

THE STANDARD SACCO SOCIETY LIMITED

HEAD OFFICE

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EXPRESSION OF INTEREST

The Standard Sacco Society Ltd hereby invites interested consultancy firms to submit Technical and Financial Proposals on Strategic Planning.

Interested firm(s) can send an e-mail to kchelimo@standardmedia.co.ke to obtain the terms of reference; and should return the hard copies in duplicate in an envelope clearly marked

“STRATEGIC PLAN: QUOTATION REF.TSSL/NO.01/2019”.

The same can be addressed to;-

**The Manager,
The Standard Sacco Society Ltd,
P.O. Box 30080 - 00100,
NAIROBI.**

Or delivered to our offices at The Standard Group Center on Mombasa Road, Nairobi on or before **11th March, 2019.**

THE STANDARD SACCO SOCIETY LIMITED

QUOTATION REF.TSSL/NO.01/2019

STRATEGIC PLAN TERMS OF REFERENCE

Introduction and Background

THE STANDARD SACCO SOCIETY LTD: STRATEGIC PLANNING - TERMS OF REFERENCE

About The Standard Sacco Society Ltd

The Standard Sacco Society Ltd was established in 1973 and registered on 7th April 1975. The purpose then was to serve the Daily Standard Newspaper staff members by offering an opportunity to save regularly, borrow wisely and repay their loans promptly. The Sacco's business started in the year 1973 when the first loans were given to the members. Over the years The Standard Sacco Society Ltd has grown up membership and offers a diversified product range.

Membership Growth

The SACCO membership has grown as shown by the table below

Year	Numbers
2017	950

Financial Performance

Financial Indicator	31/12/2016	31/12/2017
Total Assets	158,888,947.00	180,265,742.00
Loans and advances to members	128,898,093.00	140,975,570.00
Member Deposits	133,053,430.00	146,127,358.00
Share Capital	1,490,000.00	1,578,000.00

The Standard Sacco Society Ltd key consideration for future growth

The Standard Sacco Society Ltd is focusing on growing the Sacco to a level where its membership is fully satisfied with the services on offer. The following market and technological changes will inform the strategic plan that will be developed:

- a) Information communication and technology which cuts across mobile banking, integrated management information system.
- b) Comprehensive list of product offering that gathers for all financial services needs for members.
- c) Competitive market with Banks, Microfinance Institutions (MFI) and SACCOs competing for members who traditionally were SACCO core members.
- d) A talented and skilled workforce that is continuously innovative and working towards meeting members' needs.
- e) Review/Develop Vision and Mission statements and undertake situational analysis of The Standard Sacco Society Ltd operations.

- f) Propose a strategy for achieving the strategic objectives and key results.
- g) Educated, Enlightened and informed membership.

Overall Objective

The overall goal of this strategic planning process is to develop The Standard Sacco Society Ltd growth in the coming five years.

Specific Objectives

- I) Conduct a SACCO market analysis as a preliminary part of the information to guide the strategic planning process.
- II) Using situational analysis tools such as SWOT and PESTLE details the current issues around The Standard Sacco Society Ltd and facilitate development of issues that are pertinent to the growth of the same.
- III) Facilitate a workshop bring together The Standard Sacco Society Ltd key stakeholders for development of overall institutional strategy.
- IV) Summary all key analysis, strategies and financial model into a The Standard Sacco Society Ltd Strategy 2019-2024 that will guide the Sacco.
- V) Disseminate the strategy to members through an education day.

Required

Experience

Over 5 years' experience offering consulting services to SACCOs. The firm(s) should demonstrate experience in ICT knowledge in SACCOs, Risk Management and Strategic Planning. The Standard Sacco Society Ltd considers track record working with established SACCO as an added advantage.

Market knowledge

The Standard Sacco Society Ltd considers refined knowledge in cooperative development a critical part of SACCO growth. Key areas of market knowledge include:

- Youth and financial services.
- SME Development.
- Agency Banking.
- ICT and Financial Services.