



MINISTRY OF WATER, SANITATION
AND IRRIGATION



ATHI WATER WORKS
DEVELOPMENT AGENCY



AFRICAN DEVELOPMENT BANK



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

Country:	Kenya
PROJECT:	THE KENYA TOWNS SUSTAINABLE WATER SUPPLY AND SANITATION PROGRAM
ASSIGNMENT TITLE:	CONSULTANCY SERVICES FOR THE DEVELOPMENT OF BUSINESS PLANS FOR WATER SERVICE PROVIDERS UNDER THE KENYA TOWNS SUSTAINABLE WATER SUPPLY AND SANITATION PROGRAM -ATHI CLUSTER
REOI No. AWWDA/KTSWSSP/CS/22/2026	

- The Government of Kenya through Athi Water Works Development Agency (AWWDA) is implementing the Kenya Towns Sustainable Water Supply and Sanitation Program (KTSWSSP) funded by African Development Bank (AfDB) for the Construction of Water and Sanitation projects in order to improve the access, quality, availability and sustainability of water supply services in 15 towns under the Athi Cluster.
- The consulting services ("**the Services**") involves undertaking the development of Business Plans for Water Service Providers under the Kenya Towns Sustainable Water Supply and Sanitation Program – Athi Cluster namely Kikuyu, Limuru, Kiambu, Gatundu, Machakos and Mwala.

The scope of services for the Consultant will include but not be limited to:

- Business and Financial Planning:** Review existing business plans, financial statements, and operational reports of the six WSPs, and develop realistic business plans and financial models.
 - Performance and Market Assessment:** Evaluate current operational and financial performance, and the impact of the Kenya Towns Sustainable Water Supply and Sanitation Project on WSP operations.
 - Capacity Building and Implementation Support:** Prepare comprehensive business and management plans, conduct staff training and workshops, and provide technical assistance to support implementation of the business plans.
- The consultancy services will be carried out over a period of 6.5 Months
 - Athi Water Works Development Agency now invites eligible consulting firms ("**Consultants**") to indicate their interest in providing the Services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services. The shortlisting criteria are:
 - The firm should demonstrate a general Experience of minimum 10 years in consulting services.
 - Specific Experience Relevant to Assignment having prepared at least 3 business plans for water utilities for the last 5 years
 - Experience in Similar Conditions Working in Sub-Saharan Africa / developing countries and Experience with donor-funded projects (preferably AfDB)
 - Availability of appropriate skills amongst staff for the assignment e.g. Water Supply and Sanitation Engineer, Financial Analyst/Economist and legal expert for the REOI Stage
 - Eligibility criteria, establishment of the short-list and the selection procedure shall be in accordance with Guidelines for recruitment of Consultancy firms under the "**Procurement Policy for Bank Group Funded Operations**" dated October 2015, which is available on the Bank's website at <http://www.afdb.org>.
 - Consultants may associate with other firms in the form of a joint venture or a sub-consultancy to enhance their qualifications.
 - A Consultant will be selected in accordance with the Quality and Cost Based Selection (QCBS) method set out in the Consultant Guidelines.
 - Further information can be obtained at the address below during office hours from 0800 to 1700 hours from Monday to Friday excluding lunch hour (1300 to 1400Hrs) and public holidays.
 - Expressions of interest in English must be delivered in a written form to the address below (in person, or by mail, or by fax, or by e-mail) by close of business on **23rd July 2026 at 1200EAT**.
 - Clarifications may be requested no later than 14 days prior to the submission deadline in writing addressed to address below.
 - Those submitted by package should be clearly marked "Request for Expression of Interest for **Consultancy Services for the Development of Business Plans for Water Service Providers Under the Kenya Towns Sustainable Water Supply and Sanitation Program -Athi Cluster**"

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