

20th September 2024

KRA/HQS/NCB-002/2024 -2025: PROVISION OF SECURITY AND SAFETY SERVICES (GUARDING, LEASE OF SECURITY EQUIPMENT AND ALARM BACKUP SERVICES) FOR A PERIOD OF THREE (3) YEARS

Kenya Revenue Authority wishes to inform prospective bidders of the clarifications and amendments for the above tender as detailed below.

CLARIFICATION	KRA RESPONSES
Certified copies of audited accounts for the last three years (2021, 2022 and 2023) with an annual turnover of Kshs 900 Million for each financial year.	Bidders are advised that this criterion has been amended to read "Certified copies of audited accounts for the last three years (2021, 2022 and 2023) with an annual average turnover of Kshs 900 Million."
Given this, we kindly request that you provide justification from your financial analysts on how the turnover requirement of KES 900 million was determined. In the previous tender for the same services, a turnover threshold of KES 500 million was stipulated	The estimated annual spend on provision of guarding services is above 400m. Therefore, for a company to deliver uninterrupted service based on the payment patterns requires that their turnover should be at least 2.5 times the estimated annual spend.
Presence in 23 Counties Why should this be a mandatory requirement for example a company with a presence in say 15 counties and a total guard population of 2000 guards can still spread to other counties this requirement is discriminative.	The Authority has over 150 offices/sites spread out in 42 counties. It is important that bidders have presence in at least half of the spread. Such presence will ensure that there is ease of response in the event of incidences, as well as close monitoring/supervision and coordination within the regions
NB Bidder are advised to align their bid securities to the new tender closing/opening date i.e. 25th September, 2025	

- This is the final set of clarifications to allow bidders time to respond to the tender.

The clarification/addendum forms part of the bidding document and is binding to the bidder. All other terms and conditions of the tender remain the same. You are therefore required to immediately acknowledge the receipt of this addendum.



Martha Wakio
FOR: DEPUTY COMMISSIONER - SUPPLY CHAIN MANAGEMENT