

ISO 9001: 2015 CERTIFIED

**EXPRESSION OF INTEREST (EOI)
SUPPLY, DELIVERY, INSTALLATION, COMMISSIONING AND
MAINTENANCE OF AN INTEGRATED EXCISABLE GOODS MANAGEMENT
SYSTEM (EGMS)
REFERENCE NUMBER: KRA/HQS/EOI-073/2022-2023**

Kenya Revenue Authority (KRA) was established by an Act of Parliament, Chapter 469 of the laws of Kenya and is charged with collecting revenue on behalf of the Government of Kenya.

KRA mandate includes administration of Excise Duty Act 2015. In line with the provisions of the EGMS Regulations 2017 and in order to enhance efficiency and effectiveness in the management of excisable goods, the Authority wishes to implement an integrated Excisable Goods Management System.

The system is aimed at addressing the multiplicity of threats KRA faces in administering EGMS. The threats include those associated with tax evasion, illicit trade, cybercrime, terrorism, sabotage by internal and external sources, as well as risks associated with staff integrity.

Call for Expression of Interest

Kenya Revenue Authority is in the process of procuring an Integrated Excisable Goods Management.

The **scope of work** covers Supply, Delivery, Installation, Commissioning and Maintenance of an Integrated Excisable Goods Management System (EGMS) for purposes of administering Excise Duty Laws in Kenya.

The proposed solution must provide the following minimum requirements:

- a) A track and trace technology that meets the requirements of EGMS regulations and the Framework Convention on Tobacco Control (FCTC) Protocol to Eliminate Illicit Trade In Tobacco Products .
- b) A secure marking of excisable goods with the support for both digital and physical markings.
- c) The solution should include the requisite equipment, hardware and software that is necessary for implementation of the system.
- d) An effective real time production monitoring and enhanced factory control with a centralised national monitoring centre.
- e) Out of box data analytics (reports and dashboards) supported by customizable analytics and business intelligence tools. The solution should be able to expose all its data models to an Enterprise Data Warehouse.
- f) Open APIs for all functionalities to provide the capability for integration with other relevant KRA and 3rd party systems.
- g) Transparent and direct access and control of the system by the Authority.
- h) Reliable consumer verification system(s) for verification of genuine products in the market i.e. secure marking.

- i) System(s)/tools for verification of secure markings by authorised KRA law enforcement officers.
- j) An automated approval process for ordering and delivery of secure markings.
- k) Capability to account for delivery of excisable goods and to perform excise tax projections, what-if analysis and simulations.
- l) Secure and user friendly system, with mobile first access for users.
- m) Capacity building for relevant stakeholders including target KRA Staff.
- n) Secure, modern and scalable solution(s), interoperable with existing and future factory monitoring equipment and agnostic to hosting hardware, with end to end encryption at all points of integration and data transmission

EXPRESSION OF INTEREST (EOI) REQUIREMENTS

1. KRA is now inviting Expression of Interest (EOI) from suitably qualified providers with appropriate experience in delivering the required solution.
2. Bidders shall clearly detail how their proposed solution meets KRA requirements and share information on the implementation strategy/plans and their commercial model(s) without actual financials.
3. Interested Companies shall be required to meet the following requirements:
 - a) Submit the legal status of the organization in the form of Certificate of Incorporation/Registration or other proof as may be relevant in the country of origin. The respondent can be a single company, a consortium of companies, or a system integrator with international vendors with a teaming agreement.
 - b) Submit Proof of Tax Compliance in the country where the firm is registered and in countries of operations.
 - c) Have or is prepared to establish presence in Kenya to support service delivery either directly or through a locally registered company in Kenya, or commitment to establish a service support centre.
 - d) Provide evidence of past experience in providing services of similar nature and magnitude.
 - e) Provide evidence of ability to meet all requirements as defined in the scope of work above.
 - f) The interested bidder may be required to illustrate the solution's ability to meet the Authority's requirements by way of a product demonstration at the bidder's cost.
 - g) Give an outline proposal and operational model of the system including typical cost components under the proposed model.
 - h) Provide information on possible timelines for implementing the solution and assumptions made (Currently there are 49 excise factories installed with 123 EGMS lines).
 - i) Define the infrastructure required to support implementation, rollout and operate the proposed solution.
 - j) Detail your support model (s)

- k) EOI for each solution should be restricted to a Capability Statement of no more than fifteen (15) A4 pages. In addition, abridged CVs of no more than two (2) pages for each proposed key personnel should also be submitted.
4. This is not a request for proposal. KRA will review the EOI proposals and shortlist vendors who meet the requirements in line with the scope defined above. Successful bidders will be invited to submit their combined Technical and Financial Proposal through a Letter of Invitation including Specific Terms of Reference/Specifications.
 5. The Tender Expression of Interest proposal detailing the requirements may be obtained from KRA E-Procurement portal available on the KRA website www.kra.go.ke. Prospective bidders should register for **E-Procurement** to enable them access the KRA portal under “**New Supplier Registration**” found under the E - Procurement Tab. All documents shall be submitted in English Language
 6. Addenda / clarifications if any will be posted in KRA Website (www.kra.go.ke) and also sent to all prospective tenderers that have registered for this EOI in the KRA supplier Portal.
 7. The Completed EOI and accompanying documents must be saved as PDF documents marked with the relevant tender description and submitted through KRA E-procurement Web Portal accessible from the KRA website so as to be received on or before **25th April, 2023 at 11.00 a.m.** Note: Submission should strictly be done to KRA E-Procurement Portal. **System issues will NOT be addressed 24 hours to tender closing. Late submission will be rejected.**
 8. Bids will be opened electronically promptly after closing time and Bidders or their representatives are welcome to witness the opening at Times Tower Building.
 9. All expenses required for preparation and submission of the response to these EOIs including providing any additional information shall be entirely incurred and borne by the interested bidders.
 10. This EOI does not entail any commitment on the part of KRA, either financial or otherwise. KRA reserves the right to accept or reject any or all EOI without incurring any obligation to inform the affected applicant(s) of the grounds.
 11. For Clarification of EOI purposes only, the Kenya Revenue Authority ’s address is:

Deputy Commissioner - Supply Chain Management
Times Tower Building, 21st Floor,
P.O Box 48240– 00100 GPO,
Tel. +254 020 310900
Nairobi, Kenya.
Email : eprocurement@kra.go.ke

Requests for clarification should be received by the Kenya Revenue Authority not later than: Seven (7) days Prior to the EOI closing / opening date.