Ministry of Foreign Affairs

# Activity: Water Scoping & Ideation Assignment (25-0002986)

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|---|---|
| Id | 25-0002986 |
| Date | 23-06-2026 |
| SAP application number | |

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# Key data

## Activity basics

| | |
|---|---|
| Type | Standard |
| Short name | Water Scoping & Ideation Assignment |
| Contract party | Strathmore University Business School (30051281) |
| ODA | Yes |
| Amount and Currency | 16778448 KES |
| Amount EUR | 116718.2 |
| Start date | 05-01-2026 |
| End date | 30-09-2026 |
| Full name | EKN NAI Water Scoping and Ideation Assignment |
| Summary | Availability of clean and safe water is necessary for the sustainable and inclusive economic and social development and growth. Kenya is a water scarce country. At the same time, Kenya is experiencing positive economic trends, and a burgeoning youthful population. As a result the demand on water services and water management is ever increasing, hence consistently putting pressure on this scarce resource. This has led to the increasing need for innovative approaches and solutions to effectively and efficiently develop and management the water resources to meet an ever growing demand.<br>The Netherlands has a strong track record on water development and management. Water is one of the priority themes in the Netherlands' Governments foreign policy, seen to strategically reinforce the Netherlands' interest areas in Trade and Investment, Migration and Refugees, and security and Stability. The Kenya Multi Annual Country Strategy (MACS) for 2026 - 2029 elaborates on strategic approach to aligne these shared interests and as such strengthen cooperation between Netherlands and Kenya.<br>The water scoping and ideation assignment seeks to explore and identify concrete opportunities where the Netherlands has a comparative advantage, and would contribute to transformative lasting impact in Kenya's water sector, leveraging on water as a priority theme for the Netherlands and the Netherlands interests. The scoping and ideation assignment will focus is on informing water programming under the new MACS. The activity will specifically provide findings and recommendations on drinking water and sanitation, and integrated water management. The findings and recommendations will be made having factored the extent climate change adaptation and gender dynamics as key crosscutting themes influence impact. The study is carried out with the understanding that water is a key enabler to sustainable trade and inclusive economic growth. Private sector development will be a prominent part of the study informing design and implementation of programs that will be developed out of the study. |

## Activity details

| | |
|---|---|
| Date of receipt of proposal | 09-11-2025 |
| Proposal’s reference number | |
| Budget holder | Ambassade Nairobi (8221NAI) |
| Limit access | No |
| Related activity | water and food security activities |

**Accounting data**

| | |
|---|---|
| SAP application number | |
| Main funds center | Water deleg: integrated water management (1702U0203) |

# Policy data

| | |
|---|---|
| Cooperation modality | Project support |
| Technical assistance | 0% of the activity budget |
| CRS code | 14030 Basic drinking water supply and basic sanitation |
| Policy Keywords | |
| Refugees & host communities | No |
| Team Europe Initiative | No |
| Policy Markers | |
| __Trade & The Economy | Significant |
| _Security & Stability | Significant |
| Biodiversity | Significant |
| Climate change: adaptation | Significant |
| Climate change: mitigation | Not targeted |
| Desertification | Not targeted |
| Equality between men & women | Significant |
| Migration | Not targeted |
| Drinking water and sanitation | Principal |
| Integrated water management | Principal |
| Private sector development | Significant |
| Explain your choices | The activity focus is on informing water programming under the new MACS. The activity will specifically provide findings and recommendations on drinking water and sanitation, and integrated water management. The findings and recommendations will be made having factored the extent climate change adaptation and gender dynamics as key crosscutting themes influence impact. The study is carried out with the understanding that water is a key enabler to sustainable trade and inclusive economic growth. Private sector development will be a prominent part of the study informing design and implementation of programs that will be developed out of the study. |

# Beneficiary location

| | |
|---|---|
| Beneficiary location | Country |
| Country | Kenya |
| Location type | Province |
| Specific location | Selected Northen ASALs and some outside the Northern ASAL scope |

# Policy Appraisal

**Policy relevance**

- What policy objectives, as set out in the annual plan, policy notes etc., will this activity contribute to?

This activity contributes to the operationalisation of the MACS 2026-2029 and the realisation of the 2026 annual plan. The activity is aligned to the current foreign policy that identifies water as a priority theme It particularly will inform operationalisation of the water thematic focus from a programmatic development perspective. It will contribute to inclusive and sustainable socio-economic development. The activity is also aligned to the Trade and Investment water interest area creating the opportunity for drawing in Dutch solutions and expertise to opportunities in the Kenya water sector. The specific strategic interventions in the MACS that the activity will contribute to are;

• Enhance the capacity of strategic water resources actors on data management and utilization for decision making (e.g water allocation, disaster preparedness, climate resilience).
• Facilitate Dutch actors through the Dutch Diamond approach, to invest in sustainable solutions in the water sector.
• Promote sustainable access to water resources for vulnerable communities for increased economic growth and self-reliance and reduced exposure to climate hazards.
• Continue with integrated approach on water in addressing the impacts of climate change while entrenching the principles of locally led adaptation.
• Strengthening the legal/regulatory environment for effective implementation while using Netherlands influence in sector coordination platforms.
• Implement sustainable business models for financing Integrated Water Resource Management.
• Facilitate unlocking additional financing to bridge the financing gap for WASH including but not limited to capital markets, public private partnerships and climate finance.
• Actively facilitate Dutch financiers in the water sector through necessary linkages with Government of Kenya and other relevant sector actors.
• Make optimal use of existing instruments for private sector development and deploying Dutch knowledge and expertise relevant for identified value chains.
• Support efforts that increase refugees' and host communities' access to water.

**Rationale**

- What issue/problem will be addressed by the activity

The activity seeks to ensure that the water programs supported by the Netherlands Government in Kenya contribute to transformative and lasting impact. The activity also seeks to better align Dutch water programming in Kenya to the Netherlands interests as outlined in the policy, and as well match the shared interest in the cooperation with Kenya. The activity seeks to reinforce the Netherlands as a preferred partner in the water sector in Kenya.

- Why does the activity help to address the issue/problem?

  For ODA activities over EUR 250.000, please explain the Theory of Change

The assignment will carry out a comprehensive analysis of the water sector in Kenya that will identify where the Netherlands has stronger programmatic leverage and that strategically contributes to Dutch policy interests. In the MACS, Water is a thematic priority that is seen to contribute to both economic and social impacts that strengthen the Netherlands earning capacity as well as stability of both Kenya and the Netherlands. Outcomes of this assignment will therefore be used to inform water programming aligned to the Netherlands interests and that respond to opportunities in the local context, during the period of the MACS 2026-2029.

The Theory of Change therefore postulates that; If there is a comprehensive understanding of the local water sector dynamics, and If as a result of this understanding a concrete niche in the sector is identified to program, then Dutch funded water programs will transformatively contribute to a lasting impact in the sector that also enhances the Dutch earning capacity in the water sector.

**Contextual analysis**

- Who is/are the target group(s) and why?

The main target group is the Netherlands Nairobi Embassy. The information generated from this assignment will mainly benefit the Nairobi Embassy by informing of new water programming during the duration of the MACS 2026-2029.

- Who are the other main stakeholders?

The other main stakeholders will comprise a range of water sector actors who will be interviewed for information that will inform the deliverables of the assignment. This will include the Kenya Government, Key development partners, private sector actors and other nongovernmental actors in the water domain in Kenya.

- To what extent have stakeholders been involved in formulating the proposal?

Due to the nature of the activity, the proposal proposes how consultation and involvement of stakeholders will be achieved in informing the deliverables of the activity

- Is the intervention aimed at a specific geographical location, and if so, why?

The intervention is mainly a consultative process for the Embassy aimed at informed water programming. Intervention will take a two pronged approach with the geographical coverage. Although all interventions should be market-led, the two pronged approach distinguishes between (1) opportunities for programming in the Northern ASAL counties, known as the frontier counties, where interventions should be cognizant of the humanitarian development nexus with a strong focus on stability and (2) programming opportunities in the traditionally high potential areas of the country, with a stronger link to (Dutch) private sector engagemen

**Additional remarks (if applicable)**

# Results

## Water

# Monitoring and evaluation

**Monitoring**

- Specify what reporting information is required for this activity, based on the activity analysis decision tree (see Help).

The monitoring will be done based on the expected deliverables of the assignment as follows;

| Type of report | Deadline |
|---|---|
| Inception report and workplan | 23rd January 2026 |
| Draft Main report | 28th February 2026 |
| Final Report | 31st March 2026 |

- Inception report and workplan
  - o With sections detailing: Understanding and Context the Methodology, a stakeholder engagement plan, work plan and milestones and possibly identified risks and mitigation measures.
- Draft Main report
  - o Mapping of existing initiatives and dynamics in the sector that provide opportunity for the Netherlands to positions ourselves strategically.
  - o Detailing intervention options and recommended design with options assessed on cost, feasibility, impact potential.
  - o Recommended interventions, draft Theory of Change and high-level budget estimates.
- Validation workshop
  - o Organised by the consultant to validate the recommended interventions by strategic sector representatives, Kenyan government representatives and embassy.
  - o With structured list of key feedback messaging.
- Final Report
  - o The narrative of the Draft report, revised to incorporate all feedback from the validation workshop.

The timelines associated with each deliverables will be detailed in the inception report and workplan.

In the post scoping/ideation phase the monitoring will be done based on the associated deliverables as follows;

1. Concept Note Review Framework and Scoring Matrix.
2. Screened and Categorized List of Submissions.
3. Scored Evaluation Matrix for all eligible CNs.
4. Shortlist of Priority Concept Notes.
5. Summary Assessment Report with recommendations.

The timelines will be firmed up in the concept note framework, and will not go beyond 30th September, 2026.

# Finance

### Budget breakdown

- Include an overview of the activity budget, including overhead costs.

See below

- Is the budget arithmetically correct?

Yes

- Are the amounts/rates in the budget acceptable?

Yes

- Briefly explain the structure of the budget.

Based on the nature of the activity, which is a consultancy assignment, the budget structure has a professional fees section and operational costs section. For each section there is a breakdown indicating cost per consultant involved on the assignment and on the key items that will comprise carrying out the assignment successfully.

- Are overheads proportional to outputs? What is included? What is recharged?

There is no explicit budgetline on overheads. This has been integrated into the professional fees.

- Is implementation conditional on the budget being amended in an inception phase? (Specify the requirements that the budget must satisfy and the date by which the budget must be amended)

The budget is not expected to be amended in the inception phase.

| SCOPING AND IDEATION BUDGET SU-EKN | | | | | |
|---|---|---|---|---|---|
| | | | | | |
| **1. Professional Fees** | | | | | |
| **Consultant** | **Daily Fee (EUR)** | | **Days** | **Total (EUR)** | **Total (KES)** |
| Consultant 1 – Team Leader / Water Policy Expert | | 1000 | 17 | 17.000 | 2.555.100,00 |
| Consultant 2 – ASALs / Stability Specialist | | 900 | 19 | 17.100 | 2.570.130,00 |
| Consultant 3 – Dutch Water-Tech / Innovation Expert | | 825 | 17 | 14.025 | 2.107.957,50 |
| Consultant 4 – Water Finance & Blended Finance Expert | | 450 | 10 | 4.500 | 676.350,00 |
| Consultant 5 – Research & Program Officer | | 0 | 0 | 4.000 | 601.200,00 |
| Consultant 6 – Data Analyst / GIS Specialist | | 0 | 0 | 4.000 | 601.200,00 |
| **Sum total of professional fees** | | | | **60.625** | 9.111.937,50 |
| | | | | | |
| **2. Operational Costs** | | | | | |
| **Item** | **Description** | | **Amount (EUR)** | | |
| Item 1: Field travel (3 counties + 1 economic zone) | Vehicle hire, fuel, accommodation, per diem | | 18.000 | | 2.705.400,00 |
| Item 2: Validation Workshop (Nairobi) | Venue, catering, documentation, invitations for 30 participants | | 8.000 | | 1.202.400,00 |
| Item 3: Stakeholder consultations & data collection | Local transport, transcription, communications | | 9.000 | | 1.352.700,00 |
| Item 4: Communications, printing, design | Report layout, printing 5 bound copies | | 2.800 | | 420.840,00 |
| Item 5: Online collaboration tools, software, data | Zoom, cloud storage, mobile data | | 1.500 | | 225.450,00 |
| | | | | | |
| **Sum total of operational costs** | | | **39.300** | | 5.906.790,00 |
| | | | | | |
| **Total cost** | | | | **99.925** | **15.018.727,50** |
| | | | | | |
| CONVERSION RATE 1 EURO TO KES 150.3 | | | | | |

Below is the post scoping budget focused on areas of support in preparation for the call of concept papers and selection of applications submitted.

| **Budget Item** | **Description** | **Days (LoE)** | **Amount in Kshs.** |
|---|---|---|---|
| Principal Reviewer | Lead review, QA, reporting | 10 | 1, 365,300 |
| Co-Reviewer | Screening, scoring, synthesis support | 2 | 394,420 |
| **Total** | | **12** | **1,759,720** |

### Earmarking

- Is the Dutch contribution to the programme earmarked (i.e. reserved for a specific purpose)? If so, specify the reasons why.

Dutch contribution is not earmarked

### Prepayments

- Based on the prepayment decision tree (see Help), do the payments need to be entered as prepayments and why?
- YES. Service has to be delivered. And amount is over EUR 25.000

- What is the maximum percentage that can be paid as prepayment, and why?

- 95%

- Which are the reporting obligations on the basis of which prepayments can be closed?

The approved final scoping report + invoice