

FAQ

Regarding the 2026 Call for Concept Papers for Water Programming in Kenya

This document consolidates and synthesizes the responses provided by the Embassy of the Kingdom of the Netherlands (EKN) in Nairobi to questions submitted by prospective applicants of the Call for Concept Papers. The questions have been anonymized to ensure fair and free access to information for all candidates.

1. Consortium lead registration

Q: Does the consortium lead need to be legally registered in Kenya, or is a demonstrated track record in Kenya sufficient regardless of where the organisation is registered?

A: There is no requirement for the consortium lead to be registered in Kenya. The Embassy will instead assess the organisation's track record in Kenya, expecting a minimum of three years of demonstrated experience. This applies equally to organisations based outside Kenya, including Dutch organisations without a local legal presence.

2. Formal consortium membership vs. associate partners & subcontractors

Q: Can a technical or knowledge partner (including a Dutch organisation) participate as an associate or technical partner rather than as a formal, grant-funded consortium member?

A: Yes. Both arrangements are possible, and a partner does not need to be a formal consortium member to be recognised in the concept paper.

Q: What distinguishes a formal consortium partner from an associate partner/stakeholder, a technical knowledge partner, or a subcontractor engaged for specific activities — and which rules apply to each?

A: If an entity is presented as a consortium member, it must be included in the project management structure with clearly defined roles, responsibilities and influence in decision-making. If it is not presented as a consortium member, it falls outside the Embassy's contract and is instead engaged according to the lead applicant's own procurement guidelines. Consortia may decide for themselves whether a given implementing partner is brought in as a formal member (with associated rights and duties) or as a subcontractor.

Q: Can an organisation participate in more than one consortium, or be a formal member of one consortium while acting as a subcontractor or associate in another (including for a different programme area)?

A: An organisation may be a formal member of only one consortium. It may, however, simultaneously act as a subcontractor or associate partner to other consortia, including on different programme areas, provided this is permitted under the relevant lead applicant's procurement guidelines.

3. Co-creation evidence & multi-county consultation

Q: What forms of evidence would be considered sufficient to demonstrate co-creation with government or institutional stakeholders at concept paper stage?

A: Any verifiable documentation of co-creation will be considered, including letters of support, meeting minutes, attendance sheets, county endorsement letters, or co-signed concept development notes. None of these are a strict requirement at concept stage, but they strengthen the application.

Q: For a programme or basin that spans multiple counties, is endorsement expected from each individual county government, or would consultation at a basin/national level combined with selected county actors be acceptable?

A: There is no specific requirement in this regard at concept stage. The Embassy is not prescriptive about the exact structure of consultation and will consider all forms of evidence of engagement, whether county-by-county or through an inter-county process.

4. Phased geographic implementation

Q: Would a phased geographic approach be acceptable, starting implementation in a limited number of priority counties or basins and expanding later based on diagnostic findings, institutional readiness, or piloting results?

A: Yes, a phased approach is acceptable, including committing implementation resources only to an initial set of counties or basins at the outset. Note that counties added later through such expansion do not retroactively attract additional geographic bonus points.

5. Concept paper & budget templates

Q: Is there a specific Embassy-provided template for the concept paper or budget, or is a free-format document acceptable?

A: No dedicated concept paper or budget template will be provided. Applicants should follow the guidance on required sections set out in Section D of the call document, and structure the budget according to the expenditure lines in the relevant annex.