REPUBLIC OF KENYA

Kenya National Highways Authority

Quality Highways, Better Connections

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

Country:	Kenya
Project Name:	Mau Summit – Eldoret – Malaba (A8) Road Capacity Enhancement
Contract/Assignment Title:	Consulting Services for Technical Feasibility Study for Capacity Enhancement of Mau Summit – Eldoret – Malaba (A8) Road for Implementation on a Public–Private Partnership (PPP) Basis
Client:	The Government of the Republic of Kenya, through the Kenya National Highways Authority (KeNHA)
Reference No.:	KeNHA/2963/2026

1. The Government of the Republic of Kenya, through the Kenya National Highways Authority (KeNHA) has received financing from the Asian Infrastructure Investment Bank (AIIB or the Bank) toward the cost of the Preparation of the above Project and intends to apply part of the proceeds for the consulting services for which this REOI is issued.

2. The consulting services ("the Services") include the undertaking of a technical feasibility study for the capacity enhancement of the Mau Summit – Eldoret – Malaba (A8) Road approx. 245km for implementation under a Public–Private Partnership (PPP) arrangement. The study will provide the technical, environmental, social, climate, and tolling inputs required to support subsequent PPP structuring and procurement. The Consultant will undertake all the specific tasks detailed in the Terms of Reference uploaded on the website. The indicative level of effort is estimated at approximately 2000–2200 professional staff-days, comprising a combination of international and local experts across engineering, traffic, tolling, environmental and social safeguards, climate assessment, and PPP technical disciplines. The final level of effort shall be confirmed at Request for Proposals (RFP) stage, and duration of the assignment is expected to be 12 months. The expected start date of the assignment is September 2026, subject to completion of the procurement process and contract signature. Further details on the scope, deliverables, staffing requirements, and implementation schedule are provided in the Terms of Reference (TOR) attached to or referenced in this REOI.

3. The detailed Terms of Reference (TOR) for the assignment can be found at the Kenya National Highways Authority website; www.kenha.co.ke.

4. The Kenya National Highways Authority now invites eligible consulting firms ("Consultants") to express 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:

4.1. Technical and managerial capability of the firm:

a. The firm(s) shall demonstrate as having the requisite technical capability, which shall entail description of relevant personnel, equipment, software, etc., and managerial capacity to undertake the assignment. Key experts will not be evaluated at the shortlisting stage.

4.2. Local operational presence:

a. Given the field-intensive nature of the assignment, including traffic surveys, engineering investigations, environmental and social data collection, land and resettlement assessments, and continuous engagement with national and county-level stakeholders along the project corridor, the Consultant shall demonstrate the capacity to maintain a continuous and effective operational presence in Kenya for the duration of the assignment. This requirement may be satisfied through an existing operations office in Kenya or through a formal association with a Kenyan consulting firm (joint venture or sub-consultancy). Where this is achieved through association with a Kenyan consulting firm, the Kenyan firm shall demonstrate relevant technical capability and experience sufficient to provide substantive support to the assignment and shall not serve a nominal role only. Evidence of such arrangements shall be provided in the Expression of Interest.

4.3. Firm Experience and Technical Capability

a. **General Experience:** The Consultant shall be a firm or consortium of firms with demonstrated experience in PPP infrastructure projects, including toll roads and associated civil works, and shall possess the requisite multidisciplinary expertise in engineering investigations, analysis and design, traffic studies, and topographical surveys;

b. **PPP Transaction Advisory Experience (Toll Roads):** The Consultant shall demonstrate experience of having acted as the lead transaction advisor for at least two (2) toll road or expressway PPP projects that have reached financial close within the last fifteen (15) years. The services provided should have included financial modelling, project structuring, preparation of procurement documentation, support to the procurement process, and support to negotiations leading to financial close.

c. **Highway Design Experience:** The Consultant shall demonstrate experience in the planning, design, or supervision of at least five (5) highway projects in sub-Saharan Africa, each with a minimum construction value of USD 100 million, that are completed, under construction, or in operation.

d. **Experience in Similar Assignments and Operating Environments:** The firm should demonstrate successful execution and completion of projects of a similar nature and in a similar operating environment (Africa Region or other developing countries) in the last ten (10) years;

e. **Environmental, Social, Resettlement, and Climate Assessments:** The Consultant shall demonstrate experience in preparing Environmental and Social Impact Assessments (ESIAs), Resettlement Action Plans (RAPs), and/or climate or greenhouse gas (GHG) assessments for at least two (2) high risk large infrastructure projects, in accordance with national environmental legislation and international standards or multilateral development bank requirements.

f. **Tolling Infrastructure and Intelligent Transport Systems (ITS):** The Consultant shall demonstrate experience in the design or implementation of tolling infrastructure and Intelligent Transport Systems (ITS) for at least one (1) major expressway project, including electronic toll collection (ETC), traffic monitoring systems, and/or traffic control center operations.

g. **Experience with MDB-Financed Projects:** Experience in projects financed by AIIB and/or other Multilateral Development Banks (MDBs).

Under each of the above criteria in 4.3 above, firms shall clearly indicate the relevant projects or transactions demonstrating the required experience, includin

- the awarding institution/client,
- Role of the firm (Lead/sub-consultant)
- the country where the project was implemented,
- the stage reached in the PPP project lifecycle.
- Reference letter

Firms shall present this information in accordance with the table below, provide a clear page reference to the section of their submission where the assignment is described in detail, and attach a reference letter confirming the firm's role in the assignment.

No.	Criterion Reference	Project / Transaction Name/ location	Year of the assignment	Country	Role of Firm	Value	Description of how the firm meets the requirement with Page Reference (Evidence)
1	(e.g., a, b, c, etc.)						
2							
3							
4							
5							

Only firms meeting the above criteria will be shortlisted and invited to submit Requests for Proposals (RFPs).

5. The attention of interested Consultants is drawn to Section II of the Bank's Directive on Procurement Instructions for Recipients (PIR), setting forth the 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. The availability of suitably qualified local experts shall be considered an added advantage.

7. A Consultant will be selected in accordance with the Quality and Cost Based Selection (QCBS) method set out in the AIIB's Directive on Procurement Instructions for Recipients (PIR), July 26, 2024.

8. Further information can be obtained at the address below during office hours from 0800 to 1700 hours Kenyan time (Excluding public holidays).

9. Expressions of interest must be delivered in a written form and clearly marked with the Assignment Title & Tender No. to the address below (in person, or by mail, or by fax) by 1100 Hours on 23rd June 2026.

Supply Chain Management
Attn: Deputy Director, Supply Chain Management
Kenya National Highways Authority,
Barabara Plaza, Block C, 2nd Floor, Jomo Kenyatta International Airport (JKIA), off airport South Road, along Mazao Road,
P.O. Box 49712 – 00100
NAIROBI, KENYA

Email Addresses For seeking information/clarifications:
ppp@kenha.co.ke; procurement@kenha.co.ke

10. Electronic submission will **NOT** be permitted. Expressions of Interest will be publicly opened in the presence of the Consultants' designated representatives and anyone who chooses to attend at the address below on 23rd June 2026 at 1100 Hours Local time.

Kenya National Highways Authority, Headquarters Barabara Plaza, Jomo Kenyatta International Airport (JKIA), Off Mazao Road, Block C, 2nd floor Boardroom.

11. All interested Consultants are required to continually check the Kenya National Highways Authority website: **www.kenha.co.ke** or Public Procurement Information Portal (PPIP) website **www.tenders.go.ke** for any tender addenda or clarifications that may arise before the submission date.

Deputy Director (Supply Chain Management)
FOR: DIRECTOR GENERAL