

## ATHI WATER WORKS DEVELOPMENT AGENCY(AWWDA)

PROJECT NAME:

NAIROBI WATER AND SANITATION PROJECT

Credit No. CKE 1135 01H

# REQUEST FOR EXPRESSION OF INTEREST

FOR

## CONSULTANCY SERVICES FOR TECHNICAL ASSISTANCE FOR THE OPTIMIZATION OF ATHI WATER WORKS DEVELOPMENT AGENCY (AWWDA) BULK WATER OPERATIONS

- The Athi Water Works Development Agency, a state corporation under the Ministry of Water, Sanitation and Irrigation (MWS&I), has received financing from Agence Française de Développement ("AFD"), towards the cost of the Nairobi Water and Sanitation Project, and intends to use part of the funds thereof for payments under the following services: **Consultancy Services for Technical Assistance for the Optimization of Athi Water Works Development Agency (AWWDA) Bulk Water Operations Contract No. AWWDA/AFD/NWSP/CS-07/2026**
- The Services of the consultant shall consist of the following:  
The selected consultant will be expected to support AWWDA in achieving the following key objectives :
  - Organisation Structure Design** - Review existing organization structure and propose a structure that supports the Agency in efficiently and effectively discharging its mandate including technical and commercial requirements of a bulk water utility.
  - Operational Excellence:** Streamline processes, optimize workflows, and enhance the utilization of human, financial, and technological resources to ensure effective service delivery and sustainable bulk water operations through an assessment of gaps within the directorate and the institution as a whole, including the development and institutionalization of hydraulic modelling tools and the standardization and integration of SCADA systems to support real-time monitoring, operational optimization, and data-driven decision-making.
  - Sustainability** : To ensure financial viability through optimized Non-Revenue Water (NRW) management and tariff modelling, supported by accurate hydraulic analysis, improved system visibility, energy efficiency measures and strengthened operational data systems.
  - Capacity Building** : To bridge the internal skills gap in utility operations, asset management, commercial services, hydraulic modelling and SCADA system management for bulk water services.

### Expected outcomes of the Technical Assistance

The Technical Assistance is expected to result in measurable institutional, operational, commercial, and digital improvements in AWWDA as a whole including bulk water operations. At the completion of the assignment, the following outcomes should be achieved :

- Reduction in operational downtime and improved reliability of bulk water infrastructure.
- Establishment of a comprehensive digital asset registry covering 100% of bulk water infrastructure.
- Operational asset management framework developed, implemented and linked to maintenance planning and capital investment prioritisation.
- Development of end to end digital billing platform linked to smart meter data, automated invoice generation, payment tracking and collection efficiency dashboards.
- Automated and integrated bulk billing and revenue collection system fully operational, with all bulk supply invoicing and reconciliation processed through the system.
- Bulk water balance and NRW monitoring framework established and operationalised.
- GIS-based asset mapping platform developed, operational and integrated with asset management and hydraulic modelling systems.
- Hydraulic Modelling platform developed, operational and integrated with the GIS asset mapping and asset management system.
- Smart meters installed, SCADA system developed and integrated into a centralised monitoring platform for real-time decision making together with the hydraulic model of the transmission pipelines
- Energy performance baseline established and energy efficiency improvement measures identified for implementation
- Institutional structure reviewed and recommendations made for clearly defined roles, reporting lines, and performance accountability.
- Water Safety Plans developed, approved, and integrated into operational procedures.
- Strengthened internal capacity within AWWDA to independently manage bulk utility operations beyond the TA period.
- Bulk water operations business plan developed and operationalized
- AWWDA strategic plan 2028- 2032 developed

- The Athi Water Works Development Agency hereby invites Applicants to express their interest in delivering the Services described above. This Request for Expressions of Interest is open to: Consultant Firms
- Eligibility criteria to AFD financing are specified in sub-clause 1.3 of the "**Procurement Guidelines for AFD Financed Contracts in Foreign Countries**", available online on AFD's website: <http://www.afd.fr>.
- In order to confirm eligibility for AFD financing, interested firms shall submit (as part of the expression of interest) a duly signed 'statement of integrity' which is appended to this REOI and can be downloaded from [www.awwda.go.ke](http://www.awwda.go.ke)
- The Applicant shall submit only one application, either in its own name or as a member of a Joint Venture (JV). If an Applicant (including any JV member) submits or participates in more than one application, those applications shall be all rejected. However, the same Subconsultant may participate in several applications. If the Applicant is a JV, the expression of interest shall include:
  - a copy of the JV Agreement entered into by all members,
  - or
  - a letter of intent to execute a JV Agreement, signed by all members together with a copy of the Agreement proposal, In the absence of this document, the

other members will be considered as Subconsultants. Experiences and qualifications of Subconsultants are not taken into account in the evaluation of the applications.

The attention of interested consultants is drawn to paragraph 1.2.3 of AFD's Procurement Guidelines, setting forth AFD's policy on conflict of interest.

- Interested Applicants must provide information evidencing that they are qualified and experienced to perform those Services. For that purpose, documented evidence of recent and similar services shall be submitted demonstrating:-
  - Presentation of the Consultancy firm: general presentation, scope of activities, financial data (sales figure, etc.) for the past 3 years, description of human resources, organigram, etc.
  - Similarity of the experiences based on:
    - The contracts size;
    - The nature of the Services;
    - The location: Experience in in the water sector operations of bulk water and sewerage systems during the last 15 years;
    - Experience in Organisations design, performance improvement, GIS, Hydraulic modelling, SCADA integration, Financial, Environmental, Social, Health and Safety Audits and capacity building;
  - Experience on donor funded projects Consultant must have at least two references with AFD in Sub-Saharan Africa.
  - Availability of the technical expertise: Presence of appropriate skills among staff. The Consultant will provide information (sample CVs or synopsis) for potential involvement of following staffs (not limited to), bearing in mind that other individuals may be presented at bidding stage:  
Permanent staff of the Consulting firm will be favored for Key Staff. Potential backstopping support should also be described.
  - Quality assurance procedures and certifications of the Applicant (ISO 9001 and/or environmental and social certification)
- Among the submitted applications, Athi Water Works Development Agency will shortlist a maximum of six (6) Applicants, to whom the Request for Proposals to carry out the Services shall be sent. A Consultant will be selected in accordance with the Quality and Cost Based Selection (QCBS) method set out in the Procurement Guidelines.
- Expressions of interest must be delivered in written form to the address below in person (hardcopy and flash disk) or by email (in PDF format, maximum size 15MB) no later than **7<sup>th</sup> July 2026 at 1200 hours East African Time**; clearly marked "**Consultancy Services for Technical Assistance for the Optimization of Athi Water Works Development Agency (AWWDA) Bulk Water Operations Contract No. AWWDA/AFD/NWSP/CS-07/2026**". Acknowledgement of receipt of applications received by email will be provided.

No.	Expert
1	Team Leader / Project Manager
2	Institutional Development and Capacity Building Specialist
3	Utility Operations/Process specialist
4	Hydraulic Modelling Expert
5	SCADA integration expert
6	Enterprise GIS expert
7	GIS system and data integration specialist
8	Dam Operations Expert
9	Mechanical/Electrical Engineer
10	Financial/Commercial Expert
11	Senior Environmental Safeguards Specialist / ESHS Lead
12	Social Safeguards and Resettlement Specialist
13	Occupational Health and Safety (OHS) Specialist

- Interested Applicants may obtain further information at the address below during office hours from 0800 to 1700 hours from Monday to Friday excluding lunch hour (1300 to 1400 hours and public holidays).

**The Chief Executive Officer,**  
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