



REQUEST FOR EXPERESION OF INTEREST (EOI)

Date 2nd April 2025

Title of EOI - Development of Commercial Property.

Closing Date of EOI - 24th April 2025

EOI No - SOSCV/NO/EOI/01/2025

Property Number - LR1/864

1. Introduction

SOS Children's Villages in Kenya is a member Association (MA) of the SOS Children's Villages International (CVI) Federation. SOS Children's Villages in Kenya is a child and young people-focused Public Benefits Organization (PBO) established in 1973 to provide care, protection and support to children and young people who have lost or are at risk of losing the care of their biological family.

Our vision is Every Child belongs to a family and grows with love, respect and security and our programmes are driven by the mission of "building families for children in need, helping them shape their own futures and sharing in the development of their communities". In this regard, we work to reduce poverty; increase access to quality education and decent work; reduce inequalities and build strong institutions as laid out in Sustainable Development Goals (SDGs) 1, 4,8,10 and 16.

2. Purpose

To ensure its long-term sustainability and flexibility in tailoring its programmatic interventions to the local needs of families and communities we work with, SOS Children's Villages seeks to grow its funding base and ensure its financial sustainability driven dominantly by local income sources as opposed to foreign aid income. SOS Children's Villages Kenya believes it can achieve financial sustainability by optimizing the returns from its assets that include land in prime locations.

The purpose of this EOI is therefore to attract suitable, reputable individuals or organizations to visit the said land assets, use their knowledge, experience and expertise to assess and propose the best, most optimal use of each land for optimal financial returns to SOS Children's Villages Kenya.



Scope of Work

Based on proposals from participating bidders but may include but not limited to provision of construction services in the form of either Engineering, Procurement & Construction (EPC) or Engineering Procurement Construction and Financing (EPCF) where the service provider is not only responsible to engineer, procure and construct the project but is also expected to finance the project on Turnkey or the BOT (build, operate and transfer) framework.

Applications and all attachments must be submitted in hard copy not later than 12 noon 24th April 2025 at the address indicated below (All bids should be sealed)

**NATIONAL DIRECTOR
SOS CHILDREN'S VILLAGES IN KENYA
MARCUS GARVEY ROAD OFF ARGWINGS KODHEK
GATE 7
P.O BOX 40653 - 001000**

- a) Applications received after the deadline will not be considered.
- b) Please ensure the outer envelope of the submission is clearly marked with EOI reference number as stated in the solicitation document.
- c) At any time prior to the deadline for submission SOS CVK may for any reasons whether at its own initiative or in response to a clarification requested by applicants modify the EOI
- d) If you need to request for information, please write to nationaloffice.procurement@soskenya.org
- e) All applicants are required to comply with all government regulations.
- f) Applications with incomplete submission shall be disregarded.



Description of Requirements.

SOS CVK invites interested individuals, companies or consortia within real estate development to submit Expression of Interest Applications (EOI) as potential development partners entering into an EPCF/ BOT agreements with SOS CVK being the client.

Specific Requirements

- a. Technical Capacity - Bidder must demonstrate capacity to deliver high value design, construct project(s)
- b. Financial Capacity - The bidder must demonstrate the financial ability, capacity and experience in financing real estate developments at the most affordable cost.
- c. Demonstrate how the proposed approach will deliver optimal financial returns to SOS Children's Villages Kenya.
- d. Demonstrate a detailed development and resourcing plan for the project with clear roles and responsibilities split between the developer/ financier/ SOS Children's Villages Kenya.
- e. Demonstrate a good understanding of applicable County and National government by laws and mitigation plans where necessary.

Minimum Requirements/Qualifications

1. The applicants should provide a certificate of incorporation showing proof of at least 10 years of construction and or property development experience as an established Main Contractor
2. In case of sub-contracting the vendor should submit
 - a. Signed agreements from sub-contractors in the following categories as minimum
 - I. Building and Civil works
 - II. Mechanical, Electrical and Plumbing installation works
 - III. Interior - fit out and finishing works
 - IV. Specialist information technology and physical security
 - V. Landscaping services
 - b. Certificates of incorporation for each sub-contractor showing proof of five years' experience as a specialist in their respective fields.
 3. Contractor design/ consortium with minimum of 10-year professional experience
 4. CVs of key design team members for various disciplines within the team/consortium to be engaged to be engaged in providing design, tendering, construction and financing and supervision services during the project life cycle.
 5. Provide a minimum of five projects completed within the last ten years. The following information should be submitted to document relevant project expertise
 - a. Name and location of the project
 - b. The value of the contract awarded
 - c. Practical completion certificate signed by client



- d. The start and completion dates of the project
 - e. Name and contact details of the client including, physical address, contact person outlining telephone number and email address
 - f. A brief description of the project with photographs outlining how the scope is comparable to key disciplines in the anticipated projects.
6. To qualify for the contract award, the bidder shall the following:
- a. Legal capacity to enter a contract for procurement.
 - b. Shall not ne insolvent, in receivership, bankruptcy or in the process of being wound up and is not the subject of legal proceeding relating to the foregoing
 - c. Shall not be debarred from participating in public procurement by PPRA
7. Bidders will also be required to provide the following mandatory documentation to demonstrate eligibility
- a. Certificate of registration
 - b. Valid tax compliance certificate
 - c. Proof of professional indemnity cover
 - d. Proof of financial capacity & strength by providing audited financial records for the last 5 years
 - e. Practicing license (s) for the firm and its experts by relevant professional body if applicable
 - f. NCA registration in and from foreign accreditation for international companies.

8. Fraud and Corrupt practices

The bidder and their respective officers, employees, agents and advisers shall observe the highest standards of ethics during the bidding process. Notwithstanding anything to the contrary contained herein, the contracting authority may reject an application without being liable in any manner whatsoever to the Qualified bidder if it determines that the Qualified bidder has, directly or indirectly or through an agent engaged in corrupt, fraudulent, coercive practices, undesirable practice or restrictive practice during in the bidding process.

9. Language of EOI

The EOI application and all correspondence and documents related to the EOI shall be submitted in English.



Evaluation Criteria for EOI

Only applications with complete documentation and in compliance with the submission requirements will be considered.

Where the EOI committee deems it fit or necessary, it may request supplementary information or documentation from the applicant.

Evaluation of EOI Application

The application will be evaluated by the EOI Evaluation committee against four sections as follows

1. Mandatory Eligibility Criteria Section
2. Proposed Optimal Use of Land Asset (Include detailed cashflows of financial returns)
3. Technical Capacity to Deliver on Proposed Approach
4. Financial Capacity to deliver on Proposed Approach
5. Project Implementation Plan

1. Mandatory Section
2. Technical Capacity
3. Financial Capacity
4. Project Management Plan

Mandatory Eligibility Criteria	Yes/ NO
A. Provided certificate of registration	
B. Provided valid/current tax compliance certificate	
C. Provided proof of financial strength and stability by providing audited accounts for the last 3 years	
D. Provided proof of financial indemnity cover	
E. Provided a practicing license (s) for the firm or its key experts by a relevant professional body, if applicable.	



F. Provided Valid NCA registration certificate and practicing licenses as a building works contractor under NCA for local companies and equivalent of the same for foreign companies.	
Technical Capability Criteria	Points
A. Applicants shall demonstrate ability to raise equity for development of the project to the extent of between KES 500M - 1 billion depending on the project cost.	25
Project Management Plan	
A. Provide the organization structure of the proposed project management team along with the profiles of key personnel in the Organization	
B. Detailed CVs of staff assigned to this project I) Team leader qualification (5 points) II) Team members qualification (10 points)	15
C. Demonstrate ability to mobilize adequate staff to conduct the assignment	5
D. Key experts must have served in related career for a minimum of five (5) years	10

The evaluation will be carried out based on the scoring matrix on a scale of 100 points allocated.

Only those applicants who have an overall aggregate score of 70 points on the evaluated Technical and Financial Capability and a pass on project management shall be considered as qualified partners.

Sealing and Marking of the EOI Application

The applicant shall seal the Original EOI application and each copy in an envelope and shall mark EOI Application - Original and EOI Application - Copy. The 2 envelopes shall be placed in sealed envelopes. The inner and outer envelope shall bear the following

Development of commercial property through engineering, procurement, construction and financing or build Operate Transfer framework:

Bidders are also instructed to send a soft copy of their submission to nationaloffice.procurement@soskenya.org



Invitation to Participate in the Tender Process

- Following the submission of the EOI applicants, interested bidders or consortia will be evaluated on the requirements and criteria set forth in the attached instructions to applicants.
- The applicant whose application is determined by the Evaluation committee to be substantially responsive to the requirement and criteria shall qualify for the best bidding step
- Qualified bidders shall be provided with the Request for Proposal document which shall require them to submit a detailed architectural and engineering design proposal and financial proposal inclusive of the sheets for the financing input of the project
- The evaluation committee will evaluate the proposal received from the qualified bidders based on the evaluation criterion spelt out in the RFP document and select the most suitable bidder for contract award subject to the outcome of the negotiation process.
- Award of Contract