



*Simplifying Trade Processes for Kenya's Competitiveness*

**KENYA TRADE NETWORK AGENCY (KENTRADE)**

Embankment Plaza – First Floor P.O. Box 36943-00200-NAIROBI Tel:

+254 020 2614896; email: [info@kentrade.go.ke](mailto:info@kentrade.go.ke) ;

[procurement@kentrade.go.ke](mailto:procurement@kentrade.go.ke)

**ADDENDUM NO. 2**

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

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

Following requests from prospective bidders, Kentrade wishes to clarify as follows: -

<b>I.I.I. Shipping Lines/Agents/Airlines/Ground handlers</b>			
<b>No.</b>	<b>Requirement</b>	<b>Comment</b>	<b>Response</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.	This is reservation of containers for the export of goods and sending B/Ls directly into Shipping lines systems, this will be done by freight forwarders on the system when they have finished stuffing of the empty containers at exporters premises, please confirm. Purely export process. Please confirm or explain further.	We expect to see status information from Port of Origin all the way until the goods are in Kenya for imports as well as for exports for purposes of relaying the same to relevant stakeholders hence the need for such interfaces as specified.
53.	The system should protect the integrity of shipping status information and associated documents by	Is this blockchain belonging to the provider of the solution or we should access some other entity's blockchain for this (e.g. KenTrade	It could be the provider's solution or another third party that the provider has partnered with at their own terms.

	using Distributed Ledger (blockchain) technology.	blockchain). Do we need to ask the exporter at origin to store shipment data on the blockchain. Please detail what is planned here for both imports and exports re. blockchain.	
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	Do you mean transfer of ownership such as the Delivery Order is the transfer of ownership by Shipping agent to freight forwarder (declarant recipient). Please describe what transfer of ownership is requested through the system	This is a transfer of ownership that happens before goods are entered. When such a transfer happens, the old consignee writes a letter to the shipping line transferring ownership and liabilities to new consignee. The old consignee also provides documentation (including affidavit) to support the change of ownership. New consignee also provides an affidavit accepting the transfer and the attendant liabilities. The system needs to provide this capability and visibility for interface with shipping line platforms that have this kind of operations since this happens before goods are entered.
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.	This is at import from arrival of the goods to importers premises only, or export from premises to loading of goods on boat, please confirm. Or both, system to indicate how long remaining before additional bill is produced by Cargo handler?	This is the time the container is at the port of clearance. KPA have a free period where you are required to have cleared and removed your goods at the port. Beyond that demurrage costs kicks in.
57.	The system should enable shipping lines to publish their routes and dates for ships for display to the users.	This is for freight forwarders exporting goods being able to chose the fastest/cheapest route when selecting a departure and destination, please confirm. In which case do will we have access to APIs for booking purposes that KenTrade will advise at	This helps importers and exporters to know which timelines are available and when they are available in line with their needs for both imports and exports. E.g. If I want to export to China, I would access the portal and

		no cost from airlines (e.g. Champ)/shipping lines (e.g. INTTRA).	find out which line is available according to my schedule
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.	Do you mean access to Shipping line data to know where the exported shipment is located. Do you also mean import as well?	Yes, including imports. Similarly premised with 52 above.
59.	The system should provide users with near real-time notifications of changes in the status of their cargo.	Information like change booking/change voyage at export? or any information related to container from the moment the container is offloaded at import?	Yes, including from port of origin
<b>No.</b>	<b>Requirement</b>	<b>Comment</b>	<b>Response</b>
<b>A</b>	<b>Clearing Agents Requirements</b>		
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.	In 97% of cases, importers use INCOTERM CIF or CFR so the choice of the itinerary and price is more on the exporter side in the country of origin. In this case the choice of the cheapest/ shortest itinerary and which shipping line to use for carriage from the software would be done by clearing agents for export shipments from Kenya only, please confirm.	Shipping lines, Airlines and truck owners have tariffs, which they use to charge the importers and exporters. This is what we are looking for. To publish and enable selection of the best price and efficiency of service.
69.	The system should allow vetting of transporters, check bids and receive quotations, get purchase orders and confirmation for their services.	It is understood like Transporters are the ones carrying goods from premises to warehouse/port/airport at export and reverse at import. These transporters should place bids for your shipment on the platform and freight forwarder decides which one to take. Please confirm	Same as 68 above
70.	The system should provide marketing functionalities for the clearing agents' services.	Please give an example	Such online Ads for those who have subscribed to the service.

71.	Services and products offered by the clearing agents should be able to be uploaded and appear in the system.	Give an example. Do you mean clearance with Customs, local insurance?	Yes, all clearance related services and freight forwarding
72.	The system should allow Clearing Agents to post their services and charges and compare bids, make offers and orders within the system.	Clearing agents should select the best bids for insurance/transporter?	Agents should be able to publish all their services including rates. This will allow importers and Exporters to select the best value for their money.

### I.1.3. Transporters

No.	Requirement	Comment	Response
<b>A</b>	Transporters Requirements		
76.	The system should be able to capture and report transport events such as breakdowns both to the carriers and Customer	Customer is who, clearing agent?	Consignee/Clearing Agent.
77.	Provide functionality to upload and publish transporters schedules and avail the same to customers.	Truckers usually don't have fixed schedules; they just respond to client needs	Cater for those who have schedules without restricting those who do not have.
78.	Provide capability that will allow the customers to request for transport services.	Is it the transporter who bids or the clearing agent to choose from a list, how about scheduling time for pickup?	Customer or clearing agent should be afforded this functionality.
79.	The system should provide functionality that allows for matching of trucks and cargo at different locations	Truckers should access the system and propose their services	Yes

### I.1.4. Insurance companies

No.	Requirement	Comment	Response
<b>A</b>	Insurance Requirements		
82..	The system should allow insurance service providers to publish their services and products and	At import, insurance is usually paid abroad by exporters. Do you mean in case Incoterm is CFR, local insurance should	This functionality is geared towards affording traders/exims easy access to Marine Cargo Insurance

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.	be purchased locally. At export this is insurance for the whole carriage.	services providers as well as affording local insurance firms more market.
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### 1.1.5. Banks

No.	Requirement	Comment	Response
<b>A</b>	Banks Requirements		
86.	The system should be able to publish bank rates		
87.	The system should allow banks to issue bonds	Please advise on the meaning of this guarantee and for what it is used at import and export. Is that a letter of credit that guaranties that payment of CIF will be provided to exporter by importer?	This is more into trade finance. Banks and other financiers should be able to market their services using the portal. EXIMs should be able to bid for the best and affordable options.

### 1.1.6. Exporters/Importers (EXIMS)

No.	Requirement	Comment	Response
<b>A</b>	EXIMS Requirements		
90.	The system should allow the EXIM to choose from the best bid.	Is that the EXIM choosing or the clearing agent he has selected for the whole transport that will select the best option?	EXIMs should be able to bid for various logistics, insurance and finance services providers and the best and affordable options.

### 1.1.7. Warehousing

No.	Requirement	Comment	Response
<b>A</b>	Warehouse Requirements		
94.	The system should be able to publish the costs of warehouse services	Do we mean warehousing such as in transit sheds (goods not cleared yet at import)?	Implies rates on how much warehouse providers charge for storage of goods.
95.	The system should be able to support and publish warehouse processes	Is that at import following arrival? Export prior to shipment?	Both scenarios apply.

### 1.1.8. Payments, Subscriptions and Collections

No.	Requirement	Comment	Response
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98.	The system should be able to provide a checkout functionality for services.	Would Payment trigger the full process of export from premises to country of destination and import (at goods arrival only)?	Checkout functionality is to facilitate payment for the services offered through the platform.
<b>I.1.9. Track and Trace</b>			
<b>No.</b>	<b>Requirement</b>	<b>Comment</b>	<b>Response</b>
	Track and Trace functionality Requirements		
102.	12	Is that the Unique Consignment Reference from WCO? Made from shippers reference.	Yes, UCR number.
103.	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),	Does KenTrade already have access to the mentioned blockchain?	No, KenTrade does not have access to any blockchain platform currently. The DLMP solution provider will have to cater for this requirement.

OTHER QUESTIONS			
Reference	Text	Question	Response
Page 49 point 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.	Is the requirement related to integration with 3rd party track and trace platforms only or will actual hardware be needed as part of this project?	Third party track and Trace platforms.

Page 50- point 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.	Is 5 years considered after the go live or from the start? Number of users estimated on the platform? Did you do a study on how many participants might be interested?	Yes, after go-live.  No study done on number of estimated participants.
Page 57 - SECTION III 1.2 Vendor Evaluation		The Total score amounts to 110 and not 100	Noted. The awarding of marks in the criteria has been revised and affected the following areas: - a) Reference sites relevant to this project – 8 marks b) Organization structure of the implementation team – 6 marks c) Approach methodology and work plan – 13 marks d) Revenue share – 13 marks NB: The marks of the other sections remain the same and now the total will be 100 marks.
ITT 4.10 and 4.11		Based on 4.11, In case of a JV between a Kenyan company and a foreign company. The JV is considered foreign and should abide by 4.10 (source at least 40% of contract inputs from National suppliers). If the Kenyan company in the JV is performing at least 40% of the contract input, would that qualify for 4.10?	Yes.
	Clarification as to whether the Agency would be receptive to demos of the proposed solution?		Demos are not required at this stage

	Request for bidders' conference	There will be NO bidders' conference
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**The addendum forms part of the bidding document and is binding on all bidders.**

**All other terms and conditions of the tender remain the same.**

**CHIEF EXECUTIVE OFFICER**