract. Special attention will be paid to getting the most the firm can offer within the available budget and to clearly defining the inputs required from the client to ensure satisfactory implementation of the assignment.

2.9.3 Unless there are exceptional reasons, the financial negotiations will not involve the remuneration rates for staff (no breakdown of fees).

2.9.4 Having selected the firm on the basis of, among other things, an evaluation of proposed key professional staff, the client expects to negotiate a contract on the basis of the experts named in the proposal. Before contract negotiations, the client will require assurances that the experts will be actually available. The client will not consider substitutions during contract negotiations unless both parties agree that undue delay in the selection process makes such substitution unavoidable or that such changes are critical to meet the objectives of the assignment. If this is not the case and if it is established that key staff were offered in the proposal without confirming their availability, the firm may be disqualified.

2.9.5 The negotiations will conclude with a review of the draft form of the contract. To complete negotiations the client and the selected firm will initial the agreed contract. If negotiations

fail, the client will invite the firm whose proposal received the second highest score to negotiate a contract.

2.9.6 The procuring entity shall appoint a team for the purpose of the negotiations.

2.10 Award of Contract

2.10.1 The contract will be awarded following negotiations. After negotiations are completed, the client will promptly notify other consultants on the shortlist that they were unsuccessful and return the Financial Proposals of those consultants who did not pass the technical evaluation.

2.10.2 The selected firm is expected to commence the assignment on the date and at the location specified in Appendix “A”.

2.10.3 The parties to the contract shall have it signed within 30 days from the date of notification of contract award unless there is an administrative review request.

2.10.4 The procuring entity may at any time terminate procurement proceedings before contract award and shall not be liable to any person for the termination.

2.10.5 The procuring entity shall give prompt notice of the termination to the bidders and on request give its reasons for termination within 14 days of receiving the request from any bidder.

2.10.6 To qualify for contract awards, the bidder shall have the following: (a) Necessary qualifications, capability experience, services, equipment and facilities to provide what is being procured. (b) Legal capacity to enter into a contract for procurement (c) Shall not be insolvent, in receivership, bankrupt or in the process of being wound up and is not the subject of legal proceedings relating to the foregoing. (d) Shall not be debarred from participating in public procurement.

2.11 Confidentiality

2.11.1 Information relating to evaluation of proposals and recommendations concerning awards shall not be disclosed to the consultants who submitted the proposals or to other persons

not officially concerned with the process, until the winning firm has been notified that it has been awarded the contract.

2.12 Corrupt or Fraudulent Practices

- 2.12.1 The procuring entity requires that the consultants observe the highest standards of ethics during the selection and award of the consultancy contract and also during the performance of the assignment. The bidder shall sign a declaration that he has not and will not be involved in corrupt or fraudulent practices.
- 2.12.2 The procuring entity will reject a proposal for award if it determines that the consultant recommended for award has engaged in corrupt or fraudulent practices in competing for the contract in question.
- 2.12.3 Further a consultant who is found to have indulged in corrupt or fraudulent practices risks being debarred from participating in public procurement in Kenya.

APPENDIX A: INFORMATION TO CONSULTANTS (ITC)

The following information for procurement of consultancy services and selection of consultants shall complement or amend the provisions of the information to consultants, wherever there is a conflict between the provisions of the information and to consultants and the provisions of the appendix, the provisions of the appendix herein shall prevail over those of the information to consultants.

Ref:

- 2.1.1 The name of the client is: **Department Educations/Elimu Fund**
- 2.1.2 The Method of procurement is: **Open Tender through Request for Proposal (RFP)**
- 2.1.2 Technical and Financial Proposals are requested? **Yes**
- The name, objectives, and description of the assignment are:
NAME:

PROVISION OF RESOURCE MOBILIZATION CONSULTANCY SERVICES FOR ELIMU FUND, MOMBASA COUNTY

TENDER NO; CGM/PRO/T/26/2019-2020

DESCRIPTION/OBJECTIVES:

The successful consultants will work with the county government department of education to:

- (i) Carry out a situational analysis of the fund's current operations and propose structural improvements towards enhancing performance of its mandate;
- (ii) Identify and map out the fund's donor ecosystem/niche;
- (iii) Search, prospect and establish new and innovative partnerships that increase support for the fund's activities;
- (iv) Jointly with fund staff, organize and conduct donor missions, round table meetings and strategic financing meetings;
- (v) Assist in organizing and hosting fundraising events;

- (vi) Support preparation of fundable concept notes and proposals to prospective donors/financiers;
- (vii) Develop an innovative financial aid disbursement model that is responsive to beneficiaries' needs and the fund's sustainability;
- (viii) Develop and implement a comprehensive resource mobilization strategy with clear performance targets, defined governance structures, an implementable M&E protocol and a suitable PR and corporate communication module.

2.1.3 The name(s), the client's official(s) are: **County Chief Officer-Education** address(es) and telephone numbers *P.O BOX 80133 MSA*.

- 2.1.4. i. The estimated number of professional staff months required for the assignment is;
 - a) THIRTY SIX (36) Months
- ii. The minimum required experience of key professional staff is:

		Professional Experience
Title	Specific Expertise	
Team leader	Resource Mobilization	5 years
Lead experts	Stakeholder/Partnerships & relationship; Research/ Education Economics; Project management/ Communication/ Public relation	5 years
Project Manager	Donor projects management	5 years

2.1.5 iii. Training is a specific component of this assignment: **YES**
 Consultant is expected to:

- Hard over a comprehensive resource mobilization strategy;
- Resource mobilization implementation plan;
- Resource mobilization manuals and operating procedures
- Train relevant staff on resource mobilization to ensure sustainability of the program at the end of the consultancy contract.

2.1.7 Taxes: [Specify firm's liability: nature, sources of information]:

Consultants must submit an original and **SIX (6)** additional copies of each proposal.

2.1.10 The address to send information to the Client is:

THE COUNTY SECRETARY
COUNTY GOVERNMENT OF MOMBASA
P.O.BOX 80133 – 80100
MOMBASA

2.1.11 The minimum technical score required to pass is: 60 points

2.1.12 Alternative formulae for determining the financial scores is the following:

$$FS = \frac{\textit{Financial Bid}}{\textit{Lowest Finacial Bid}} \times 30$$

The weights given to the Technical and Financial Proposals are: TS = 70%; FS = 30%

SECTION III: TERMS OF REFERENCE

1.0. Background and Context

Mombasa County Elimu Fund was established under section 11(1) of the Mombasa County Education Development (Amendment) Act, 2017 to administer financial aid in form of loans, bursaries, scholarships and grants to the county's needy students pursuing secondary and tertiary level training. The fund is operated and managed by Elimu Development Corporation, an agency of the county government mandated to develop education in the county.

The fund supports Mombasa County's educational development objective to improve the transition from basic to tertiary level education by mitigating drop-out rates occasioned by lack of financial resources among needy and deserving learners.

As currently structured, the fund benefits several categories of students; those from the county joining local secondary schools, those joining schools in other counties, students in local day schools and students from local secondary schools joining tertiary level training institutions in the county and elsewhere. By 2017, a total of 43,451 students had been awarded financial aid by the fund since its establishment. Earlier projections anticipated the number of beneficiaries to increase by an average 15% annually from a total of 50,000 beneficiaries in 2019 to circa 82,000 cumulatively by 2022. However, on account of the now implemented national policy requiring 100% primary to secondary school transition, the number of needy students requiring financial aid at secondary and tertiary levels is expected to implode in the coming years.

Although the county education development (Amendment) Act, 2017 Section (12) (1) permits the fund to accept gifts, donations, grants and endowments from other sources, the county treasury is currently the sole sponsor. In the FY 2019/2020 about Kshs 150,890,000 was allocated towards financial aid to needy learners through Elimu Fund. The CIDP - 2019-2022, estimates that the

fund will require Kshs 2.02 billion to meet its projected financing objectives in the planned period. This averages to Kshs 505.7 million annually way above the current allocation.

In the face of projected increase in numbers of needy students and insufficient allocation from the county government, the fund will require innovative strategies to diversify its income sources, decrease dependence on county allocations and plug the resource deficit. The fund requires structural and functional reconfiguration if it is to adequately respond to emerging challenges with a clear focus on sustainably attaining its mandate.

The county government of Mombasa, Department of Education is seeking to hire services of consultant(s) to develop and implement a comprehensive resource mobilization plan. The consultant(s) will be contracted for a period of thirty six (36) months.

2.0. Proposed Assignment

2.1 General Objective of the Assignment

The goal of the consultancy services is to develop and implement a comprehensive resource mobilization strategy that will enable Elimu fund to increase its fundraising capacity, diversify its resource base, continuously develop innovative fund raising initiatives and reduce overreliance on county government allocation. The strategy should embody clear performance targets, properly defined governance structures and implementable monitoring protocols to ensure the fund transparently and sustainably attains its core mandate.

2.2 Scope of the Assignment:

Specific tasks of the consultancy assignment will include the following:

- 1) Carry out a situational analysis of the fund's current operations and propose structural improvements towards enhancing performance of its mandate;
- 2) Identify and map out the fund's donor/partners ecosystem;
- 3) Search, prospect and establish new and innovative partnerships that increase support for the fund's activities;
- 4) Organize and conduct donor missions, round table meetings and strategic financing meetings;
- 5) Organize and host fundraising events;
- 6) Prepare fundable concept notes and proposals to prospective donors/financiers;
- 7) Develop and implement a comprehensive resource mobilization strategy with clear performance targets, defined governance structures, an implementable M&E protocol and a suitable PR and corporate communication module.
- 8) Develop a comprehensive resource mobilization manual with standard documentation, and operating procedures to be used by the fund.
- 9) Undertake skill transfer and capacity building for the fund's staff in the course of the consultancy period.

3.0. Key Deliverables

The successful consultant(s) will be expected to deliver the following as outputs:

- 1) A comprehensive baseline/situational report including *inter alia* gap analysis of projected funding requirements against expected endowments, funds governance and accountability structures and donor ecosystem etc;
- 2) A comprehensive FIVE (5) years resource mobilization strategy identifying donor interests, priorities, funding opportunities and projected resources etc;

- 3) An approved three (3) year resource mobilization plan with a dashboard showing a consolidated view of fundraising activities from concept to fund disbursement;
- 4) A minimum TEN (10) fundable proposals and concept notes targeting identified donors/financiers;
- 5) Three (3) periodic progress reports on donor missions, events and other fund raising engagements undertaken;
- 6) A final comprehensive consultancy report detailing key performance indicators for the consultancy such as funds raised, stakeholder/partnerships established etc.
- 7) A final report on key staff resource mobilization skills transfer and capacity building.

4.0. Required Qualifications

Key consultancy staff should demonstrate the following qualifications, skills and competencies:

- 1) Advanced university degree in social studies specifically in education economics, corporate communication, journalism, public relations, development studies or a related disciplines;
- 2) At least FIVE (5) years of professional experience in the development sector, preferably in fundraising, resource mobilization or partnership building and/or funds management, at the national and/or international level some of which was in a developing country.
- 3) Demonstrable experience and knowledge of the international development assistance ecosystem and local corporate/donor community;
- 4) Proven ability to effectively manage relationships with donor partners;
- 5) Proven project management skills, including budgeting and donor compliance;
- 6) Proficiency in grant proposal writing, project documentation and report writing.

Terms of Payment

- Consultancy services payment will be based on performance.

SECTION IV: FORMS FOR TECHNICAL PROPOSAL

4.0 Notes on the Preparation of the Technical Proposals

- 4.1 In preparing the technical proposals the consultant is expected to examine all terms and information included in the RFP. Failure to provide all requested information shall be at the consultants own risk and may result in rejection of the consultant's proposal.
- 4.2 The technical proposal shall provide all required information and any necessary additional information and shall be prepared using the standard forms provided in this Section.
- 4.3 The Technical proposal shall not include any financial information unless it is allowed in the Appendix to information to the consultants or the Special Conditions of contract.

SECTION IV: FORMS FOR TECHNICAL PROPOSAL

Page No.

1. Technical proposal submission form
2. Firms references
3. Comments and suggestions of consultants on the terms of reference and on data, services and facilities to be provided by the procuring entity
4. Description of the methodology and work plan for performing the assignment
5. Team composition and task assignments
6. Format of curriculum vitae (CV) for proposed professional staff
7. Time schedule for professional personnel
8. Activity (work schedule)

1. TECHNICAL PROPOSAL SUBMISSION FORM

-----Date

To:

The County Secretary
County Government of Mombasa
P.O. Box 80133 – 80100
Mombasa.

Ladies/Gentlemen,

We, the undersigned, offer to provide the consulting services for resource mobilization for Mombasa County Elimu Fund in accordance with your Request for Proposal dated _____ and our Proposal. We are hereby submitting our Proposal, which includes this Technical Proposal, and a Financial Proposal sealed under a separate envelope.

We understand you are not bound to accept any Proposal that you receive.

We remain,

Yours sincerely,

_____ [Authorized Signature]
_____ [Name and Title of Signatory]
_____ [Name of Firm]
_____ [Mailing Address]

2. FIRM'S REFERENCES

Provide relevant Services carried out in the last three (3) Years that best illustrate qualifications and experience of your firm;

Using the format below, provide information on each assignment for which your firm either individually, as a corporate entity or in association, was legally contracted.

Assignment Name:		Country:
Location within Country:		Professional Staff provided by Your firm/entity(profiles):
Name of Client:		Clients contact person for the assignment:
Address:		No of Staff-Months; Duration of Assignment :
Start Date (Month/Year):	Completion Date(Month/Year)	Approx. Value of Services (Kshs)
Name of Associated Consultants. If any		No of Months of Professional provided by Associated Consultants:
Name of Senior Staff (Project Director/Coordinator, Team Leader) Involved and Functions Performed:		
Narrative Description of project:		
Description of Actual Services Provided by Your Staff:		

_____ [Firm's name]

_____ [Name and Title of Signatory]

3. COMMENTS AND SUGGESTIONS OF CONSULTANTS ON THE TERMS OF REFERENCE

On the Terms of Reference:

- 1.
- 2.
- 3.
- 4.
- 5.

On the data, services and facilities to be provided by the Client:

- 1.
- 2.
- 3.
- 4.
- 5.

4.0.DESCRPTION OF THE METHODOLOGY AND WORK PLAN FOR PERFORMING THE ASSIGNMENT

5. TEAM COMPOSITION AND TASK ASSIGNMENTS

A. Technical/Managerial Staff

Name	Position	Task

B. Support Staff

Name	Position	Task

6. FORMAT OF CURRICULUM VITAE (CV) FOR PROPOSED PROFESSIONAL STAFF

Proposed Position: _____
Name of Firm: _____
Name of Staff: _____
Profession: _____
Date of Birth: _____
Years with firm: _____ **Nationality:** _____
Membership in Professional Societies: _____

Detailed Tasks

Assigned: _____

Key Qualifications:

[Give an outline of staff member's experience and training most pertinent to tasks on assignment. Describe degree of responsibility held by staff member on relevant previous assignments and give dates and locations].

Education:

[Summarize college/university and other specialized education of staff member, giving names of schools, dates attended and degree[s] obtained.]

Employment Record:

[Starting with present position, list in reverse order every employment held. List all positions held by staff member since graduation, giving dates, names of employing organizations, titles of positions held, and locations of assignments.]

Certification:

I, the undersigned, certify that these data correctly describe me, my qualifications, and my experience. _____ Date: _____

[Signature of staff member] _____ Date; _____

[Signature of authorized representative of the firm]

Full name of staff member: _____

Full name of authorized representative: _____

7. TIME SCHEDULE FOR PROFESSIONAL PERSONNEL

Name	Position	Reports Due/Activities	Months (in the Form of a Bar Chart)												Number of Months	
			1	2	3	4	5	6	7	8	9	10	11	12		

Report Due _____

Activities Duration _____

Signature _____

(Authorized representative)

Full Name _____

Title: _____

Address: -

8. ACTIVITY (WORK) SCHEDULE

(a). Field Investigation/program/ Study Items

Activity Item	[1st,2nd,etc, are months from the start of assignment)											
	1 st	2 nd	3 rd	4 th	5 th	6 th	7 th	8 th	9 th	10 th	11 th	12 th

(b). Completion and Submission of Reports

Reports	Date
1. Inception report	
2. Interim progress report	
(a) First status report	
(b) Second status report	
3. Draft Report	
4. Final Report	

SECTION V: FINANCIAL PROPOSAL

5.0 Notes on preparation of Financial Proposal

- 5.1 The Financial proposal prepared by the consultant should list the costs associated with the assignment. These costs normally cover remuneration for staff, subsistence, transportation, services and equipment, printing of documents, surveys etc as may be applicable. The costs should be broken down to be clearly understood by the procuring entity.
- 4.2 The financial proposal shall be in Kenya Shillings or any other currency allowed in the request for proposal and shall take into account the tax liability and cost of insurances specified in the request for proposal.
- 4.3 The financial proposal should be prepared using the Standard forms provided in this part.

SECTION V: FINANCIAL PROPOSAL STANDARD FORMS

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No.	Particulars	Page No.
1.	Financial Proposal Submission Form	
2.	Summary of Costs	
3.	Breakdown of Price/per activity	
4.	Breakdown of Remuneration per Activity	
5.	Reimbursable per activity	
6	Miscellaneous Expenses	

1. FINANCIAL PROPOSAL SUBMISSION FORM

-----Date

To:

The County Secretary
County Government of Mombasa
P.O. Box 80133 – 80100
Mombasa.

Ladies/Gentlemen,

We, the undersigned, offer to provide the consulting services for resource mobilization for Mombasa County, Elimu Fund in accordance with your Request for Proposal dated _____ and our Proposal. Our attached Financial Proposal is for the sum of _____ (Amount in words and figures] inclusive of the taxes.

We remain,

Yours sincerely,

_____ [Authorized Signature]
_____ [Name and Title of Signatory]
_____ [Name of Firm]
_____ [Mailing Address]

2. SUMMARY OF COSTS

	Costs Items	Currencies	Amounts
1.	-----		
2.	-----		
3.	-----		
4.	-----		
	Subtotals		
	Taxes		
	Total Amount of Financial Proposal		

3. BREAKDOWN OF PRICE PER ACTIVITY

Activity No. _____	Description: _____ _____ _____
Price Component	Amount
Remuneration	
Reimbursable	
Miscellaneous Expenses	
Subtotals	

4. BREAKDOWN OF REMUNERATION PER ACTIVITY

Activity No -----

Names -----

Names	Position	Input (staff hours/months/days)	Remuneration Rate	Amount
Support Staff				
(i)				
(ii)				
(iii)				
Technical Staff				
(i)				
(ii)				
(iii)				
Grand Total				

5. REIMBURSABLES PER ACTIVITY

Activity No -----

Names -----

No.	Description	Unit	Quantity	Unit price	Amount
1.	Air travel	Trip			
2.	Road Travel	Kms			
3.	Rail Travel	Kms			
4.	Subsistence Allowances	Days			
	Grand Total				

6. MISCELLANEOUS EXPENSES

Activity No -----

Names -----

No.	Description	Unit	Quantity	Unit price	Amount
1.	Communication costs				
2.	Drafting, reproduction of reports				
3.	Equipment: computers etc				
4.	Software				
	Grand Total				

SECTION VI: STANDARD FORMS OF CONTRACT

a) ANNEX I – LARGE ASSIGNMENTS (LUMP-SUM PAYMENTS)

NOTES

LARGE ASSIGNMENT _____ Exceeding Kshs 5,000,000.

ANNEX I

REPUBLIC OF KENYA

STANDARD FORM OF CONTRACT

FOR CONSULTING SERVICES

Large Assignments (Lump- Sum payment)

CGM/PRO/T/26/2019-2020

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Special Notes

1. The Lump-Sum price is arrived at on the basis of inputs – including rates – provided by the Consultant. The Client agrees to pay the Consultant according to a schedule of payments linked to the delivery of certain outputs, usually reports. Lump-sum contracts have the simplicity of administration, the Client having only to be satisfied with the outputs without monitoring the staff inputs and should be used for large Assignments in for example Design; Engineering; Supervision and Management Services; Master plans; Economic and Feasibility studies; and Surveys.
2. The Contract includes four parts: Form of Contract, the General Conditions of Contract, the Special Conditions of Contract and the Appendices. The Client using this standard contract should not alter the General Conditions. Any adjustment to meet any specific project features should be made only in the Special Conditions.

CONTRACT FOR CONSULTANCY SERVICES

Large Assignments (Lump-Sum Payments)

BETWEEN

COUNTY GOVERNMENT OF MOMBASA

AND

(Name of Consultants)

DATED _____ (date)

CGM/PRO/T/26/2019-2020

I. FORM OF CONTRACT

Large Assignments (Lump-Sum Payments)

This Agreement (hereinafter called the “Contract”) is made the _____day of the month of _____[month], [year], between _____, [name of client] of [or whose registered office is situated at] _____[location of office] (hereinafter called the “Client”) of the one part AND _____[name of consultant] of [or whose registered office is situated at] _____[location of office](hereinafter called the “Consultant”) of the other part.

WHEREAS

- (a) the Client has requested the Consultant to provide certain consulting services as defined in the General Conditions of Contract attached to this Contract (hereinafter called the “Services”);
- (b) the Consultant, having presented to the Client that he has the required professional skills and personnel and technical resources, have agreed to provide the Services on the terms and conditions set forth in this Contract;

NOW THEREFORE the Parties hereto hereby agree as follows:

1. The following documents attached hereto shall be deemed to form an integral part of this Contract: ns of Contract attached to this Contract (hereinafter called the “Services”);
 - (a) The General Conditions of Contract;
 - (b) The Special Conditions of Contract;
 - (c) The following Appendices:
 - Appendix A: Description of the Services
 - Appendix B: Key Personnel and Sub consultant;
 - Appendix C: Breakdown of Contract Price

Appendix D: Services and Facilities Provided by the Client

2. The mutual rights and obligations of the Client and the Consultants shall be as set forth in the Contract; in particular:
- (a) The Consultant shall carry out the Services in accordance with the provisions of the Contract; and
 - (b) the Client shall make payments to the Consultant in accordance with the provisions of the Contract.

IN WITNESS WHEREOF, the Parties hereto have caused this Contract to be signed in their respective names as of the day and year first above written.

For and on behalf of _____ [name of client]

[full name of Client's authorized _____
representative]
[title] _____
[signature] _____
[date] _____

For and on behalf of _____ [name of consultant]

[full name of Consultant's authorized _____
representative]
[title] _____
[signature] _____
[date] _____

II. GENERAL CONDITIONS OF CONTRACT

1. GENERAL PROVISIONS

1.1. Definitions

Unless the context otherwise requires, the following terms whenever used in this Contract shall have the following meanings:

- (a) “Applicable Law” means the laws and any other instruments having the force of law in the Republic of Kenya as they may be issued and in force from time to time;
- (b) “Contract” means the Contract signed by the Parties, to which these General Conditions of Contract (GC) are attached together with all the documents listed in Clause 1 of such signed Contract;
- (c) “Contract Price” means the price to be paid for the performance of the Services in accordance with Clause 6 here below;
- (d) “Foreign Currency” means any currency other than the Kenya Shilling;
- (e) “GC” means these General Conditions of Contract;
- (f) “Government” means the Government of the Republic of Kenya;
- (g) “Local Currency” means the Kenya Shilling;
- (h) “Member”, in case the Consultant consists of a joint venture of more than one entity, means any of these entities; “Members” means all these entities, and “Member in Charge” means the entity specified in the SC to act on their behalf in exercising all the Consultant’s rights and obligations towards the Client under this Contract;

- (i) “Party” means the Client or the Consultant, as the case may be and “Parties” means both of them;
- (j) “Personnel” means persons hired by the Consultant or by any Sub consultant as employees and assigned to the performance of the Services or any part thereof;
- (k) “SC” means the Special Conditions of Contract by which the GC may be amended or supplemented;
- (l) “Services” means the work to be performed by the Consultant pursuant to this Contract, as described in Appendix A; and
- (m) “Sub consultant” means any entity to which the Consultant subcontracts any part of the Services in accordance with the provisions of Clauses 3 and 4.

- 1.2. Law governing the contract** This Contract, its meaning and interpretation and the relationship between the Parties shall be governed by the Laws of Kenya.
- 1.3. Language** This Contract has been executed in English language which shall be the binding and controlling language for all matters relating to the meaning or interpretation of this Contract.
- 1.4. Notices** Any notice, request, or consent made pursuant to this Contract shall be in writing and shall be deemed to have been made when delivered in person to an authorized representative of the Party to whom the communication is addressed or when sent by registered mail, telex, telegram or facsimile to such Party at the address specified in the SC.
- 1.5. Location** The Services shall be performed at such locations as are specified in Appendix A and, where the location of a particular task is not so specified, at such locations,

whether in the Republic of Kenya or elsewhere, as the Client may approve.

- 1.6. Authorized Representatives** Any action required or permitted to be taken and any document required or permitted to be executed under this Contract by the Client or the Consultant may be taken or executed by the officials specified in the SC
- 1.7. Taxes and Duties** The Consultant, Sub consultant[s] and their personnel shall pay such taxes, duties, fees and other impositions as may be levied under the Laws of Kenya, the amount of which is deemed to have been included in the Contract Price.

2. COMMENCEMENT, COMPLETION, MODIFICATION AND TERMINATION OF CONTRACT

- 2.1. Effectiveness of contract** This Contract shall come into effect on the date the Contract is signed by both Parties or such other later date as may be stated in the SC
- 2.2. Commencement of service** The Consultant shall begin carrying out the Services thirty (30) days after the date the Contract becomes effective or at such other date as may be specified in the SC
- 2.3. Expiration of Contract** Unless terminated earlier pursuant to Clause 2.6, this Contract shall terminate at the end of such time period, after the Effective Date, as is specified in the SC.
- 2.4. Modification** Modification of the terms and Conditions of this Contract, including any modification of the scope of the Services or the Contract Price, may only be made by written agreement between the Parties.
- 2.5. Force Majeure**
- 2.5.1 Definition** For the purposes of this Contract, “Force Majeure” means an event which is beyond the reasonable control of a Party and which makes a Party’s performance of its obligations

under the Contract impossible or so impractical as to be considered impossible under the circumstances

**2.5.2 No breach
of contract**

The failure of a Party to fulfill any of its obligations under the Contract shall not be considered to be a breach of, or default under, this Contract insofar as such inability arises from an event of Force Majeure, provided that the Party affected by such an event (a) has taken all reasonable precautions, due care and reasonable alternative measures in order to carry out the terms and conditions of this Contract, and (b) has informed the other Party as soon as possible about the occurrence of such an event.

**2.5.3 Extension
of time**

Any period within which a Party shall, pursuant to this Contract complete any action or task shall be extended for a period equal to the time during which such Party was unable to perform such action as a result of Force Majeure

2.5.4 Payments

During the period of his inability to perform the Services as a result of an event of Force Majeure, the Consultant shall be entitled to continue to be paid under the terms of this Contract, as well as to be reimbursed for additional costs reasonably and necessarily incurred by him during such period for the purposes of the Services and in reactivating the Service after the end of such period.

2.6. Termination

**2.6.1 By the
Client**

The Client may terminate this Contract by not less than thirty (30) days' written notice of termination to the Consultant, to be given after the occurrence of any of the events specified in this Clause;

- (a) if the Consultant does not remedy a failure in the performance of his obligations under the Contract within thirty (30) days after being notified or

within any further period as the Client may have subsequently approved in writing;

- (b) if the Consultant becomes insolvent or bankrupt;
- (c) if, as a result of Force Majeure, the Consultant is unable to perform a material portion of the Services for a period of not less than sixty (60) days; or;
- (d) if the Consultant, in the judgment of the Client, has engaged in corrupt or fraudulent practices in competing for or in executing the Contract.

For the purpose of this clause;

“corrupt practice” means the offering, giving, receiving or soliciting of anything of value to influence the action of a public official in the selection process or in Contract execution.

“fraudulent practice” means a misrepresentation of facts in order to influence a selection process or the execution of Contract to the detriment of the Client, and includes collusive practice among consultants (prior to or after submission of proposals) designed to establish prices at artificial non-competitive levels and to deprive the Client of the benefits of free and open competition.

- (e) if the Client in his sole discretion decides to terminate this Contract.

2.6.2 By the Consultant The Consultant may terminate this Contract by not less than thirty (30) days’ written notice to the Client, such notice to be given after the occurrence of any of the following events;

- (a) if the Client fails to pay any monies due to the Consultant pursuant to this Contract and not

subject to dispute pursuant to Clause 7 within sixty (60) days after receiving written notice from the Consultant that such payment is overdue; or

(b) if, as a result of Force Majeure, the Consultant is unable to perform a material portion of the Services for a period of not less than sixty (60) days.

2.6.3 Payment Upon termination of this Contract pursuant to Clauses
upon 2.6.1 or 2.6.2, the Client shall make the following
termination payments to the Consultant:

(a) remuneration pursuant to Clause 6 for Services satisfactorily performed prior to the effective date of termination;

(b) except in the case of termination pursuant to paragraphs (a) and (b) of Clause 2.6.1, reimbursement of any reasonable costs incident to the prompt and orderly termination of the Contract, including the cost of the return travel of the Personnel and their eligible dependents.

3. OBLIGATIONS OF THE CONSULTANT

3.1 General

The Consultant shall perform the Services and carry out his obligations with all due diligence, efficiency and economy in accordance with generally accepted professional techniques and practices and shall observe sound management practices, and employ appropriate advanced technology and safe methods. The Consultant shall always act, in respect of any matter relating to this Contract or to the Services, as faithful adviser to the Client and shall at all times support and safeguard the Client's legitimate interests in any dealing with Sub consultants or third parties

3.2 Conflict of interest

3.2.1 Consultant to benefit from commissions, discounts, etc

- (i) The remuneration of the Consultant pursuant to Clause 6 shall constitute the Consultant's sole Benefit from remuneration in connection with this Contract or , the Services and the Consultant shall not accept, for his own benefit any trade commission, Etc. discount or similar payment in connection with activities pursuant to this Contract or to the Services or in the discharge of his obligations under the Contract and the Consultant shall use his best efforts to ensure that his personnel, any sub consultant[s] and agents of either of them similarly shall not receive any such additional remuneration.
- (ii) For a period of two years after the expiration of this Contract, the Consultant shall not engage and shall cause his personnel as well as his sub consultant[s] and his/their personnel not to engage in the activity of a purchaser (directly or indirectly) of the assets on which he advised the Client on this Contract nor shall he engage in the activity of an adviser (directly or indirectly) of potential purchasers of such assets.
- (iii) Where the Consultant as part of the Services has the responsibility of advising the Client on the procurement of goods, works or services, the Consultant will comply with any applicable procurement guidelines and shall at all times exercise such responsibility in the best interest of the Client. Any discounts or commissions obtained by

the Consultant in the exercise of such procurement shall be for the account of the Client

3.2.2 Consultant and affiliates to be otherwise interested in the project

The Consultant agrees that, during the term of this Contract and after its termination, the Consultant and his affiliates, as well as any shall be disqualified from Otherwise providing goods, works or services (other than the Services and any continuation thereof) for any project resulting from or closely related to the Services.

- (a) during the term of this Contract, any business or professional activities in the Republic of Kenya which would conflict with the activities assigned to them under this Contract; or
- (b) after the termination of this Contract, such other activities as may be specified in the SC.

3.3 Confidentiality

The Consultant, his sub consultant[s] and the personnel of either of them shall not, either during the term of this Contract or within two (2) years after the expiration of this Contract, disclose any proprietary or confidential information relating to the Project, the Services, this Contract or the Client's business or operations without the prior written consent of the Client.

3.4 Insurance to be taken out by the consultant

The Consultant (a) shall take out and maintain and shall cause any subconsultant[s] to take out and maintain, at his (or the subconsultants', as the case may be) own cost but on terms and conditions approved by the Client, insurance against the risks and for the coverage, as shall be specified in the SC; and (b) at the Client's request, shall provide evidence to the Client showing that such insurance has been taken out and maintained and that the current premiums have been paid

- 3.5 Consultants’ actions requiring prior client approval** The Consultant shall obtain the Client’s prior approval in writing before taking any of the following actions;
- (a) entering into a subcontract for the performance of any part of the Services,
 - (b) appointing such members of the personnel not listed by name in Appendix C (“Key Personnel and Subconsultants”).
- 3.6 Reporting obligations** The Consultants shall submit to the Client the reports and documents specified in Appendix A in the form, in the numbers, and within the periods set forth in the said Appendix.
- 3.7 Documents prepared by the consultants to be property of the client** All plans, drawings, specifications, designs, reports and prepared the Consultant in accordance with Clause 3.6 shall become and remain the property of the Client and the Consultant shall, not later than upon termination or expiration of this Contract, deliver all such documents and software to the Client together with a detailed inventory thereof. The Consultant may retain a copy of such documents and software. Neither Party shall use these documents for purposes unrelated to this Contract without the prior approval of the other Party

4. CONSULTANT’S PERSONNEL

- 4.1. Description of Personnel** The titles, agreed job descriptions, minimum qualifications and estimated periods of engagement in the carrying out of the Services of the Consultant’s Key Personnel are described in Appendix C. The Key Personnel and Sub consultants listed by title as well as by name in Appendix C are hereby approved by the Client.
- 4.2 Removal and/or replacement of personnel** (a) Except as the Client may otherwise agree, no changes shall be made in the Key Personnel. If for any reason beyond the reasonable control of the Consultant, it

becomes necessary to replace any of the Key Personnel, the Consultant shall provide as a replacement a person of equivalent or better qualifications.

- (b) If the Client finds that any of the Personnel have (i) committed serious misconduct or have been charged with having committed a criminal action, or (ii) the Client has reasonable cause to be dissatisfied with the performance of any of the Personnel, then the Consultant shall, at the Client's written request specifying the grounds thereof, provide as a replacement a person with qualifications and experience acceptable to the Client;
- (c) The Consultant shall have no claim for additional costs arising out of or incidental to any removal and/or replacement of Personnel.

5. OBLIGATIONS OF THE CLIENT

- 5.1 Assistance and Exemptions** The Client shall use his best efforts to ensure that he provides the Consultant such assistance and exemptions as may be necessary for due performance of this Contract
- 5.2 Changes in the applicable law** If after the date of this Contract, there is any change in the Laws of Kenya with respect to taxes and duties which increases or decreases the cost of the Services rendered by the Consultant, then the remuneration and reimbursable expenses otherwise payable to the Consultant under this Contract shall be increased or decreased accordingly by agreement between the Parties and corresponding adjustments shall be made to the amounts referred to in Clause 6.2 (a) or (b), as the case may be.
- 5.3 Services and facilities** The Client shall make available to the Consultant the Services and Facilities listed under Appendix F.

6. PAYMENTS TO THE CONSULTANT

- 6.1 Lump sum Remuneration** The Consultant's total remuneration shall not exceed the Contract Price and shall be a fixed lumpsum including all staff costs, Subconsultants' costs printing, communications, travel, accommodation and the like and all other costs incurred by the Consultant in carrying out the Services described in Appendix A. Except as provided in Clause 5.2, the Contract Price may only be increased above the amounts stated in Clause 6.2 if the Parties have agreed to additional payments in accordance with Clause 2.4.
- 6.2 Contract Price** (a) The price payable in foreign currency is set forth in the SC.
(b) The price payable in local currency is set forth in the SC
- 6.3 Payment for additional services** For the purposes of determining the remuneration due for additional services as may be agreed under Clause 2.4, a breakdown of the lump-sum price is provided in Appendices D and E.
- 6.4 Terms and conditions of payment** Payments will be made to the account of the Consultant and according to the payment schedule stated in the SC. Unless otherwise stated in the SC, the first payment shall be made against the provision by the Consultant of a bank guarantee for the same amount and shall be valid for the period stated in the SC. Any other payment shall be made after the conditions listed in the SC for such payment have been met and the Consultant has submitted an invoice to the Client specifying the amount due.
- 6.5 Interest on delayed payments** Payment shall be made within thirty (30) days of receipt of invoice and the relevant documents specified in Clause 6.4. If the Client has delayed payments

beyond thirty (30) days after the due date hereof, simple interest shall be paid to the Consultant for each day of delay at a rate three percentage points above the prevailing Central Bank of Kenya's average rate for base lending

7. SETTLEMENT OF DISPUTES

- 7.1 Amicable Settlement** The Parties shall use their best efforts to settle amicably all disputes arising out of or in connection with this Contract or its interpretation
- 7.2 Dispute settlement** Any dispute between the Parties as to matters arising pursuant to this Contract that cannot be settled amicably within thirty (30) days after receipt by one Party of the other Party's request for such amicable settlement may be referred by either Party to the arbitration and final decision of a person to be agreed between the Parties. Failing agreement to concur in the appointment of an Arbitrator, the Arbitrator shall be appointed by the Chairman of the Chartered Institute of Arbitrators, Kenya Branch, on the request of the applying party

III. SPECIAL CONDITIONS OF CONTRACT

Number of GC clause Amendments of and Supplements to Clauses in the General Conditions of Contract

1.1(i) The Member in Charge is _____ [*name of Member*]

1.4 The addresses are:

Client -----

Attention: -----

Telephone: -----

Telex; -----

Facsimile: -----

Consultant -----

Attention: -----

Telephone: -----

Telex; -----

Facsimile: -----

1.6 The Authorized Representatives are:

For the Client: -----

For the Consultant -----

2.1 The date on which this Contract shall come into effect is (_____)
[*date*].

Note: The date may be specified by reference to conditions of effectiveness of the Contract, such as receipt by Consultants of advance payment and by Client of bank guarantee

2.2 The date for the commencement of Services is-----[*date*]

2.3 The period shall be ----- [*length of time*].

Note: Fill in the period, eg, twenty-four (24) months or such other period as the Parties may agree in writing.

2.4 The risks and coverage shall be:

(i) Professional Liability -----

(ii) Loss or damage to equipment and property -----

6.2(a) The amount in foreign currency or currencies is-----
[Insert amount].

6.2 (b) The amount in local Currency is-----
[Insert amount]

6.4 Payments shall be made according to the following schedule:

Note: (a) This sample Clause should be specifically drafted for each Contract and the following installments are indicative only; (b) if the payment of foreign currency and of local currency does not follow the same schedule, add a separate schedule for payment in local currency; and (c) if applicable, detail further the nature of the report evidencing performance, as may be required, e.g., submission of study or specific phase of study, survey, drawings, draft bidding documents, etc., as listed in Appendix B, Reporting Requirements. In the example provided, the bank guarantee for the repayment is released when the payments have reached 50 percent of the lumpsum price, because it is assumed that at that point, the advance has been entirely set off against the performance of services.

- Twenty (20) percent of the Contract Price shall be paid on the commencement date against the submission of a bank guarantee for the same.
- Ten (10) percent of the lump-sum amount shall be paid upon submission of the inception report.
- Twenty-five (25) percent of the lump-sum amount shall be paid upon submission of the interim report.
- Twenty-five (25) percent of the lump-sum amount shall be paid upon submission of the draft final report.

- Twenty (20) percent of the lump-sum amount shall be paid upon approval of the final report.
- The bank guarantee shall be released when the total payments reach fifty (50) percent of the lump-sum amount.

IV. APPENDICES

APPENDIX A – DESCRIPTION OF THE SERVICES

Give detailed descriptions of the Services to be provided, dates for completion of various tasks, place of performance for different tasks, specific tasks to be approved by Client, etc.

APPENDIX B – REPORTING REQUIREMENTS

List format, frequency, and contents of reports; persons to receive them; dates of submission; etc. If no reports are to be submitted, state here “Not applicable.”

APPENDIX C– KEY PERSONNEL AND SUBCONSULTANTS

List under: C-1 Titles [and names, if already available], detailed job descriptions and minimum qualifications of Personnel and staff-months for each.

C-2 List of approved Sub consultants (if already available); same information with respect to their Personnel as in C-1.

APPENDIX D – BREAKDOWN OF CONTRACT PRICE IN FOREIGN CURRENCY

List here the elements of cost used to arrive at the breakdown of the lump-sum price – foreign currency portion:

1. Monthly rates for Personnel (Key Personnel and other Personnel).
2. Reimbursable expenditures.

This appendix will exclusively be used for determining remuneration for additional services.

APPENDIX E – BREAKDOWN OF CONTRACT PRICE IN LOCAL CURRENCY

List here the elements of cost used to arrive at the breakdown of the lump-sum price – local currency portion.

1. Monthly rates for Personnel (Key Personnel and other Personnel).

2. Reimbursable expenditures.

This appendix will exclusively be used for determining remuneration for additional services.

APPENDIX F – SERVICES AND FACILITIES PROVIDED BY THE CLIENT