



**KenGen**

Kenya Electricity  
Generating Company Ltd.

## CONSULTANCY SERVICES FOR IMPLEMENTATION OF LEAN SIX SIGMA IN KENGEN: FIRMS SELECTION

TENDER REF: KGN-SBP-08-2017

### 1. Back Ground

Kenya Electricity Generating Company Limited (KenGen) is a limited liability company, 70% owned by the Government of the Republic of Kenya. It is the leading electric power generation company in Kenya, producing about 75% of the electricity used in the Country. KenGen has an installed capacity (name-plate rating) 1631 Megawatts (MW) and a market share of 70% from a mix of hydro, geothermal, wind and thermal generation sources, located at different parts of the country.

Consistent with its strategic initiatives of process excellence and improving organizational health while building required skills and capabilities, the Company intends to engage qualified consultancy firms to train and consult on Lean Six Sigma methodology and tools.

KenGen intends to engage a consultant with extensive experience in Lean Six Sigma (LSS) to undertake both corporate awareness and training of the process teams, as well as guide the implementation of LSS programs. This will require an assessment of the current status in the Company in regard to capability to continually improve the processes.

The selected consultant shall review the current performance improvement status, propose the best fit Lean Six Sigma implementation methodology and conduct requisite trainings for the Company's top management, process owners and project implementation teams. The consultant will ensure skills transfer and guide the implementation teams and process owners on the completion of initial identified projects and any necessary tools or methodologies.

### 2. Scope of Work

The scope of consultancy shall cover all KenGen operational areas, processes and interests. It shall include, but not limited to the following tasks:

- (i) Carryout out a comprehensive corporate status audit to identify the current capability to improve performance of the current business processes;
- (ii) Prepare methodology on the strategy to implement Lean Six Sigma across KenGen, in light of the strategic direction, industry and corporate culture;
- (iii) Undertake awareness training for the management team of about 30 members, with a minimum of two (2) days for the training session;
- (iv) Conduct an intensive, recognised and certifiable training for twelve (12) black belts, fifty (50) green belts and one hundred (100) yellow belts;
- (v) Lead in the development of project charters and implementation of improvement projects as selected by the Company; with at least one (1) being at the level of black belt and one at (1) green belt level as selected by the Company;
- (vi) Coach and guide the newly trained black belts in delivery of their first improvement projects;
- (vii) Draw up a support implementation roadmap on the overall KenGen business process improvement initiative, including the change management and communication strategy, and deployment governance.

### 3. Evaluation Criteria and Eligibility

The Expression of Interest must be accompanied by the consultant's qualifications, professional capabilities and details of past experience in the area of Business Process Improvement and Lean Six Sigma. Such information may include brochures, description of similar assignments, experience in similar conditions, and availability of appropriate skills among staff with their most recent profiles showing their experience, qualifications, capabilities, referees and details of past experience especially in their areas of expertise, etc. The consultant shall bid for the assignment individually or in association with other firms.

The interested firms shall provide the following specific information as well as any other relevant information:

- Name of firm that will participate in undertaking the consulting services and their role in all aspects of the consultancy service, as well as name(s) and position(s) of authorized representatives.

- Firms that bid jointly should submit consortium agreements between the parties, with the roles of each party clearly defined. Not more than one consortium agreement of the same firm will be accepted nor firms participating individually and elsewhere bidding as partners in the JV for this tender.
- The firm(s) must provide profiles of at least 3 key personnel with a Team Lead for the project with relevant qualification and at least 3 years' experience in implementation of Lean Six Sigma.
- Provide relevant references for at least 3 similar consultancy projects done within the last ten years.
- References of at least 2 specific Lean Six Sigma implementation projects done by the proposed Team Lead in the last five years.
- Description of management / organization structure, list of key staff relevant to the assignment and their Curriculum Vitae inclusive of staff who will monitor and give backup services.
- Evidence of Incorporation and other Statutory Registrations in Country of domicile.
- Company profile
- Information regarding any current litigation involving the consulting firm certified by a reputable law firm.

### 4. Clarifications

The interested parties may request for clarifications on this Expression of Interest up to seven (7) days before the submission date. Any request for clarification must be sent in writing by paper mail, facsimile, or electronic mail to:

**STRATEGY DEVELOPMENT MANAGER  
KENYA ELECTRICITY GENERATING COMPANY  
LIMITED,  
STIMA PLAZA, KOLOBOT ROAD,  
P.O.BOX 47936, 00100 GPO NAIROBI,  
KENYA  
TEL: 254 02 366 6104**

Email to: [tenders@kengen.co.ke](mailto:tenders@kengen.co.ke)

CC: [kyaola@kengen.co.ke](mailto:kyaola@kengen.co.ke); [wkamau@kengen.co.ke](mailto:wkamau@kengen.co.ke)

This EOI can also be downloaded from our website [www.kengen.co.ke](http://www.kengen.co.ke) and [www.treasury.suppliers.go.ke](http://www.treasury.suppliers.go.ke). Check the websites from time to time before the closure date for any uploaded information through clarification/addendum

### 5. Submission

The submission of the prequalification documents made in English must be received in a sealed envelope addressed to:

**THE COMPANY SECRETARY & LEGAL AFFAIRS  
DIRECTOR  
KENYA ELECTRICITY GENERATING COMPANY  
LIMITED  
STIMA PLAZA, KOLOBOT ROAD,  
P.O.BOX 47936, 00100 GPO NAIROBI,  
KENYA.**

The application (One Original and one Copy sealed inside outer envelope marked as above must be dropped in the tender box located on the ground floor of Stima Plaza iii

Not later than by **1000 hours** (Kenyan Time) by **2<sup>nd</sup> June 2017** and clearly marked "**Expression of interest for Consultancy Services for implementation of Lean Six Sigma**". The Tender will be opened at **1430hours the same day** in presence of bidder representatives who choose to attend.

Only firms which fulfils the requirements as stated will be prequalified under this procedure will be invited to submit their technical and financial proposals in accordance with the procedures set out in the **Standard Request for Proposal (RFP) 2007 edition for selection of consultants issued by the Public Procurement Regulatory Authority (PPRA) of the Government of Kenya ([www.ppoa.go.ke](http://www.pppo.go.ke))**

The consultant will be selected under the (QCBS) Quality and Cost based selection method

**SUPPLY CHAIN DIRECTOR**