



THIKA WATER AND SEWERAGE COMPANY LIMITED (THIWASCO)

EOI No: THIWASCO/EOI/001/SPVS/2026-2027

**EXPRESSION OF INTEREST TO PROCURE A PRIVATE PARTNER FOR DESIGN, BUILD, FINANCE,
OPERATE AND TRANSFER OF A 600KWP SOLAR PV SYSTEM AT THE MAIN TREATMENT WORKS**

**MANAGING DIRECTOR
THIKA WATER AND SEWERAGE COMPANY LTD,
P.O. BOX 6103 - 00100, THIKA – KENYA.**

**CLOSING DATE
Thursday, October 15, 2026 at 11.00am**

A. QUALIFICATION (PRE-QUALIFICATION) CRITERIA

Project: Design, Build, Finance, Operate and Transfer (DBFOT) of a 600 kWp Solar PV System at the Main Treatment Works

EOI No.: THIWASCO/EOI/001/SPVS/2026-2027

1. PURPOSE

The qualification criteria assess the suitability and capability of eligible firms to deliver the DBFOT solar PV project. They are applied only to firms that have passed the eligibility screening. Their purpose is to shortlist firms with demonstrated technical, financial, operational and legal capacity to be invited to the Request for Proposals (RFP) stage. The criteria are confined to the minimum necessary to establish capability and are designed not to discourage qualified firms from expressing interest.

2. ASSESSMENT APPROACH

Firms will be assessed against the four areas below. The Company may either (a) shortlist all firms meeting defined minimum thresholds, or (b) score and rank firms and shortlist the highest-ranked, depending on the number of responsive applications. The chosen approach, the minimum thresholds, and any weighting will be stated in the EOI advertisement before submissions are received.

3. QUALIFICATION AREAS AND EVIDENCE

The following table sets out the qualification areas and the evidence required. Numeric thresholds shown as “[insert]” are to be set by Management (Technical Services and Finance) before advertisement, calibrated to be proportionate to a project of this size and not unduly restrictive.

Qualification Area	What is being assessed	Evidence required
a) Technical capacity – solar PV	Demonstrated experience designing, supplying and installing grid-tied solar PV systems of comparable scale. They must have undertaken solar PV projects in the past 10 years with a cumulative capacity of at least 2MW with at least one of the projects having an equivalent single capacity 600kW or above	Project reference sheets (client, capacity, year, value, completion status, contact).
b) Financial capacity	Ability to mobilise 100% project financing under the DBFOT model. Average annual turnover of at least USD 1M (One Million US Dollars) over the last 3 years, and access to financing (own funds, credit line, or lender letter of support) of at least USD 650,000 (Six Hundred and Fifty Thousand USD).	Audited financial statements for the last 3 years; bank reference and/or lender letter of intent/support.
c) Operation & maintenance capability	Capacity to operate and maintain the system over the concession period and meet guaranteed generation/performance levels.	Outline O&M approach; evidence of existing O&M arrangements or after-sales/service capability.

Qualification Area	What is being assessed	Evidence required
d) Key personnel	Availability of suitably qualified personnel (e.g. EPRA-licensed solar PV practitioner / electrical engineer, project manager).	CVs and professional registration/licences of proposed key staff.
e) Litigation / performance history	No record of repeated contract termination for default and no material adverse litigation that would impair performance.	Declaration of litigation history and any terminated contracts in the last 5 years.

4. CONSORTIA AND JOINT VENTURES

Where firms apply as a consortium or joint venture to combine (for example) solar engineering capacity with financing capacity, the qualification requirements may be met by the combined capabilities of the members. The roles and contribution of each member must be set out, and a binding undertaking provided that the members will remain jointly and severally responsible through to transfer.

5. PROPORTIONALITY SAFEGUARD

In setting the numeric thresholds, Management shall ensure they are the minimum reasonably required to confirm capability for a project of this nature and value, consistent with the requirement that criteria not be overly restrictive. Thresholds materially above what the project requires shall be avoided, as they risk limiting competition and attracting audit or appeal challenge.

6. OUTPUT OF THIS STAGE

Firms meeting the eligibility and qualification criteria will be shortlisted and invited to participate in the RFP stage, at which detailed technical and financial proposals will be requested, evaluated, and negotiated prior to award and contract signature.

B. ELIGIBILITY CRITERIA

Project: Design, Build, Finance, Operate and Transfer (DBFOT) of a 600 kWp Solar PV System at the Main Treatment Works

Reference No.: THIWASCO/TS/SOLAR-PV/EOI/2026

1. PURPOSE OF ELIGIBILITY CRITERIA

Eligibility criteria establish the basic legal and statutory standing required for a firm (or consortium) to participate in this Expression of Interest. They are mandatory pass/fail requirements applied before the qualification (capability) assessment. They have been kept to the minimum necessary and are not intended to restrict competition; any qualified and compliant firm may express interest.

2. WHO MAY APPLY

Applications are invited from single firms or from consortia / joint ventures. Where a consortium applies, eligibility requirements at 3(a)–(f) below must be met by each member; the lead member must be clearly identified and authorised to act on behalf of the consortium.

3. MANDATORY ELIGIBILITY REQUIREMENTS

An interested firm must provide documentary evidence of the following:

- a) Legal registration / incorporation as a business entity (certificate of incorporation or equivalent). Foreign firms must provide equivalent registration in their country of origin and undertake to comply with local registration requirements upon award.
- b) Valid tax compliance – a valid Tax Compliance Certificate from the Kenya Revenue Authority (or, for foreign firms, equivalent tax good-standing evidence from the home jurisdiction together with an undertaking to obtain a KRA PIN and compliance upon award).
- c) Not being debarred or suspended – a self-declaration that the firm (and its directors) is not debarred from participating in public procurement under the PPADA, 2015, and is not suspended or blacklisted by any government or multilateral agency.
- d) Not insolvent – a declaration that the firm is not bankrupt, under receivership, insolvent, or in the process of winding up, and that its business activities have not been suspended.
- e) No conflict of interest – a declaration of any actual or potential conflict of interest in relation to THIWASCO, its directors, or staff, in accordance with Section 66 of the PPADA, 2015.
- f) Compliance with statutory obligations – a declaration of compliance with applicable laws on employment, occupational safety, and (for the energy sector) a commitment to obtain or hold the requisite EPRA licensing/registration for solar PV works prior to commencement.

4. EVIDENCE AND DECLARATIONS

Each requirement above must be supported either by a certified copy of the relevant certificate/document or by a signed declaration on the firm's letterhead where a declaration is specified. Self-declarations made at the EOI stage will be subject to verification at the RFP and award stages.

5. CONSEQUENCE OF NON-COMPLIANCE

Failure to meet any mandatory eligibility requirement, or submission of false information, shall result in the application not being considered further. Eligibility is assessed on a pass/fail basis and carries no score.

Note: The above are minimum statutory standing requirements only. Technical and financial capability is assessed separately under the Qualification Criteria.

EOI Reference No.: THIWASCO/EOI/001/SPVS/2026-2027

Thika Water and Sewerage Company Limited (THIWASCO) is a Water Service Provider owned by the County Government of Kiambu, mandated to provide water supply and sewerage services within its area of jurisdiction.

THIWASCO intends to engage a private sector partner to design, build, finance, operate and subsequently transfer (DBFOT) a 600 kWp grid-tied solar photovoltaic (PV) system at its Main Treatment Works. Under the proposed arrangement, the private partner will mobilise 100% of the project financing and bear the design, construction, technology, performance and financing risks. THIWASCO will make no upfront capital payment; periodic payments will be derived from verified electricity cost savings over an agreed concession period, after which the fully operational system will transfer to THIWASCO at no cost.

THIWASCO now invites interested and eligible firms, or consortia, with proven capacity in solar PV engineering, project financing, and long-term operation and maintenance, to express their interest in being pre-qualified for this assignment.

● **1. SCOPE OF INTEREST**

This is the first stage of a two-stage procurement. The purpose of this Expression of Interest is to pre-qualify and shortlist capable firms. Shortlisted firms will subsequently be invited to participate in a Request for Proposals (RFP) stage, at which detailed technical and financial proposals will be submitted, evaluated and negotiated prior to award.

● **2. ELIGIBILITY**

Interested firms must demonstrate the following minimum eligibility requirements:

- a) Legal registration/incorporation of the firm;
- b) Valid Tax Compliance Certificate (or equivalent for foreign firms, with an undertaking to comply locally upon award);
- c) A declaration that the firm and its directors are not debarred, suspended or blacklisted from public procurement;
- d) A declaration that the firm is not bankrupt, insolvent, under receivership or being wound up;
- e) A declaration of any conflict of interest in accordance with the Public Procurement and Asset Disposal Act, 2015; and
- f) A commitment to hold or obtain the requisite EPRA licensing/registration for solar PV works.

● **3. QUALIFICATION**

Eligible firms will be assessed for capability on the basis of: (a) technical experience in solar PV systems of comparable scale; (b) financial capacity to mobilise project financing under a DBFOT model; (c) operation and maintenance capability; (d) qualified key personnel; and (e) acceptable litigation and contract-performance history. Consortia/joint ventures may combine the capabilities of their members. The detailed eligibility and qualification criteria, including minimum thresholds, are set out in the EOI document.

4. OBTAINING THE EOI DOCUMENT

The detailed EOI document may be obtained from the THIWASCO website (www.thiwasco.co.ke) and the Public Procurement Information Portal (tenders.go.ke)

5. SUBMISSION OF EXPRESSIONS OF INTEREST

Completed Expressions of Interest, in plain sealed envelopes clearly marked with the EOI reference number and title, are to be deposited in the Tender Box at **[Thika Head Office Near Bluepost Hotel, Along Haile Sellasie Road]**, so as to be received on or before:

[Closing date 16th October 2026 at [11:00 a.m.] (East Africa Time)

Expressions of Interest will be opened immediately thereafter in the presence of applicants or their representatives who choose to attend, at the address indicated in the EOI document.

6. GENERAL CONDITIONS

- Late submissions will not be accepted and will be returned unopened.
- THIWASCO reserves the right to accept or reject any or all Expressions of Interest, and is not bound to give reasons for its decision.
- Canvassing in any form will lead to automatic disqualification.
- This advertisement does not commit THIWASCO to any expenditure, nor does it create any obligation to shortlist or contract any applicant.

This procurement is undertaken in accordance with the Public Procurement and Asset Disposal Act, 2015 and the Public-Private Partnerships Act, 2021 and its Regulations.

DR. (hc) MOSES KINYA
MANAGING DIRECTOR