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**TENDER FOR THE PROVISION OF DIGITAL  
LOGISTICS MARKET PLACE (DLMP)  
SOLUTION/PLATFORM**

**TENDER NO: KTNA/OT/02/2022-2023**

**CLOSING DATE: THURSDAY, OCTOBER 27, 2022, AT 10:00AM.**

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## INVITATION TO TENDER

Date: October 17, 2022

### **TENDER NO: KTNA/OT/02/2022-2023 TENDER FOR THE PROVISION OF A DIGITAL LOGISTICS MARKET PLACE PLATFORM/SOLUTION**

1. The Kenya Trade Network Agency (KenTrade) invites sealed tenders for Provision of Digital Logistics Market Place (DLMP) Solution/Platform.
2. Tendering will be conducted under open National competitive method using a standardized tender document. Tendering is open to all qualified and interested bidders.
3. Eligible and interested bidders may obtain further information and inspect the bidding documents at Supply Chain Management Office at the Kenya Trade Network Agency (KenTrade) Headquarters on 1<sup>st</sup> Floor, Embankment Plaza, Upper Hill between 8.00am and 5.00pm Kenyan Time, Monday to Friday except lunch time between 1.00pm to 2.00pm and on public holidays.
4. A complete set of tender documents may be obtained by interested candidates upon payment of a non- refundable fee of Ksh.1,000/= (One Thousand Shillings Only) deposited in KenTrade's Co-operative Bank Account no. 01141162178000, Account Name: Kenya Trade Network Agency, Upper Hill Branch.
5. The document may also be downloaded free of charge from the Public Procurement Information Portal [www.tenders.go.ke](http://www.tenders.go.ke) and/or the Kenya Trade Network Agency Website at the following link:-  
**<http://www.KenTrade.go.ke/index.php/procurement/tenders>**  
Bidders who download the tender document from the government portal must register with KenTrade, giving full details of the company name, postal, physical, email and telephone addresses through the email address; [procurement@KenTrade.go.ke](mailto:procurement@KenTrade.go.ke) for the purposes of receiving any future communication.
6. Prices quoted should be inclusive of all taxes and service delivery costs, must be expressed in Kenya shillings and will remain valid for 140 days from date of tender opening.
7. The Tenderer shall chronologically serialize all pages and attachments of the tender
8. Completed tenders must be delivered to the address below on or before

**Thursday, October 27, 2022, at 10:00am.**

**The Chief Executive Officer,  
Kenya Trade Network Agency –  
KENTRADEP O Box 36943-00200  
Nairobi.**

9. Electronic tenders will not be permitted.
10. Tenders will be opened immediately after the deadline date and time specified above or any deadline date and time specified later. Tenders will be publicly opened in the presence of the Tenderers' designated representatives who choose to attend at the KenTrade Board room on 1<sup>st</sup> floor, Embankment Plaza in Upper Hill.
11. **No** Tender Security shall be required for this tender.
12. Late tenders will be rejected.

**CHIEF EXECUTIVE OFFICER**

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## **PART I - TENDERING PROCEDURES**

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## SECTION I -INSTRUCTIONS TO TENDERERS

### A. General

#### 1. Scope of Tender

- 1.1 This tendering document is for the delivery of Non-Consulting Services, as specified in Section V, Procuring Entity's Requirements. The name, identification and number of this tender are specified in the **TDS**.

#### 2. Throughout this tendering document:

The terms:

- a) The term “in writing” means communicated in written form (e.g., by mail, e-mail, fax, including if specified **in the TDS**, distributed or received through the electronic-procurement system used by the Procuring Entity) with proof of receipt.
- b) if the contexts or esquires, “singular” means “plural” and vice versa; and
- c) “Day” means calendar day, unless otherwise specified as “Business Day”. A Business Day is any day that is an official working day of the Procuring Entity. It excludes the Procuring Entity's official public holidays.

- 2.2 The successful Tenderer will be expected to complete the performance of the Services by the Intended Completion Date provided **in the TDS**.

#### 3. Fraud and Corruption

- 3.1 The Procuring Entity requires compliance with the provisions of the Public Procurement and Asset Disposal Act, 2015 (the Act), Section 62 “Declaration not to engage in corruption”. The tender submitted by a person shall include a declaration that the person shall not engage in any corrupt or fraudulent practice and a declaration that the person or his or her sub-contractors are not debarred from participating in public procurement proceedings.
- 3.2 The Procuring Entity requires compliance with the provisions of the Competition Act 2010, regarding collusive practices in contracting. Any tenderer found to have engaged in collusive conduct shall be disqualified and criminal and/or civil sanctions may be imposed. To this effect, Tenders shall be required to complete and sign the “Certificate of Independent Tender Determination” annexed to the Form of Tender.
- 3.3 **Unfair Competitive Advantage** - Fairness and transparency in the tender process require that the firms or their Affiliates competing for a specific assignment do not derive a competitive advantage from having provided consulting services related to this tender. To that end, the Procuring Entity shall indicate in the **TDS** and make available to all the firms together with this tender document all Information that would in that respect give such firm any unfair competitive advantage over competing firms.
- 3.4 Unfair Competitive Advantage-Fairness and transparency in the tender process require that the Firms or their Affiliates competing for a specific assignment do not derive a competitive

advantage from having provided consulting services related to this tender. The Procuring Entity shall indicate in the **TDS** firms (if any) that provided consulting services for the contract being tendered for. The Procuring Entity shall check whether the owners or controllers of the Tenderer are same as those that provided consulting services. The Procuring Entity shall, upon request, make available to any tenderer information that would give such firm unfair competitive advantage over competing firms.

#### **4 Eligible Tenderers**

- 4.1** A Tenderer may be a firm that is a private entity, a state-owned entity or institution subject to ITT 4.6, or any combination of such entities in the form of a Joint Venture (JV) under an existing agreement or with the intent to enter into such an agreement supported by a Form of intent. In the case of a joint venture, all members shall be jointly and severally liable for the execution of the entire Contract in accordance with the Contract terms. The JV shall nominate a Representative who shall have the authority to conduct all business for and on behalf of any and all the members of the JV during the Tendering process and, in the event the JV is awarded the Contract, during contract execution. Members of a joint venture may not also make an individual tender, be a subcontractor or in a separate tender or be part of another joint venture for the purposes of the same Tender. The maximum number of JV members shall be specified in the **TDS**.
- 4.2** Public Officers, of the Procuring Entity, their Spouses, Child, Parent, Brothers or Sister. Child, Parent, Brother or Sister of a Spouse in which they have a substantial or controlling interest shall not be eligible to tender or be awarded contract. Public Officers are also not allowed to participate in any procurement proceedings.
- 4.3** A Tenderer shall not have a conflict of interest. Any Tenderer found to have a conflict of interest shall be disqualified. A Tenderer may be considered to have a conflict of interest for the purpose of this Tendering process, if the Tenderer:
  - a Directly or indirectly controls, is controlled by or is under common control with another Tenderer; or
  - b Receives or has received any direct or indirect subsidy from another Tenderer; or
  - c has the same legal representative as another Tenderer; or
  - d has a relationship with another Tenderer, directly or through common third parties, that puts it in a position to influence the Tender of another Tenderer, or influence the decisions of the Procuring Entity regarding this Tendering process; or
  - e or any of its affiliates participated as a consultant in the preparation of the Procuring Entity's Requirements (including Activities Schedules, Performance Specifications and Drawings) for the Non-Consulting Services that are the subject of the Tender; or
  - f or any of its affiliates has been hired (or is proposed to be hired) by the Procuring Entity or Procuring Entity for the Contract implementation; or
  - g would be providing goods, works, or non-consulting services resulting from or directly related to consulting services for the preparation or implementation of the project specified in the TDS ITT 2.1 that it provided or were provided by any affiliate that directly or indirectly controls, is controlled by, or is under common control with that firm; or
  - h has a close business or family relationship with a professional staff of the Procuring Entity or of the project implementing agency, who:
    - i. are directly or indirectly involved in the preparation of the tendering document or specifications of the contract, and/or the Tender evaluation

process of such contract; or

- ii. Would be involved in the implementation or supervision of such contract unless the conflicts teeming from such relationship has been resolved in a manner acceptable to the Procuring Entity throughout the procurement process and execution of the Contract.

4.4 A firm that is a Tenderer (either individually or as a JV member) shall not participate in more than one tender, except for permitted alternative Tenders. This includes participation as a subcontractor. Such participation shall result in the disqualification of all Tenders in which the firm is involved. A firm that is not a Tenderer or a JV member may participate as a sub-contractor in more than one Tender.

4.5 A Tenderer may have the nationality of any country, subject to the restrictions pursuant to ITT 4.9.

4.6 A Tenderer that has been sanctioned by PPRA or are under a temporary suspension or a debarment imposed by any other entity of the Government of Kenya shall be ineligible to be pre-qualified for, initially selected for, tender for, propose for, or be awarded a contract during such period of sanctioning. The list of debarred firms and individuals is available at the PPRA Website [www.ppra.go.ke](http://www.ppra.go.ke)

4.7 Tenderers that are state-owned enterprises or institutions in Kenya may be eligible to compete and be awarded a Contract(s) only if they can establish that they: (i) are legally and financially autonomous; (ii) operate under Commercial law; and (iii) are not under supervision of the Procuring Entity.

4.8 Firms and individuals may be ineligible if (a) as a matter of law or official regulations, Kenya prohibits commercial relations with that country, or (b) by an act of compliance with a decision of the United Nations Security Council take under Chapter VII of the Charter of the United Nations, Kenya prohibits any import of goods or contracting of works or services from that country, or any payments to any country, person or entity in that country.

4.9 A Tenderer shall be deemed to have the nationality of a country if the Tenderer is constituted, incorporated or registered in and operates in conformity with the provisions of the laws of that country, as evidenced by its articles of incorporation (or equivalent documents of constitution or association) and its registration documents, as the case may be. This criterion also shall apply to the determination of the nationality of proposed subcontractors or sub consultants for any part of the Contract including related Services.

4.10 Foreign tenderers are required to source at least forty (40%) percent of their contract inputs (in supplies, subcontracts and labor) from national suppliers and contractors. To this end, a foreign tenderer shall provide in its tender documentary evidence that this requirement is met. Foreign tenderers not meeting this criterion will be automatically disqualified. Information required to enable the Procuring Entity to determine if this condition is met shall be provided in for this purpose is be provided in **“SECTION III- EVALUATION AND QUALIFICATION CRITERIA, Item 9”**.

4.11 Pursuant to the eligibility requirements of ITT 4.10, a tender is considered a foreign tenderer, if the tenderer is not registered in Kenya or if the tenderer is registered in Kenya and has less than 51 percent ownership by Kenyan citizens. JVs are considered as foreign tenderers if the individual member firms are not registered in Kenya or if are registered in Kenya and have less than 51 percent ownership by Kenyan citizens. The JV shall not

subcontract to foreign firms more than 10 percent of the contract price, excluding provisional sums.

- 4.12 The Competition Act of Kenya requires that firms wishing to tender as Joint Venture undertakings which may prevent, distort or lessen competition in provision of services are prohibited unless they are exempt in accordance with the provisions of Section 25 of the Competition Act, 2010. JVs will be required to seek for exemption from the Competition Authority. Exemption shall not be a condition for tender, but it shall be a condition of contract award and signature. A JV tenderer shall be given opportunity to seek such exemption as a condition of award and signature of contract. Application for exemption from the Competition Authority of Kenya may be accessed from the website [www.cak.go.ke](http://www.cak.go.ke)
- 4.13 A Tenderer may be considered ineligible if he/she offers goods, works and production processes with characteristics that have been declared by the relevant national environmental protection agency or by other competent authority as harmful to human beings and to the environment shall not be eligible for procurement.
- 4.14 A Kenyan tenderer shall be eligible to tender if it provides evidence of having fulfilled his/her tax obligations by producing a valid tax compliance certificate or tax exemption certificate issued by the Kenya Revenue Authority.

## **5 Qualification of the Tenderer**

- 5.1 All Tenderers shall provide in Section IV, Tendering Forms, a preliminary description of the proposed work method and schedule, including drawings and charts, as necessary.
- 5.2 In the event that pre-qualification of Tenderers has been undertaken as stated in ITT 18.3, the provisions on qualifications of the Section III, Evaluation and Qualification Criteria shall not apply.

## **B. Contents of Tendering Document**

### **6 Sections of Tendering Document**

- 6.1 The tendering document consists of Parts I, 2, and 3, which include all the sections indicated below and should be read in conjunction with any Addenda issued in accordance with ITT 10.

#### **PART 1: Tendering Procedures**

- i) Section I - Instructions to Tenderers (ITT)
- ii) Section II - Tender Data Sheet (TDS)
- iii) Section III - Evaluation and Qualification Criteria
- iv) Section IV - Tendering Forms

#### **PART 2: Procuring Entity's Requirements**

- v) Section V-Procuring Entity's Requirements

#### **PART 3: Contract**

- vi) Section VI - General Conditions of Contract (GCC)
- vii) Section VII - Special Conditions of Contract (SCC)

viii) Section VIII - Contract Forms

- 6.2 The Invitation to Tender (ITT) notice or the notice to pre-qualify Tenderers, as the case may be, issued by the Procuring Entity is not part of this tendering document.
- 6.3 Unless obtained directly from the Procuring Entity, the Procuring Entity is not responsible for the completeness of the document, responses to requests for clarification, the Minutes of the pre-Tender meeting (if any), or Addenda to the tendering document in accordance with ITT 10. In case of any contradiction, documents obtained directly from the Procuring Entity shall prevail.
- 6.4 The Tenderer is expected to examine all instructions, forms, terms, and specifications in the tendering document and to furnish with its Tender all information or documentation as is required by the tendering document.

## 7. Site Visit

- 7.1 The Tenderer, at the Tenderer's own responsibility and risk, is encouraged to visit and examine and inspect the Site of the Required Services and its surroundings and obtain all information that may be necessary for preparing the Tender and entering into a contract for the Services. The costs of visiting the Site shall be the Tenderer's own expense.

## 8 Pre-Tender Meeting

- 8.1 The Procuring Entity shall specify in the **TDS** if a pre-tender conference will be held, when and where. The Procuring Entity shall also specify in the **TDS** if a pre-arranged pre-tender site visit will be held and when. The Tenderer's designated representative is invited to attend a pre-arranged pre-tender visit of the site of the works. The purpose of the meeting will be to clarify issues and to answer questions on any matter that may be raised at that stage.
- 8.2 The Tenderer is requested to submit any questions in writing, to reach the Procuring Entity not later than the period specified in the **TDS** before the meeting.
- 8.3 Minutes of the pre-Tender meeting and the pre-arranged pre-tender visit of the site of the service, if applicable, including the text of the questions asked by Tenderers and the responses given, together with any responses prepared after the meeting, will be transmitted promptly to all Tenderers who have acquired the Tender Documents in accordance with ITT 6.3. Minutes shall not identify the source of the questions asked.
- 8.4 The Procuring Entity shall also promptly publish anonymized (*no names*) Minutes of the pre-Tender meeting and the pre-arranged pre-tender visit of the site of the service at the web page identified **in the TDS**. Any modification to the Tender Documents that may become necessary as a result of the pre-Tender meeting shall be made by the Procuring Entity exclusively through the issue of an Addendum pursuant to ITT 10 and not through the minutes of the pre-Tender meeting. Nonattendance at the pre-Tender meeting will not be a cause for disqualification of a Tenderer.

## 9 Clarification of Tender Documents

- 9.1 A Tenderer requiring any clarification of the Tender Document shall contact the Procuring Entity in writing at the Procuring Entity's address specified in the TDS or

raise its enquiries during the pre-Tender meeting and the pre- arranged pretender visit of the site of the Service if provided for in accordance with ITT 8.4. The ProcuringEntity will respond in writing to any request for clarification, provided that suchrequest is received no later than the period specified in the **TDS** prior to the deadlinefor submission of tenders. The Procuring Entity shall forward copies of its response to all tenderers who have acquired the Tender Documents in accordance with ITT 6.3, including a description of the inquiry but without identifying its source. If so specified in the **TDS**, the Procuring Entity shall also promptly publish its response at the webpage identified in the **TDS**. Should the clarification result in changes to the essential elements of the Tender Documents, the Procuring Entity shall amend the Tender Documents appropriately following the procedure under ITT 8.4.

## **10 Amendment of Tender Documents**

- 10.1 At any time prior to the deadline for submission of Tenders, the Procuring Entity mayamend the Tendering document by issuing addenda.
- 10.2 Any addendum issued shall be part of the tendering document and shall be communicated in writing to all who have obtained the tendering document from theProcuring Entity in accordance with ITT 6.3. The Procuring Entity shall also promptlypublish the addendum on the Procuring Entity's web page in accordance with ITT 8.4.
- 10.3 To give prospective Tenderers reasonable time in which to take an addendum into account in preparing their Tenders, the Procuring Entity shall extend, as necessary, the deadline for submission of Tenders, in accordance with ITT 24.2 below.

## **C. Preparation of Tenders**

### **11 Cost of Tendering**

- 11.1 The Tenderer shall bear all costs associated with the preparation and submission of its Tender, and the Procuring Entity shall not be responsible or liable for those costs, regardless of the conduct or outcome of the Tendering process.

### **12 Language of Tender**

- 12.1 The Tender as well as all correspondence and documents relating to the Tender exchanged by the Tenderer and the Procuring Entity shall be written in the English language. Supporting documents and printed literature that are part of the Tender may be in another language provided they are accompanied by an accurate translationof the relevant passages into the English language, in which case, for purposes of interpretation of the Tender, such translation shall govern.

### **13 Documents Comprising the Tender**

- 13.1 The Tender shall comprise the following:
  - a **Form of Tender** prepared in accordance with ITT 14;
  - b **Schedules:** priced Activity Schedule completed in accordancewith ITT 14 and ITT 16;
  - c **Tender Security or Tender-Securing Declaration** in

accordance with ITT 21.1;

- d **Alternative Tender:** if permissible in accordance with ITT 15;
- e **Authorization:** written confirmation authorizing the signatory of the Tender to commit the Tenderer, in accordance with ITT 22.3;
- f **Qualifications:** documentary evidence in accordance with ITT 19 establishing the Tenderer's qualifications to perform the Contract if its Tender is accepted;
- g **Tenderer's Eligibility:** documentary evidence in accordance with ITT 19 establishing the Tenderer's eligibility to Tender;
- h **Conformity:** documentary evidence in accordance with ITT 18, that the Services conform to the tendering document; and
- i Any other document required in the **TDS**.

The Tenderer shall chronologically serialize pages of all tender documents submitted.

13.2 In addition to the requirements under ITT 13.1, Tenders submitted by a JV shall include a copy of the Joint Venture Agreement entered into by all members. Alternatively, a Form of intent to execute a Joint Venture Agreement in the event of a successful Tender shall be signed by all members and submitted with the Tender, together with a copy of the proposed Agreement.

13.3 The Tenderer shall furnish in the Form of Tender information on commissions and gratuities,

if any, paid or to be paid to agents or any other party relating to this Tender.

## 14 Form of Tender and Activity Schedule

14.1 The Form of Tender and priced Activity Schedule shall be prepared using the relevant forms furnished in Section IV, Tendering Forms. The forms must be completed without any alterations to the text, and no substitutes shall be accepted except as provided under ITT 22.3. All blank spaces shall be filled in with the information requested.

14.2 The Tenderer shall furnish in the Form of Tender information on commissions and gratuities, if any, paid or to be paid to agents or any other party relating to this Tender.

## 15 Alternative Tenders

15.1 Unless otherwise indicated in the **TDS**, alternative Tenders shall not be considered. If alternatives are permitted, only the technical alternatives, if any, of the Best Evaluated Tender shall be considered by the Procuring Entity.

15.2 When alternative times for completion are explicitly invited, a statement to that effect will be included in the **TDS** and the method of evaluating different time schedules will be described in Section III, Evaluation and Qualification Criteria.

15.3 When specified in the **TDS**, Tenderers are permitted to submit alternative technical solutions for specified parts of the Services, and such parts will be identified in the

**TDS**, as will the method for their evaluating, and described in Section VII, Procuring Entity's Requirements.

## **16. Tender Prices and Discounts**

- 16.1 The prices and discounts (including any price reduction) quoted by the Tenderer in the Form of Tender and in the Activity Schedule (s) shall conform to the requirements specified below.
- 16.2 All lots (contracts) and items must be listed and priced separately in the Activity Schedule(s).
- 16.3 The Contract shall be for the Services, as described in Appendix A to the Contract and in the Specifications (or Terms of Reference), based on the priced Activity Schedule, submitted by the Tenderer.
- 16.4 The Tenderer shall quote any discounts and indicate the methodology for their application in the Form of Tender in accordance with ITT 16.1.
- 16.5 The Tenderer shall fill in rates and prices for all items of the Services described in their Specifications (or Terms of Reference), and listed in the Activity Schedule in Section VII, Procuring Entity's Requirements. Items for which no rate or price is entered by the Tenderer will not be paid for by the Procuring Entity when executed and shall be deemed covered by the other rates and prices in the Activity Schedule.
- 16.6 All duties, taxes, and other levies payable by the Service Provider under the Contract, or for any other cause, as of the date 30 days prior to the deadline for submission of Tenders, shall be included in the total Tender price submitted by the Tenderer.
- 16.7 If provided for in the **TDS**, the rates and prices quoted by the Tenderer shall be subject to adjustment during the performance of the Contract in accordance with and the provisions of Clause 6.6 of the General Conditions of Contract and / or Special Conditions of Contract. The Tenderer shall submit with the Tender all the information required under the Special Conditions of Contract and of the General Conditions of Contract.
- 16.8 For the purpose of determining the remuneration due for additional Services, a breakdown of the lump-sum price shall be provided by the Tenderer in the form of Appendices D and E to the Contract.

## **17 Currencies of Tender and Payment**

- 17.1 The currency of the Tender and the currency of payments shall be Kenya Shillings.

## **18 Documents Establishing Conformity of Services**

- 18.1 To establish the conformity of the Non-Consulting Services to the tendering document, the Tenderer shall furnish as part of its Tender the documentary evidence that Services provided conform to the technical specifications and standards specified in Section VII, Procuring Entity's Requirements.
- 18.2 Standards for provision of the Non-Consulting Services are intended to be descriptive only and not restrictive. The Tenderer may offer other standards of quality provided that it demonstrates, to the Procuring Entity's satisfaction, that the substitutions ensure substantial equivalence or are superior to those specified in

the Section VII, Procuring Entity's Requirements.

- 18.3 Tender to provide, as part of the data for qualification, such information, including details of ownership, as shall be required to determine whether, according to the classification established by the Procuring Entity, a Service provider or group of service providers. qualifies for a margin of preference. Further the information will enable the Procuring Entity identify any actual or potential conflict of interest in relation to the procurement and/or contract management processes, or a possibility of collusion between tenderers, and thereby help to prevent any corrupt influence in relation to the procurement processor contract management.
- 18.4 The purpose of the information described in ITT 18.3 above, overrides any claims to confidentiality which a tenderer may have. There can be no circumstances in which it would be justified for a tenderer to keep information relating to its ownership and control confidential where it is tendering to undertake public sector work and receive public sector funds. Thus, confidentiality will not be accepted by the Procuring Entity as a justification for a Tenderer's failure to disclose, or failure to provide required information on its ownership and control.
- 18.4 The Tenderer shall provide further documentary proof, information or authorizations that the Procuring Entity may request in relation to ownership and control which information on any changes to the information which was provided by the tenderer under ITT 18.3. The obligations to require this information shall continue for the duration of the procurement process and contract performance and after completion of the contract, if any change to the information previously provided may reveal a conflict of interest in relation to the award or management of the contract.
- 18.6 All information provided by the tenderer pursuant to these requirements must be complete, current and accurate as at the date of provision to the Procuring Entity. In submitting the information required pursuant to these requirements, the Tenderer shall warrant that the information submitted is complete, current and accurate as at the date of submission to the Procuring Entity.
- 18.7 If a tenderer fails to submit the information required by these requirements, its tenderer will be rejected. Similarly, if the Procuring Entity is unable, after taking reasonable steps, to verify to a reasonable degree the information submitted by a tenderer pursuant to these requirements, then the tender will be rejected.
- 18.8 If information submitted by a tenderer pursuant to these requirements, or obtained by the Procuring Entity (whether through its own enquiries, through notification by the public or otherwise), shows any conflict of interest which could materially and improperly benefit the tenderer in relation to the procurement or contract management process, then:
- i) If the procurement process is still on going, the tenderer will be disqualified from the procurement process,
  - ii) if the contract has been awarded to that tenderer, the contract award will be set aside, pending the outcome of (iii),
  - iii) The tenderer will be referred to the relevant law enforcement authorities for investigation of whether the tenderer or any other persons have committed any criminal offence.
- 18.9 If a tenderer submits information pursuant to these requirements that is in complete,

inaccurate or out-of-date, or attempts to obstruct the verification process, then the consequences ITT 18.9 will ensue unless the tenderer can show to the reasonable satisfaction of the Procuring Entity that any such act was not material or was due to genuine error or which was not attributable to the intentional act, negligence or recklessness of the tenderer.

## **19 Documents Establishing the Eligibility and Qualifications of the Tenderer**

- 19.1 To establish Tenderer's eligibility in accordance with ITT4, Tenderers shall complete the Form of Tender, included in Section IV, Tendering Forms.
- 19.2 The documentary evidence of the Tenderer's qualification submitted from the Contract if its Tender is accepted shall establish to the Procuring Entity's satisfaction that the Tenderer meets each of the qualification criterion specified in Section III, Evaluation and Qualification Criteria.
- 19.3 All Tenderers shall provide in Section IV, Tendering Forms, a preliminary description of the proposed methodology, work plan and schedule.
- 19.4 In the event that pre-qualification of Tenderers has been undertaken, only Tenders from prequalified Tenderers shall be considered for award of Contract. These qualified Tenderers should submit with their Tenders any information updating their original pre-qualification applications or, alternatively, confirm in their Tenders that the originally submitted pre-qualification information remains essentially correct as of the date of Tender submission.
- 19.5 If pre-qualification has not taken place before Tendering, the qualification criteria for the Tenderers are specified in Section III, Evaluation and Qualification Criteria.

## **20 Period of Validity of Tenders**

- 20.1 Tenders shall remain valid for the Tender Validity period specified in the TDS. The Tender Validity period starts from the date fixed for the Tender submission deadline date (as prescribed by the Procuring Entity in accordance with ITT 24.1). A Tender valid for a shorter period shall be rejected by the Procuring Entity as non-responsive.
- 20.2 In exceptional circumstances, prior to the expiration of the Tender validity period, the Procuring Entity may request Tenderers to extend the period of validity of their Tenders. The request and the responses shall be made in writing. If a Tender Security is requested in accordance with ITT20, it shall also be extended for a corresponding period. A Tenderer may refuse the request without forfeiting its Tender Security. A Tenderer granting the request shall not be required or permitted to modify its Tender.

## **21 Tender Security**

- 21.1 The Tenderer shall furnish as part of its Tender, either a Tender-Securing Declaration or a Tender security, as specified **in the TDS**, in original form and, in the case of a Tender Security, in the amount and currency specified **in the TDS**.
- 21.2 A Tender Securing Declaration shall use the form included in Section IV, Tendering Forms.
- 21.3 If a Tender Security is specified pursuant to ITT 21.1, from a reputable source, and an eligible country and shall be in any of the following forms at the Tenderer's option:

- i) cash;
  - ii) a bank guarantee;
  - iii) a guarantee by an insurance company registered and licensed by the Insurance Regulatory Authority listed by the Authority; or
  - iv) a guarantee issued by a financial institution approved and licensed by the Central Bank of Kenya,
- 21.4 If a Tender Security is specified pursuant to ITT 20.1, any Tender not accompanied by a substantially responsive Tender Security shall be rejected by the Procuring Entity as non-responsive.
- 21.5 If a Tender Security is specified pursuant to ITT 21.1, the Tender Security of unsuccessful Tenderers shall be returned as promptly as possible upon the successful Tenderer's signing the contract and furnishing the Performance Security pursuant to ITT 46. The Procuring Entity shall also promptly return the tender security to the tenderers where the procurement proceedings are terminated, all tenders were determined non-responsive, or a bidder declines to extend tender validity period.
- 21.6 The Tender Security of the successful Tenderer shall be returned as promptly as possible once the successful Tenderer has signed the Contract and furnished the required Performance Security.
- 21.7 The Tender Security may be forfeited or the Tender-Securing Declaration executed:
- a. If a Tenderer withdraws its Tender during the period of Tender validity specified by the Tenderer in the Form of Tender, or any extension thereof provided by the Tenderer; or
  - b. if the successful Tenderer fails to:
  - c. sign the Contract in accordance with ITT 46; or
  - d. Furnish a performance security in accordance with ITT 47.
- 21.8 Where tender securing declaration is executed, the Procuring Entity shall recommend to the PPRA that PPRA debar the Tenderer from participating in public procurement as provided in the law.
- 21.9 The Tender Security or Tender-Securing Declaration of a JV must be in the name of the JV that submits the Tender. If the JV has not been legally constituted into a legally enforceable JV at the time of Tendering, the Tender security or Tender-Securing Declaration shall be in the names of all future members as named in the Form of intent referred to in ITT 4.1 and ITT 13.2.
- 21.10 A tenderer shall not issue a tender security to guarantee itself.

## 22 Format and Signing of Tender

- 22.1 The Tenderer shall prepare one original of the documents comprising the Tender as described in ITT 13, bound with the volume containing the Form of Tender, and clearly marked "Original. "In addition, the Tenderer shall submit copies of the Tender, in the number specified **in the TDS**, and clearly marked as "Copies. "In the event of discrepancy between them, the original shall prevail.

- 22.2 Tenderers shall mark as “CONFIDENTIAL” information in their Tenders which is confidential to their business. This may include proprietary information, trade secrets, or commercial or financially sensitive information.
- 22.3 The original and all copies of the Tender shall be typed or written in indelible ink and shall be signed by a person or persons duly authorized to sign on behalf of the Tenderer. This authorization shall consist of a written confirmation as specified in the TDS and shall be attached to the Tender. The name and position held by each person signing the authorization must be typed or printed below the signature. All pages of the Tender where entries or amendments have been made shall be signed or initialed by the person signing the Tender.
- 22.4 In case the Tenderer is a JV, the Tender shall be signed by an authorized representative of the JV on behalf of the JV, and so as to be legally binding on all the members as evidenced by a power of attorney signed by their legally authorized representatives.
- 22.5 Any inter-lineation, erasures, or overwriting shall be valid only if they are signed or initialed by the person signing the Tender.

## **D. Submission and Opening of Tenders**

### **23 Sealing and Marking of Tenders**

- 23.1 Depending on the sizes or quantities or weight of the tender documents, a tenderer may use an envelope, package or container. The Tenderer shall deliver the Tender in a single sealed envelope, or in a single sealed package, or in a single sealed container bearing the name and Reference number of the Tender, addressed to the Procuring Entity and a warning not to open before the time and date for Tender opening date. Within the single envelope, package or container, the Tenderer shall place the following separate, sealed envelopes:
- a. in an envelope or package or container marked “ORIGINAL”, all documents comprising the Tender, as described in ITT 13; and
  - b. in an envelope or package or container marked “COPIES”, all required copies of the Tender; and
  - c. if alternative Tenders are permitted in accordance with ITT 15, and if relevant:
    - i. in an envelope or package or container marked “ORIGINAL–ALTERNATIVE TENDER”, the alternative Tender; and
    - ii. in the envelope or package or container marked “COPIES- ALTERNATIVE TENDER”, all required copies of the alternative Tender.

The inner envelopes or packages or containers shall:

- a) Bear the name and address of the Procuring Entity.
  - b) Bear the name and address of the Tenderer; and
  - c) Bear the name and Reference number of the Tender.
- 23.2 If an envelope or package or container is not sealed and marked as required, the Procuring Entity will assume no responsibility for the misplacement or premature opening of the Tender. Tenders misplaced or opened prematurely will not be accepted.

### **24 Deadline for Submission of Tenders**

- 24.1 Tenders must be received by the Procuring Entity at the address and no later than the

date and time specified **in the TDS**. When so specified **in the TDS**, Tenderers shall have the option of submitting their Tenders electronically. Tenderers submitting Tenders electronically shall follow the electronic Tender submission procedures specified **in the TDS**.

- 24.2 The Procuring Entity may, at its discretion, extend the deadline for the submission of Tenders by amending the tendering document in accordance with ITT 9, in which case all rights and obligations of the Procuring Entity and Tenderers previously subject to the deadline shall thereafter be subject to the deadline as extended.

## **25 Late Tenders**

- 25.1 The Procuring Entity shall not consider any Tender that arrives after the dead line for submission of Tenders, in accordance with ITT 24. Any Tender received by the Procuring Entity after the deadline for submission of Tenders shall be declared late, rejected, and returned unopened to the Tenderer.

## **26 Withdrawal, Substitution and Modification of Tenders**

- 26.1 A Tenderer may withdraw, substitute, or modify its Tender after it has been submitted by sending a written notice, duly signed by a n authorized representative, and shall include a copy of the authorization (the power of attorney) in accordance with ITT 21.3, (except that withdrawal notices do not require copies). The corresponding substitution or modification of the Tender must accompany the respective written notice. All notices must be:
- a) Prepared and submitted in accordance with ITT 21 and ITT 22 (except that withdrawal notices do not require copies), and in addition, the respective envelopes shall be clearly marked “WITHDRAWAL,” “SUBSTITUTION,” or “MODIFICATION;” and
  - b) Received by the Procuring Entity prior to the deadline prescribed for submission of Tenders, in accordance with ITT 23.
- 26.2 Tenders requested to be withdrawn in accordance with ITT 25.1 shall be returned unopened to the Tenderers.
- 26.3 No Tender may be withdrawn, substituted, or modified in the interval between the deadline for submission of Tenders and the expiration of the period of Tender validity specified by the Tenderer on the Form of Tender or any extension thereof.

## **27 Tender Opening**

- 27.1 Except as in the cases specified in ITT 23 and ITT 25.2, the Procuring Entity shall, at the Tender opening, publicly open and read out all Tenders received by the deadline at the date, time and place specified **in the TDS** in the presence of Tenderers' designated representatives and anyone who choose to attend. Any specific electronic Tender opening procedures required if electronic tendering is permitted in accordance with ITT 23.1 shall be as specified **in the TDS**.
- 27.2 First, envelopes marked “WITHDRAWAL” shall be opened and read out and the envelope with the corresponding Tender shall not be opened but returned to the Tenderer. If the withdrawal envelope does not contain a copy of the “power of attorney” confirming the signature as a person duly authorized to sign on behalf of the Tenderer, the corresponding Tender will be opened. No Tender withdrawal shall be permitted unless the corresponding withdrawal notice contains a valid authorization to request the withdrawal and is read out at Tender opening.

- 27.3 Next, envelopes marked “SUBSTITUTION” shall be opened and read out and exchanged with the corresponding Tender being substituted, and the substituted Tender shall not be opened, but returned to the Tenderer. No Tender substitution shall be permitted unless the corresponding substitution notice contains a valid authorization to request the substitution and is read out at Tender opening.
- 27.4 Next, envelopes marked “MODIFICATION” shall be opened and read out with the corresponding Tender. No Tender modification shall be permitted unless the corresponding modification notice contains a valid authorization to request the modification and is read out at Tender opening.
- 27.5 Next, all remaining envelopes shall be opened one at a time, reading out: the name of the Tenderer and whether there is a modification; the total Tender Prices, per lot(contract) if applicable, including any discounts and alternative Tenders; the presence or absence of a Tender Security or Tender-Securing Declaration, if required; and any other details as the Procuring Entity may consider appropriate.
- 27.6 Only Tenders, alternative Tenders and discounts that are opened and read out at Tender opening shall be considered further. The Form of Tender and the priced Activity Schedule are to be initialed by representatives of the Procuring Entity attending Tender opening in the manner specified **in the TDS**.
- 27.7 The Procuring Entity shall neither discuss the merits of any Tender nor reject any Tender (except for late Tenders, in accordance with ITT 25.1).
- 27.8 The Procuring Entity shall prepare a record of the Tender opening that shall include, as a minimum:
- a) The name of the Tenderer and whether there is a withdrawal, substitution, or modification;
  - b) The Tender Price, per lot (contract) if applicable, including any discounts; and
  - c) any alternative Tenders;
  - d) The presence or absence of a Tender Security or Tender-Securing Declaration, if one was required.
  - e) Number of pages of each tender document submitted
- 27.9 The Tenderers' representatives who are present shall be requested to sign the record. The omission of a Tenderer's signature on the record shall not invalidate the contents and effect of the record. A copy of the tender opening register shall be distributed to Tenderer upon request.

## **E. Evaluation and Comparison of Tenders**

### **28 Confidentiality**

- 28.1 Information relating to the evaluation of Tenders and recommendation of contract award, shall not be disclosed to Tenderers or any other persons not officially concerned with the Tendering process until information on the Intention to Award the Contract is transmitted to all Tenderers in accordance with ITT 42.
- 28.2 Any effort by a Tenderer to influence the Procuring Entity in the evaluation or contract award decisions may result in the rejection of its Tender.
- 28.3 Notwithstanding ITT 28.2, from the time of Tender opening to the time of Contract

Award, if any Tenderer wishes to contact the Procuring Entity on any matter related to the Tendering process, it should do so in writing.

## **29 Clarification of Tenders**

- 29.1 To assist in the examination, evaluation, and comparison of Tenders, and qualification of the Tenderers, the Procuring Entity may, at the Procuring Entity's discretion, ask any tenderer for clarification of its Tender including break downs of the prices in the Activity Schedule, and other information that the Procuring Entity may require. Any clarification submitted by a Tenderer in respect to its Tender and that is not in response to a request by the Procuring Entity shall not be considered. The Procuring Entity's request for clarification and the response shall be in writing. No change, including any voluntary increase or decrease, in the prices or substance of the Tenders shall be sought, offered, or permitted, except to confirm the correction of arithmetic errors discovered by the Procuring Entity in the evaluation of the Tenders, in accordance with ITT 32.
- 29.2 If a Tenderer does not provide clarifications of its Tender by the date and time set in the Procuring Entity's request for clarification, its Tender may be rejected.

## **30 Deviations, Reservations, and Omissions**

- 30.1 During the evaluation of Tenders, the following definitions apply:
- a) "Deviation" is a departure from the requirements specified in the tendering document.
  - b) "Reservation" is the setting of limiting conditions or withholding from complete acceptance of the requirements specified in the tendering document; and
  - c) "Omission" is the failure to submit part or all of the information or documentation required in the tendering document.

## **31 Determination of Responsiveness**

- 31.1 The Procuring Entity's determination of a Tender's responsiveness is to be based on the contents of the Tender itself, as defined in ITT 12.
- 31.2 A substantially responsive Tender is one that meets the requirements of the tendering document without material deviation, reservation, or omission. A material deviation, reservation, or omission is one that:
- a) If accepted, would:
    - i. affect in any substantial way the scope, quality, or performance of the Non-Consulting Services specified in the Contract; or
    - ii. limit in any substantial way, inconsistent with the tendering document, the Procuring Entity's rights or the Tenderer's obligations under the Contract; or
  - b) if rectified, would unfairly affect the competitive position of other Tenderers presenting substantially responsive Tenders.
- 31.3 The Procuring Entity shall examine the technical aspects of the Tender submitted in accordance with ITT 18 and ITT 19, in particular, to confirm that all requirements of Section VII, Procuring Entity's Requirements have been met without any material deviation or reservation, or omission.
- 31.4 If a Tender is not substantially responsive to the requirements of tendering document,

it shall be rejected by the Procuring Entity and may not subsequently be made responsive by correction of the material deviation, reservation, or omission.

- 31.5 Provided that a Tender is substantially responsive, the Procuring Entity may waive any non-conformity in the Tender.
- 31.6 Provided that a Tender is substantially responsive, the Procuring Entity may request that the Tenderer submit the necessary information or documentation, within a reasonable period of time, to rectify nonmaterial non- conformities or omissions in the Tender related to documentation requirements. Requesting information or documentation on such non-conformities shall not be related to any aspect of the price of the Tender. Failure of the Tenderer to comply with the request may result in the rejection of its Tender.
- 31.7 Provided that a Tender is substantially responsive, the Procuring Entity shall rectify quantifiable nonmaterial non-conformities related to the Tender Price. To this effect, the Tender Price shall be adjusted, for comparison purposes only, to reflect the price of a missing or non-conforming item or component in the manner specified **in the TDS**.

## **32 Arithmetical Errors**

- 32.1 The tender sum as submitted and read out during the tender opening shall be absolute and final and shall not be the subject of correction, adjustment or amendment in anyway by any person or entity.
- 32.2 Provided that the Tender is substantially responsive, the Procuring Entity shall handle errors on the following basis:
- a) Any error detected if considered a major deviation that affects the substance of the tender, shall lead to disqualification of the tender as non-responsive.
  - b) Any errors in the submitted tender arising from a miscalculation of unit price, quantity, subtotal and total bid price shall be considered as a major deviation that affects the substance of the tender and shall lead to disqualification of the tender as non-responsive .and
  - c) If there is a discrepancy between words and figures, the amount in words shall prevail
- 32.3 Tenderers shall be notified of any error detected in their bid during the notification of a ward.

## **33 Conversion to Single Currency**

- 33.1 For evaluation and comparison purposes, the currency(ies) of the Tender shall be converted into a single currency **as specified in the TDS**.

## **34 Margin of Preference and Reservations**

- 34.1 Margin of preference on local service providers may be allowed if it is deemed that the services require participation of foreign tenderers. If so allowed, it will be indicated in the **TDS**.
- 34.2 Where it is intended to reserve the contract to specific groups under Small and Medium Enterprises, or enterprise of women, youth and /or persons living with disability, who are appropriately registered as such by the authority to be specified in the **TDS**, a procuring entity shall ensure that the invitation to tender specifically

indicates that only businesses/firms belonging to the specified group are eligible to tender as specified in the **TDS**. Otherwise, if not so stated, the invitation will be open to all tenderers.

### **35 Evaluation of Tenders**

- 35.1 The Procuring Entity shall use the criteria and methodologies listed in this ITT and Section III, Evaluation and Qualification Criteria. No other evaluation criteria or methodologies shall be permitted. By applying the criteria and methodologies, the Procuring Entity shall determine the Best Evaluated Tender. This is the Tender of the Tenderer that meets the qualification criteria and whose Tender has been determined to be:
- a) Substantially responsive to the tendering document; and
  - b) The lowest evaluated cost.
- 35.2 In evaluating the Tenders, the Procuring Entity will determine for each Tender the evaluated Tender cost by adjusting the Tender price as follows:
- a) Price adjustment due to discounts offered in accordance with ITT 16.4;
  - b) price adjustment due to quantifiable non material non-conformities in accordance with ITT 31.3;
  - c) converting the amount resulting from applying (a) and (b) above, if relevant, to a single currency in accordance with ITT 33; and
  - d) any additional evaluation factors specified in the **TDS** and Section III, Evaluation and Qualification Criteria.
- 35.3 The estimated effect of the price adjustment provisions of the Conditions of Contract, applied over the period of execution of the Contract, shall not be considered in Tender evaluation.
- 35.4 In the case of multiple contracts or lots, Tenderers are allowed to tender for one or more lots and the methodology to determine the lowest evaluated cost of the lot(contract) and for combinations, including any discounts offered in the Form of Tender, is specified in Section III, Evaluation and Qualification Criteria. For one or more lots (contracts). Each lot or contract will be evaluated in accordance with ITT
- 35.5. The methodology to determine the lowest evaluated tenderer or tenderers based one lot (contract) or based on a combination of lots (contracts), will be specified in Section III, Evaluation and Qualification Criteria. In the case of multiple lots or contracts, tenderer will be will be required to prepare the Eligibility and Qualification Criteria Form for each Lot.

### **36 Comparison of Tenders**

- 36.1 The Procuring Entity shall compare the evaluated costs of all substantially responsive Tenders established in accordance with ITT 35.2 to determine the Tender that has the lowest evaluated cost.

### **37 Abnormally Low Tenders and**

#### **Abnormally High Tenders**

## **Abnormally Low Tenders**

- 37.1 An Abnormally Low Tender is one where the Tender price, in combination with other elements of the Tender, appears so low that it raises material concerns as to the capability of the Tenderer in regards to the Tenderer's ability to perform the Contract for the offered Tender Price.
- 37.2 In the event of identification of a potentially Abnormally Low Tender, the Procuring Entity shall seek written clarifications from the Tenderer, including detailed price analyses of its Tender price in relation to the subject matter of the contract, scope, proposed methodology, schedule, allocation of risks and responsibilities and any other requirements of the Tender document.
- 37.3 After evaluation of the price analyses, in the event that the Procuring Entity determines that the Tenderer has failed to demonstrate its capability to perform the Contract for the offered Tender Price, the Procuring Entity shall reject the Tender.

## **Abnormally High Tenders**

- 37.4 An abnormally high price is one where the tender price, in combination with other constituent elements of the Tender, appears unreasonably too high to the extent that the Procuring Entity is concerned that it (the Procuring Entity) may not be getting value for money or it may be paying too high a price for the contract compared with market prices or that genuine competition between Tenderers is compromised.
- 37.5 In case of an abnormally high price, the Procuring Entity shall make a survey of the market prices, check if the estimated cost of the contract is correct and review the Tender Documents to check if the specifications, scope of work and conditions of contract are contributory to the abnormally high tenders. The Procuring Entity may also seek written clarification from the tenderer on the reason for the high tender price. The Procuring Entity shall proceed as follows:
- i) If the tender price is abnormally high based on wrong estimated cost of the contract, the Procuring Entity may accept or not accept the tender depending on the Procuring Entity's budget considerations.
  - ii) If specifications, scope of work and/or conditions of contract are contributory to the abnormally high tender prices, the Procuring Entity shall reject all tenders and may retender for the contract based on revised estimates, specifications, scope of work and conditions of contract, as the case may be.
- 37.6 If the Procuring Entity determines that the Tender Price is abnormally too high because genuine competition between tenderers is compromised (often due to collusion, corruption or other manipulations), the Procuring Entity shall reject all Tenders and shall institute or cause competent Government Agencies to institute an investigation on the cause of the compromise, before retendering.

## **38 Unbalanced and/or Front-Loaded Tenders**

- 38.1 If in the Procuring Entity's opinion, the Tender that is evaluated as the lowest evaluated price is seriously unbalanced and/or front loaded, the Procuring Entity may require the Tenderer to provide written clarifications. Clarifications may include detailed price analyses to demonstrate the consistency of the tender prices with the scope of works, proposed methodology, schedule and any other requirements of the Tender document.

- 38.2 After the evaluation of the information and detailed price analyses presented by the Tenderer, the Procuring Entity may as appropriate:
- a) Accept the Tender; or
  - b) require that the total amount of the Performance Security be increased at the expense of the Tenderer to a level not exceeding 10% of the Contract Price; or
  - c) agree on a payment mode that eliminates the inherent risk of the Procuring Entity paying too much for undelivered works; or
  - d) Reject the Tender.

### **39 Qualification of the Tenderer**

- 39.1 The Procuring Entity shall determine to its satisfaction whether the Tenderer that is selected as having submitted the lowest evaluated cost and substantially responsive Tender is eligible and meets the qualifying criteria specified in Section III, Evaluation and Qualification Criteria.
- 39.2 The determination shall be based upon an examination of the documentary evidence of the Tenderer's qualifications submitted by the Tenderer, pursuant to ITT 18. The determination shall not take into consideration the qualifications of other firms such as the Tenderer's subsidiaries, parent entities, affiliates, subcontractors or any other firm(s) different from the Tenderer that submitted the Tender.
- 39.3 An affirmative determination shall be a prerequisite for award of the Contract to the Tenderer. A negative determination shall result in disqualification of the Tender, in which event the Procuring Entity shall proceed to the Tenderer who offers a substantially responsive Tender with the next lowest evaluated cost to make a similar determination of that Tenderer's qualifications to perform satisfactorily.

### **40 Procuring Entity's Right to Accept Any Tender, and to Reject Any or All Tenders**

- 40.1 The Procuring Entity reserves the right to accept or reject any Tender, and to annul the Tendering process and reject all Tenders at any time prior to Contract Award, without there by incurring any liability to Tenderers. In case of annulment, all Tenders submitted and specifically, Tender securities, shall be promptly returned to the Tenderers.

### **F. Award of Contract**

#### **43 Award Criteria**

- 43.1 The Procuring Entity shall award the Contract to the successful tenderer whose tender has been determined to be the Lowest Evaluated Tender.

#### **42 Notice of Intention to enter in to a Contract**

- 42.1 Upon award of the contract and Prior to the expiry of the Tender Validity Period the Procuring Entity shall issue a Notification of Intention to Enter into a Contract/Notification of a ward to all tenderers which shall contain, at a minimum, the following information:
- a) The name and address of the Tenderer submitting the successful tender;
  - b) The Contract price of the successful tender;
  - c) a statement of the reason(s) the tender of the unsuccessful tenderer to whom

the letter is addressed was unsuccessful, unless the price information in(c) above already reveals the reason;

- d) the expiry date of the Stand still Period; and
- e) instructions on how to request a debriefing and/or submit a complaint during the stand still period;

#### **43** *Stand still Period*

- 43.1 The Contract shall not be signed earlier than the expiry of a Standstill Period of 14 days to allow any dissatisfied tender to launch a complaint. Where only one Tender is submitted, the Standstill Period shall not apply.
- 43.2 Where a Standstill Period applies, it shall commence when the Procuring Entity has transmitted to each Tenderer the Notification of Intention to Enter into a Contract with the successful Tenderer.

#### **44 Debriefing by the Procuring Entity**

- 44.1 On receipt of the Procuring Entity's Notification of Intention to Enter into a Contract referred to in ITT 42, an unsuccessful tenderer may make a written request to the Procuring Entity for a debriefing on specific issues or concerns regarding their tender. The Procuring Entity shall provide the debriefing within five days of receipt of the request.
- 44.2 Debriefings of unsuccessful Tenderers may be done in writing or verbally. The Tenderer shall bear its own costs of attending such a debriefing meeting.

#### **45 Letter of Award**

Prior to the expiry of the Tender Validity Period and upon expiry of the Standstill Period specified in ITT 43.1, upon addressing a complaint that has been filed within the Standstill Period, the Procuring Entity shall transmit the Letter of Award to the successful Tenderer. The letter of award shall request the successful tenderer to furnish the Performance Security within 21 days of the date of the letter.

#### **46 Signing of Contract**

- 46.1 Upon the expiry of the fourteen days of the Notification of Intention to enter into contract and upon the parties meeting their respective statutory requirements, the Procuring Entity shall send the successful Tenderer the Contract Agreement.
- 46.2 Within fourteen (14) days of receipt of the Contract Agreement, the successful Tenderer shall sign, date, and return it to the Procuring Entity.
- 46.3 The written contract shall be entered into within the period specified in the notification of award and before expiry of the tender validity period

#### **47 Performance Security**

- 47.1 Within twenty-one (21) days of the receipt of the Form of Acceptance from the Procuring Entity, the successful Tenderer, if required, shall furnish the Performance Security in accordance with the GCC 3.9, using for that purpose the Performance Security Form included in Section X, Contract Forms, or another Form acceptable to the Procuring Entity. If the Performance Security furnished by the successful Tenderer

is in the form of a bond, it shall be issued by a bonding or insurance company that has been determined by the successful Tenderer to be acceptable to the Procuring Entity. A foreign institution providing a bond shall have a correspondent financial institution located in Kenya, unless the Procuring Entity has agreed in writing that a correspondent financial institution is not required.

- 47.2 Failure of the successful Tenderer to submit the above-mentioned Performance Security or sign the Contract shall constitute sufficient grounds for the annulment of the award and forfeiture of the Tender Security. In that event the Procuring Entity may award the Contract to the Tenderer offering the next Best Evaluated Tender.

#### **48 Publication of Procurement Contract**

- 48.1 Within fourteen days after signing the contract, the Procuring Entity shall publish the awarded contract at its notice boards and websites; and on the Website of the Authority. At the minimum, the notice shall contain the following information:
- a) Name and address of the Procuring Entity;
  - b) Name and reference number of the contract being awarded, a summary of its scope and the selection method used;
  - c) The name of the successful Tenderer, the final total contract price, the contract duration.
  - d) Dates of signature, commencement and completion of contract;
  - e) Names of all Tenderers that submitted Tenders, and their Tender prices as read out at Tender opening.

#### **49 Adjudicator**

- 49.1 The Procuring Entity proposes the person named **in the TDS** to be appointed as adjudicator or under the Contract, at an hourly fee specified in **the TDS**, plus reimbursable expenses. If the Tenderer disagrees with this Tender, the Tenderer should so state in the Tender. If, in the Form of Acceptance, the Procuring Entity has not agreed on the appointment of the Adjudicator, the Adjudicator shall be appointed by the Appointing Authority designated in the Special Conditions of Contract at the request of either party.

#### **50 Procurement Related Complaint**

- 50.1 The procedures for making a Procurement-related Complaint are as specified in the **TDS**.
- 50.2 A request for administrative review shall be made in the form provided under contract forms.

## SECTION II - TENDER DATA SHEET (TDS)

The following specific data for the Non-Consulting Services to be procured shall complement, supplement, or amend the provisions in the Instructions to Tenderers (ITT). Whenever there is a conflict, the provisions here in shall prevail over those in ITT.

ITT Reference	A. General
ITT 1.1	Tender reference no: <b>TENDER NO: KTNA/OT/02/2022-2023</b> Procuring Entity: The Kenya Trade Network Agency (KenTrade) Name of The Contract: <b>Provision of a Digital Logistics Market Place (DLMP) Solution/Platform</b>
ITT2.2	The tender shall run for a minimum period of five (5) years after signing of the contract.
ITT 3.3	Information that any unfair competitive advantage over competing firms is as follow: <b>NONE</b>
ITT 3.4	The firms that provided consulting services: <b>NONE</b>
ITT 4.1	Maximum number of members in the Joint Venture (JV) shall be two <b>(2)</b>
<b>B. Contents of Tendering Document</b>	
ITT 8.1	A pre-tender conference will NOT be held
ITT 8.2	N/A
ITT 8.4	N/A
ITT 9.1	I) The tenderer will submit any request for clarifications in writing to the email address: <a href="mailto:procurement@KenTrade.go.ke">procurement@KenTrade.go.ke</a> so as to reach the entity not later than October 27, 2022. II) KenTrade will publish its response at the website: <a href="http://www.KenTrade.go.ke">www.KenTrade.go.ke</a>
<b>C. Preparation of Tenders</b>	
ITT 13.1(i)	The Tender shall comprise the following: <ul style="list-style-type: none"> <li>a. <b>Form of Tender</b> prepared in accordance with ITT 14;</li> <li>b. <b>Schedules:</b> priced Activity Schedule completed in accordance with ITT 14 and ITT 16;</li> <li>c. <b>Tender Security or Tender-Securing Declaration</b> in accordance with ITT 21.1;</li> <li>d. <b>Alternative Tender:</b> if permissible in accordance with ITT 15;</li> <li>e. <b>Authorization:</b> written confirmation authorizing the signatory of the Tender to commit the Tenderer, in</li> </ul>

	<p>accordance with ITT 22.3;</p> <ul style="list-style-type: none"> <li>f. <b>Qualifications:</b> documentary evidence in accordance with ITT 19 establishing the Tenderer's qualifications to perform the Contract if its Tender is accepted;</li> <li>g. <b>Tenderer's Eligibility:</b> documentary evidence in accordance with ITT 19 establishing the Tenderer's eligibility to Tender;</li> <li>h. <b>Conformity:</b> documentary evidence in accordance with ITT 18, that the Services conform to the tendering document; and</li> <li>i. Any other document</li> </ul> <p>required in the <b>TDS</b>.</p> <p>The Tenderer shall chronologically serialize pages of all tender documents submitted.</p>
ITT 13.1 (i)	<p>Other documents required are: -</p> <ul style="list-style-type: none"> <li>i. Form of Tender duly filled and signed.</li> <li>ii. Power of Attorney.</li> <li>iii. The following statutory documents duly certified by a commissioner of oaths/magistrate or the issuing body: - <ul style="list-style-type: none"> <li>a. Valid Tax Compliance Certificate (TCC).</li> <li>b. Registration certificate/ Certificate of incorporation</li> <li>c. Valid trade license.</li> <li>d. CR 12</li> </ul> </li> <li>iv. Confidential Business questionnaire duly filled and signed.</li> <li>v. Duly filled, signed and stamped form SD 1</li> <li>vi. Duly filled, signed and stamped form SD 2</li> <li>vii. Duly filled, signed and stamped disclosure of Interest form</li> <li>viii. Duly filled, signed and stamped declaration and commitment to the code of ethics form</li> <li>ix. Provide one original and one copy of Tender document properly bound and sequentially serialized/paginated numerically on each page including all attachments.</li> </ul>
ITT 15.1	Alternative Tenders <b>shall not</b> be considered
ITT 15.2	Alternative times for completion are <b>not permitted</b> .
ITT 15.3	Alternative technical solutions for specified parts of the Services will <b>not be allowed</b>
ITT 16.7	The Prices quoted by the Tenderer shall not be subject to adjustment during the performance of the contract.
ITT 20.1	Tender Validity period shall be 140 days from the date of closing the tender.

ITT 21.1	Tender securing declaration shall not be required.
ITT 21.3 (a)	The Contract price shall NOT be adjusted
ITT 22.1	In addition to the original of the Tender, the number of copies is (1 Copy)
ITT 22.3	The written confirmation of authorization to sign on behalf of the Tenderer shall consist of a <b>Power of Attorney</b>
<b>D. Submission and Opening of Tenders</b>	
ITT 24.1	For Tender submission purposes only, Completed tender documents are to be enclosed in plain sealed envelopes marked with tender reference number and to be deposited in the Tender Box at KenTrade headquarters or be addressed to:  <b>The Chief Executive Officer Kenya Trade Network Agency (KenTrade) 1<sup>st</sup> Floor, Embankment Plaza, Upper Hill, Nairobi.</b>
ITT 24.1	The deadline for Tender submission is <b>Thursday, October 27, 2022 at 10.00A.M.</b> Tenderers <b>shall not</b> have the option of submitting their Tenders electronically.
ITT 27.1	The Tender Opening shall take place <b>Thursday, October 27, 2022 at 10.00A.M on</b> 1st Floor, KenTrade Board room, Embankment Plaza.
ITT 27.6	The Form of Tender and Priced Activity Schedule shall be initialed by all members of the Tender opening Committee of the Agency.  Each Tender shall be initialed on the top page by all representatives and shall be numbered. The number of copies submitted shall be recorded. The total quoted amount as indicated in the Form of Tender shall be read out and recorded. The tender security amount and duration shall also be read out and recorded. Any modification to the unit or total price shall be initialed by the Chairperson of the tender opening committee.
<b>E. Evaluation and Comparison of Tenders</b>	
ITT 31.7	No Price Adjustments Shall Be Allowed
ITT 33.1	The currency that shall be used for Tender evaluation and Comparison purposes shall be Kenyan Shillings.
ITT 34.1	Margin of Preference is Not Allowed
ITT 34.2	The invitation to tender is extended to only qualified bidders.
ITT 35.2(d)	Additional evaluation factors are.... <b>I. Technical Evaluation</b>

The bidder to clearly describe their ability to develop the following services to provide the DLMP solution to meet the services below:			
No.	General Requirements	Bidder Response on ability to develop the requirement	Compliant (Yes/No)
1.	The system should have an account registration module to facilitate registration of service providers by type/Category i.e. Clearing Agents, Transporters, EXIMS, Warehouses, Insurance Companies, Banks etc		
2.	The system should have an administrator module that will facilitate activities such as user administration (creation, role setup and assignment, assignment, user activity audit), system configuration.		
3.	The system should have reporting capabilities to enable generation and viewing of standard reports based on specified time, user/company and quantitative measures for transactions done on all modules listed in the subsequent sections.		
4.	Shall provide capability to export reports in various formats that include pdf, csv, excel, word.		
5.	Provide Dashboard based interfaces for easier visibility of information.		
6.	The system should have security and auditing modules and maintain the confidentiality, integrity and availability of information.		
7.	The systems should be able to provide real-time notification to users, such as Push Notifications or Browser notification.		
8.	The system should be able to track the status of the services being provided		
9.	The system should be able to upload and publish the service providers' schedule and avail the same to customers.		
10.	The system should be able to show routes for ships and trucks for Cargo tracing from source to destination on real-time basis.		

	11.	The system should be able to publish the cost of services provided by the different stakeholders.		
	12.	The system should be able to expose system functionality through Application Programming Interfaces (APIs) and be able to incorporate Agent APIs, if they exist.		
	13.	The system should be able integrate with the existing stakeholders' systems to avoid duplicity of data.		
	14.	The system should have a functionality for requesting services from different stakeholders.		
	15.	The system should be able to support a knowledge base of the trading processes and procedures.		
	16.	System should enable web advertising and payment of the adverts placed on site by various stakeholders.		
	17.	The system should be able to support different time zones, Currencies, Languages and other configurations as per the user needs.		
	18.	The system should support Cart functions such as placing orders		
	19.	The system should support addition of Products, Services, their prices and Offers.		
	20.	The system should allow service providers to advertise and publish their services in the directory.		
	21.	The system should provide online storage for every user to store their softcopy documents in a cloud platform.		
	22.	The system should be able to integrate with the KenTrade payment gateway systems.		
	23.	The system should be able to integrate with KenTrade ERP for seamless exchange of payment transactions and reports.		
	24.	System should be able to calculate the digital taxes due to the government and submit them as part of e-slip during payment processing.		
	25.	The system should enable publishing of Authorized Economic Operators (AEOs) from KRA iCMS system e.g clearing agents, Transporters etc.		

	26.	The system should integrate to the Kenya Electronic Single Window System and other relevant government systems for validation and to avoid duplicity of the records.		
	27.	The system should enable verification of documents provided or uploaded with the stakeholders to confirm their legitimacy.		
	28.	The system should support the uploading of various documents format (.pdf,.doc, .jpeg, .docx, xlx)		
	29.	The system should have report dashboards for the various transactions and data trends for the stakeholders. The dashboard should have capability to segment information-based user profiles		
	30.	The system should be accessible via the web using a browser through online portals unique to each stakeholder		
	31.	The system should be accessible via mobile app for Android, Windows, iOS and any other widely used operating system unique to each stakeholder.		
	32.	The system should support messaging capabilities for the interchange of data through clients and VPNS and via APIs or Web services such as Rest and SOAP in a very secure manner.		
	33.	The system should support instant messaging services e.g., Chatbots etc.		
	34.	The system should integrate with all communication channels and social media channels where applicable such as the Facebook, WhatsApp, Instagram, Twitter, etc.		
	35.	The system should use Internet of Things (IoT) technology techniques to implement the Track and Trace functionality of consignments on transit. The system should provide APIs to integrate data from IoT sensors using best industry standards. The system should offer a mechanism for integrating IoT sensors that are locally available to integrate additional data sources.		
	36.	The System should make use of Distributed Ledger (blockchain) technologies to ensure the integrity and traceability of consignments in transit.		

	37.	The System should make use of Data analytics to provide users with insights into the trends affecting their consignments in transit and enable forecasting.		
	38.	The system should make use of Cloud Computing to optimize the scalability and availability of the system.		
	39.	The system should support rating and feedback from the users and service providers.		
	40.	The system should support at least 1,000 number of users concurrently with near real-time system responses.		
	41.	The system should support at least 1,000 number of users concurrently with near real-time system responses.		
	42.	The system should be implemented on a 3-tier model (web, application, and storage).		
	43.	The system should be able to run on cloud or on premises as per user needs.		
	44.	The system should support Auditing of transactions		
	45.	The system should preserve the Confidentiality, Integrity and Availability (CIA) of the user's data		
	46.	The system should support at least Multi factor authentication capabilities.		
	47.	The system should support roles segregation of the users i.e., the different stakeholders who would be using the system.		
	48.	Vendor shall provide a proposal for revenue sharing with KenTrade. Proposal to clearly specify the ratio of revenue share with KenTrade. Zero revenue share for KenTrade is not acceptable		
	49.	System shall support Subscription (where users are charged recurrent fee on monthly or annual basis), Transaction (where fees is charged on a transaction done on the platform. Fees can be fixed or percentage based), Advertising (where advertisers can post their ads for a commission based on factors such as traffic density), Sales (where profit is realized from selling products or services to a larger audience availed on the platform) and Affiliative (where users are steered to affiliated websites in return for a		

		referral fee) based revenue models		
	50.	<p>The Vendor shall work with KenTrade Staff from the onset of the project and throughout the contract period to ensure comprehensive knowledge transfer that will enable KenTrade staff to maintain, support and enhance the solution after exit of the vendor at the end of the contract period.</p> <p>The vendor shall provide User manuals and any relevant technical documentation to facilitate this knowledge transfer to KenTrade Staff.</p>		
	51.	Vendor to shoulder a bigger proportion of the implementation costs and recover the same over a period of 5 years through an agreed revenue sharing plan with KenTrade.		
<b>I.I.I. Shipping Lines/Agents/Airlines/Ground handlers</b>				
	<b>No.</b>	<b>Requirement</b>	<b>Bidder Response</b>	<b>Compliant</b>
				<b>(Yes/No)</b>
	<b>A</b>	Shipping Lines/Agents Requirements		
	52.	The system should integrate with shipping lines through secure APIs to capture detailed status information regarding consignments and their progress at all stages including terminals and ports.		
	53.	The system should protect the integrity of shipping status information and associated documents by using Distributed Ledger (blockchain) technology.		
	54.	The system should enable capture of key shipping documents including Bill of Lading, invoices, packing lists etc in unstructured (e.g. PDF) or structured form (e.g. JSON).		
	55.	The system should provide the option to process the transfer of ownership of Bill of Lading electronically for shipping lines who support this method		
	56	The system should track the demurrage time remaining for all containers being shipped from the date of offload from vessel at port of final destination.		

	57.	The system should enable shipping lines to publish their routes and dates for ships for display to the users.		
	58.	The system should compare the progress of the containers against the shipping line's transport plans and provide the user with a report comparing the progress against these.		
	59.	The system should provide users with near real-time notifications of changes in the status of their cargo.		
	60.	The system should analyze trends in cargo progress to identify which steps caused delays and enable forecasting.		
	61.	The system should enable shipping lines/Agents or Airlines/GHA to publish schedules of their vessels/aircrafts from Kenya to foreign and foreign to Kenya		
	62.	The system should enable shipping lines/Agents or Airlines/GHA to publish transport plans for cargo.		
	63.	The logistics process flow of the shipping lines should be captured within the system.		
	64.	Enable EXIMS/Clearing agents to vet Airlines/Shipping lines post bids and quotations, get purchase orders and confirmation for their services		
	65.	The system should support roles segregation of the users i.e., shipping lines and their customers.		
	66.	The system should allow the for simple reports both on the portal, mobile app and integrated BI		
	<b>No.</b>	<b>Requirement</b>	<b>Bidder Response</b>	<b>Compliant (Yes/No)</b>
	<b>A</b>	<b>Clearing Agents Requirements</b>		
	67.	The system should have capability to integrate with clearing agent systems to provide information to the customers on a near real time basis.		

68.	The system should allow vetting, ranking and selection of shipping lines/Airlines based on factors like the country of destination, tariffs, rating, and efficiency of the shipping lines.		
69.	The system should allow vetting of transporters, check bids and receive quotations, get purchase orders and confirmation for their services.		
70.	The system should provide marketing functionalities for the clearing agents' services.		
71.	Services and products offered by the clearing agents should be able to be uploaded and appear in the system.		
72.	The system should allow Clearing Agents to post their services and charges and compare bids, make offers and orders within the system.		
73.	The system should enable Clearing agents to communicate important services and notification to their customers		
<b>I.1.3. Transporters</b>			
<b>No.</b>	<b>Requirement</b>	<b>Bidder Response</b>	<b>Compliant (Yes/No)</b>
<b>A</b>	Transporters Requirements		
75.	The system should have functionality for disseminating and sharing transport information.		
76.	The system should be able to capture and report transport events such as breakdowns both to the carriers and Customer		
77.	Provide functionality to upload and publish transporters schedules and avail the same to customers.		
78.	Provide capability that will allow the customers to request for transport services.		
79.	The system should provide functionality that allows for matching of trucks and cargo at different locations		

80.	The system should allow functionality for matching garages/mechanics nearby and track all types of repairs done along the journey and associated costs		
81.	The system should allow the for simple reports both on the portal, mobile app and integrated BI		
<b>I.1.4. Insurance companies</b>			
<b>No.</b>	<b>Requirement</b>	<b>Bidder Response</b>	<b>Compliant (Yes/No)</b>
<b>A</b>	Insurance Requirements		
82..	The system should allow insurance service providers to publish their services and products and for users to apply for these services and products offered by the insurance service providers should be able to be uploaded and appear in the system.		
83.	The system should be able to support and publish insurance processes		
84.	The system should be able to publish the costs of their services, for example Marine Cargo Insurance, Car Insurance and others		
85.	Provide functionality for uploading necessary information for visibility to customers.		
<b>I.1.5. Banks</b>			
<b>No.</b>	<b>Requirement</b>	<b>Bidder Response</b>	<b>Compliant (Yes/No)</b>
<b>A</b>	Banks Requirements		
86.	The system should be able to publish bank rates		
87.	The system should allow banks to issue bonds		

<b>I.1.6. Exporters/Importers (EXIMS)</b>			
<b>No.</b>	<b>Requirement</b>	<b>Bidder Response</b>	<b>Compliant</b>
			<b>(Yes/No)</b>
<b>A</b>	EXIMS Requirements		
88.	The users should be able to search for services from the providers based on the various categories.		
89.	The system should provide EXIMs/Customers with a list of available service providers.		
90.	The system should allow the EXIM to choose from the best bid.		
91.	The system should allow the EXIM to accept/cancel/Query the bid.		
92.	The system should allow the EXIM to verify compliance of a company.		
93..	The system should allow the EXIM to give feedback.		
<b>I.1.7. Warehousing</b>			
<b>No.</b>	<b>Requirement</b>	<b>Bidder Response</b>	<b>Compliant</b>
			<b>(Yes/No)</b>
<b>A</b>	Warehouse Requirements		
94.	The system should be able to publish the costs of warehouse services		
95.	The system should be able to support and publish warehouse processes		
96.	Provide functionality for upload and display of services and products offered by Warehouses		
97.	The system should support report dashboards for the various transactions and data trends for the warehouses.		

<b>I.1.8. Payments, Subscriptions and Collections</b>			
<b>No.</b>	<b>Requirement</b>	<b>Bidder Response</b>	<b>Compliant (Yes/No)</b>
98.	The system should be able to provide a checkout functionality for services.		
99.	The system should be able to support order and invoice management of services by logistics providers		
100.	The system should be able to support multiple payment options such as card, mobile money, bank transfers etc.		
101.	Support automatic subscription renewal services		
<b>I.1.9. Track and Trace</b>			
<b>No.</b>	<b>Requirement</b>	<b>Bidder Response</b>	<b>Compliant (Yes/No)</b>
	Track and Trace functionality Requirements		
102.	Through integration with the TradeNet System, the track and trace module shall authenticate the trader and proceed to generate a tracking code that the trader will then use to track their consignment.  With the tracking code the trader should be able to view the details and milestones of the transit process such as: <ul style="list-style-type: none"> <li>a. Route the track will take</li> <li>b. Vehicle / Vessel registration details</li> <li>c. Estimated date and time of arrival</li> </ul> Notifications on Journey milestones for the goods.		
103.	Shall provide traders with ability to locate their goods/cargo at any point in its journey providing near real-time information.		

	104.	Shall interface with Global blockchain/IOT/GPS/RFID based shipping and logistics platforms (systems that capture events along the supply chain), Kenya TradeNet System (TFP), Other government and stakeholder platforms to facilitate track and tracing in addition to facilitating trader registration and Know Your Customer (KYC) Checks.		
	105.	Provide notifications on cargo journey milestone status in form of:  1. Push Notifications, 2. Emails, 3. SMS or  Dashboards, to show whether cargo is completed, pending, on time, delayed or likely to delay, expected time of arrival. It should also show location of the cargo. Shall enable traders to subscribe to the notification service.		
	106.	Have capability to enable identification of simplest and quickest route using technologies such as GPS to help avoid heavy traffic.		
	107.	The system shall provide parameterized and configurable reporting functionality to enable visibility of the following:  a. Performance of service providers – service levels/timelines.  b. Average turnaround time for various routes.		
<b>Bidders MUST comply with all Technical Mandatory requirements listed above to be considered for the next evaluation stage (Vendor evaluation)</b>				
<b>1.2. Vendor Evaluation</b>				
The Vendor evaluation requirements are as indicated below. Bidders MUST satisfy the requirements in order to proceed to the next stage.				
<b>No.</b>	<b>Description</b>		<b>Score</b>	
<b>Firm's Experience</b>				
I	<b>Provide Reference Sites relevant to this project</b> (Design, Development, rollout, support and maintenance of publicly accessed Digital Solutions)		10	

	<p>i. At least two similar reference sites (done within the last five (5) years) should be provided with the following information <b>(2.5 marks for each confirmed site)</b></p> <p>a. Brief of work done, or services rendered,</p> <p>b. Contact person with both reachable phone number and email.</p> <p>ii. Value of contracts <b>(Below 50million, 1.25 marks and above 50million 2.5marks per confirmed site)</b></p> <p><b>N/B:</b></p> <p>✓ LPO's, LSO's or contracts should be attached to verify the above information. <b>Due diligence shall be done</b> with contacts at the reference sites for verification of the information presented. Any false site information shall lead to disqualification of the bidder.</p>		
	<p align="center"><b>Key staff Qualification and Experience</b></p> <p>(Organization structure of the implementation team together with their CVs inclusive of relevant technical certifications and experience)</p>		
2	<b>Product Offering Manager</b>		
	<p>i. Must have a Degree in ICT or related field <b>(2 marks)</b></p> <p>ii. Must have a Certificate in Design Thinking* Co-Creation issued by a recognized leading organization in Design Thinking. <b>(3 marks)</b></p> <p><b>Experience:</b> Five (5) years' experience or more in Product Offering Management.</p> <p><b>(5 marks) otherwise 1 mark per year</b> and less than one year will score <b>(0 marks)</b></p>	10	
	<b>Two (2) Technical Architects</b>		
	<p>i. Must have a Degree in ICT, Science or a related field <b>(1 mark per architect – 1x2 = 2 marks)</b></p> <p>ii. Must have a Certificate in Systems Architecture from Open Group or equivalent or Solutions Architect for Cloud Providers like Azure, AWS, GCP" <b>(1.5 x 2 = 3 marks)</b></p> <p>iii. <b>Experience:</b> Ten (10) years' experience or</p>	10	

	more in provision of complex ICT solutions including Blockchain, AI and IoT. <b>(2.5 marks per architect) otherwise 0.25 marks per year and less than one year will score (0 marks)</b>		
	<b>Two (2) Testing/Training Expert</b> i. Must have a Degree in ICT, Science or a related field <b>(1 mark per testing/training expert = 2 marks)</b> ii. Must have a Certificate in ICT Training or ICT Testing <b>(1.5 x 2 = 3 marks)</b> iii. <b>Experience:</b> Five (5) years' experience or more in training/testing and skills transfer for complex IT solutions. <b>(2.5 marks per testing/training expert) otherwise 1/2 mark per year and less than 5 years will score (0 marks)</b>	10	
	<b>At least Three (3) Digital Trade solution Developers</b>		
	i. Must have a Degree in ICT or related field for at least 3 developers <b>(0.5 marks X 3 = 1.5 Marks)</b> ii. Must have Certificate in Business Analysis or systems design and development for at least 2 developers <b>(0.5 Mark X 3 = 1.5 Marks)</b> iii. <b>Experience:</b> Three (3) years' experience or more in development of Digital Trade solutions <b>(1 mark per year of experience per developer and less than one year (0 marks) (Marks awarded per developer experience – Maximum is 3 X 3 = 9 marks)</b>	12	
	<b>At least two (2) Trade Logistics specialists</b>		
	i. Bachelor's Degree in Economics, Commerce, Business Administration/ICT or related field from a recognized institution <b>(2 marks)</b> ii. Master's Degree in International Trade/Shipping, Strategic Management, customs or related field <b>(3 marks)</b> iii. 5 years' experience in International Trade, Transport, and logistics environment or related field <b>(5 marks) otherwise 1 mark per year and</b>	10	

	less than one year will score <b>(0 marks)</b>		
	<b>Organization structure of the implementation team with roles and responsibilities clearly defined (One of the team members MUST belong to the disadvantaged groups i.e. Youth, Women or PWDs)</b> (6 marks for the Organization structure and 4 marks for evidence of a team member who falls under disadvantaged group)	10	
	<b>At least two (2) Sales and Marketing specialists</b>		
	i. Bachelor's' Degree in Sales and Marketing, Communication, Economics, Commerce, Business Administration or related field from a recognized institution <b>(2 marks per expert)</b> ii. 4 years' experience in Digital Sales and Marketing <b>(2 marks per expert) otherwise 0.5 mark per year</b> and less than one year will score <b>(0 marks)</b>	8	
3	<b>APPROACH, METHODOLOGY &amp; WORK PLAN</b>		
	i. Technical architecture, approach and methodology for the proposed service <b>(12 marks)</b> ii. Provide a Project Plan clearly indicating Project Phases, Activities, Timelines and Resources required for the support <b>(3 marks)</b>	15	
4.	<b>REVENUE SHARE</b>		
	The bidder should give a proposal for revenue sharing with KenTrade for the revenue raised for the transaction fee/convenience fee payable for the services used. Propose share to KenTrade of: <ul style="list-style-type: none"> <li>Below 10% share – 0 mark</li> <li>11 – 30% share – 5 marks</li> <li>31 – 50% share – 10 marks</li> <li>Above 50% share – 15 marks</li> </ul>	15	
	<b>TOTAL</b>	100	

The maximum score under Vendor evaluation is **100 Marks**. Bidders MUST score at least 80 Marks in the Vendor Evaluation section to proceed to the next stage (Due Diligence).

### 1.3. Due diligence

Due diligence shall be done on the reference sites for verification of the information presented. Any false site information shall lead to disqualification of the bidder.

### 1.4. The Financial Evaluation

Bidders are required to provide a modular breakdown of costs that include the following: Implementation costs including Licenses (if any to be clearly specified. Use of open-source platforms is preferred) and Annual Support & Maintenance.

Item	Requirement	Cost
I.	Development, Implementation, licenses (if any) + Support and Maintenance costs	

The bidder with the lowest financial cost of implementation shall be recommended for award of this Tender provided they have satisfied the requirements set out in the mandatory and vendor evaluation stages (**scored at least 80 out of the possible 100 marks**).

ITT 35.4

The tenderer shall not be allowed to quote separate process for different lots and the methodology to determine the lowest tenderer is as specified in Section III, Evaluation and Qualification Criteria.

### F. Award of Contract

ITT 49.1

The Adjudicator proposed by the Agency is (**Not Applicable**)

ITT 50.1	<p>The procedures for making a Procurement-related Complaint are available from PPRA website <a href="http://www.ppra.go.ke">www.ppra.go.ke</a> or email <a href="mailto:complaints@ppra.go.ke">complaints@ppra.go.ke</a></p> <p>If a tenderer wishes to make a procurement-related Complaint, the Tenderer should submit its complaint following these procedures, in writing (by the quickest means available, that is either by hand delivery or email to:</p> <p style="text-align: center;"><b>The Chief Executive Officer Kenya Trade Network Agency (KenTrade) 1st Floor. Embankment Plaza, Upper Hill. Nairobi. Email: <a href="mailto:procurement@KenTrade.go.ke">procurement@KenTrade.go.ke</a></b></p> <p>(i) the terms of the Tender Documents; and (ii) the Procuring Entity's decision to award the contract.</p>
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## **SECTION III – EVALUATION AND QUALIFICATION CRITERIA**

### **1. General Provision**

- 1.1 Wherever a Tenderer is required to state a monetary amount, Tenderers should indicate the Kenya Shilling equivalent using the rate of exchange determined as follows:
- a) For construction turnover or financial data required for each year-Exchange rate prevailing on the last day of the respective calendar year (in which the amounts for that year are to be converted) was originally established.
  - b) Value of single contract-Exchange rate prevailing on the date of the contract signature.
  - c) Exchange rates shall be taken from the publicly available source identified in the ITT. Any error in determining the exchange rates in the Tender may be corrected by the Procuring Entity.
- 1.2 This section contains the criteria that the Employer shall use to evaluate tender and qualify tenderers. No other factors, methods or criteria shall be used other than specified in this tender document. The Tenderer shall provide all the information requested in the forms included in Section IV, Tendering Forms. The Procuring Entity should use **the Standard Tender Evaluation Report for Goods and Works** for evaluating Tenders.

### **1.3 Evaluation and contract award Criteria**

The Procuring Entity shall use the criteria and methodologies listed in this Section to evaluate tenders and arrive at the Lowest Evaluated Tender. The tender that (i) meets the qualification criteria, (ii) has been determined to be substantially responsive to the Tender Documents, and (iii) is determined to have the Lowest Evaluated Tender price shall be selected for award of contract.

## **2 Preliminary examination for Determination of Responsiveness**

Bidders **MUST provide the following** mandatory requirements to be considered for the next evaluation stage (Technical evaluation)

- i. Form of Tender duly filled and signed.
- ii. Power of Attorney.
- iii. The following statutory documents duly certified by a commissioner of oaths/magistrate or the issuing body: -
  - a. Valid Tax Compliance Certificate (TCC).
  - b. Registration certificate/ Certificate of incorporation
  - c. Valid trade license.
  - d. CR 12
- iv. Confidential Business questionnaire duly filled and signed.
- v. Duly filled, signed and stamped form SD 1
- vi. Duly filled, signed and stamped form SD 2
- vii. Duly filled, signed and stamped disclosure of Interest form
- viii. Duly filled, signed and stamped declaration and commitment to the code ethics form

- ix. Provide one original and one copy of Tender document properly bound and sequentially serialized/paginated numerically on each page including all attachments.

**Bidder must comply / meet all requirements in the Compliance with Preliminary Mandatory Requirements section to proceed to the Technical Mandatory Evaluation Section**

**2.1 Technical Mandatory Evaluation**

The bidder to clearly describe their ability to develop the following services to provide the DLMP solution to meet the services below:

The bidder to clearly describe their ability to develop the following services to provide the DLMP solution to meet the services below:			
No.	General Requirements	Bidder Response on ability to develop the requirement	Compliant (Yes/No)
1.	The system should have an account registration module to facilitate registration of service providers by type/Category i.e. Clearing Agents, Transporters, EXIMS, Warehouses, Insurance Companies, Banks etc.		
2.	The system should have an administrator module that will facilitate activities such as user administration (creation, role setup and assignment, assignment, user activity audit), system configuration.		
3.	The system should have reporting capabilities to enable generation and viewing of standard reports based on specified time, user/company and quantitative measures for transactions done on all modules listed in the subsequent sections.		
4.	Shall provide capability to export reports in various formats that include pdf, csv, excel, word.		
5.	Provide Dashboard based interfaces for easier visibility of information.		
6.	The system should have security and auditing modules and maintain the confidentiality, integrity and availability of information.		

	7.	The systems should be able to provide real-time notification to users, such as Push Notifications or Browser notification.		
	8.	The system should be able to track the status of the services being provided		
	9.	The system should be able to upload and publish the service providers' schedule and avail the same to customers.		
	10.	The system should be able to show routes for ships and trucks for Cargo tracing from source to destination on real-time basis.		
	11.	The system should be able to publish the cost of services provided by the different stakeholders.		
	12.	The system should be able to expose system functionality through Application Programming Interfaces (APIs) and be able to incorporate Agent APIs, if they exist.		
	13.	The system should be able integrate with the existing stakeholders' systems to avoid duplicity of data.		
	14.	The system should have a functionality for requesting services from different stakeholders.		
	15.	The system should be able to support a knowledge base of the trading processes and procedures.		
	16.	System should enable web advertising and payment of the adverts placed on site by various stakeholders.		
	17.	The system should be able to support different time zones, Currencies, Languages and other configurations as per the user needs.		
	18.	The system should support Cart functions such as placing orders		
	19.	The system should support addition of Products, Services, their prices and Offers.		
	20.	The system should allow service providers to advertise and publish their services in the directory.		
	21.	The system should provide online storage for every user to store their softcopy documents in a cloud platform.		

	22.	The system should be able to integrate with the KenTrade payment gateway systems.		
	23.	The system should be able to integrate with KenTrade ERP for seamless exchange of payment transactions and reports.		
	24.	System should be able to calculate the digital taxes due to the government and submit them as part of e-slip during payment processing.		
	25.	The system should enable publishing of Authorized Economic Operators (AEOs) from KRA iCMS system e.g clearing agents, Transporters etc.		
	26.	The system should integrate to the Kenya Electronic Single Window System and other relevant government systems for validation and to avoid duplicity of the records.		
	27.	The system should enable verification of documents provided or uploaded with the stakeholders to confirm their legitimacy.		
	28.	The system should support the uploading of various documents format (.pdf,.doc, .jpeg, .docx, .xlsx)		
	29.	The system should have report dashboards for the various transactions and data trends for the stakeholders. The dashboard should have capability to segment information-based user profiles		
	30.	The system should be accessible via the web using a browser through online portals unique to each stakeholder		
	31.	The system should be accessible via mobile app for Android, Windows, iOS and any other widely used operating system unique to each stakeholder.		
	32.	The system should support messaging capabilities for the interchange of data through clients and VPNS and via APIs or Web services such as Rest and SOAP in a very secure manner.		
	33.	The system should support instant messaging services e.g., Chatbots etc.		

	34.	The system should integrate with all communication channels and social media channels where applicable such as the Facebook, WhatsApp, Instagram, Twitter, etc.		
	35.	The system should use Internet of Things (IoT) technology techniques to implement the Track and Trace functionality of consignments on transit. The system should provide APIs to integrate data from IoT sensors using best industry standards. The system should offer a mechanism for integrating IoT sensors that are locally available to integrate additional data sources.		
	36.	The System should make use of Distributed Ledger (blockchain) technologies to ensure the integrity and traceability of consignments in transit.		
	37.	The System should make use of Data analytics to provide users with insights into the trends affecting their consignments in transit and enable forecasting.		
	38.	The system should make use of Cloud Computing to optimize the scalability and availability of the system.		
	39.	The system should support rating and feedback from the users and service providers.		
	40.	The system should support at least 1,000 number of users concurrently with near real-time system responses.		
	41.	The system should support at least 1,000 number of users concurrently with near real-time system responses.		
	42.	The system should be implemented on a 3-tier model (web, application, and storage).		
	43.	The system should be able to run on cloud or on premises as per user needs.		
	44.	The system should support Auditing of transactions		
	45.	The system should preserve the Confidentiality, Integrity and Availability (CIA) of the user's data		
	46.	The system should support at least Multi factor authentication capabilities.		

	47.	The system should support roles segregation of the users i.e., the different stakeholders who would be using the system.		
	48.	Vendor shall provide a proposal for revenue sharing with KenTrade. Proposal to clearly specify the ratio of revenue share with KenTrade. Zero revenue share for KenTrade is not acceptable		
	49.	System shall support Subscription (where users are charged recurrent fee on monthly or annual basis), Transaction (where fees is charged on a transaction done on the platform. Fees can be fixed or percentage based), Advertising (where advertisers can post their ads for a commission based on factors such as traffic density), Sales (where profit is realized from selling products or services to a larger audience availed on the platform) and Affiliative (where users are steered to affiliated websites in return for a referral fee) based revenue models		
	50.	<p>The Vendor shall work with KenTrade Staff from the onset of the project and throughout the contract period to ensure comprehensive knowledge transfer that will enable KenTrade staff to maintain, support and enhance the solution after exit of the vendor at the end of the contract period.</p> <p>The vendor shall provide User manuals and any relevant technical documentation to facilitate this knowledge transfer to KenTrade Staff.</p>		
	51.	Vendor to shoulder a bigger proportion of the implementation costs and recover the same over a period of 5 years through an agreed revenue sharing plan with KenTrade.		
	<b>I.1.1. Shipping Lines/Agents/Airlines/Ground handlers</b>			
	<b>No.</b>	<b>Requirement</b>	<b>Bidder Response</b>	<b>Compliant</b>
				<b>(Yes/No)</b>

<b>A</b>	Shipping Lines/Agents Requirements		
52.	The system should integrate with shipping lines through secure APIs to capture detailed status information regarding consignments and their progress at all stages including terminals and ports.		
53.	The system should protect the integrity of shipping status information and associated documents by using Distributed Ledger (blockchain) technology.		
54.	The system should enable capture of key shipping documents including Bill of Lading, invoices, packing lists etc in unstructured (e.g. PDF) or structured form (e.g. JSON).		
55.	The system should provide the option to process the transfer of ownership of Bill of Lading electronically for shipping lines who support this method		
56.	The system should track the demurrage time remaining for all containers being shipped from the date of offload from vessel at port of final destination.		
57.	The system should enable shipping lines to publish their routes and dates for ships for display to the users.		
58.	The system should compare the progress of the containers against the shipping line's transport plans and provide the user with a report comparing the progress against these.		
59.	The system should provide users with near real-time notifications of changes in the status of their cargo.		
60.	The system should analyze trends in cargo progress to identify which steps caused delays and enable forecasting.		
61.	The system should enable shipping lines/Agents or Airlines/GHA to publish schedules of their vessels/aircrafts from Kenya to foreign and foreign to Kenya		
62.	The system should enable shipping lines/Agents or Airlines/GHA to publish transport plans for cargo.		
63.	The logistics process flow of the shipping lines should be captured within the system.		

	64.	Enable EXIMS/Clearing agents to vet Airlines/Shipping lines post bids and quotations, get purchase orders and confirmation for their services		
	65.	The system should support roles segregation of the users i.e., shipping lines and their customers.		
	66.	The system should allow the for simple reports both on the portal, mobile app and integrated BI		
	<b>No.</b>	<b>Requirement</b>	<b>Bidder Response</b>	<b>Compliant (Yes/No)</b>
	<b>A</b>	<b>Clearing Agents Requirements</b>		
	67.	The system should have capability to integrate with clearing agent systems to provide information to the customers on a near real time basis.		
	68.	The system should allow vetting, ranking and selection of shipping lines/Airlines based on factors like the country of destination, tariffs, rating, and efficiency of the shipping lines.		
	69.	The system should allow vetting of transporters, check bids and receive quotations, get purchase orders and confirmation for their services.		
	70.	The system should provide marketing functionalities for the clearing agents' services.		
	71.	Services and products offered by the clearing agents should be able to be uploaded and appear in the system.		
	72.	The system should allow Clearing Agents to post their services and charges and compare bids, make offers and orders within the system.		
	73.	The system should enable Clearing agents to communicate important services and notification to their customers		
	74.	The system should allow the for simple reports both on the portal, mobile app and integrated BI		
	<b>I.1.3. Transporters</b>			

No.	Requirement	Bidder Response	Compliant (Yes/No)
<b>A</b>	Transporters Requirements		
75.	The system should have functionality for disseminating and sharing transport information.		
76.	The system should be able to capture and report transport events such as breakdowns both to the carriers and Customer		
77.	Provide functionality to upload and publish transporters schedules and avail the same to customers.		
78.	Provide capability that will allow the customers to request for transport services.		
79.	The system should provide functionality that allows for matching of trucks and cargo at different locations		
80.	The system should allow functionality for matching garages/mechanics nearby and track all types of repairs done along the journey and associated costs		
81.	The system should allow the for simple reports both on the portal, mobile app and integrated BI		
<b>I.1.4. Insurance companies</b>			
No.	Requirement	Bidder Response	Compliant (Yes/No)
<b>A</b>	Insurance Requirements		
82.	The system should allow insurance service providers to publish their services and products and for users to apply for these services and products offered by the insurance service providers should be able to be uploaded and appear in the system.		
83.	The system should be able to support and publish insurance processes		
84.	The system should be able to publish the costs of their services, for example Marine Cargo Insurance, Car Insurance and others		

	85.	Provide functionality for uploading necessary information for visibility to customers.		
	<b>I.1.5. Banks</b>			
	<b>No.</b>	<b>Requirement</b>	<b>Bidder Response</b>	<b>Compliant (Yes/No)</b>
	<b>A</b>	Banks Requirements		
	86.	The system should be able to publish bank rates		
	87.	The system should allow banks to issue bonds		
	<b>I.1.6. Exporters/Importers (EXIMS)</b>			
	<b>No.</b>	<b>Requirement</b>	<b>Bidder Response</b>	<b>Compliant (Yes/No)</b>
	<b>A</b>	EXIMS Requirements		
	88.	The users should be able to search for services from the providers based on the various categories.		
	89.	The system should provide EXIMs/Customers with a list of available service providers.		
	90.	The system should allow the EXIM to choose from the best bid.		
	91.	The system should allow the EXIM to accept/cancel/Query the bid.		
	92.	The system should allow the EXIM to verify compliance of a company.		
	93..	The system should allow the EXIM to give feedback.		

	<b>I.1.7. Warehousing</b>		
	<b>No.</b>	<b>Requirement</b>	<b>Bidder Response</b>
			<b>Compliant (Yes/No)</b>
	<b>A</b>	Warehouse Requirements	
	94.	The system should be able to publish the costs of warehouse services	
	95.	The system should be able to support and publish warehouse processes	
	96.	Provide functionality for upload and display of services and products offered by Warehouses	
	97.	The system should support report dashboards for the various transactions and data trends for the warehouses.	
	<b>I.1.8. Payments, Subscriptions and Collections</b>		
	<b>No.</b>	<b>Requirement</b>	<b>Bidder Response</b>
			<b>Compliant (Yes/No)</b>
	98.	The system should be able to provide a checkout functionality for services.	
	99.	The system should be able to support order and invoice management of services by logistics providers	
	100.	The system should be able to support multiple payment options such as card, mobile money, bank transfers etc.	
	101.	Support automatic subscription renewal services	
	<b>I.1.9. Track and Trace</b>		
	<b>No.</b>	<b>Requirement</b>	<b>Bidder Response</b>
			<b>Compliant (Yes/No)</b>

	Track and Trace functionality Requirements		
102.	<p>Through integration with the TradeNet System, the track and trace module shall authenticate the trader and proceed to generate a tracking code that the trader will then use to track their consignment.</p> <p>With the tracking code the trader should be able to view the details and milestones of the transit process such as:</p> <ol style="list-style-type: none"> <li>Route the track will take</li> <li>Vehicle / Vessel registration details</li> <li>Estimated date and time of arrival</li> </ol> <p>Notifications on Journey milestones for the goods.</p>		
103.	Shall provide traders with ability to locate their goods/cargo at any point in its journey providing near real-time information.		
104.	Shall interface with Global blockchain/IOT/GPS/Rfid based shipping and logistics platforms (systems that capture events along the supply chain), Kenya TradeNet System (TFP), Other government and stakeholder platforms to facilitate track and tracing in addition to facilitating trader registration and Know Your Customer (KYC) Checks.		
105.	<p>Provide notifications on cargo journey milestone status in form of:</p> <ol style="list-style-type: none"> <li>1. Push Notifications,</li> <li>2. Emails,</li> <li>3. SMS or</li> </ol> <p>Dashboards, to show whether cargo is completed, pending, on time, delayed or likely to delay, expected time of arrival. It should also show location of the cargo. Shall enable traders to subscribe to the notification service.</p>		
106.	Have capability to enable identification of simplest and quickest route using technologies such as GPS to help avoid heavy traffic.		

107.	The system shall provide parameterized and configurable reporting functionality to enable visibility of the following:  a. Performance of service providers – service levels/timelines;  b. Average turnaround time for various routes.		
<b>Bidders MUST comply with all Technical Mandatory requirements listed above to be considered for the next evaluation stage (Vendor evaluation)</b>			
<b>1.2. Vendor Evaluation</b>			
The Vendor evaluation requirements are as indicated below. Bidders MUST satisfy the requirements in order to proceed to the next stage.			
<b>No.</b>	<b>Description</b>	<b>Score</b>	
<b>Firm's Experience</b>			
I	<b>Provide Reference Sites relevant to this project</b> (Design, Development, rollout, support and maintenance of publicly accessed Digital Solutions)  iii. At least two similar reference sites (done within the last five (5) years) should be provided with the following information <b>(2.5 marks for each confirmed site)</b>  c. Brief of work done, or services rendered,  d. Contact person with both reachable phone number and email.   iv. Value of contracts <b>(Below 50million, 1.25 marks and above 50million 2.5marks per confirmed site)</b> <b>N/B:</b>  ✓ LPO's, LSO's or contracts should be attached to verify the above information. <b>Due diligence shall be done</b> with contacts at the reference sites for verification of the information presented. Any false site information shall lead to disqualification of the bidder.	10	

<b>Key staff Qualification and Experience</b> (Organization structure of the implementation team together with their CVs inclusive of relevant technical certifications and experience)			
2	<b>Product Offering Manager</b>		
	iii. Must have a Degree in ICT or related field <b>(2 marks)</b> iv. Must have a Certificate in Design Thinking* Co-Creation issued by a recognized leading organization in Design Thinking. <b>(3 marks)</b> <b>Experience:</b> Five (5) years' experience or more in Product Offering Management. <b>(5 marks) otherwise 1 mark per year</b> and less than one year will score <b>(0 marks)</b>	10	
	<b>Two (2) Technical Architects</b>		
	iv. Must have a Degree in ICT, Science or a related field <b>(1 mark per architect – 1x2 = 2 marks)</b> v. Must have a Certificate in Systems Architecture from Open Group or equivalent or Solutions Architect for Cloud Providers like Azure, AWS, GCP" <b>(1.5 x 2 = 3 marks)</b> vi. <b>Experience:</b> Ten (10) years' experience or more in provision of complex ICT solutions including Blockchain, AI and IoT. <b>(2.5 marks per architect) otherwise 0.25 marks per year</b> and less than one year will score <b>(0 marks)</b>	10	
	<b>Two (2) Testing/Training Expert</b>	10	
	iv. Must have a Degree in ICT, Science or a related field <b>(1 mark per testing/training expert = 2 marks)</b> v. Must have a Certificate in ICT Training or ICT Testing <b>(1.5 x 2 = 3 marks)</b> vi. <b>Experience:</b> Five (5) years' experience or more in training/testing and skills transfer for complex IT solutions. <b>(2.5 marks per testing/training expert) otherwise 1/2 mark per year</b> and less than 5 years will score <b>(0 marks)</b>		

	<b>At least Three (3) Digital Trade solution Developers</b>		
	iv. Must have a Degree in ICT or related field for at least 3 developers <b>(0.5 marks X 3 = 1.5 Marks)</b> v. Must have Certificate in Business Analysis or systems design and development for at least 2 developers <b>(0.5 Mark X 3 = 1.5 Marks)</b> vi. <b>Experience:</b> Three (3) years' experience or more in development of Digital Trade solutions <b>(1 mark per year of experience per developer and less than one year (0 marks) (Marks awarded per developer experience – Maximum is 3 X 3 = 9 marks)</b>	12	
	<b>At least two (2) Trade Logistics specialists</b>		
	iv. Bachelor's' Degree in Economics, Commerce, Business Administration/ICT or related field from a recognized institution <b>(2 marks)</b> v. Master's Degree in International Trade/Shipping, Strategic Management, customs or related field <b>(3 marks)</b> vi. 5 years' experience in International Trade, Transport, and logistics environment or related field <b>(5 marks) otherwise 1 mark per year and less than one year will score (0 marks)</b>	10	
	<b>Organization structure of the implementation team with roles and responsibilities clearly defined (One of the team members MUST belong to the disadvantaged groups i.e. Youth, Women or PWDs)</b> (6 marks for the Organization structure and 4 marks for evidence of a team member who falls under disadvantaged group)	10	
	<b>At least two (2) Sales and Marketing specialists</b>		
	iii. Bachelor's' Degree in Sales and Marketing, Communication, Economics, Commerce, Business Administration or related field from a recognized institution <b>(2 marks per expert)</b>	8	

	iv. 4 years' experience in Digital Sales and Marketing <b>(2 marks per expert) otherwise 0.5 mark per year</b> and less than one year will score <b>(0 marks)</b>		
3	<b>APPROACH, METHODOLOGY &amp; WORK PLAN</b>		
	iii. Technical architecture, approach and methodology for the proposed service <b>(12 marks)</b> iv. Provide a Project Plan clearly indicating Project Phases, Activities, Timelines and Resources required for the support <b>(3 marks)</b>	15	
4.	<b>REVENUE SHARE</b>		
	The bidder should give a proposal for revenue sharing with KenTrade for the revenue raised for the transaction fee/convenience fee payable for the services used. Propose share to KenTrade of: <ul style="list-style-type: none"> <li>Below 10% share – 0 mark</li> <li>11 – 30% share – 5 marks</li> <li>31 – 50% share – 10 marks</li> <li>Above 50% share – 15 marks</li> </ul>	15	
<b>TOTAL</b>		100	

The maximum score under Vendor evaluation is **100 Marks**. Bidders MUST score at least 80 Marks in the Vendor Evaluation section to proceed to the next stage (Due Diligence).

### 1.5. Due diligence

Due diligence shall be done on the reference sites for verification of the information presented. Any false site information shall lead to disqualification of the bidder.

### 1.6. The Financial Evaluation

Bidders are required to provide a modular breakdown of costs that include the following: Implementation costs including Licenses (if any to be clearly specified. Use of open-source platforms is preferred) and Annual Support & Maintenance.

Item	Requirement	Cost
I.	Development, Implementation, licenses (if any) + Support and Maintenance costs	

The bidder with the lowest financial cost of implementation shall be recommended for award of this Tender provided they have satisfied the requirements set out in the mandatory and vendor evaluation stages (**scored at least 80 out of the possible 100 marks**).

## **SECTION IV - TENDERING FORMS**

### **1. FORM OF TENDER**

#### ***INSTRUCTIONS TO TENDERERS***

- i) *The Tenderer must prepare this Form of Tender on stationery with its letterhead clearly showing the Tenderer's complete name and business address.*
- ii) *All italicized text is to help Tenderer in preparing this form.*
- iii) *Tenderer must complete and sign CERTIFICATE OF INDEPENDENT TENDER DETERMINATION and the SELF DECLARATION OF THE TENDERER attached to this Form of Tender.*
- iv) *The Form of Tenders shall include the following Forms duly completed and signed by the Tenderer.*
  - a) *Tenderer's Eligibility-Confidential Business Questionnaire*
  - b) *Certificate of Independent Tender Determination*
  - c) *Self-Declaration of the Tenderer*

**Date of this Tender submission:** \_\_\_\_\_ [insert date (as day, month and year) of Tender submission]

**ITT No.:** \_\_\_\_\_ [insert number of ITT process]

**Alternative No.:** \_\_\_\_\_ [insert identification No if this is a Tender

f or an alternative] To: \_\_\_\_\_ [insert complete name of

**Procuring Entity]**

- a) **No reservations:** We have examined and have no reservations to the tendering document, including Addenda issued in accordance with ITT9;
- b) **Eligibility:** We meet the eligibility requirements and have no conflict of interest in accordance with ITT4;
- c) **Tender-Securing Declaration:** We have not been suspended nor declared ineligible by the Procuring Entity based on execution of a Tender-Securing Declaration or Proposal-Securing Declaration in Kenya in accordance with ITT21;
- d) **Conformity:** We offer to provide the Non-Consulting Services in conformity with the tendering document of the following: [insert a brief description of the Non-Consulting Services];
- e) **Tender Price:** The total price of our Tender, excluding any discounts offered in item(f) below is: [Insert one of the options below as appropriate]

Option 1, in case of one lot: Total price is: [insert the total price of the Tender in words and figures, indicating the various amounts and the respective currencies]; Or

Option 2, in case of multiple lots: (a) Total price of each lot [insert the total price of each lot in words and figures, indicating the various amounts and the respective currencies]; and (b) Total price of all lots (sum of all lots) [insert the total price of all lots in words]

and figures, indicating the various amounts and the respective currencies];

- f) **Discounts:** The discounts offered and the methodology for their application are:
- i) The discounts offered are: *[Specify in detail each discount offered.]*
  - ii) The exact method of calculations to determine the net price after application of discounts is shown below: *[Specify in detail the method that shall be used to apply the discounts];*
- g) **Tender Validity Period:** Our Tender shall be valid for the period specified in TDS 19.1 (as amended if applicable) from the date fixed for the Tender submission deadline (specified in TDS 23.1 (as amended if applicable)), and it shall remain binding upon us and may be accepted at any time before the expiration of that period;
- h) **Performance Security:** If our Tender is accepted, we commit to obtain a Performance Security in accordance with the tendering document;
- i) **One Tender Per Tenderer:** We are not submitting any other Tender(s) as an individual Tenderer, and we are not participating in any other Tender(s) as a Joint Venture member or as a subcontractor, and meet the requirements of ITT 4.3, other than alternative Tenders submitted in accordance with ITT 14;
- j) **Suspension and Debarment:** We, along with any of our subcontractors, suppliers, consultants, manufacturers, or service providers for any part of the contract, are not subject to, and not controlled by any entity or individual that is subject to, a temporary suspension or a debarment imposed by the PPRA. Further, we are not ineligible under Kenya's official regulations or pursuant to a decision of the United Nations Security Council;
- k) **State-owned enterprise or institution:** *[select the appropriate option and delete the other] [We are not a state-owned enterprise or institution] / [We are a state-owned enterprise or institution but meet the requirements of ITT 4.6];*
- l) **Commissions, gratuities and fees:** We have paid, or will pay the following commissions, gratuities, or fees with respect to the Tendering process or execution of the Contract: *[insert complete name of each Recipient, its full address, r gratuity].*

Name of Recipient		Address	Reason	Amount

*(If none has been paid or is to be paid, indicate "none.")*

- a) *[Delete if not appropriate, or amend to suit]* We confirm that we understand the provisions relating to Standstill Period as described in this tendering document and the Procurement Regulations.
- m) **Binding Contract:** We understand that this Tender, together with your written acceptance thereof included in your Form of Acceptance, shall constitute a binding contract between us, until a formal contract is prepared and executed;

- n) **Not Bound to Accept:** We understand that you are not bound to accept the lowest evaluated cost Tender, the Best Evaluated Tender or any other Tender that you may receive; and
- o) **Fraud and Corruption:** We hereby certify that we have taken steps to ensure that no person acting for us or on our behalf engages in any type of Fraud and Corruption.
- p) **Collusive practices:** We hereby certify and confirm that the tender is genuine, non-collusive and made with the intention of accepting the contract if awarded. To this effect we have signed the “Certificate of Independent tender Determination” attached below.
- q) **Code of Ethical Conduct:** We undertake to adhere by the Code of Ethics for Persons Participating in Public Procurement and Asset Disposal, copy available from (specify website) during the procurement process and the execution of any resulting contract.
- r) **We, the Tenderer, have completed fully and signed the following Forms as part of our Tender:**
  - i) Tenderer's Eligibility; Confidential Business Questionnaire—to establish we are not in any conflict to interest.
  - ii) Certificate of Independent Tender Determination—to declare that we completed the tender without colluding with other tenderers.
  - iii) Self-Declaration of the Tenderer—to declare that we will, if awarded a contract, not engage in any form of fraud and corruption.
  - iv) Declaration and commitment to the Code of Ethics for Persons Participating in Public Procurement and Asset Disposal.

Further, we confirm that we have read and understood the full content and scope of fraud and corruption as informed in “**Appendix I- Fraud and Corruption**” attached to the Form of Tender.

**Name of the Tenderer** .....\*[insert complete name of person signing the Tender]

**Name of the person duly authorized to sign the Tender on behalf of the Tenderer** .....\*\*[insert complete name of person duly authorized to sign the Tender]

**Title of the person signing the Tender** .....[insert complete title of the person signing the Tender]

**Signature of the person named above**..... [insert signature of person whose name and capacity are shown above]

**Date signed**..... [insert date of signing] **day of** ..... [insert month], [insert year]

i) **TENDERER'S ELIGIBILITY - CONFIDENTIAL BUSINESS QUESTIONNAIRE**

*Instruction to Tenderer*

Tender is instructed to complete the particulars required in this Form, *one form for each entity if Tender is a JV*. Tenderer is further reminded that it is an offence to give false information on this Form.

a) *Tenderer's details*

	ITEM	DESCRIPTION
1	Name of the Procuring Entity	
2	Reference Number of the Tender	
3	Date and Time of Tender Opening	
4	Name of the Tenderer	
5	Full Address and Contact Details of the Tenderer.	1. Country 2. City 3. Location 4. Building 5. Floor 6. Postal Address 7. Name and email of contact person.
6	Current Trade License Registration Number and Expiring date	
7	Name, country and full address (postal and physical addresses, email, and telephone number) of Registering Body/Agency	
8	Description of Nature of Business	
9	Maximum value of business which the Tenderer handles.	
10	State if Tenders Company is listed in stock exchange, give name and full address (postal and physical addresses, email, and telephone number) of state which stock exchange	

**General and Specific Details**

- b) **Sole Proprietor**, provide the following details. Name in full \_\_\_\_\_  
 Age \_\_\_\_\_  
 Nationality \_\_\_\_\_  
 Country of Origin \_\_\_\_\_  
 Citizenship \_\_\_\_\_

c) **Partnership**, provide the following details.

	<b>Names of Partners</b>	<b>Nationality</b>	<b>Citizenship</b>	<b>% Shares owned</b>
1				
2				
3				

d) **Registered Company**, provide the following details.

- i) Private or public Company \_\_\_\_\_
- ii) State the nominal and issued capital of the Company-  
 Nominal Kenya Shillings (Equivalent) .....  
 Issued Kenya Shillings (Equivalent) .....
- iii) Give details of Directors as follows.

	<b>Names of Director</b>	<b>Nationality</b>	<b>Citizenship</b>	<b>% Shares owned</b>
1				
2				
3				

e) **DISCLOSURE OF INTEREST-Interest of the Firm in the Procuring Entity.**

- i) Are there any person/persons in. ....
- ii) (Name of Procuring Entity) who has/have an interest or relationship in this firm? Yes/No. ....

If yes, provide details as follows.

	<b>Names of Person</b>	<b>Designation in the Procuring Entity</b>	<b>Interest or Relationship with Tenderer</b>
1			
2			
3			

iii) *Conflict of interest disclosure*

	<b>Type of Conflict</b>	<b>Disclosure YES OR NO</b>	<b>If YES provide details of the relationship with Tenderer</b>
1	Tenderer is directly or indirectly controlled by or is under common control with another tenderer.		

	Type of Conflict	Disclosure YES OR NO	If YES provide details of the relationship with Tenderer
2	Tenderer receives or has received any direct or indirect subsidy from another tenderer.		
3	Tenderer has the same legal representative as another tenderer		
4	Tender has a relationship with another tenderer, directly or through common third parties that puts it in a position to influence the tender of another tenderer, or influence the decisions of the Procuring Entity regarding this tendering process.		
5	Any of the Tenderer's affiliates participated as a consultant in the preparation of the design or technical specifications of the works that are the subject of the tender.		
6	Tenderer would be providing goods, works, non-consulting services or consulting services during implementation of the contract specified in this Tender Document.		
7	Tenderer has a close business or family relationship with a professional staff of the Procuring Entity who are directly or indirectly involved in the preparation of the Tender document or specifications of the Contract, and/or the Tender evaluation process of such contract.		
8	Tenderer has a close business or family relationship with a professional staff of the Procuring Entity who would be involved in the implementation or supervision of the Contract.		
9	Has the conflict stemming from such relationship stated in item 7 and 8 above been resolved in a manner acceptable to the Procuring Entity throughout the tendering process and execution of the Contract?		

**f) Certification**

On behalf of the Tenderer, I certify that the information given above is complete, current and accurate as at the date of submission.

Full Name \_\_\_\_\_

Title or Designation \_\_\_\_\_

\_\_\_\_\_  
(Signature)

\_\_\_\_\_  
(Date)

ii) **CERTIFICATE OF INDEPENDENT TENDER DETERMINATION**

I, the undersigned, in submitting the accompanying Letter of Tender to the

\_\_\_\_\_ [Name of Procuring Entity] for: \_\_\_\_\_

\_\_\_\_\_ [Name and number of tender] in response to the request for tenders made by: \_\_\_\_\_ [Name of Tenderer] do hereby make the following statements that I certify to be true and complete in every respect:

I certify, on behalf of \_\_\_\_\_ [Name of Tenderer] that:

1. I have read and I understand the contents of this Certificate;
2. I understand that the Tender will be disqualified if this Certificate is found not to be true and complete in every respect;
3. I am the authorized representative of the Tenderer with authority to sign this Certificate, and to submit the Tender on behalf of the Tenderer;
4. For the purposes of this Certificate and the Tender, I understand that the word "competitor" shall include any individual or organization, other than the Tenderer, whether or not affiliated with the Tenderer, who:
  - a) Has been requested to submit a Tender in response to this request for tenders;
  - b) could potentially submit a tender in response to this request for tenders, based on their qualifications, abilities or experience;
5. The Tenderer discloses that [check one of the following, as applicable]:
  - a) The Tenderer has arrived at the Tender independently from, and without consultation, communication, agreement or arrangement with, any competitor;
  - b) the Tenderer has entered into consultations, communications, agreements or arrangements with one or more competitors regarding this request for tenders, and the Tenderer discloses, in the attached document(s), complete details thereof, including the names of the competitors and the nature of, and reasons for, such consultations, communications, agreements or arrangements;
6. In particular, without limiting the generality of paragraphs (5)(a) or (5)(b) above, there has been no consultation, communication, agreement or arrangement with any competitor regarding:
  - a) prices;
  - b) methods, factors or formulas used to calculate prices;
  - c) the intention or decision to submit, or not to submit, a tender; or
  - d) the submission of a tender which does not meet the specifications of the request for Tenders; except as specifically disclosed pursuant to paragraph (5) (b) above;
7. In addition, there has been no consultation, communication, agreement or

arrangement with any competitor regarding the quality, quantity, specifications or delivery particulars of the works or services to which this request for tenders relates, except as specifically authorized by the procuring authority or as specifically disclosed pursuant to paragraph (5)(b) above;

8. The terms of the Tender have not been, and will not be, knowingly disclosed by the Tenderer, directly or indirectly, to any competitor, prior to the date and time of the official tender opening, or of the awarding of the Contract, whichever ever comes first, unless otherwise required by law or as specifically disclosed pursuant to paragraph (5) (b) above.

Name\_\_\_\_\_

Title\_\_\_\_\_

Date\_\_\_\_\_

*[Name, title and signature of authorized agent of Tenderer and Date]*

iii) **SELF-DECLARATION FORMS**

**FORM SD I**

**SELF DECLARATION THAT THE PERSON/TENDERER IS NOT DEBARRED IN  
THE MATTER OF THE PUBLIC PROCUREMENT AND ASSET DISPOSAL  
ACT2015**

I, ....., of Post Office Box .....  
being a resident of..... in the Republic of.....do hereby make a statement as  
follows:-

1. THAT I am the Company Secretary/ Chief Executive/ Managing Director /Principal  
Officer/Director of.....(insert name of the Company) who is a Bidder in respect of **TenderNo.**  
..... for..... (insert tender  
title/description) for..... (insert name of the Procuring entity) and duly authorized  
and competent to make this statement.
2. THAT the aforesaid Bidder, its directors and subcontractors have not been debarred from  
participating in procurement proceeding under Part IV of the Act.
3. THAT what is deponed to herein above is true to the best of my knowledge, information and belief.

.....  
(Title)

.....  
(Signature)

.....  
(Date)

Bidder Official Stamp

## FORM SD2

### SELF DECLARATION THAT THE PERSON/TENDERER WILL NOT ENGAGE IN ANY CORRUPT OR FRAUDULENT PRACTICE

I, .....of P. O. Box.....being a resident of..... in the Republic of .....do hereby make a statement as follows:-

1. THAT I am the Chief Executive/Managing Director/Principal Officer/Director of ..... (insert name of the Company) who is a Bidder in respect of Tender No..... for .....(insert tender title/description) for .....(insert name of the Procuring entity) and duly authorized and competent to make this statement.
2. THAT the aforesaid Bidder, its servants and/or agents /subcontractors will not engage in any corrupt or fraudulent practice and has not been requested to pay any inducement to any member of the Board, Management, Staff and/or employees and/or agents of...(insert name of the Procuring entity) which is the procuring entity.
3. THAT the aforesaid Bidder, its servants and/or agents /subcontractors have not offered any inducement to any member of the Board, Management, Staff and/or employees and/or agents of... .....(name of the procuring entity)
4. THAT the aforesaid Bidder will not engage /has not engaged in any corruptive practice with other bidders participating in the subject tender
5. THAT what is deponed to here in above is true to the best of my knowledge information and belief.

.....  
(Title)

.....  
(Signature)

.....  
(Date)

Bidder's Official Stamp

## **DECLARATION AND COMMITMENT TO THE CODE OF ETHICS**

I, ..... (person) on behalf of **(Name of the Business/Company/Firm)** ..... declare that I have read and fully understood the contents of the Public Procurement & Asset Disposal Act, 2015, Regulations and the Code of Ethics for persons participating in Public Procurement and Asset Disposal and my responsibilities under the Code.

I do hereby commit to abide by the provisions of the Code of Ethics for persons participating in Public Procurement and Asset Disposal.

Name of Authorized signatory.....

Sign.....

Position.....

Office address.....

Telephone.....

E-mail.....

Name of the Firm/Company.....

Date.....

*(Company Seal/ Rubber Stamp where applicable)*

Witness

Name.....

Sign.....

Date.....

#### iv) **APPENDIX I-FRAUD AND CORRUPTION**

*(Appendix I shall not be modified)*

##### **I. Purpose**

- 1.1 The Government of Kenya's Anti-Corruption and Economic Crime laws and their sanction's policies and procedures, Public Procurement and Asset Disposal Act (no. 33 of 2015) and its Regulation, and any other Kenya's Acts or Regulations related to Fraud and Corruption, and similar offences, shall apply with respect to Public Procurement Processes and Contracts that are governed by the laws of Kenya.

##### **2. Requirements**

- 2.1 The Government of Kenya requires that all parties including Procuring Entities, Tenderers, (applicants/proposers), Consultants, Contractors and Suppliers; any Sub- contractors, Sub-consultants, Service providers or Suppliers; any Agents (whether declared or not); and any of their Personnel, involved and engaged in procurement under Kenya's Laws and Regulation, observe the highest standard of ethics during the procurement process, selection and contract execution of all contracts, and refrain from Fraud and Corruption and fully comply with Kenya's laws and Regulations as per paragraphs I. I above.
- 2.2 Kenya's public procurement and asset disposal act (no. 33 of 2015) under Section 66 describes rules to be followed and actions to be taken in dealing with Corrupt, Coercive, Obstructive, Collusive or Fraudulent practices, and Conflicts of Interest in procurement including consequences for offences committed. A few of the provisions noted below highlight Kenya's policy of no tolerance for such practices and behavior:
  - 1) A person to whom this Act applies shall not be involved in any corrupt, coercive, obstructive, collusive or fraudulent practice; or conflicts of interest in any procurement or asset disposal proceeding;
  - 2) A person referred to under sub section (1) who contravenes the provisions of that sub-section commits an offence;
  - 3) Without limiting the generality of the subsection (1) and (2), the person shall be: -
    - a) disqualified from entering into a contract for a procurement or asset disposal proceeding; or
    - b) if a contract has already been entered into with the person, the contract shall be voidable;
  - 4) The voiding of a contract by the procuring entity under subsection (7) does not limit any legal remedy the procuring entity may have;
3. An employee or agent of the procuring entity or a member of the Board or committee of the procuring entity who has a conflict of interest with respect to a procurement: -
  - a) Shall not take part in the procurement proceedings;
  - b) shall not, after a procurement contract has been entered into, take part in any decision relating to the procurement or contract; and
  - c) Shall not be a subcontractor for the tender to whom was awarded contract, or

a member of the group of tenders to whom the contract was awarded, but the subcontractor appointed shall meet all the requirements of this Act.

4. An employee, agent or member described in subsection (1) who refrains from doing anything prohibited under that subsection, but for that subsection, would have been within his or her duties shall disclose the conflict of interest to the procuring entity;
- 4.1 If a person contravenes subsection (1) with respect to a conflict of interest described in subsection (5) (a) and the contract is awarded to the person or his relative or to another person in whom one of them had a direct or indirect pecuniary interest, the contract shall be terminated and all costs incurred by the public entity shall be made good by the awarding officer. etc.

In compliance with Kenya's laws, regulations and policies mentioned above, the  
Procuring Entity:

- a) Defines broadly, for the purposes of the above provisions, the terms set forth below as follows:
  - i) "corrupt practice" is the offering, giving, receiving, or soliciting, directly or indirectly, of anything of value to influence improperly the actions of another party;
  - ii) "fraudulent practice" is any act or omission, including misrepresentation, that knowingly or recklessly misleads, or attempts to mislead, a party to obtain financial or other benefit or to avoid an obligation;
  - iii) "collusive practice" is an arrangement between two or more parties designed to achieve an improper purpose, including to influence improperly the actions of another party;
  - iv) "coercive practice" is impairing or harming, or threatening to impair or harm, directly or indirectly, any party or the property of the party to influence improperly the actions of a party;
  - v) "obstructive practice" is:
    - a) deliberately destroying, falsifying, altering, or concealing of evidence material to the investigation or making false statements to investigators in order to materially impede investigation by Public Procurement Regulatory Authority (PPRA) or any other appropriate authority appointed by Government of Kenya into allegations of a corrupt, fraudulent, coercive, or collusive practice; and/or threatening, harassing, or intimidating any party to prevent it from disclosing its knowledge of matters relevant to the investigation or from pursuing the investigation; or
    - b) acts intended to materially impede the exercise of the PPRA's or the appointed authority's inspection and audit rights provided for under paragraph 2.3e. below.
    - c) Defines more specifically, in accordance with the above procurement Act provisions set forth for fraudulent and collusive practices as follows:

"fraudulent practice" includes a misrepresentation of fact in order to influence a procurement or disposal process or the exercise of a contract to the detriment of the procuring entity or the tenderer or the contractor, and includes collusive practices amongst tenderers

prior to or after tender submission designed to establish tender prices at artificial non-competitive levels and to deprive the procuring entity of the benefits of free and open competition.

- c) Rejects a proposal for award<sup>1</sup> of a contract if PPRA determines that the firm or individual recommended for award, any of its personnel, or its agents, or its sub-consultants, sub-contractors, service providers, suppliers and/ or their employees, has, directly or indirectly, engaged in corrupt, fraudulent, collusive, coercive, or obstructive practices in competing for the contract in question;
- d) Pursuant to the Kenya's above stated Acts and Regulations, may sanction or recommend to appropriate authority(ies) for sanctioning and debarment of a firm or individual, as applicable under the Act and Regulations;
- e) Requires that a clause be included in Tender documents and Request for Proposal documents requiring (i) Tenderers (applicants/proposers), Consultants, Contractors, and Suppliers, and their Sub-contractors, Sub-consultants, Service providers, Suppliers, Agents personnel, permit the PPRA or any other appropriate authority appointed by Government of Kenya to inspect<sup>2</sup> all accounts, records and other documents relating to the procurement process, selection and/or contract execution, and to have them audited by auditors appointed by the PPRA or any other appropriate authority appointed by Government of Kenya; and
- f) Pursuant to Section 62 of the above Act, requires Applicants/Tenderers to submit along with their Applications/Tenders/Proposals a "Self- Declaration Form" as included in the procurement document declaring that they and all parties involved in the procurement process and contract execution have not engaged/will not engage in any corrupt or fraudulent practices.

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<sup>1</sup>For the avoidance of doubt, a party's ineligibility to be awarded a contract shall include, without limitation,

(i) applying for pre-qualification, expressing interest in

A consultancy, and rendering, either directly or as a nominated sub-contractor, nominated consultant, nominated manufacturer or supplier, or nominated service provider, in respect of such contract, and (ii) entering into an addendum or amendment introducing a material modification to any existing contract.

<sup>2</sup> Inspections in this context usually are investigative (i.e., forensic) in nature. They involve fact-finding activities undertaken by the Investigating Authority or persons appointed by the Procuring Entity to address specific matters related to investigations/ audits, such as evaluating the veracity of an allegation of possible Fraud and Corruption, through the appropriate mechanisms. Such activity includes but is not limited to: accessing and examining a firm's or individual's financial records and information, and making copies thereof as relevant; accessing and examining any other documents, data and information (whether in hard copy or electronic format) deemed relevant for the investigation/ audit, and making copies thereof as relevant; interviewing staff and other relevant individuals; performing physical inspections and site visits; and obtaining third party verification of information.

## **2. TENDERER INFORMATION FORM**

*[The Tenderer shall fill in this Form in accordance with the instructions indicated below. No alterations to its format shall be permitted and no substitutions shall be accepted.]*

Date:.....*[insert date (as day, month and year) of Tender submission]*

ITT No.....*[insert number of Tendering process]*

Alternative No .....*[insert identification No if this is a Tender for an alternative]*

1. Tenderer's Name: .....*[insert Tenderer's legal name]*

2. In case of JV, legal name of each member .....*[insert legal name of each member in JV]*

3. Tenderer's actual or intended country of registration:.....*[insert actual or intended country of registration]*

4. Tenderer's year of registration:..... *[insert Tenderer's year of registration]*

5. Tenderer's Address in country of registration:.....*[insert Tenderer's legal address in country of registration]*

6. Tenderer's Authorized Representative Information

Name:..... *[insert Authorized Representative's name]*

Address ..... *[insert Authorized Representative's Address]*

Telephone: .....*[insert Authorized Representative's telephone/fax numbers]*

Email Address..... *[insert Authorized Representative's email address]*

7. Attached are copies of original documents of.....*[check the box(es) of the attached original documents]*

☐ Articles of Incorporation (or equivalent documents of constitution or association), and/or documents of registration of the legal entity named above, in accordance with ITT 4.4.

☐ In case of JV, Form of intent to form JV or JV agreement, in accordance with ITT 4.1. In case of state-owned enterprise or institution, in accordance with ITT 4.6 documents establishing:

- i) Legal and financial autonomy
- ii) Operation under commercial law
- iii) Establishing that the Tenderer is not under the supervision of the agency of the Procuring Entity

☐ A current tax clearance certificate or tax exemption certificate in case of Kenyan tenderers issued by the Kenya Revenue Authority in accordance with ITT 4.14.

8. Included are the organizational chart, a list of Board of Directors, and the beneficial ownership.

## **OTHER FORMS**

### **3. TENDERER'S JV MEMBERS INFORMATION FORM**

*[The Tenderers shall fill in this Form in accordance with the instructions indicated below. The following table shall be filled in for the Tenderer and for each member of a Joint Venture]].*

Date:.....*[insert date (as day, month and year) of Tender submission]*

ITT No. ....*[insert number of Tendering process]*

Alternative No. ....*[insert identification No if this is a Tender for an alternative]*

1. Tenderer's Name: <i>[insert Tenderer's legal name]</i>
2. Tenderer's JV Member's name: <i>[insert JV's Member legal name]</i>
3. Tenderer's JV Member's country of registration: <i>[insert JV's Member country of registration]</i>
4. Tenderer's JV Member's year of registration: <i>[insert JV's Member year of registration]</i>
5. Tenderer's JV Member's legal address in country of registration: <i>[insert JV's Member legal address in country of registration]</i>
6. Tenderer's JV Member's authorized representative information Name: <i>[insert name of JV's Member authorized representative]</i> Address: <i>[insert address of JV's Member authorized representative]</i> Telephone/Fax numbers: <i>[insert telephone/fax numbers of JV's Member authorized representative]</i> Email Address: <i>[insert email address of JV's Member authorized representative]</i>
7. Attached are copies of original documents of <i>[check the box(es) of the attached original documents]</i> <input type="checkbox"/> Articles of Incorporation (or equivalent documents of constitution or association), and/or registration documents of the legal entity named above, in accordance with ITT 4.4. <input type="checkbox"/> In case of a state-owned enterprise or institution, documents establishing legal and financial autonomy, operation in accordance with commercial law, and that they are not under the supervision of the Procuring Entity, in accordance with ITT 4.6.
8. Included are the organizational chart, a list of Board of Directors, and the beneficial ownership.

## FORM OF TENDER SECURITY-[Option I–Demand Bank Guarantee]

Beneficiary: \_\_\_\_\_ Request for Tenders  
No: \_\_\_\_\_ Date: \_\_\_\_\_ TENDER  
GUARANTEE No.: \_\_\_\_\_  
Guarantor: \_\_\_\_\_

1. We have been informed that \_\_\_\_\_ (hereinafter called "the Applicant") has submitted or will submit to the Beneficiary its Tender (hereinafter called "the Tender") for the execution of \_\_\_\_\_ under Request for Tenders No. \_\_\_\_\_ ("the ITT").
2. Furthermore, we understand that, according to the Beneficiary's conditions, Tenders must be supported by a Tender guarantee.
3. At the request of the Applicant, we, as Guarantor, hereby irrevocably undertake to pay the Beneficiary any sum or sums not exceeding in total an amount of (₹) upon receipt by us of the Beneficiary's complying demand, supported by the Beneficiary's statement, whether in the demand itself or a separate signed document accompanying or identifying the demand, stating that either the Applicant:
  - (a) has withdrawn its Tender during the period of Tender validity set forth in the Applicant's Letter of Tender ("the Tender Validity Period"), or any extension thereto provided by the Applicant; or
  - b) having been notified of the acceptance of its Tender by the Beneficiary during the Tender Validity Period or any extension there to provided by the Applicant, (i) has failed to execute the contract agreement, or (ii) has failed to furnish the Performance.
4. This guarantee will expire: (a) if the Applicant is the successful Tenderer, upon our receipt of copies of the contract agreement signed by the Applicant and the Performance Security and, or (b) if the Applicant is not the successful Tenderer, upon the earlier of (i) our receipt of a copy of the Beneficiary's notification to the Applicant of the results of the Tendering process; or (ii) thirty days after the end of the Tender Validity Period.
5. Consequently, any demand for payment under this guarantee must be received by us at the office indicated above on or before that date.

\_\_\_\_\_  
[signature(s)]

Note: All italicized text is for use in preparing this form and shall be deleted from the final product.

## FORMAT OF TENDER SECURITY [Option 2–Insurance

### Guarantee]TENDER GUARANTEE No.: \_\_\_\_

1. Whereas ..... [Name of the tenderer] (hereinafter called “the tenderer”) has submitted its tender dated ..... [Date of submission of tender] for the.....[Name and/or description of the tender] (hereinafter called “the Tender”) for the execution of \_\_\_\_\_ under Request for Tenders No. \_\_\_\_\_ (“the ITT”).
2. KNOW ALL PEOPLE by these presents that WE ..... of ..... [**Name of Insurance Company**] having our registered office at ..... (hereinafter called “the Guarantor”), are bound unto ..... [Name of Procuring Entity] (hereinafter called “the Procuring Entity”) in the sum of ..... (Currency and guarantee amount) for which payment well and truly to be made to the said Procuring Entity, the Guarantor binds itself, its successors and assigns, jointly and severally, firmly by these presents.

Sealed with the Common Seal of the said Guarantor this \_\_\_\_\_ day of \_\_\_\_\_ 20\_\_\_\_.

3. NOW, THEREFORE, THE CONDITION OF THIS OBLIGATION is such that if the Applicant:
  - a) has withdrawn its Tender during the period of Tender validity set forth in the Principal's Letter of Tender (“the Tender Validity Period”), or any extension thereto provided by the Principal; or
  - b) having been notified of the acceptance of its Tender by the Procuring Entity during the Tender Validity Period or any extension thereto provided by the Principal; (i) failed to execute the Contract agreement; or (ii) has failed to furnish the Performance Security, in accordance with the Instructions to tenderers (“ITT”) of the Procuring Entity's Tendering document.

then the guarantee undertakes to immediately pay to the Procuring Entity up to the above amount upon receipt of the Procuring Entity's first written demand, without the Procuring Entity having to substantiate its demand, provided that in its demand the Procuring Entity shall state that the demand arises from the occurrence of any of the above events, specifying which event(s) has occurred.

4. This guarantee will expire: (a) if the Applicant is the successful Tenderer, upon our receipt of copies of the contract agreement signed by the Applicant and the Performance Security and, or (b) if the Applicant is not the successful Tenderer, upon the earlier of (i) our receipt of a copy of the Beneficiary's notification to the Applicant of the results of the Tendering process; or (ii) twenty-eight days after the end of the Tender Validity Period.
5. Consequently, any demand for payment under this guarantee must be received by us at the office indicated above on or before that date.

\_\_\_\_\_  
[Date]

\_\_\_\_\_  
[Signature of the Guarantor]

\_\_\_\_\_  
[Witness]

\_\_\_\_\_  
[Seal]

*Note: All italicized text is for use in preparing this form and shall be deleted from the final product.*

## **TENDER-SECURING DECLARATION FORM**

[The Bidder shall complete this Form in accordance with the instructions indicated] Date:

.....[insert date(as day, month and year) of Tender

Submission]

Tender No. ....[insert number of tendering process]

To: ..... [insert complete name of

Purchaser] I/We, the undersigned, declare that:

1. I/We understand that, according to your conditions, bids must be supported by a Tender-Securing Declaration.
2. I/We accept that I / we will automatically be suspended from being eligible for tendering in any contract with the Purchaser for the period of time of [insert number of months or years] starting on [insert date], if we are in breach of our obligation (s) under the bid conditions, because we – (a) have withdrawn our tender during the period of tender validity specified by us in the Tendering Data Sheet; or (b) having been notified of the acceptance of our Bid by the Purchaser during the period of bid validity, (i) fail or refuse to execute the Contract, if required, or (ii) fail or refuse to furnish the Performance Security, in accordance with the instructions to tenders.
3. I/We understand that this Tender Securing Declaration shall expire if we are not the successful Tenderer(s), upon the earlier of:
  - a) Our receipt of a copy of your notification of the name of the successful Tenderer; or
  - b) thirty days after the expiration of our Tender.
4. I / We understand that if I am / we are / in a Joint Venture, the Tender Securing Declaration must be in the name of the Joint Venture that submits the bid, and the Joint Venture has not been legally constituted at the time of bidding, the Tender Securing Declaration shall be in the names of all future partners as named in the letter of intent.

Signed: .....

Capacity / title (director or partner or sole proprietor, etc.)

.....

Name: .....

Duly authorized to sign the bid for and on behalf of: .....[insert

complete name of Tenderer] Dated on ..... day of ..... [Insert date

of signing]

Seal or stamp

## **QUALIFICATION FORMS**

### **6 FOREIGN TENDERERS 40% RULE**

Pursuant to ITT 4.10, a foreign tenderer must complete this form to demonstrate that the tender fulfils this condition.

<b>Item</b>	<b>Description of WorkItem</b>	<b>Describe location of Source</b>	<b>COST in K. shillings</b>	<b>Comments, if any</b>
<b>A</b>	<b>Local Labor</b>			
1				
2				
3				
4				
5				
<b>B</b>	<b>Sub contracts from Local sources</b>			
1				
2				
3				
4				
5				
<b>C</b>	<b>Local materials</b>			
1				
2				
3				
4				
5				
<b>D</b>	<b>Use of Local Plant and Equipment</b>			
1				
2				
3				
4				
5				
<b>E</b>	<b>Add any other items</b>			
1				
2				
3				
4				
5				
6				
	<b>TOTAL COST LOCAL CONTENT</b>		<b>XXXXXX</b>	
	<b>PERCENTAGE OF CONTRACT PRICE</b>			

## 7. **FORM EQU: EQUIPMENT**

The Tenderer shall provide adequate information to demonstrate clearly that it has the capability to meet the requirements for the key equipment listed in Section III, Evaluation and Qualification Criteria. A separate Form shall be prepared for each item of equipment listed, or for alternative equipment proposed by the Tenderer.

Item of equipment		
Equipment information	Name of manufacturer	Model and power rating
	Capacity	Year of manufacture
Current status	Current location	
	Details of current commitments	
Source	Indicate source of the equipment <input type="checkbox"/> Owned <input type="checkbox"/> Rented <input type="checkbox"/> Leased <input type="checkbox"/> Specially manufactured	

Omit the following information for equipment owned by the Tenderer.

<b>Owner</b>	<b>Name of owner</b>	
	Address of owner	
	Telephone	Contact name and title
	Fax	Telex
Agreements	Details of rental / lease / manufacture agreements specific to the project	

## 8 FORM PER - I

### Contractor's Representative and Key Personnel Schedule

Tenderers should provide the names and details of the suitably qualified Contractor's Representative and Key Personnel to perform the Contract. The data on their experience should be supplied using the Form PER-2 below for each candidate.

*Contractor's Representative and Key Personnel*

<b>1.</b>	<b>Title of position:</b> Contractor's Representative	
	<b>Name of candidate:</b>	
	<b>Duration of appointment:</b>	[insert the whole period (start and end dates) for which this position will be engaged]
	<b>Time commitment: for this position:</b>	[insert the number of days/week/months/ that has been scheduled for this position]
	<b>Expected time schedule for this position:</b>	[insert the expected time schedule for this position (e.g. attach high level Gantt chart)]
<b>2.</b>	<b>Title of position:</b> [_____]	
	<b>Name of candidate:</b>	
	<b>Duration of appointment:</b>	[insert the whole period (start and end dates) for which this position will be engaged]
	<b>Time commitment: for this position:</b>	[insert the number of days/week/months/ that has been scheduled for this position]
	<b>Expected time schedule for this position:</b>	[insert the expected time schedule for this position (e.g. attach high level Gantt chart)]
<b>3.</b>	<b>Title of position:</b> [_____]	
	<b>Name of candidate:</b>	
	<b>Duration of appointment:</b>	[insert the whole period (start and end dates) for which this position will be engaged]
	<b>Time commitment: for this position:</b>	[insert the number of days/week/months/ that has been scheduled for this position]
	<b>Expected time schedule for this position:</b>	[insert the expected time schedule for this position (e.g. attach high level Gantt chart)]
<b>4.</b>	<b>Title of position:</b> [_____]	
	<b>Name of candidate:</b>	
	<b>Duration of appointment:</b>	[insert the whole period (start and end dates) for which this position will be engaged]

	<b>Time commitment: for this position:</b>	<i>[insert the number of days/week/months/ that has been scheduled for this position]</i>
	<b>Expected time schedule for this position:</b>	<i>[insert the expected time schedule for this position (e.g. attach highlevel Gantt chart)]</i>
<b>5.</b>	<b>Title of position:</b>	<i>[insert title]</i>
	<b>Name of candidate</b>	
	<b>Duration of appointment:</b>	<i>[insert the whole period (start and end dates) for which this position will be engaged]</i>
	<b>Time commitment: for this position:</b>	<i>[insert the number of days/week/months/ that has been scheduled for this position]</i>
	<b>Expected time schedule for this position:</b>	<i>[insert the expected time schedule for this position (e.g. attach highlevel Gantt chart)]</i>

## 9 FORM PER-2:

### Resume and Declaration - Contractor's Representative and Key Personnel.

Name of Tenderer
------------------

Position [#1]: <i>[title of position from Form PER-1]</i>		
Personnel information	Name:	Date of birth:
	Address:	E-mail:
	Professional qualifications:	
	Academic qualifications:	
	Language proficiency: <i>[language and levels of speaking, reading and writing skills]</i>	
Details	Address of Procuring Entity:	
	Telephone:	Contact (manager / personnel officer):
	Fax:	
	Job title:	Years with present Procuring Entity:

Summarize professional experience in reverse chronological order. Indicate particular technical and managerial experience relevant to the project.

Project	Role	Duration of involvement	Relevant experience
<i>[main project details]</i>	<i>[role and responsibilities on the project]</i>	<i>[time in role]</i>	<i>[describe the experience relevant to this position]</i>

## **DECLARATION**

I, the undersigned.....[insert either "Contractor's Representative" or "Key Personnel" as applicable], certify that to the best of my knowledge and belief, the information contained in this Form PER-2 correctly describes myself, my qualifications and my experience.

I confirm that I am available as certified in the following table and throughout the expected time schedule for this position as provided in the Tender:-

<b>Commitment</b>	<b>Details</b>
Commitment to duration of contract:	[insert period (start and end dates) for which this Contractor's Representative or Key Personnel is available to work on this contract]
Time commitment:	[insert period (start and end dates) for which this Contractor's Representative or Key Personnel is available to work on this contract]

I understand that any misrepresentation or omission in this Form may:

- a) be taken into consideration during Tender evaluation;
- b) result in my disqualification from participating in the Tender;
- c) result in my dismissal from the contract.

Name of Contractor's Representative or Key Personnel: \_\_\_\_\_ [insert name]

Signature: \_\_\_\_\_

\_\_\_\_\_ Date:

(day month year):

\_\_\_\_\_  
\_\_\_\_\_

Countersignature of authorized representative of the Tenderer: Signature:

\_\_\_\_\_

Date: (day month year):

\_\_\_\_\_

## **TENDERERS QUALIFICATION WITHOUT PRE-QUALIFICATION**

To establish its qualifications to perform the contract in accordance with Section III, Evaluation and Qualification Criteria the Tenderer shall provide the information requested in the corresponding Information Sheets included hereunder.

### **10 FORM ELI - I.1**

#### **Tenderer Information**

Date: \_\_\_\_\_

ITT No. and title: \_\_\_\_\_

Tenderer's name
In case of Joint Venture (JV), name of each member:
Tenderer's actual or intended country of registration: <i>[indicate country of Constitution]</i>
Tenderer's actual or intended year of incorporation:
Tenderer's legal address [in country of registration]:
Tenderer's authorized representative information Name: _____ Address: _____ Telephone/Fax numbers: _____ E-mail address: _____
I. Attached are copies of original documents of <input type="checkbox"/> Articles of Incorporation (or equivalent documents of constitution or association), and/or documents of registration of the legal entity named above, in accordance with ITT 4.4 <input type="checkbox"/> In case of JV, letter of intent to form JV or JV agreement, in accordance with ITT 4.1 <input type="checkbox"/> In case of state-owned enterprise or institution, in accordance with ITT 4.6, documents establishing: <ul style="list-style-type: none"><li>• Legal and financial autonomy</li><li>• Operation under commercial law</li><li>• Establishing that the Tenderer is not under the supervision of the Procuring Entity</li></ul>
2. Included are the organizational chart, a list of Board of Directors, and the beneficial ownership.

**11. FORM ELI -I.2**

Tenderer's JV Information Form  
(to be completed for each member of Tenderer's JV)

Date: \_\_\_\_\_ ITT No. and title: \_\_\_\_\_

Tenderer's JV name:
JV member's name:
JV member's country of registration:
JV member's year of constitution:
JV member's legal address in country of constitution:
JV member's authorized representative information Name: _____ Address: _____ Telephone/Fax numbers: _____ E-mail address: _____
<p>1. Attached are copies of original documents of</p> <p><input type="checkbox"/> Articles of Incorporation (or equivalent documents of constitution or association), and/or registration documents of the legal entity named above, in accordance with ITT 4.4.</p> <p><input type="checkbox"/> In case of a state-owned enterprise or institution, documents establishing legal and financial autonomy, operation in accordance with commercial law, and that they are not under the supervision of the Procuring Entity, in accordance with ITT 4.6.</p> <p>2. Included are the organizational chart, a list of Board of Directors, and the beneficial ownership.</p>

## 12. **FORM CON –2**

*Historical Contract Non-Performance, Pending Litigation and Litigation History*

Tenderer's Name: \_\_\_\_\_ Date: \_\_\_\_\_ JV

Member's Name \_\_\_\_\_ ITT No. and title:

Non-Performed Contracts in accordance with Section III, Evaluation and Qualification Criteria			
<input type="checkbox"/> Contract non-performance did not occur since 1 <sup>st</sup> January [insert year] specified in Section III, Evaluation and Qualification Criteria, Sub-Factor 2.1.			
<input type="checkbox"/> Contract(s) not performed since 1 <sup>st</sup> January [insert year] specified in Section III, Evaluation and Qualification Criteria, requirement 2.1			
Year	Non-performed portion of contract	Contract Identification	Total Contract Amount (current value, currency, exchange rate and Kenya Shilling equivalent)
[insert year]	[insert amount and percentage]	Contract Identification: [indicate complete contract name/number, and any other identification] Name of Procuring Entity: [insert full name] Address of Procuring Entity: [insert street/city/country] Reason(s) for nonperformance: [indicate main reason(s)]	[insert amount]
Pending Litigation, in accordance with Section III, Evaluation and Qualification Criteria			
<input type="checkbox"/> No pending litigation in accordance with Section III, Evaluation and Qualification Criteria, Sub-Factor 2.3.			
<input type="checkbox"/> Pending litigation in accordance with Section III, Evaluation and Qualification Criteria, Sub-Factor 2.3 as indicated below.			
Year of dispute	Amount in dispute (currency)	Contract Identification	Total Contract Amount (currency), Kenya Shilling Equivalent (exchange rate)
		Contract Identification: _____ Name of Procuring Entity: _____ Address of Procuring Entity: _____ Matter in dispute: _____ Party who initiated the dispute: Status of dispute: _____	

		Contract Identification: Name of Procuring Entity: Address of Procuring Entity: Matter in dispute: Party who initiated the dispute: Status of dispute:	
Litigation History in accordance with Section III, Evaluation and Qualification Criteria			
<input type="checkbox"/> No Litigation History in accordance with Section III, Evaluation and Qualification Criteria, Sub-Factor 2.4. <input type="checkbox"/> Litigation History in accordance with Section III, Evaluation and Qualification Criteria, Sub-Factor 2.4 as indicated below.			
<b>Year of award</b>	<b>Outcome as percentage of Net Worth</b>	<b>Contract Identification</b>	<b>Total Contract Amount (currency), Kenya Shilling Equivalent (exchange rate)</b>
<i>[insert year]</i>	<i>[insert percentage]</i>	Contract Identification: <i>[indicate complete contract name, number, and any other identification]</i> Name of Procuring Entity: <i>[insert full name]</i> Address of Procuring Entity: <i>[insert street/city/country]</i> Matter in dispute: <i>[indicate main issues in dispute]</i> Party who initiated the dispute: <i>[indicate "Procuring Entity" or "Contractor"]</i> Reason(s) for Litigation and award decision <i>[indicate main reason(s)]</i>	<i>[insert amount]</i>

*Financial Situation and Performance*

Tenderer's Name: \_\_\_\_\_

Date: \_\_\_\_\_

JV Member's Name \_\_\_\_\_

ITT No. and title: \_\_\_\_\_

## Financial Data

Type of Financial information in _____ (currency)	Historic information for previous _____ years, (amount in currency, currency, exchange rate*, USD equivalent)				
	Year 1	Year 2	Year 3	Year 4	Year 5
Statement of Financial Position (Information from Balance Sheet)					
Total Assets (TA)					
Total Liabilities (TL)					
Total Equity/Net Worth (NW)					
Current Assets (CA)					
Current Liabilities (CL)					
Working Capital (WC)					
Information from Income Statement					
Total Revenue (TR)					
Profits Before Taxes (PBT)					
Cash Flow Information					
Cash Flow from Operating Activities					

\*Refer to ITT 15 for the exchange rate

### Sources of Finance

Specify sources of finance to meet the cash flow requirements on works currently in progress and for future contract commitments.

No.	Source of finance	Amount (Kenya Shilling equivalent)
1		
2		
3		

*Financial documents*

The Tenderer and its parties shall provide copies of financial statements for \_\_\_\_\_ years pursuant Section III, Evaluation and Qualifications Criteria, Sub-factor 3.1. The financial statements shall:

- a) reflect the financial situation of the Tenderer or in case of JV member, and not an affiliated entity (such as parent company or group member).
- b) Be independently audited or certified in accordance with local legislation.
- c) Be complete, including all notes to the financial statements.
- d) Correspond to accounting periods already completed and audited.

Attached are copies of financial statements<sup>1</sup> for the \_\_\_\_\_ years required above ; and complying with the requirements

---

<sup>2</sup>If the most recent set of financial statements is for a period earlier than 12 months from the date of Tender, the reason for this should be justified.

*Average Annual Construction Turnover*

Tenderer's Name: \_\_\_\_\_

Date: \_\_\_\_\_

JV Member's Name \_\_\_\_\_

ITT No. and title: \_\_\_\_\_

<b>Annual turnover data (construction only)</b>			
<b>Year</b>	<b>Amount Currency</b>	<b>Exchange rate</b>	<b>Kenya Shilling equivalent</b>
<i>[indicate year]</i>	<i>[insert amount and indicate currency]</i>		
<b>Average Annual Construction Turnover *</b>			

\* See Section III, Evaluation and Qualification Criteria, Sub-Factor 3.2.

**FORM FIN-3.3:**

*Financial Resources*

Specify proposed sources of financing, such as liquid assets, unencumbered real assets, lines of credit, and other financial means, net of current commitments, available to meet the total construction cash flow demands of the subject contractor contracts as specified in Section III, Evaluation and Qualification Criteria.

<b>Financial Resources</b>		
<b>No.</b>	<b>Source of financing</b>	<b>Amount (Kenya Shilling equivalent)</b>
1		
2		
3		

**15. FORM FIN-3.4:**

*Current Contract Commitments / Works in Progress*

Tenderers and each member to a JV should provide information on their current commitments on all contracts that have been awarded, or for which a letter of intent or acceptance has been received, or for contracts approaching completion, but for which an unqualified, full completion certificate has yet to be issued.

No.	Name of Contract	Procuring Entity's Contact Address, Tel,	Value of Outstanding Work [Current Kenya Shilling /month Equivalent]	Estimated Completion Date	Average Monthly Invoicing Over Last Six Months [Kenya Shilling /month]
1					
2					
3					
4					
5					

**16. FORM EXP-4.1**

*General Construction Experience*

Tenderer's Name: \_\_\_\_\_ Date: \_\_\_\_\_

JV Member's Name \_\_\_\_\_

ITT No. and title: \_\_\_\_\_ Page of \_\_\_\_\_ pages

Starting	Ending Year	Contract Identification	Role of Tenderer
		Contract name: _____ Brief Description of the Works performed by the Tenderer: _____ Amount of contract: _____ Name of Procuring Entity: _____ Address: _____	
		Contract name: _____ Brief Description of the Works performed by the Tenderer: _____ Amount of contract: _____	

		Name of Procuring Entity: _____ Address: _____	
		Contract name: _____ Brief Description of the Works performed by the Tenderer: _____ Amount of contract: _____ Name of Procuring Entity: _____ Address: _____	

**17. FORM EXP -4.2(a)***Specific Construction and Contract Management Experience*

Tenderer's Name: \_\_\_\_\_ Date: \_\_\_\_\_

JV Member's Name \_\_\_\_\_

ITT No. and title: \_\_\_\_\_

Similar Contract No.	Information			
Contract Identification				
Award date				
Completion date				
Role in Contract	Prime Contractor <input type="checkbox"/>	Member in JV <input type="checkbox"/>	Management Contractor <input type="checkbox"/>	Sub-contractor <input type="checkbox"/>
Total Contract Amount				<b>Kenya Shilling</b>
If member in a JV or sub- contractor, specify participation in total Contract amount				
Procuring Entity's Name:				
Address: Telephone/fax number E-mail:				
Description of the similarity in accordance with Sub-Factor 4.2(a) of Section III:				
1. Amount				
2. Physical size of required works items				
3. Complexity				
4. Methods/Technology				
5. Construction rate for key activities				
6. Other Characteristics				

**18. FORMEXP-4.2(b)**

*Construction Experience in Key Activities*

Tenderer's Name: \_\_\_\_\_

Date: \_\_\_\_\_

Tenderer's JV Member Name: \_\_\_\_\_

Sub-contractor's Name<sup>3</sup> (as per ITT35): \_\_\_\_\_

ITT No. and title: \_\_\_\_\_

All Sub-contractors for key activities must complete the information in this form as per ITT 34 and Section III, Evaluation and Qualification Criteria, Sub-Factor 4.2.

I. Key Activity No One: \_\_\_\_\_

Information				
Contract Identification				
Award date				
Completion date				
Role in Contract	Prime Contractor <input type="checkbox"/>	Member in JV <input type="checkbox"/>	Management Contractor <input type="checkbox"/>	Sub-contractor <input type="checkbox"/>
Total Contract Amount	<b>Kenya Shilling</b>			
Quantity (Volume, number or rate of production, as applicable) performed under the contract per year or part of the year	Total quantity in the contract (i)	Percentage participation (ii)		Actual Quantity Performed (i) x (ii)
Year 1				
Year 2				
Year 3				
Year 4				
Procuring Entity's Name:				
Address: Telephone/fax number E-mail:				

<sup>3</sup>If applicable

	Information
Description of the key activities in accordance with Sub-Factor 4.2(b) of Section III:	
1	
2	
3	
4	
5	

2. Activity No. two
3. ....

## **SCHEDULE FORMS**

*[The Tenderer shall fill in these Forms in accordance with the instructions indicated. The list of line items in column I of the **Activity Schedules** shall coincide with the List of Non-Consulting Services specified in the Procuring Entity's Requirements.]*

## **WORK SCHEDULES AND SPECIFICATIONS**

**1. The Specifications and Priced Activity Schedules**

<b>Date:</b> _____, <b>ITT No:</b> _____, <b>Alternative No:</b> _____ <b>Page N</b> <input type="text"/> <b>of</b> _____						
1	2	3	4	5	6	7
Service N <input type="text"/>	Description of Services	Unit	Delivery Date	Quantity and physical unit	Unit price	Total Price per Service (Col. 5*6)
[insert number of the Service Line]	[insert name of Services]		[insert delivery date at place of final destination per Service]	[insert number of units]	[insert unit price per unit]	[insert total price per unit]
Service Line No 1	Provision of Digital Logistics Market Place Solution/Platform					
No 2						
No 3						
Service Package No 1	(a) Service Line 1					
	(b) Service Line 2					
	(c) Service Line 3					
Total Tender Price						

Name of Tenderer [insert complete name of Tenderer] Signature of Tenderer [signature of person signing the Tender] Date [insert date]

Name of Tenderer ..... [insert complete name of Tenderer] Signature of Tenderer [signature of person signing the Tender] Date [insert date]

## 2. **Method Statement**

[Procuring Entity shall provide main features of the expected method of carrying out the contract, including indicating the material, personnel and equipment in puts].

### 3. **Work Plan**

[Procuring Entity shall provide main features of the work plan that the Tenderer should provide in the tender for carrying out the contract, from beginning to the end].

**4. Other Time Schedule**

**(to be used by Tenderer when alternative Time for Completion is invited in ITT14.2)**

## 1 NOTIFICATION OF INTENTION TO AWARD

**[This Notification of Intention to Award shall be sent to each Tenderer that submitted a Tender.]**

**[Send this Notification to the Tenderer's Authorized Representative named in the Tenderer**

**Information Form]** For the attention of Tenderer's Authorized Representative

Name: .....[insert Authorized Representative's name]

Address.....[insert Authorized Representative's Address]

Telephone numbers.....[insert Authorized Representative's telephone/fax numbers]

Email Address.....[insert Authorized Representative's email address]

**DATE OF TRANSMISSION:** .....This Notification is sent by: [email/fax] on [date] (local time)

**Procuring Entity:**.....[insert the name of the Procuring Entity]

**Contract title:**.....[insert the name of the contract]

**ITT No** .....[insert ITT reference number from Procurement Plan]

This Notification of Intention to Award (Notification) notifies you of our decision to award the above contract. The transmission of this Notification begins the Standstill Period. During the Standstill Period you may:

- a) Request a debriefing in relation to the evaluation of your Tender, and/or
- b) Submit a Procurement-related Complaint in relation to the decision to award the contract.

### I). The successful Tenderer

Name:	[insert name of successful Tenderer]
Address:	[insert address of the successful Tenderer]
Contract price:	[insert contract price of the successful Tender]

ii). **Other Tenderers [INSTRUCTIONS: insert names of all Tenderers that submitted a Tender. If the Tender's price was evaluated include the evaluated price as well as the Tender price as read out.]**

Name of Tenderer	• Tender price	• Evaluated Tender price (if applicable)
[insert name]	[insert Tender price]	• [insert evaluated price]
[insert name]	[insert Tender price]	• [insert evaluated price]
[insert name]	[insert Tender price]	• [insert evaluated price]
[insert name]	[insert Tender price]	• [insert evaluated price]
[insert name]	[insert Tender price]	• [insert evaluated price]

iii). **How to request a debriefing**

**DEADLINE:** The deadline to request a debriefing expires at midnight on **[insert date]** (local time).

You may request a debriefing in relation to the results of the evaluation of your Tender. If you decide to request a debriefing your written request must be made within three (3) Business Days of receipt of this Notification of Intention to Award.

Provide the contract name, reference number, name of the Tenderer, contact details; and address the request for debriefing as follows:

**Attention** ..... *[insert full name of person, if applicable]*

**Title/position**..... *[insert title/position]*

**Agency** ..... *[insert name of Procuring Entity]*

**Email address**..... *[insert email address]*

If your request for a debriefing is received within the 3 Business Days deadline, we will provide the debriefing within five (5) Business Days of receipt of your request. If we are unable to provide the debriefing within this period, the Standstill Period shall be extended by five (5) Business Days after the date that the debriefing is provided. If this happens, we will notify you and confirm the date that the extended Standstill Period will end.

The debriefing may be in writing, by phone, video conference call or in person. We shall promptly advise you in writing how the debriefing will take place and confirm the date and time.

If the deadline to request a debriefing has expired, you may still request a debriefing. In this case, we will provide the debriefing as soon as practicable, and normally no later than fifteen (15) Business Days from the date of publication of the Contract Award Notice.

iv. *How to make a complaint*

**Period: Procurement-related Complaint challenging the decision to award shall be submitted by [insert date and time].**

Provide the contract name, reference number, name of the Tenderer, contact details; and address the Procurement- related Complaint as follows:

**Attention** ..... *[insert full name of person, if applicable]*

**Title/position**..... *[insert title/position]*

**Agency** ..... *[insert name of Procuring Entity]*

**Email address**..... *[insert email address]*

At this point in the procurement process, you may submit a Procurement-related Complaint challenging the decision to award the contract. You do not need to have requested, or received, a debriefing before making this complaint. Your complaint must be submitted within the Stand still Period and received by us before the Stand still Period ends. In summary, there are four essential requirements:

1. You must be an 'interested party'. In this case, that means a Tenderer who submitted a Tender in this tendering process and is the recipient of a Notification of Intention to Award.
2. The complaint can only challenge the decision to award the contract.
3. You must submit the complaint within the period stated above.
4. You must include, in your complaint, all of the information required to support the complaint. The application must be accompanied by the fees set out in the Procurement Regulations, which shall not be refundable (information available from the Public Procurement Authority at [info@ppra.go.ke](mailto:info@ppra.go.ke) or [complaints@ppra.go.ke](mailto:complaints@ppra.go.ke)

v). *Standstill Period*

**DEADLINE: The Standstill Period is due to end at midnight on [insert date] (local time).**  
The Standstill Period lasts ten (10) Business Days after the date of transmission of this Notification of Intention to Award.

The Standstill Period may be extended as stated in Section 4 above. If you have any questions regarding this Notification please do not hesitate to contact us.

On behalf of the Procuring Entity:

Signature: \_\_\_\_\_ Name: \_\_\_\_\_ Title/position: Telephone: \_\_\_\_\_  
Email: \_\_\_\_\_

## 2 REQUEST FOR REVIEW

### FORM FOR REVIEW (r.203(1))

#### PUBLIC PROCUREMENT ADMINISTRATIVE REVIEW BOARD

APPLICATION NO.....OF.....20.....

BETWEEN

.....APPLICANT

AND

.....RESPONDENT (Procuring Entity)

Request for review of the decision of the..... (Name of the Procuring Entity of..... dated the...day of .....20.....in the matter of Tender No.....of .....20... for .....(Tender description).

#### REQUEST FOR REVIEW

I/We... .., the above named Applicant(s), of address: Physical address.....P. O. Box No..... Tel. No.....Email ....., hereby request the Public Procurement Administrative Review Board to review the whole/part of the above mentioned decision on the following grounds, namely:

1.

2.

By this memorandum, the Applicant requests the Board for an order/orders that: 1.

2.

SIGNED .....(Applicant) Dated on.....day of ...../...20.....

---

FOR OFFICIAL USE ONLY Lodged with the Secretary Public Procurement Administrative Review Board on.....day of .....20.....

**SIGNED**

**Board Secretary**

### 3 LETTER OF AWARD

*[Form head paper of the Procuring Entity]*

.....[date]

To:..... *[name and address of the Service Provider]*

This is to notify you that your Tender dated [date] for execution of the [name of the Contract and identification number, as given in the Special Conditions of Contract] for the Contract Price of the equivalent of [amount in numbers and words] [name of currency], as corrected and modified in accordance with the Instructions to Tenderers is hereby accepted by us (Procuring Entity).

You are requested to furnish the Performance Security within 28 days in accordance with the Conditions of Contract, using, for that purpose, one of the Performance Security Forms included in Section VIII, Contract Forms, of the tender document.

Please return the attached Contract duly signed

Authorized Signature:.....

.

Name and Title of Signatory:.....

Name of Agency:.....

Attachment: Contract

## 4 FORM OF

### CONTRACT *[Form head paper of*

*the Procuring Entity]* **LUMP SUM**

### REMUNERATION

This CONTRACT (herein after called the “Contract”) is made the *[day]* day of the month of *[month]*, *[year]*, between, on the one hand, *[name of Procuring Entity]* (herein after called the “Procuring Entity”) and, on the other hand, *[name of Service Provider]* (hereinafter called the “Service Provider”).

**[Note:** *In the text below text in brackets is optional; all notes should be deleted in final text. If the Service Provider consist of more than one entity, the above should be partially amended to read as follows: “... (herein after called the “Procuring Entity”) and, on the other hand, a joint venture consisting of the following entities, each of which will be jointly and severally liable to the Procuring Entity for all the Service Provider's obligations under this Contract, namely, *[name of Service Provider]* and *[name of Service Provider]* (herein after called the “Service Provider”).]*

### WHEREAS

- a) The Procuring Entity has requested the Service Provider to provide certain Services as defined in the General Conditions of Contract attached to this Contract (herein after called the “Services”);
- b) the Service Provider, having represented to the Procuring Entity that they have the required professional skills, and personnel and technical resources, have agreed to provide the Services on the terms and conditions set forth in this Contract at a contract price of... ..;

NOW THEREFORE the parties hereto hereby agree as follows:

1. The following documents shall be deemed to form and be read and construed as part of this Agreement, and the priority of the documents shall be as follows:
  - a) The Form of Acceptance;
  - b) The Service Provider's Tender
  - c) The Special Conditions of Contract;
  - d) The General Conditions of Contract;
  - e) The Specifications;
  - f) The Priced Activity Schedule; and
  - g) The following Appendices: **[Note:** *If any of these Appendices are not used, the words “Not Used” should be inserted below next to the title of the Appendix and on the sheet attached hereto carrying the title of that Appendix.]*

Appendix A: Description of the

Services Appendix B: Schedule of

Payments Appendix C:

Subcontractors Appendix D:

Breakdown of Contract Price

Appendix E: Services and Facilities Provided by the Procuring Entity

2. The mutual rights and obligations of the Procuring Entity and the Service Provider shall be as set forth in the Contract, in particular:
  - a) The Service Provider shall carry out the Services in accordance with the provisions of the

Contract; and

- b) The Procuring Entity shall make payments to the Service Provider in accordance with the provisions of the Contract.

IN WITNESS WHERE OF, the Parties here to have caused this Contract to be signed in their respective names as of the day and year first above written.

For and on behalf of \_\_\_\_\_ [name of Procuring Entity]

\_\_\_\_\_ [Authorized Representative]

For and on behalf of [name of Service Provider]

\_\_\_\_\_ [Authorized Representative]

**[Note:** If the Service Provider consists of more than one entity, all these entities should appear assignatories, e.g., in the following manner:]

For and on behalf of each of the Members of the Service Provider

..... [name of member]

..... [Authorized Representative]

..... [name of member]

..... [Authorized Representative]

#### **4 FORM OF TENDER SECURITY (Bank Guarantee)** *[The bank shall fill in*

*this Bank Guarantee Form in accordance with the instructions indicated.] [Guarantor*

*Form head or SWIFT identifier code]*

**Beneficiary:** ..... *[Procuring Entity to insert its name and address]*

**ITT No** ..... *[Procuring Entity to insert reference number for the Request for Tenders]*

**Alternative No** ..... *[Insert identification No if this is a Tender for an*

*alternative]* **Date:**..... *[Insert date of issue]*

**TENDER GUARANTEE No** ..... *[Insert guarantee reference number]*

**Guarantor:**..... *[Insert name and address of place of issue, unless indicated in the Form head]*

We have been informed that\_\_\_\_*[insert name of the Tenderer, which in the case of a joint venture shall be the name of the joint venture (whether legally constituted or prospective) or the names of all members there of]*(hereinafter called "the Applicant") has submitted or will submit to the Beneficiary its Tender (hereinafter called "the Tender") for the execution of \_\_\_\_\_ under Request for Tenders No. \_\_\_\_\_ ("The ITT").

Furthermore, we understand that, according to the Beneficiary's conditions, Tenders must be supported by a Tender guarantee.

At the request of the Applicant, we, as Guarantor, hereby irrevocably undertake to pay the Beneficiary any sum or sums not exceeding in total an amount of\_( ) upon receipt by us of the Beneficiary's complying demand, supported by the Beneficiary's statement, whether in the demand itself for a separate signed document accompanying or identifying the demand, stating that either the Applicant:

- (a) Has withdrawn its Tender during the period of Tender validity set forth in the Applicant's Form of Tender ("the Tender Validity Period"), or any extension there to provide by the Applicant; or
- (b) Having been notified of the acceptance of its Tender by the Beneficiary during the Tender Validity Period or any extension thereto provided by the Applicant, (i) has failed to sign the contract agreement, or (ii) has failed to furnish the performance security, in accordance with the Instructions to Tenderers ("ITT") of the Beneficiary's tendering document.

This guarantee will expire: (a) if the Applicant is the successful Tenderer, upon our receipt of copies of the Contract agreement signed by the Applicant and the performance security issued to the Beneficiary in relation to such Contract agreement; or (b) if the Applicant is not the successful Tenderer, upon the earlier of (i) our receipt of a copy of the Beneficiary's notification to the Applicant of the results of the Tendering process; or (ii) twenty-eight days after the end of the Tender Validity Period.

Consequently, any demand for payment under this guarantee must be received by us at the office indicated above on or before that date.

This guarantee is subject to the Uniform Rules for Demand Guarantees (URDG) 2010 Revision, ICC Publication No. 758.

\_\_\_\_\_  
*[Signature(s)]*

**Note: All italicized text is for use in preparing this form and shall be deleted from the final product.**

## 5 FORM OF TENDER SECURITY (TENDER BOND) [The Surety

shall fill in this Tender Bond Form in accordance with the instructions indicated.] BOND NO.

BY THIS BOND [name of Tenderer] as Principal (herein after called "the Principal"), and [name, legal title, and address of surety], **authorized to transact business in Kenya**, as Surety (hereinafter called "the Surety"), are held and firmly bound unto [name of Procuring Entity] as Obligee (hereinafter called "the Procuring Entity") in the sum of [amount of Bond][amount in words], for the payment of which sum, well and truly to be made, we, the said Principal and Surety, bind ourselves, our successors and assigns, jointly and severally, firmly by these presents.

WHERE AS the Principal has submitted or will submit a written Tender to the Procuring Entity dated the \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_\_, for the supply of [name of Contract] (herein after called the "Tender").

NOW, THEREFORE, THE CONDITION OF THIS OBLIGATION is such that if the Principal:

- c) Has withdrawn its Tender during the period of Tender validity set forth in the Principal's Form of Tender ("the Tender Validity Period"), or any extension thereto provided by the Principal; or
- d) having been notified of the acceptance of its Tender by the Procuring Entity during the Tender Validity Period or any extension thereof provided by the Principal; (i) failed to execute the Contract agreement; or (ii) has failed to furnish the Performance Security, in accordance with the Instructions to Tenderers ("ITT") of the Procuring Entity's tendering document.

then the Surety undertakes to immediately pay to the Procuring Entity up to the above amount upon receipt of the Procuring Entity's first written demand, without the Procuring Entity having to substantiate its demand, provided that in its demand the Procuring Entity shall state that the demand arises from the occurrence of any of the above events, specifying which event(s) has occurred.

The Surety hereby agrees that its obligation will remain in full force and effect up to and including the date 28 days after the date of expiration of the Tender Validity Period set forth in the Principal's Form of Tender or any extension thereto provided by the Principal.

IN TESTIMONY WHERE OF, the Principal and the Surety have caused these presents to be executed in the respective names this \_\_\_\_\_ day of \_\_\_\_\_ 20\_\_\_\_\_.

Principal: \_\_\_\_\_ Surety \_\_\_\_\_

Corporate Seal (Where appropriate)

\_\_\_\_\_  
(Signature)

\_\_\_\_\_  
(Printed name and title)

\_\_\_\_\_  
(Signature)

\_\_\_\_\_  
(Printed name and title)

## 6 **FORM OF TENDER-SECURING DECLARATION**

*[The Tenderer shall fill in this Form in accordance with the instructions indicated.]*

Date: ..... *[date (as day, month and year)]*

ITT No.....*[number of Tendering process]*

Alternative No.....*[insert identification No if this is a Tender for an alternative]*

To: ..... *[complete name of Procuring Entity]* **We**, the undersigned,

declare that: We understand that, according to your conditions, Tenders must be supported by a Tender-

Securing Declaration.

We accept that we will automatically be suspended from being eligible for Tendering or submitting proposals in any contract with the Procuring Entity for the period of time of *[number of months or years]* starting on *[date]*, if we are in breach of our obligation(s) under the Tender conditions, because we:

- a) Have withdrawn our Tender during the period of Tender validity specified in the Form of Tender; or
- b) having been notified of the acceptance of our Tender by the Procuring Entity during the period of Tender validity, (i) fail to sign the Contract agreement; or (ii) fail or refuse to furnish the Performance Security, if required, in accordance with the ITT.

We understand this Tender Securing Declaration shall expire if we are not the successful Tenderer, upon the earlier of (i) our receipt of your notification to us of the name of the successful Tenderer; or (ii) twenty-eight days after the expiration of our Tender.

Name of the Tenderer\* \_\_\_\_\_

Name of the person duly authorized to sign the Tender on behalf of the Tenderer\*\* \_\_\_\_\_

Title of the person signing the Tender \_\_\_\_\_

Signature of the person named above \_\_\_\_\_

Date signed \_\_\_\_\_ day of \_\_\_\_\_,

\*: In the case of the Tender submitted by joint venture specify the name of the Joint Venture as Tenderer

\*\*: Person signing the Tender shall have the power of attorney given by the Tenderer attached to the Tender

**[Note:** In case of a Joint Venture, the Tender-Securing Declaration must be in the name of all members to the Joint Venture that submits the Tender.

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## **PART II – PROCURING ENTITY'S REQUIREMENTS**

## **SECTION V - ACTIVITY SCHEDULE**

### **INTRODUCTION**

The Kenya Trade Network Agency (KenTrade) is a State Corporation under the National Treasury whose mandate is to implement, operationalize and manage the Kenya National Electronic Single Window System (KNESWS) as well as Trade Facilitation.

The key functions of the Agency are to:

- a) Implement policies relating to the National Electronic Single Window System;
- b) Integrate electronic systems of public and private entities involved in receipting, processing and approving documents relating to international trade transactions;
- c) Develop, manage, and promote interchange of electronic data for facilitation of trade;
- d) Undertake and co-ordinate research and surveys in electronic commerce aimed at simplifying and harmonizing trade documentation;
- e) Maintain an electronic database of all imported and exported goods and services and the levies, fees, duties and taxes charged on imported or exported goods and services;
- f) Collect trade statistics;
- g) Plan, develop, monitor and evaluate training programmes for all stakeholders to ensure conformity with international best practices; and
- h) Perform such other functions related to trade facilitation and other such duties as the Minister may, from time to time, assign to the Agency.

#### **1.1 KenTrade's Vision**

Making a difference in Trade Facilitation.

#### **1.2 KenTrade's Mission**

To facilitate trade by simplifying and harmonizing business processes through management of the TradeNet System and provision of related services for Kenya's global competitiveness.

#### **1.3 KenTrade's Core Values**

As a public-sector institution, we are dedicated to excellence and provision of high quality professional services to our customers. The values that guide us in achieving our vision and mission are:

- i. Customer centric
- ii. Transparency
- iii. Excellence
- iv. Innovation
- v. One KenTrade

## **I. The Need**

Implementation of the Kenya Single Window system (TradeNet) has revealed some gaps in import, export and transit processes in Kenya. There is a large ecosystem of players in the logistics chain especially from the private sector, whose processes/services are neither linked nor visible to customers. In its mandate to facilitate trade and in order to ensure end to end visibility and transparency in the logistics supply chain, KenTrade seeks to establish a Digital Logistics Market Place solution/platform that will promote a highly efficient logistics and trade facilitation environment through a market linkage service platform.

The platform shall host features that allow for Business to Business or private sector players in the trade logistics industry to offer their services on a single platform to each other. This platform will compliment the Single Window system which allows for trade community to access government regulatory services.

The Digital Logistics Market Place solution/platform features will connect all stakeholders online in a real-time environment, facilitating transparent and timely delivery and shipment of products in compliance with government and regulatory requirements. It is hoped that such a platform will provide touchpoints for key players to get services on the fly, availing a Mobile App for each player. The platform will help accumulate data contributing to the big data that will be useful in understanding the trading playfield and reporting of insights to various stakeholders.

## **2. Objective of DLMP**

The objective of implementing the DLMP is to link Traders involved in cross border logistics to a variety of services provided by various logistics providers in the country through an online trade logistics directory which will list all players within the trade logistics sector, detailing the products, services they offer, prices where applicable and their contacts and allow each of them to get the services of each from the same platform using customized online portal for each unique player with ease and with respective Mobile App availing features and prices applicable to a player while allowing the player to advertise their costs/prices of services in a very simplified way. The platform will enable trade supporting services such as financial services, fintech services and others to participate in the enablement of trade, digitally.

The specific objectives are:

- a) To increase efficiency in Cross border trade by ensuring all services required by an Exim are available on a click
- b) To link service providers to customers (including Exporters and Importers -EXIMS) so that the customers can easily request for particular services and choose the best from the bids offered by the several service providers.
- c) Promote transparency and accountability by providing end to end visibility by implementing DLMP.
- d) Promote investor confidence since the platform will be owned by the Government of Kenya.
- e) For the customer EXIMs, reduce the overall cost of trade logistics through transparent pricing, competitive bidding, service satisfaction ratings and specific logistics handling requirements.
- f) Provide a future-proofed solution that may eventually extend the marketplace to other areas of trade such as buyer-supplier matching.
- g) To bridge information gaps that still exist in the trade and logistics chain, to equip the stakeholders with the relevant and updated trade processes and procedures.
- h) Promote sustainability of KenTrade by developing a relevant solution for the stakeholders which can be used to generate revenue.

### **3. Project Scope**

#### **3.1. System Users Scope**

KenTrade has various categories of users in the system that include the EXIMS, Partner Government Agencies (PGAs), Banks, Insurances, transporters etc. The DLMP functional categories should cover all the functional areas of the DLMP as described in the user requirements.

Below are some of the user categories of DLMP:

- a) Transporters,
- b) Clearing agents
- c) Shipping lines /Shipping agents
- d) Ground Handlers/CFS/ICDs/Consolidators/Port operators
- e) Banks
- f) Warehouses
- g) Insurance companies

- h) EXIMS (Exporters & importers)
- i) Ship chandlers & other ship services.
- j) Private Stevedoring services
- k) Weighbridge Services
- l) Other providers relevant to the DLMP
- m) Government services
- n) Any other Player that may be required.

## 3.2. System Scope

The envisioned DLMP should include the following modules/features:

### I. Customer/User Service

This includes the registering of potential customers and performing of basic checks to validate the customer on the platform.

### II. Partner Service

This includes the registering of potential partners and performing of basic checks to validate the Partner on the platform.

### III. Marketplace

This module should allow the users to find or search for service providers, make service requests, enable the relevant service providers to quote or bid on the requests, and for users to accept the bids and complete the business transaction. Customers should be able to view all their requests together with their statuses and have an option of cancelling a request that is no longer required. Users (service consumers and service providers) should be able to leave feedback and reviews for each other which can be used by others to rate the participants in the ecosystem. It should be possible to do this on both Mobile App and an online portal.

### V. Tracking & Fulfillment Service

Ability for both partner and customers to track their goods through the integration with 3rd parties such as shippers and logistics provider platforms.

### V.Payment Service: Pricing, Payment Gateway, Charging, & Financing

Provide partners ways to vary and differentiate pricing for example the type of truck (reefer vs flatbed or milage etc.) through standard defined templates for the industry. Ability to charge subscription based on time/usage of the platform. Ability to integrate to the various modes of payments for the receipt and confirmation of the services. Ability to layer on financing through the integration with banks and other 3rd party financiers and provide history data on the customer or partners that may seek financing.

## **VI. Document Digitization**

Provide means of customers and partners to either upload manual trade documentation or exchange digital ones, such as Bills of Lading, Insurance docs, packing lists etc. for the fulfillment of the requested service on the platform.

## **VII. Compliance & User Ratings Service**

Provide ongoing compliance checks of partners and customers to ensure adherence to the terms of use of the platform. Provide mechanisms for rating the service and usage of the service by both the partner and the customer. The rating service can eventually be used for validation of Authorized Economic operators (AEOs).

## **VIII. Customer & Partner Management Service**

Provide either on or integrated to, a customer and partner management system that tracks complaints and escalations for follow-up and closure.

## **IX. Integration with Trusted Sources**

This module should provide a modern integration framework enabling it to be integrated with all the relevant existing government systems to retrieve accurate information that could be used to verify the legitimacy or compliance to standards of a company that provides or requests for services in the system. This will ensure that customers are dealing with legit service providers.

## **X. Trade knowledgebase**

This module should provide a mechanism for process experts to capture the processes and steps involved so that users are presented with updated information on the processes and procedures involved in the trading market for each and every stakeholder. The module will also integrate to the Infotrade Kenya portal to help and direct the new players in the market on how to operate and go about transactions.

## **XI. Subscription**

This module should enable users to subscribe and be charged a recurrent fee (one-off, monthly or annual) in order to benefit from certain services that will be configured by KenTrade from time to time.

## **II. Value Addition Services -**

The system should offer users simple value-added services such as basic reports of their utilization of the system

All the services above should be available on both online portal and Mobile App

### **3.3. The Technical Scope includes:**

- a) A Web application that can be hosted in a 3-tier model in a suitable cloud environment and redundancy.
- b) System Architecture: KenTrade recommends the use of loosely coupled micro-services architecture due to the several services both as a publisher and as a consumer.
- c) Access Channels: We recommend that the system should be available on web, app and any of the new age channels such as Facebook if possible
- d) Open APIs Architecture, Orchestration & Adaptation: The system should be capable of integrating with Government, OGAs, Banks, Insurance, Payment gateways and other fintechs and Logitech companies.
- e) Data: Provide a scalable, searchable and low footprint database that can be optimized for use by higher layer services such as AI, ML, and data mining by stakeholders. Data privacy is a key concern. Demonstrating proper data portioning and federation of user information is a prerequisite.
- f) Infrastructure: Ride on a highly scalable infrastructure that is hosted on prem or on cloud
- g) The application should be compatible with Windows, iOS, Android devices or any other widely used operating systems.
- h) Integration to requisite Authorities, Agencies, Banks, Insurance, Payment gateways, Partners core systems and Tracking systems in use by stakeholders.
- i) The system should employ modern technologies in logistics such as the IoT, Data Analytics, Artificial Intelligence and machine learning capabilities.
- j) The system should be fine-tuned to support both the customers and providers in a real-time response manner.
- k) Highly secure by design

### **3.4. SCOPE OF WORK**

The scope of work will include the following:

- a) The Vendor shall provide a clear and detailed technical proposal on how they plan to design, develop and implement the proposed DLMP solution as per the provided TORs in 30 days from the date of signing the contract with KenTrade;

- b) The Vendor shall be required to carry out a detailed Business and Systems Requirements gathering and getting a sign off with the KenTrade Project Implementation Team (PIT).
- c) The Vendor shall design, develop and implement the solution as per agreed signed off system requirements.
- d) The Vendor shall implement the system as a series of agreed stages, or phases, using Design Thinking, Product Management and Agile Methodologies, and plan and execute each stage in an agile manner.
- e) The Vendor and KenTrade shall carry out final User Acceptance Tests (UATs) and comprehensive knowledge transfer. This will be followed by a completion signoff after successful completion of both UATs and training.
- f) The Vendor shall provide DLMP solution files for deployment to KenTrade Test and Production environments (KenTrade's hosting environments) upon successful testing as per the requirements.
- g) The vendor shall provide an surrender to KenTrade the source code, user manuals and relevant technical documentation and resources upon completion of handover of every service/module of the system and updated versions periodically whenever changes have been made to the system.
- h) The Vendor shall work with KenTrade Staff from the onset of the project and throughout the contract period to ensure comprehensive knowledge transfer that will enable KenTrade staff to maintain, support and enhance the solution after exit of the vendor at the end of the contract period.
- i) The Vendor shall offer full Support and Maintenance (addressing bug fixes and enhancements) services for the DLMP solution for five years under a cost recovery model where the vendor covers all the attendant costs and recovers the same over a period of five years from the revenue generated from the services offered in the portal.

**NB:**

**KenTrade will provide hosting infrastructure for the platform.**

- j) The Vendor shall propose a payment plan based on phases (services to be developed per phase) and maintenance for each phase.

Cost of development, implementation and maintenance		
Phase (Services)	Development Cost	Maintenance Cost
Phase 1 services	X1 Million	
Phase 2 services	X2 Million	

.....		
.....		

k) The vendor shall absorb the said cost and propose a revenue sharing model covering the Cost of Development, Implementation, license fee and Maintenance fee over a period of 5 years after which KenTrade will wholly own the solution.

NB: The Vendor is to cover the entire cost of development, implementation and maintenance fee and any licenses. The Vendor is expected to recover the costs of implementation & support from the subsequent sale of services rendered in the portal over a period of 5 yrs.

The only cost that KenTrade will incur is the cost of integration with the Trade Facilitation Platform (TFP)

l) The Vendor shall support the sales, marketing and promotion of the DLMP services as well as provide a marketing strategy that will influence the growth of the product in outside Kenya as may be needed.

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## **PART III – CONDITIONS OF CONTRACT AND CONTRACT FORMS**

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## **SECTION VI - GENERAL CONDITIONS OF CONTRACT**

### **A. General Provisions**

#### *Definitions*

Unless the context otherwise requires, the following terms whenever used in this Contract have the following meanings:

- a) The Adjudicator is the person appointed jointly by the Procuring Entity and the Service Provider to resolve disputes in the first instance, as provided for in Sub-Clause 8.2 hereunder.
- b) "Activity Schedule" is the priced and completed list of items of Services to be performed by the Service Provider forming part of his Tender;
- c) "Completion Date" means the date of completion of the Services by the Service Provider as certified by the Procuring Entity
- d) "Contract" means the Contract signed by the Parties, to which these General Conditions of Contract (GCC) are attached, together with all the documents listed in Clause 1 of such signed Contract;
- e) "Contract Price" means the price to be paid for the performance of the Services, in accordance with Clause 6;
- f) "Day works" means varied work inputs subject to payment on a time basis for the Service Provider's employees and equipment, in addition to payments for associated materials and administration.
- g) "Procuring Entity" means the Procuring Entity or party who employs the Service Provider
- h) "Foreign Currency" means any currency other than the currency of Kenya;
- i) "GCC" means these General Conditions of Contract;
- j) "Government" means the Government of Kenya;
- k) "Local Currency" means Kenya shilling;
- l) "Member," in case the Service Provider consist of a joint venture of more than one entity, means any of these entities; "Members" means all these entities, and "Member in Charge" means the entity specified in the SC to act on their behalf in exercising all the Service Provider' rights and obligations towards the Procuring Entity under this Contract;
- m) "Party" means the Procuring Entity or the Service Provider, as the case maybe, and "Parties" means both of them;
- n) "Personnel" means persons hired by the Service Provider or by any Subcontractor as employees and assigned to the performance of the Services or any part there of;
- o) "Service Provider" is a person or corporate body whose Tender to provide the Services has been accepted by the Procuring Entity;
- p) "Service Provider's Tender" means the completed Tendering Document submitted by the Service Provider to the Procuring Entity
- q) "SCC" means the Special Conditions of Contract by which the GCC may be amended or supplemented;
- r) "Specifications" means the specifications of the service included in the Tendering Document submitted by the Service Provider to the Procuring Entity
- s) "Services" means the work to be performed by the Service Provider pursuant to this Contract,

as described in Appendix A; and in the Specifications and Schedule of Activities included in the Service Provider's Tender.

- t) "Subcontractor" means any entity to which the Service Provider subcontracts any part of the Services in accordance with the provisions of Sub-Clauses 3.5 and 4;
- u) "Public Procurement Regulatory Authority (PPRA)" shall mean the Government Agency responsible for oversight of public procurement.
- v) "Project Manager" shall be the person appointed by the Procuring Entity to act as the Project Manager for the purposes of the Contract and named in the Particular Conditions of Contract, or other person appointed from time to time by the Procuring Entity and notified to the Contractor.
- w) "Notice of Dissatisfaction" means the notice given by either Party to the other indicating its dissatisfaction and intention to commence arbitration.

## 1.2 *Applicable Law*

The Contract shall be interpreted in accordance with the laws of Kenya.

## 1.3 *Language*

This Contract has been executed in the English language, which shall be the binding and controlling language for all matters relating to the meaning or interpretation of this Contract.

## 1.4 *Notices*

Any notice, request, or consent made pursuant to this Contract shall be in writing and shall be deemed to have been made when delivered in person to an authorized representative of the Party to whom the communication is addressed, or when sent by registered mail, hand delivery, or email to such Party at the address **specified in the SCC**.

## 1.5 *Location*

The Services shall be performed at such locations as are specified in Appendix A, in the specifications and, where the location of a particular task is not so specified, at such locations, whether in Kenya or elsewhere, as the Procuring Entity may approve.

## 1.6 *Authorized Representatives*

Any action required or permitted to be taken, and any document required or permitted to be executed, under this Contract by the Procuring Entity or the Service Provider may be taken or executed by the officials **specified in the SCC**.

## 1.7 *Inspection and Audit by the PPRA*

Pursuant to paragraph 2.2 e. of Attachment I to the General Conditions, the Service Provider shall permit and shall cause its sub contract or sub-consultants to permit, PPRA and/or persons appointed by PPRA to inspect the Site and/or the accounts and records relating to the procurement process, selection and/or contract execution, and to have such accounts and records audited by auditors appointed by PPRA. The Service Provider's and its Subcontractors' and sub-consultants' attention is drawn to Sub-Clause 3.10 which provides, inter alia, that acts intended to materially impede the exercise of PPRA's inspection and audit rights constitute a prohibited practice subject to contract termination (as well as to a determination of ineligibility pursuant to PPRA's prevailing sanctions procedures).

## 1.8 *Taxes and Duties*

The Service Provider, Subcontractors, and their Personnel shall pay such taxes, duties, fees, and other impositions as may be levied under the Applicable Law, the amount of which is deemed to have been included in the Contract Price.

## 2 *Commencement, Completion, Modification, and Termination of Contract*

### 2.1 **Effectiveness of Contract**

This Contract shall come into effect on the date the Contract is signed by both parties or such other later date as may be **stated in the SCC**.

### 2.2 *Commencement of Services*

#### 2.2.1 **Program**

Before commencement of the Services, the Service Provider shall submit to the Procuring Entity for approval a Program showing the general methods, arrangements order and timing for all activities. The Services shall be carried out in accordance with the approved Program as updated.

#### 2.2.2 *Starting Date*

The Service Provider shall start carrying out the Services thirty (30) days after the date the Contract becomes effective, or at such other date as may be **specified in the SCC**.

### 2.3 *Intended Completion Date*

Unless terminated earlier pursuant to Sub-Clause 2.6, the Service Provider shall complete the activities by the Intended Completion Date, as is **specified in the SCC**. If the Service Provider does not complete the activities by the Intended Completion Date, it shall be liable to pay liquidated damage as per Sub-Clause 3.8. In this case, the Completion Date will be the date of completion of all activities.

### 2.4 *Modification*

Modification of the terms and conditions of this Contract, including any modification of the scope of the Services or of the Contract Price, may only be made by written agreement between the Parties.

#### 2.4.1 *Value Engineering*

The Service Provider may prepare, at its own cost, a value engineering proposal at any time during the performance of the contract. The value engineering proposal shall, at a minimum, include the following;

- a) The proposed change(s), and a description of the difference to the existing contract requirements;
- b) A full cost/benefit analysis of the proposed change(s) including a description and estimate of costs (including life cycle costs, if applicable) the Procuring Entity may incur in implementing the value engineering proposal; and
- c) A description of any effect(s) of the change on performance/functionality.

The Procuring Entity may accept the value engineering proposal if the proposal demonstrates benefits that:

- a) accelerates the delivery period; or
- b) reduces the Contract Price or the lifecycle costs to the Procuring Entity; or
- c) improves the quality, efficiency, safety or sustainability of the services; or
- d) yields any other benefits to the Procuring Entity, without compromising the necessary functions of the Facilities.

If the value engineering proposal is approved by the Procuring Entity and results in:

- a) a reduction of the Contract Price; the amount to be paid to the Service Provider shall be the percentage specified in the **SCC** of the reduction in the Contract Price; or
- b) an increase in the Contract Price; but results in a reduction in lifecycle costs due to any benefit described in  
(a) to (d) above, the amount to be paid to the Service Provider shall be the full increase in the Contract Price.

## **2.5** *Force Majeure*

### **2.5.1** **Definition**

For the purposes of this Contract, "Force Majeure" means an event which is beyond the reasonable control of a Party and which makes a Party's performance of its obligations under the Contract impossible or so impractical as to be considered impossible under the circumstances.

### **2.5.2** *No Breach of Contract*

The failure of a Party to fulfill any of its obligations under the contract shall not be considered to be a breach of, or default under, this Contract insofar as such inability arises from an event of Force Majeure, provided that the Party affected by such an event (a) has taken all reasonable precautions, due care and reasonable alternative measures in order to carry out the terms and conditions of this Contract, and (b) has informed the other Party as soon as possible about the occurrence of such an event.

### **2.5.3** *Extension of Time*

Any period within which a Party shall, pursuant to this Contract, complete any action or task, shall be extended for a period equal to the time during which such Party was unable to perform such action as a result of Force Majeure.

### **2.5.4** *Payments*

During the period of their inability to perform the Services as a result of an event of Force Majeure, the Service Provider shall be entitled to continue to be paid under the terms of this Contract, as well as to be reimbursed for additional costs reasonably and necessarily incurred by them during such period for the purposes of the Services and in reactivating the Service after the end of such period.

## **2.6** *Termination*

### **2.6.1** **By the Procuring Entity**

The Procuring Entity may terminate this Contract, by not less than thirty (30) days' written notice

of termination to the Service Provider, to be given after the occurrence of any of the events specified in paragraphs (a) through (d) of this Sub-Clause 2.6.1:

- a) If the Service Provider does not remedy a failure in the performance of its obligations under the Contract, within thirty (30) days after being notified or within any further period as the Procuring Entity may have subsequently approved in writing;
- b) if the Service Provider become insolvent or bankrupt;
- c) if, as the result of Force Majeure, the Service Provider is unable to perform a material portion of the Services for a period of not less than sixty (60) days; or
- d) if the Service Provider, in the judgment of the Procuring Entity has engaged in Fraud and Corruption, as defined in paragraph 2.2a. of Attachment I to the GCC, in competing for or in executing the Contract

#### **2.6.2** *By the Service Provider*

The Service Provider may terminate this Contract, by not less than thirty (30) days' written notice to the Procuring Entity, such notice to be given after the occurrence of any of the events specified in paragraphs (a) and (b) of this Sub-Clause 2.6.2:

- a) If the Procuring Entity fails to pay any monies due to the Service Provider pursuant to this Contract and not subject to dispute pursuant to Clause 7 within forty-five (45) days after receiving written notice from the Service Provider that such payment is overdue; or
- b) if, as the result of Force Majeure, the Service Provider is unable to perform a material portion of the Services for a period of not less than sixty (60) days.

#### **2.6.3** *Payment up on Termination*

Upon termination of this Contract pursuant to Sub-Clauses 2.6.1 or 2.6.2, the Procuring Entity shall make the following payments to the Service Provider:

- a) remuneration pursuant to Clause 6 for Services satisfactorily performed prior to the effective date of termination;
- b) except in the case of termination pursuant to paragraphs (a), (b), (d) of Sub-Clause 2.6.1, reimbursement of any reasonable cost incident to the prompt and orderly termination of the Contract, including the cost of the return travel of the Personnel.

### **3** *Obligations of the Service Provider*

#### **3.1 General**

The Service Provider shall perform the Services in accordance with the Specifications and the Activity Schedule, and carry out its obligations with all due diligence, efficiency, and economy, in accordance with generally accepted professional techniques and practices, and shall observe sound management practices, and employ appropriate advanced technology and safe methods. The Service Provider shall always act, in respect of any matter relating to this Contractor to the Services, as faithful adviser to the Procuring Entity, and shall at all times support and safeguard the Procuring Entity's legitimate interests in any dealings with Subcontractors or third parties.

### 3.2 *Conflict of Interests*

#### 3.2.1 **Service Provider Not to Benefit from Commissions and Discounts.**

The remuneration of the Service Provider pursuant to Clause 6 shall constitute the Service Provider's sole remuneration in connection with this Contract or the Services, and the Service Provider shall not accept for their own benefit any trade commission, discount, or similar payment in connection with activities pursuant to this Contract to the Services or in the discharge of their obligations under the Contract, and the Service Provider shall use their best efforts to ensure that the Personnel, any Subcontractors, and agents of either of them similarly shall not receive any such additional remuneration.

#### 3.2.2 *Service Provider and Affiliates Not to be Otherwise Interested in Project*

The Service Provider agree that, during the term of this Contract and after its termination, the Service Provider and its affiliates, as well as any Subcontractor and any of its affiliates, shall be disqualified from providing goods, works, or Services (other than the Services and any continuation thereof) for any project resulting from or closely related to the Services.

#### 3.2.3 *Prohibition of Conflicting Activities*

Neither the Service Provider nor its Subcontractors nor the Personnel shall engage, either directly or indirectly, in any of the following activities:

- a) During the term of this Contract, any business or professional activities in Kenya which would conflict with the activities assigned to them under this Contract;
- b) during the term of this Contract, neither the Service Provider nor their Subcontractors shall hire public employees' inactive duty or on any type of leave, to perform any activity under this Contract;
- c) After the termination of this Contract, such other activities as may be **specified in the SCC**.

### 3.3 *Confidentiality*

The Service Provider, its Subcontractors, and the Personnel of either of them shall not, either during the term or within two (2) years after the expiration of this Contract, disclose any proprietary or confidential information relating to the Project, the Services, this Contract, or the Procuring Entity's business or operations without the prior written consent of the Procuring Entity.

#### 3.4 **The Service Provider** (a) shall take out and maintain, and shall cause any Subcontractors to take out and maintain, at its (or the Sub contractors', as the case may be) own cost but on terms and conditions approved by the Procuring Entity, insurance against the risks, and for the coverage, as shall be **specified in the SCC**; and (b) at the Procuring Entity's request, shall provide evidence to the Procuring Entity showing that such insurance has been taken out and maintained and that the current premiums have been paid.

#### 3.5 *Service Provider's Actions Requiring Procuring Entity's Prior Approval*

The Service Provider shall obtain the Procuring Entity's prior approval in writing before taking any of the following actions:

- a) Entering into a subcontract for the performance of any part of the Services,
- b) appointing such members of the Personnel not listed by name in Appendix C ("Key Personnel and Subcontractors"),

- c) changing the Program of activities; and
- d) Any other action that may be **specified in the SCC**.

### **3.6** *Reporting Obligations*

The Service Provider shall submit to the Procuring Entity the reports and documents specified in Appendix B in the form, in the numbers, and within the periods set forth in the said Appendix.

### **3.7** *Documents Prepared by the Service Provider to Be the Property of the Procuring Entity*

All plans, drawings, specifications, designs, reports, and other documents and software submitted by the Service Provider in accordance with Sub-Clause 3.6 shall become and remain the property of the Procuring Entity, and the Service Provider shall, not later than upon termination or expiration of this Contract, deliver all such documents and software to the Procuring Entity, together with a detailed inventory thereof. The Service Provider may retain a copy of such documents and software. Restrictions about the future use of these documents, if any, shall be **specified in the SCC**.

### **3.8** *Liquidated Damages*

#### **3.8.1** *Payments of Liquidated Damages*

The Service Provider shall pay liquidated damages to the Procuring Entity at the rate per day **stated in the SCC** for each day that the Completion Date is later than the Intended Completion Date. The total amount of liquidated damages shall not exceed the amount **defined in the SCC**. The Procuring Entity may deduct liquidated damages from payments due to the Service Provider. Payment of liquidated damages shall not affect the Service Provider's liabilities.

#### **3.8.2** *Correction for Over-payment*

If the Intended Completion Date is extended after liquidated damages have been paid, the Procuring Entity shall correct any overpayment of liquidated damages by the Service Provider by adjusting the next payment certificate. The Service Provider shall be paid interest on the overpayment, calculated from the date of payment to the date of repayment, at the rates specified in Sub-Clause 6.5.

#### **3.8.3** *Lack of performance penalty*

If the Service Provider has not corrected a Defect within the time specified in the Procuring Entity's notice, a penalty for Lack of performance will be paid by the Service Provider. The amount to be paid will be calculated as a percentage of the cost of having the Defect corrected, assessed as described in Sub-Clause 7.2 and **specified in the SCC**.

### **3.9** *Performance Security*

The Service Provider shall provide the Performance Security to the Procuring Entity no later than the date specified in the Form of acceptance. The Performance Security shall be issued in an amount and form and by a bank or surety acceptable to the Procuring Entity, and denominated in the types and proportions of the currencies in which the Contract Price is payable. The performance Security shall be valid until a date 28 day from the Completion Date of the Contract in case of a bank guarantee, and until one year from the Completion Date of the Contract in the case of a Performance Bond.

### **3.10** *Fraud and Corruption*

The Procuring Entity requires compliance with the Government's Anti-Corruption laws and its prevailing sanctions. The Procuring Entity requires the Service Provider to disclose any commissions

or fees that may have been paid or are to be paid to agents or any other party with respect to the tendering process or execution of the Contract. The information disclosed must include at least the name and address of the agent or other party, the amount and currency, and the purpose of the commission, gratuity or fee.

### **3.1.1** *Sustainable Procurement*

The Service Provider shall conform to the sustainable procurement contractual provisions, if and as specified in the **SCC**.

## **4** *Service Provider's Personnel*

### **4.1** **Description of Personnel**

The titles, agreed job descriptions, minimum qualifications, and estimated periods of engagement in the carrying out of the Services of the Service Provider's Key Personnel are described in Appendix

C. The Key Personnel and Subcontractors listed by title as well as by name in Appendix C are hereby approved by the Procuring Entity.

### **4.2** *Removal and/or Replacement of Personnel*

- a) Except as the Procuring Entity may otherwise agree, no changes shall be made in the Key Personnel. If, for any reason beyond the reasonable control of the Service Provider, it becomes necessary to replace any of the Key Personnel, the Service Provider shall provide as a replacement a person of equivalent or better qualifications.
- b) If the Procuring Entity finds that any of the Personnel have (i) committed serious misconduct or have been charged with having committed a criminal action, or (ii) have reasonable cause to be dissatisfied with the performance of any of the Personnel, then the Service Provider shall, at the Procuring Entity's written request specifying the grounds thereof, provide as a replacement a person with qualifications and experience acceptable to the Procuring Entity.
- c) The Service Provider shall have no claim for additional costs arising out of or incidental to any removal and/or replacement of Personnel.

## **5** *Obligations of the Procuring Entity*

### **5.1** **Assistance and Exemptions**

The Procuring Entity shall use its best efforts to ensure that the Government shall provide the Service Provider such assistance and exemptions as **specified in the SCC**.

### **5.2** *Change in the Applicable Law*

If, after the date of this Contract, there is any change in the Applicable Law with respect to taxes and duties which increases or decreases the cost of the Services rendered by the Service Provider, then the remuneration and reimbursable expenses otherwise payable to the Service Provider under this Contract shall be increased or decreased accordingly by agreement between the Parties, and corresponding adjustments shall be made to the amounts referred to in Sub-Clauses 6.2(a) or (b), as the case may be.

### **5.3** *Services and Facilities*

The Procuring Entity shall make available to the Service Provider the Services and Facilities listed under Appendix F.

## 6 Payments to the Service Provider

### 6.1 Lump-Sum Remuneration

The Service Provider's remuneration shall not exceed the Contract Price and shall be a fixed lump-sum including all Subcontractors' costs, and all other costs incurred by the Service Provider in carrying out the Services described in Appendix A. Except as provided in Sub-Clause 5.2, the Contract Price may only be increased above the amounts stated in Sub-Clause 6.2 if the Parties have agreed to additional payments in accordance with Sub-Clauses 2.4 and 6.3.

### 6.2 Contract Price

- a) The price payable is **set forth in the SCC**.
- b) Price may be payable in foreign currency, if so allowed in this document.

### 6.3 Payment for Additional Services, and Performance Incentive Compensation

6.3.1 For the purpose of determining the remuneration due for additional Services as may be agreed under Sub-Clause 2.4, a breakdown of the lump-sum price is provided in Appendices D and E.

6.3.2 **If the SCC so specify**, the service provider shall be paid performance incentive compensation as set out in the Performance Incentive Compensation appendix.

6.3.3 Where the contract price is different from the corrected tender price, in order to ensure the contractor is not paid less or more relative to the contract price (*which would be the tender price*), payment valuation certificates and variation orders on omissions and additions valued based on rates in the schedule of rates in the Tender, will be adjusted by a plus or minus percentage. The percentage already worked out during tender evaluation is worked out as follows:  $(\text{corrected tender price} - \text{tender price}) / \text{tender price} \times 100$ .

### 6.4 Terms and Conditions of Payment

Payments will be made to the Service Provider according to the payment schedule **stated in the SCC**. **Unless otherwise stated in the SCC**, the advance payment (Advance for Mobilization, Materials and Supplies) shall be made against the provision by the Service Provider of a bank guarantee for the same amount, and shall be valid for the period **stated in the SCC**. Any other payment shall be made after the conditions **listed in the SCC** for such payment have been met, and the Service Provider have submitted an invoice to the Procuring Entity specifying the amount due.

### 6.5 Interest on Delayed Payments

If the Procuring Entity has delayed payments beyond thirty (30) days after the due date stated in the **SCC**, interest shall be paid to the Service Provider for each day of delay at the rate stated in **the SCC**.

### 6.6 Price Adjustment

6.6.1 Prices shall be adjusted for fluctuations in the cost of inputs only if **provided for in the SCC**. If so provided, the amounts certified in each payment certificate, after deducting for Advance Payment, shall be adjusted by applying the respective price adjustment fact or to the payment amounts due in each currency. A separate formula of the type indicated below applies to each Contract currency:

$$P_c = A_c + B_c L_{mc} / L_{oc} + C_c I_{mc} / I_{oc}$$

Where:

$P_c$  is the adjustment factor for the portion of the Contract Price payable in a specific currency “c”.

$A_c$ ,  $B_c$  and  $C_c$  are coefficients specified in the **SCC**, representing:  $A_c$  the non-adjustable portion;  $B_c$  the adjustable portion relative to labor costs and  $C_c$  the adjustable portion for other inputs, of the Contract Price payable in that specific currency “c”; and

$L_{mc}$  is the index prevailing at the first day of the month of the corresponding invoiced date and  $L_{oc}$  is the index prevailing 28 days before Tender opening for labor; both in the specific currency “c”.

$L_{mc}$  is the index prevailing at the first day of the month of the corresponding invoice date and  $L_{oc}$  is the index prevailing 28 days before Tender opening for other inputs payable; both in the specific currency “c”.

If a price adjustment factor is applied to payments made in a currency other than the currency of the source of the index for a particular indexed input, a correction factor  $Z_o/Z_n$  will be applied to the respective component factor of  $p_n$  for the formula of the relevant currency.  $Z_o$  is the number of units of Kenya Shillings of the index, equivalent to one unit of the currency payment on the date of the base index, and  $Z_n$  is the corresponding number of such currency units on the date of the current index.

- 6.6.2 If the value of the index is changed after it has been used in a calculation, the calculation shall be corrected and an adjustment made in the next payment certificate. The index value shall be deemed to take account to fall changes in cost due to fluctuations in costs.

## 6.7 Day works

- 6.7.1 If applicable, the Day work rates in the Service Provider's Tender shall be used for small additional amounts of Services only when the Procuring Entity has given written instructions in advance for additional services to be paid in that way.
- 6.7.2 All work to be paid for as Day works shall be recorded by the Service Provider on forms approved by the Procuring Entity. Each completed form shall be verified and signed by the Procuring Entity representative as indicated in Sub-Clause 1.6 within two days of the Services being performed.
- 6.7.3 The Service Provider shall be paid for Day works subject to obtaining signed Day works forms as indicated in Sub-Clause 6.7.2

## 7 Quality Control

### 7.1 Identifying Defects

The principle and modalities of Inspection of the Services by the Procuring Entity shall be as **indicated in the SCC**. The Procuring Entity shall check the Service Provider's performance and notify him of any Defects that are found. Such checking shall not affect the Service Provider's responsibilities. The Procuring Entity may instruct the Service Provider to search for a Defect and to uncover and test any service that the Procuring Entity considers may have a Defect. Defect Liability Period is as **defined in the SCC**.

*Correction of Defects, and Lack of Performance Penalty*

- a) The Procuring Entity shall give notice to the Service Provider of any Defects before the end of the Contract. The Defects liability period shall be extended for as long as Defects remain to be corrected.
- b) Every time notice a Defect is given, the Service Provider shall correct the notified Defect within the length of time specified by the Procuring Entity's notice.

- c) If the Service Provider has not corrected a Defect within the time specified in the Procuring Entity's notice, the Procuring Entity will assess the cost of having the Defect corrected, the Service Provider will pay this amount and a Penalty for Lack of Performance calculated as described in Sub-Clause 3.8.

## **8 Settlement of Disputes**

### **8.1 Contractor's Claims**

- 8.1.1 If the Contractor considers himself to be entitled to any extension of the Time for Completion and/or any additional payment, under any Clause of these Conditions or otherwise in connection with the Contract, the Contractor shall give notice to the Project Manager, describing the event or circumstance giving rise to the claim. The notice shall be given as soon as practicable, and not later than 28 days after the Contractor became aware, or should have become aware, of the event or circumstance.
- 8.1.2 If the Contractor fails to give notice of a claim within such period of 28 days, the Time for Completion shall not be extended, the Contractor shall not be entitled to additional payment, and the Procuring Entity shall be discharged from all liability in connection with the claim. Otherwise, the following provisions of this Sub-Clause shall apply.
- 8.1.3 The Contractor shall also submit any other notices which are required by the Contract, and supporting particulars for the claim, all relevant to such event or circumstance.
- 8.1.4 The Contractor shall keep such contemporary records as may be necessary to substantiate any claim, either on the Site or at another location acceptable to the Project Manager. Without admitting the Procuring Entity's liability, the Project Manager may, after receiving any notice under this Sub-Clause, monitor the record-keeping and /or instruct the Contractor to keep further contemporary records. The Contractor shall permit the Project Manager to inspect all these records, and shall (if instructed) submit copies to the Project Manager.
- 8.1.5 Within 42 days after the Contractor became aware (or should have become aware) of the event or circumstance giving rise to the claim, or within such other period as may be proposed by the Contractor and approved by the Project Manager, the Contractor shall send to the Project Manager a fully detailed claim which includes full supporting particulars of the basis of the claim and of the extension of time and /or additional payment claimed. If the event or circumstance giving rise to the claim has a continuing effect:
  - 8.1.5.1 This fully detailed claim shall be considered as interim;
    - a) The Contractor shall send further interim claims at monthly intervals, giving the accumulated delay and /or amount claimed, and such further particulars as the Project Manager may reasonably require; and
    - b) The Contractor shall send a final claim within 28 days after the end of the effects resulting from the event or circumstance, or within such other period as may be proposed by the Contractor and approved by the Project Manager.
- 8.1.6 Within 42 days after receiving a claim or any further particulars supporting a previous claim, or within such other period as may be proposed by the Project Manager and approved by the Contractor, the Project Manager shall respond with approval, or with disapproval and detailed comments. He may also request any necessary further particulars, but shall nevertheless give his response on the principles of the claim within the above defined time period.
- 8.1.7 Within the above defined period of 42 days, the Project Manager shall proceed in accordance with Sub-Clause 3.5 [Determinations] to agree or determine (i) the extension (if any) of the Time for Completion

(before or after its expiry) in accordance with Sub-Clause 8.4 [Extension of Time for Completion], and/or (ii) the additional payment (if any) to which the Contractor is entitled under the Contract.

- 8.1.8 Each Payment Certificate shall include such additional payment for any claim as has been reasonably substantiated as due under the relevant provision of the Contract. Unless and until the particulars supplied are sufficient to substantiate the whole of the claim, the Contractor shall only be entitled to payment for such part of the claim as he has been able to substantiate.
- 8.1.9 If the Project Manager does not respond within the time framed in this Clause, either Party may consider that the claim is rejected by the Project Manager and any of the Parties may refer to Arbitration in accordance with Sub-Clause 8.2 [Matters that may be referred to arbitration].
- 8.1.10 The requirements of this Sub-Clause are in addition to those of any other Sub-Clause which may apply to a claim. If the Contractor fails to comply with this or another Sub-Clause in relation to any claim, any extension of time and/or additional payment shall take account of the extent (if any) to which the failure has prevented or prejudiced proper investigation of the claim, unless the claim is excluded under the second paragraph of this Sub-Clause.

## **8.2** *Matters that may be referred to arbitration*

### **8.2.1** *Notwithstanding anything stated herein the following matters may be referred to arbitration before the practical completion of the Services or abandonment of the Services or termination of the Contract by either party:*

- a) The appointment of a replacement Project Manager upon the said person ceasing to act.
- b) Whether or not the issue of an instruction by the Project Manager is empowered by these Conditions
- c) Whether or not a certificate has been improperly withheld or is not in accordance with these Conditions.
- e) Any dispute arising in respect of war risks or war damage.
- f) All other matters shall only be referred to arbitration after the completion or alleged completion of the Services or termination or alleged termination of the Contract, unless the Procuring Entity and the Contractor agree otherwise in writing.

## **8.3** *Amicable Settlement*

- 8.3.1 Where a Notice of Dissatisfaction has been given, both Parties shall attempt to settle the dispute amicably before the commencement of arbitration. However, unless both Parties agree otherwise, the Party giving a Notice of Dissatisfaction in accordance with Sub-Clause 8.1 above should move to commence arbitration after the fifty-sixth day from the day on which a Notice of Dissatisfaction was given, even if no attempt at an amicable settlement has been made.

## **8.4** *Arbitration*

- 8.4.1 Any claim or dispute between the Parties arising out of or in connection with the Contract not settled amicably in accordance with Sub-Clause 8.3 shall be finally settled by arbitration. Arbitration shall be conducted in accordance with the Arbitration Laws of Kenya.
- 8.4.2 The arbitrators shall have full power to open up, review and revise any certificate, determination, instruction, opinion or valuation of the Project Manager, relevant to the dispute. Nothing shall disqualify representatives of the Parties and the Project Manager from being called as a witness and giving evidence before the arbitrators on any matter whatsoever relevant to the dispute.
- 8.4.3 Neither Party shall be limited in the proceedings before the arbitrators to the evidence, or to the reasons for dissatisfaction given in its Notice of Dissatisfaction.

8.4.4 Arbitration may be commenced prior to or after completion of the services. The obligations of the Parties, and the Project Manager shall not be altered by reason of any arbitration being conducted during the progress of the services.

8.4.5 The terms of the remuneration of each or all the members of Arbitration shall be mutually agreed upon by the Parties when agreeing the terms of appointment. Each Party shall be responsible for paying one-half of this remuneration.

#### **8.5** *Arbitration with proceedings*

8.5.1 In case of any claim or dispute, such claim or dispute shall be notified in writing by either party to the other with a request to submit to arbitration and to concur in the appointment of an Arbitrator within thirty days of the notice. The dispute shall be referred to the arbitration and final decision of a person to be agreed between the parties. Failing agreement to concur in the appointment of an Arbitrator, the Arbitrator shall be appointed, on the request of the applying party, by the Chairman or Vice Chairman of any of the following professional institutions;

- a) Law Society of Kenya or
- b) Chartered Institute of Arbitrators (Kenya Branch)

8.5.2 The institution written to first by the aggrieved party shall take precedence over all other institutions.

8.5.3 The arbitration may be on the construction of this Contractor on any matter or thing of what soever nature arising there under or in connection there with, including any matter or thing left by this Contract to the discretion of the Project Manager, or the withholding by the Project Manager of any certificate to which the Contractor may claim to be entitled to or the measurement and valuation referred to in clause 23.0 of these conditions, or the rights and liabilities of the parties subsequent to the termination of Contract.

8.5.4 Provided that no arbitration proceedings shall be commenced on any claim or dispute where notice of a claim or dispute has not been given by the applying party within ninety days of the occurrence or discovery of the matter or issue giving rise to the dispute.

8.5.5 Notwithstanding the issue of a notice as stated above, the arbitration of such a claim or dispute shall not commence unless an attempt has in the first instance been made by the parties to settle such claim or dispute amicably with or without the assistance of third parties. Proof of such attempt shall be required.

8.5.6 The Arbitrator shall, without prejudice to the generality of his powers, have powers to direct such measurements, computations, tests or valuations as may in his opinion be desirable in order to determine the rights of the parties and assess and award any sums which ought to have been the subject of or included in any certificate.

8.5.7 The Arbitrator shall, without prejudice to the generality of his powers, have powers to open up, review and revise any certificate, opinion, decision, requirement or notice and to determine all matters in dispute which shall be submitted to him in the same manner as if no such certificate, opinion, decision requirement or notice had been given.

8.5.8 The award of such Arbitrator shall be final and binding upon the parties.

#### **8.6** *Failure to Comply with Arbitrator's Decision*

8.6.1 In the event that a Party fails to comply with a final and binding Arbitrator's decision, then the other Party may, without prejudice to any other rights it may have, refer the matter to a competent court of law.

## 9.1 The Adjudicator

- 9.1.1 Should the Adjudicator resign or die, or should the Procuring Entity and the Service Provider agree that the Adjudicator is not functioning in accordance with the provisions of the Contract; a new Adjudicator will be jointly appointed by the Procuring Entity and the Service Provider. In case of disagreement between the Procuring Entity and the Service Provider, within 30 days, the Adjudicator shall be designated by the Appointing Authority **designated in the SCC** at the request of either party, within 14 days of receipt of such request.
- 9.2 The Adjudicator shall be paid by the hour at the rate **specified in the TDS and SCC**, together with reimbursable expenses of the type's **specified in the SCC**, and the cost shall be divided equally between the Procuring Entity and the Service Provider, whatever decision is reached by the Adjudicator. Either party may refer a decision of the Adjudicator to an Arbitrator within 28 days of the Adjudicator's written decision. If neither party refers the dispute to arbitration within the above 28 days, the Adjudicator's decision will be final and binding.

## B. SPECIAL CONDITIONS OF CONTRACT

### SECTION IX - SPECIAL CONDITIONS OF CONTRACT

Number of GC Clause	Amendments of. And Supplements to, Clauses in the General conditions of contract
1.1 (a)	The Adjudicator is <b>N/A</b>
1.1 (v)	The project manager is <b>MITI</b>
1.1(d)	The contract name is <b>Provision of a Digital Logistics Marketplace solution/platform</b>
1.1 (g)	The procuring Entity is <b>Kenya Trade Network Agency (KENTRADE)</b>
1.1 (l)	The member in charge is <b>N/A</b>
1.1 (o)	The service provider is _____
1.4	<p>The addresses are:</p> <p>Procuring Entity: <b>Kenya Trade Network Agency (KENTRADE)</b></p> <p>Attention: <b>Manager, Supply Chain Management.</b></p> <p>Email: <a href="mailto:procurement@KenTrade.go.ke">procurement@KenTrade.go.ke</a></p> <p>Telex:</p> <p>Service Provider:</p> <p>Attention:</p> <p>Email Address:</p>
1.6	<p>The Authorised Representatives are:</p> <p>For the Procuring Entity: <b>Director, Trade Facilitation.</b></p> <p>For the Service Provider: _____</p>
2.1	The date on which this contract shall come into effect is _____
2.2.2	The starting date for the commencement of the services is _____
2.3	The intended completion date is <b>within five years of signing the contract</b>
2.4.1	If the value engineering proposal is approved by the Procuring Entity the amount to be paid to the Service Provider shall be ____% (insert appropriate percentage. The percentage is normally up to 50%) of the reduction in the Contract Price. <b>N/A</b>
3.2.3	Activities prohibited after termination of this Contract are <b>N/A</b> _____
3.4	<p>The risks and coverage by insurance shall be:</p> <p>(i) Third party motor vehicle _____ N/A _____</p> <p>(ii) Third party liability _____ N/A _____</p> <p>(iii) Procuring Entity's liability and workers compensation _____ N/A</p> <p>(iv) Professional liability _____ N/A _____</p> <p>(v) Loss or damage to equipment and property _____ N/A _____</p>
3.5(d)	The other actions are _____ N/A _____
3.7	Reactions on the use of documents prepared by the Service Provider are:

- \_\_\_\_\_ **N/A** \_\_\_\_\_
- 3.8.1** The liquidated damages rate is \_\_\_\_\_ per day.  
The maximum amount of liquidated damages for the whole contract is \_\_\_\_\_ percent of the final Contract Price. **N/A**
- 3.8.3** The percentage \_\_\_\_\_ to be used for the calculation of lack of performance  
Penalty(ies) is \_\_\_\_\_ **N/A**
- 5.1** The assistance and exemptions provided to the Service Provider are:  
\_\_\_\_\_ **N/A** \_\_\_\_\_
- 6.2(a)** The amount in Kenya Shillings \_\_\_\_\_
- 6.3.2** The performance incentive paid to the Service Provider shall be: \_\_\_\_\_ **N/A** \_\_\_\_\_
- 6.4** Payments shall be made according to the following schedule:
- Advance for Mobilization, Materials and Supplies: \_\_\_\_\_ percent of the Contract Price shall be paid on the commencement date against submission of a bank guarantee for the same.
  - Progress payments in accordance with the milestones as follows, subject to certification by the Procuring Entity, that the services have been rendered satisfactorily, pursuant to the performance indicators:  
 \_\_\_\_\_ (indicate milestone and/or percentage) \_\_\_\_\_  
 \_\_\_\_\_ (indicate milestone and/or percentage) \_\_\_\_\_ and  
 \_\_\_\_\_ (indicate milestone and/or percentage) \_\_\_\_\_  
 Should the certification not be provided, or refused in writing by the Procuring Entity within one month of the date of the milestone, or of the date of receipt of the corresponding invoice, the certification will be deemed to have been provided, and the progress payment will be released at such date.
  - The amortization of the Advance mentioned above shall commence when the progress payments have reached 25% of the contract price and be completed when the progress payments have reached 75%.
  - The bank guarantee for the advance payment shall be released when the advance payment has been fully amortized.
- (As shall be agreed upon in the signed contract)**
- 6.5** Payment shall be made within \_\_\_\_\_ days of receipt of the invoice and the relevant documents specified in the Sub-Clause 6.4, and within \_\_\_\_\_ days in the case of the final payment. **(As shall be agreed upon in the signed contract)**  
The interest rate is \_\_\_\_\_ **N/A**
- 6.6.1** Price adjustment is \_\_\_\_\_ in accordance with Sub-Clause 6.6. The coefficients for adjustment of prices are:
- (a) For local currency:  
A<sub>L</sub> is \_\_\_\_\_

B<sub>L</sub> is \_\_\_\_\_

L<sub>mc</sub> and L<sub>oc</sub> are the index for Labor from \_\_\_\_\_

I<sub>mc</sub> and I<sub>oc</sub> are the index for \_\_\_\_\_ from \_\_\_\_\_

(b) For foreign currency:

A<sub>F</sub> is \_\_\_\_\_

B<sub>F</sub> is \_\_\_\_\_

L<sub>mc</sub> and L<sub>oc</sub> are the index for Labor from \_\_\_\_\_

I<sub>mc</sub> and I<sub>oc</sub> are the index for \_\_\_\_\_ from \_\_\_\_\_

**N/A**

**7.1**

The principle and modalities of inspection of Services by the Procuring Entity are as follows:

**\_(To be specified in the contract)\_** \_\_\_\_\_

The defects Liability Period is \_\_\_\_\_ **N/A** \_\_\_\_\_

**9.1**

The designated Appointing Authority for a new Adjudicator is \_\_\_\_\_

**9.2**

The Adjudicator is \_\_\_\_\_ / who will be paid a rate of \_\_\_\_\_ per hour of work. The following reimbursable expenses are recognized: \_\_\_\_\_

**N/A**

## **C: APPENDICES**

### **Appendix A - Description of the Services**

*Give detailed descriptions of the Services to be provided, dates for completion of various tasks, place of performance for different tasks, specific tasks to be approved by Procuring Entity, etc.*

### **Appendix B - Schedule of Payments and Reporting Requirements**

*List all milestones for payments and list the format, frequency, and contents of reports or products to be delivered; persons to receive them; dates of submission; etc. If no reports are to be submitted, state here "Not applicable."*

### **Appendix C - Breakdown of Contract Price**

*List here the elements of cost used to arrive at the breakdown of the lump-sum price:*

- 1. Rates for Equipment Usage or Rental or for Personnel (Key Personnel and other Personnel).*
- 2. Reimbursable expenditures.*

*This appendix will exclusively be used for determining remuneration for additional Services.*

### **Appendix D - Services and Facilities Provided by the Procuring Entity**

## C. FORMS

### SECTION X -CONTRACT FORMS

#### FORM NO. I - PERFORMANCE SECURITY – (Unconditional Demand Bank Guarantee)

*[Guarantor letterhead or SWIFT identifier code]*

Beneficiary:\_\_\_\_\_ *[insert name and Address of Procuring Entity]*

Date:\_\_\_\_\_ *[Insert date of issue]*

**PERFORMANCE GUARANTEE No.:**\_\_\_\_\_

**Guarantor .....** *[Insert name and address of place of issue, unless indicated in the letterhead]*

1. We have been informed that \_\_\_\_\_ (hereinafter called "the Applicant") has entered into Contract No. \_\_\_\_\_ dated \_\_\_\_\_ with the Beneficiary, for the execution of \_\_\_\_\_ (herein after called "the Contract").
2. Furthermore, we understand that, according to the conditions of the Contract, a performance guarantee is required.
3. At the request of the Applicant, we as Guarantor, hereby irrevocably under take to pay the Beneficiary any sum or sums not exceeding in total an amount of \_\_\_\_\_, such sum being payable in the types and proportions of currencies in which the Contract Price is payable, upon receipt by us of the Beneficiary's complying demand supported by the Beneficiary's statement, whether in the demand itself or in a separate signed document accompanying or identifying the demand, stating that the Applicant is in breach of its obligation(s) under the Contract, without the Beneficiary needing to prove or to show grounds for your demand or the sum specified therein.
4. This guarantee shall expire, no later than the....Day of....., 2...<sup>2</sup>, and any demand for payment under it must be received by us at this office indicated above on or before that date.
5. The Guarantor agrees to a one-time extension of this guarantee for a period not to exceed *[six months] [one year]*, in response to the Beneficiary's written request for such extension, such request to be presented to the Guarantor before the expiry of the guarantee."

*[Name of Authorized Official, signature(s) and seals/stamps]*

**Note: All italicized text (including footnotes) is for use in preparing this form and shall be deleted from the final product.**

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<sup>1</sup>The Guarantor shall insert an amount representing the percentage of the Accepted Contract Amount specified in the Letter of Acceptance, less provisional sums, if any, and denominated either in the currency(ies) of the Contract or a freely convertible currency acceptable to the Beneficiary.

<sup>2</sup>Insert the date twenty-eight days after the expected completion date as described in GC Clause

11.9. The Procuring Entity should note that in the event of an extension of this date for completion of the Contract, the Procuring Entity would need to request an extension of this guarantee from the Guarantor. Such request must be in writing and must be made prior to the expiration date established in the guarantee. In preparing this guarantee, the Procuring Entity might consider adding the following text to the form, at the end of the penultimate paragraph: "The Guarantor agrees to a one-time extension of this guarantee for a period not to exceed [six months] [one year], in response to the Beneficiary's written request for such extension, such request to be presented to the Guarantor before the expiry of the guarantee."

## FORM No. 2 - PERFORMANCE SECURITY OPTION 2 – (Performance Bond)

*[Note: Procuring Entities are advised to use Performance Security—Unconditional Demand Bank Guarantee instead of Performance Bond due to difficulties involved in calling Bond holder to action]*

*[Guarantor letterhead or SWIFT identifier code]* **Beneficiary:**

*[insert name and Address of Procuring Entity]* **Date:**

\_\_\_\_\_ *[Insert date of issue]*

**PERFORMANCE BOND No.:** \_\_\_\_\_

**Guarantor:** *[Insert name and address of place of issue, unless indicated in the letterhead]*

1. By this Bond \_\_\_\_\_ as Principal (hereinafter called “the Contractor”) and \_\_\_\_\_] as Surety (herein after called “the Surety”), are held and firmly bound unto ] as Oblige (herein after called “the Procuring Entity”) in the amount of \_\_\_\_\_ for the payment of which sum well and truly to be made in the types and proportions of currencies in which the Contract Price is payable, the Contractor and the Surety bind themselves, their heirs, executors, administrators, successors and assigns, jointly and severally, firmly by these presents.
2. WHEREAS the Contractor has entered into a written Agreement with the Procuring Entity dated the \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_, for \_\_\_\_\_ in accordance with the documents, plans, specifications, and amendments thereto, which to the extent herein provided for, are by reference made part hereof and are herein after referred to as the Contract.
3. **NOW, THEREFORE**, the Condition of this Obligation is such that, if the Contractor shall promptly and faithfully perform the said Contract (including any amendments thereto), then this obligation shall be null and void; otherwise, it shall remain in full force and effect. Whenever the Contractor shall be, and declared by the Procuring Entity to be, in default under the Contract, the Procuring Entity having performed the Procuring Entity's obligations there under, the Surety may promptly remedy the default, or shall promptly:
  - 1) Complete the Contract in accordance with its terms and conditions; or
  - 2) Obtain a tender or tenders from qualified tenderers for submission to the Procuring Entity for completing the Contract in accordance with its terms and conditions, and upon determination by the Procuring Entity and the Surety of the lowest responsive Tenderers, arrange for a Contract between such Tenderer, and Procuring Entity and make available as work progresses (even though there should be a default or a succession of defaults under the Contract or Contracts of completion arranged under this paragraph) sufficient funds to pay the cost of

completion less the Balance of the Contract Price; but not exceeding, including other costs and damages for which the Surety may be liable here under, the amount set forth in the first paragraph hereof. The term "Balance of the Contract Price," as used in this paragraph, shall mean the total amount payable by Procuring Entity to Contractor under the Contract, less the amount properly paid by Procuring Entity to Contractor; or

- 3) pay the Procuring Entity the amount required by Procuring Entity to complete the Contract in accordance with its terms and conditions up to a total not exceeding the amount of this Bond.
4. The Surety shall not be liable for a greater sum than the specified penalty of this Bond.
5. Any suit under this Bond must be instituted before the expiration of one year from the date of the issuing of the Taking-Over Certificate. No right of action shall accrue on this Bond to or for the use of any person or corporation other than the Procuring Entity named herein or the heirs, executors, administrators, successors, and assigns of the Procuring Entity.
6. In testimony whereof, the Contractor has hereunto set his hand and affixed his seal, and the Surety has caused these presents to be sealed with his corporate seal duly attested by the signature of his legal representative, this day of 20.

SIGNED ON \_\_\_\_\_ on behalf of by \_\_\_\_\_ in

the capacity of In the presence of .....

SIGNED ON \_\_\_\_\_ on behalf of  
.....

By \_\_\_\_\_ in the capacity of In the presence of

## FORM NO. 3 - ADVANCE PAYMENT SECURITY

### [Demand Bank Guarantee]

[Guarantor letter head or SWIFT  
identifier code] [Guarantor letter  
head or SWIFT identifier code]

**Beneficiary:** \_\_\_\_\_ [Insert name and Address of Procuring Entity]

**Date:** \_\_\_\_\_ [Insert date of issue]

**ADVANCE PAYMENT GUARANTEE No.:** \_\_\_\_\_ [Insert guarantee reference

number] **Guarantor:** [Insert name and address of place of issue, unless indicated in the letterhead]

1. We have been informed that \_\_\_\_\_ (hereinafter called "the Applicant") has entered into Contract No. \_\_\_\_\_ dated \_\_\_\_\_ with the Beneficiary, for the execution of \_\_\_\_\_ (herein after called "the Contract").
2. Furthermore, we understand that, according to the conditions of the Contract, an advance payment in the sum \_\_\_\_\_ () is to be made against an advance payment guarantee.
3. At the request of the Applicant, we as Guarantor, hereby irrevocably undertake to pay the Beneficiary any sum or sums not exceeding in total an amount of \_\_\_\_\_<sup>1</sup> upon receipt by us of the Beneficiary's complying demand supported by the Beneficiary's statement, whether in the demand itself or in a separate signed document accompanying or identifying the demand, stating either that the Applicant:
  - a) Has used the advance payment for purposes other than the costs of mobilization in respect of the Works; or
  - b) has failed to repay the advance payment in accordance with the Contract conditions, specifying the amount which the Applicant has failed to repay.
4. A demand under this guarantee may be presented as from the presentation to the Guarantor of a certificate from the Beneficiary's bank stating that the advance payment referred to above has been credited to the Applicant on its account number at \_\_\_\_\_
5. The maximum amount of this guarantee shall be progressively reduced by the amount of the advance payment repaid by the Applicant as specified in copies of interim statements or payment certificates which shall be presented to us. This guarantee shall expire, at the latest, upon our receipt of a copy of the interim payment certificate indicating that ninety (90) percent of the Accepted Contract Amount, less provisional sums, has been certified for payment, or on the day of \_\_\_\_\_, 20\_\_\_\_<sup>2</sup> whichever is earlier. Consequently, any demand for payment under this guarantee must be received by us

at this office on or before that date.

6. The Guarantor agrees to a one-time extension of this guarantee for a period not to exceed [six months] [one year], in response to the Beneficiary's written request for such extension, such request to be presented to the Guarantor before the expiry of the guarantee.

.....  
[Name of Authorized Official, signature(s) and seals/stamps]

**Note: All italicized text (including footnotes) is for use in preparing this form and shall be deleted from the final product.**

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<sup>1</sup> The Guarantor shall insert an amount representing the amount of the advance payment and denominated either in the currency(ies) of the advance payment as specified in the Contract, or in a freely convertible currency acceptable to the Procuring Entity.

<sup>2</sup> Insert the expected expiration date of the Time for Completion. The Procuring Entity should note that in the event of an extension of the time for completion of the Contract, the Procuring Entity would need to request an extension of this guarantee from the Guarantor. Such request must be in writing and must be made prior to the expiration date established in the guarantee. In preparing this guarantee, the Procuring Entity might consider adding the following ext. to the form, at the end of the penultimate paragraph: "The Guarantor agrees to a one-time extension of this guarantee for a period not to exceed [six months] [one year], in response to the Beneficiary's written request for such extension, such request to be presented to the Guarantor before the expiry of the guarantee"

## FORM NO. 4 BENEFICIAL OWNERSHIP DISCLOSURE FORM

### INSTRUCTIONS TO TENDERERS: DELETE THIS BOX ONCE YOU HAVE COMPLETED THE FORM

*This Beneficial Ownership Disclosure Form ("Form") is to be completed by the successful tenderer. In case of joint venture, the tenderer must submit a separate Form for each member. The beneficial ownership information to be submitted in this Form shall be current as of the date of its submission.*

*For the purposes of this Form, a Beneficial Owner of a Tenderer is any natural person who ultimately owns or controls the Tenderer by meeting one or more of the following conditions:*

- Directly or indirectly holding 25% or more of the shares.*
- Directly or indirectly holding 25% or more of the voting rights.*
- Directly or indirectly having the right to appoint a majority of the board of directors or equivalent governing body of the Tenderer.*

Tender Reference No.: \_\_\_\_\_ [insert identification

no] Name of the Assignment: \_\_\_\_\_ [insert name of the assignment] to:

\_\_\_\_\_ [insert complete name of Procuring Entity]

In response to your notification of award dated \_\_\_\_\_ [insert date of notification of award] to furnish additional information on beneficial ownership: \_\_\_\_\_ [select one option as applicable and delete the options that are not applicable]

I) We hereby provide the following beneficial ownership information.

#### Details of beneficial ownership

Identity of Beneficial Owner	Directly or indirectly holding 25% or more of the shares (Yes / No)	Directly or indirectly holding 25% or more of the Voting Rights (Yes / No)	Directly or indirectly having the right to appoint a majority of the board of the directors or an equivalent governing body of the Tenderer (Yes / No)
[include full name (last, middle, first), nationality, country of residence]			

OR

- ii) We declare that there is no Beneficial Owner meeting one or more of the following conditions: directly or indirectly holding 25% or more of the shares. Directly or indirectly holding 25% or more of the voting rights. Directly or indirectly having the right to appoint a majority of the board of directors or equivalent governing body of the Tenderer.

OR

We declare that we are unable to identify any Beneficial Owner meeting one or more of the following conditions. [If this option is selected, the Tenderer shall provide explanation on why it is unable to identify any Beneficial Owner]

Directly or indirectly holding 25% or more of the shares. Directly or indirectly holding 25% or more of the voting rights.

Directly or indirectly having the right to appoint a majority of the board of directors or equivalent governingbody of the Tenderer]”

Name of the Tenderer .....\*[insert complete name of the Tenderer]\_\_\_\_\_

Name of the person duly authorized to sign the Tender on behalf of the Tenderer: \*\* [insert complete name of person duly authorized to sign the Tender]

Title of the person signing the Tender ..... [insert complete title of the person signing the Tender]

Signature of the person named above:.....[insert signature of person whose name and capacity are shown above]

Date signed ..... [insert date of signing] day of ..... [Insert month], [insert year]
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