



Sustainable Urban Economic Development Programme Investment Attraction Advisors- ITT Queries and Responses

This document shares with potential bidders' queries and responses to questions SUED has received including the webinar and will be updated on need basis. Kindly note that **3rd April** is the **last date** for requesting clarifications.

Query	Response
Would it be acceptable for an international firm to form a consortium with a Kenyan entity, in order to meet all of the Preliminary Requirements?	Yes, firms can form a consortium with a Kenyan entity in order to meet all of the preliminary requirements.
Should the consortium members also provide the preliminary documents, and must they meet all the thresholds too? Or is it only the Lead firm that should meet the preliminary thresholds?	To pass the preliminary requirements the lead firm must provide all preliminary documents and should the meet the thresholds required especially for audited accounts, registration and turnover. As the Lead firm will be the one contracted, the consortium members need not share their documents during the tender submission but should be compliant with the relevant governing authorities in their respective jurisdictions.
Can the consortium members combine the investment projects to make three	Yes. However, the projects should meet the requirements outlined.
Is there any other criteria for subcontractors other than the conditions stipulated under the firm/consortium?	No, SUED maintains transparency in its processes, what has been outlined in the ITT will form the basis for evaluation
Is the duration of the project 28 (twenty-eight) months prorated or is the block solid?	Block solid – once contracted the supplier should work within 28 months to deliver on the assignment.
Will the stipulated seed capital be split among all the winning projects across the three municipalities?	Yes, the seed capital will be shared equitably among the municipalities based on the demand for the identified bankable infrastructure and value chain projects
Should these investment projects fall within the infrastructure and value chain sectors or they can be across-the-board	The projects should be as highlighted within the respective Urban Economic Plans and will include both value chains and infrastructure projects.
Should bidders align their task to the IAF first firm?	No, SUED expects bidders to propose how they would respond to the ITT. Any alignment to the IAF firm that is currently engaged will happen later.
Who will work with the successful bidder to ensure that they meet with the key decision makers at the municipalities?	SUED will carry out the initial introductions to the municipalities.
How are the projects selected in the municipalities?	SUED is currently working with the three municipalities to develop urban economic plans that will identify bankable critical infrastructure and value chain projects.

Why is SUED working with municipalities and not counties	SUED was designed to support emerging secondary town i.e. municipalities. As this is our mandate, we focus all our interventions at the municipality level.
Will the successful bidder be able to interrogate the Urban Economic Plans, and will they have access to the County Personnel that are responsible for urban planning?	Yes, the successful bidder will have access to the UEPs as well as the respective county and municipal personnel.
Will SUED support the successful firm in receiving statutory approvals and will this factored into the timeline of engagement?	The bidding firm will be responsible to make follow ups for the approvals and should not expect any support from SUED. The firm will be expected to take into account any project delays and adjust their work schedules accordingly.
Can SUED clarify its expectations of expert stewardship as outlined in the investment promotion section of the ITT	The bidding firm will be responsible for all the activities related to investment attraction and promotion therefore they should have the capability to provide end to end support to both the investors and investees.
What information does SUED expect applicants to submit as a consortium?	Section 2.3 of the Invitation to Tender documents highlights the information required to be submitted by the consortium. The lead firm should meet the turnover requirements.