



**KENYA REVENUE  
AUTHORITY**

**ISO 9001:2015 CERTIFIED**

20<sup>th</sup> June, 2019

To all prospective bidders,

**RE: CLARIFICATIONS/ADDENDUM FOR KE-KRA-102514-GO-RFB: IMPROVEMENT OF KRA ICT CONNECTIVITY INFRASTRUCTURE AT KILINDINI PORT**

The following are clarifications/addendum to the bidding document for the above referenced tender;

**a). Clarifications**

No	Page	Lot	Clarification Questions	Procurement Reference	Response
1.	46	LOT 1 & 2	Please clarify if bidder should provide all the solutions of LOT 1 and LOT 2 or the bidder can only provide the solution for LOT 1 only?	N/A	A bidder can apply for any one or both lots.
2.	46	LOT 1	Please clarify if there are existing core switches in the current network in the KRA Kilindini Port? If so, what is the brand of the devices?	N/A	There are no existing core switches in the current network in the KRA Kilindini Port. However, the Kilindini Network is an extension of the larger KRA Network with core switches at the Data Centre (Cisco Nexus 7k).
3.	46	LOT 1	Please clarify what are the network protocols running in the current network? Is the protocols international protocols or private protocols?	N/A	Current Networks runs mainly non-proprietary protocols. Examples include static routing, MPLS, EIGRP and BGP
4.	154	LOT 1	The description of "Software Defined Access" and "leadership quadrant of Gartner report for the last three (3) years " clearly points to specific vendors. Kindly explain could we provide equivalent functionality and reports which can also satisfy the requirements, e.g. other SDN technologies, IDC ranking. Please clarify.	1. Must provide Software Defined Access Functionality at no additional subscription. 2. Must be an internationally recognized brand, consistently placed in the leadership quadrant of Gartner report for the last three (3) years in its product/market category.	Bidders are required to demonstrate that products (Equipment, Software, solutions etc.) proposed meet the <b>Minimum Technical Specifications</b> indicated in the bid document. All products that meet this requirement (or its demonstrated equivalent) will be considered.
5.	157	LOT 1	"Minimum 1.8 GHZ processor (or equivalent), 8GB SDRAM and 16 GB Internal memory " clearly points to specific vendor.	6. Minimum 1.8 GHZ processor (or equivalent), 8GB SDRAM and 16 GB Internal memory	Bidders are required to demonstrate that products (Equipment, Software, solutions etc.) proposed meet the

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6.	158	LOT 1	Kindly explain could we provide the product with equivalent features and performance that can meet the customer's need. Please clarify.  "built-in minimum 8-port GE PoE capable LAN switch" clearly points to specific vendor. Kindly explain could we provide the solution with equivalent features that can meet the customer's need. Please clarify.	Must have at least 2 Gigabit Ethernet (GE) WAN Ports plus additional built-in minimum 8-port GE PoE capable LAN switch	<b>Minimum Technical Specifications</b> indicated in the bid document. All products that meet this requirement (or its demonstrated equivalent) will be considered.  Bidders are required to demonstrate that products (Equipment, Software, solutions etc.) proposed meet the <b>Minimum Technical Specifications</b> indicated in the bid document. All products that meet this requirement (or its demonstrated equivalent) will be considered. Refer to addendum No 2 below.
7.	165-166	LOT 1	There is no Gartner Magic Quadrant report for the UPS industry, even APC, Vertive, Delata or Eaton, they do not have the Gartner Magic Quadrant report. Kindly explain could we provide international certificate to prove the high quality of the UPS, like EMC certificate, LVD certificate, CB certificate, RCM certificate and Tier Green Product certificate. Please confirm the international certificates are acceptable or not.	17. Minimum Technical Specifications for a Rack Mount UPS  Equipment must be an internationally recognized brand, consistently placed in the Gartner Magic Quadrant report for the last three (3) years in its product/market category	
8.	153-157	LOT 1	The description of "Software Defined Access " and "leadership quadrant of Gartner report for the last three (3) years " clearly points to specific vendors. Kindly explain could we provide equivalent solution which can also satisfy the requirements, e.g. other SDN technologies and visionaries in Gartner magic matrix (A vendor in the Visionaries quadrant delivers innovative products that address operationally or financially important end-user problems at a broad scale, but has not yet demonstrated the ability to capture market share or sustainable profitability. Visionary vendors are frequently privately held companies and seize targets for Larger, established companies. The likelihood of acquisition often reduces the risks associated with installing their systems) and Gartner/IDC market share ranking reports (IDC is the premier global provider of market intelligence, advisory services, and events for the information technology, telecommunications, and consumer technology	1. Minimum Technical Specifications for 48 Port Switches 2. Minimum Technical Specifications for 24 Port Switches 3. Minimum Technical Specifications for 24 Port Fiber Switches 4. Minimum Technical Specification for Branch Routers 5. Minimum Technical Specification for Data Centre SDWAN Controller  1. Must provide Software Defined Access Functionality at no additional subscription. 2. Must be an internationally recognized brand, consistently placed in the leadership quadrant of Gartner report for the last three (3) years in its product/market category.	Bidders are required to demonstrate that products (Equipment, Software, solutions etc.) proposed meet the <b>Minimum Technical Specifications</b> indicated in the bid document. All products that meet this requirement (or its demonstrated equivalent) will be considered.

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9.	153/154	LOT 1	<p>markets and with more than 1,100 analysis worldwide, IDC offers global, regional, and local expertise on technology and industry opportunities and trends in over 110 countries.) and Forrester Report(Leader in a couple of major areas: the philosophy of IT and business (reflected in a company-wide push going on for several years now to relabel "IT" as "BT," Business Technology.) Forrester's other major focus is marketing, e-commerce, and social networking--a choice which places the company very well for the current needs of the research market.)</p> <p>Please confirm if IDC report Ranking Top 2 or Forrester report leadership is acceptable or not.</p> <p>For the 24/48*Ethernet 10/100/1000 ports, the maximum traffic is 24*1000Mbps=24Gbps or 48*1000Mbps=48Gbps, so the 480Gbps stacking bandwidth is not necessary and unreasonable. Kindly confirm the solution with 120Gbps stacking bandwidth is acceptable or not.</p>	<p>1.Minimum Technical Specifications for 48 Port Switches</p> <p>2.Minimum Technical Specifications for 24 Port Switches</p> <p>5.Stacking Bandwidth Upto 480 Gbps</p>	<p>Bidders are required to demonstrate that products (Equipment, Software, solutions etc.) proposed meet the <b>Minimum Technical Specifications</b> indicated in the bid document.</p> <p>All products that meet this requirement (or its demonstrated equivalent) will be considered.</p>
10.	153/154	LOT 1	<p>"Minimum 1.8 GHz processor (or equivalent),8GB SDRAM and 16 GB Internal memory " clearly points to specific vendor. Kindly explain could we provide the product with equivalent features and system performance that can meet the customer's need. Switches with mainstreaming hardware architecture e.g. 1.2GHz CPU, 4G RAM and 400M Internal memory can supports low power consumption, 256K MAC address entries and 512K IP-v4 address entries which can support more than 10K users. Kindly confirm the solution with lower memory, CPU resource and lower power consumption which can achieve larger entries and users is acceptable or not.</p>	<p>1.Minimum Technical Specifications for 48 Port Switches</p> <p>2.Minimum Technical Specifications for 24 Port Switches</p> <p>6. Minimum 1.8 GHZ processor(or equivalent),8GB SDRAM and 16 GB Internal memory</p>	<p>Bidders are required to demonstrate that products (Equipment, Software, solutions etc.) proposed meet the <b>Minimum Technical Specifications</b> indicated in the bid document.</p> <p>All products that meet this requirement (or its demonstrated equivalent) will be considered.</p>
11.	155	LOT 1	<p>"Software Defined Access" and "Integrated Services Router (ISR)" clearly points to specific vendor. Kindly explain could we provide the product with equivalent features and performance that can meet the customer's</p>	<p>3. Minimum Technical Specifications for 24 Port Fiber Switches</p> <p>Must provide Software Defined Access functionality.</p>	<p>Bidders are required to demonstrate that products (Equipment, Software, solutions etc.) proposed meet the <b>Minimum Technical Specifications</b> indicated in the bid document.</p>

No	Page	Lot	Clarification Questions	Procurement Reference	Response
12.	155	LOT 1	<p>need, e.g. other SDN technologies and routers compatible with SDWAN solution. Please clarify.</p> <p>"Interior Gateway Routing Protocol (IGRP) " clearly points to specific vendor and this is private protocols. Kindly explain could we provide the product with equivalent features and performance that can meet the customer's need, e.g. supports international protocols like OSPF, IS-IS and BGP. Please Kindly confirm the international protocols including RIP, OSPF, IS-IS or BGP is acceptable or not.</p> <p>Please would you kindly send me a copy of the site attendance register for the above mentioned tender</p>	<p>Integrated Services Router (ISR) that delivers highly secure data, voice, video, and application service</p> <p>3. Minimum Technical Specifications for 24 Port Fiber Switches</p> <p>5. Must support Advanced Layer 3 switching (IPv4 and IPv6) features, advanced quality of service (QoS), rate limiting, Access Control Lists (ACLs) and Interior Gateway Routing Protocol (IGRP) and OSPF/</p>	<p>All products that meet this requirement (or its demonstrated equivalent) will be considered.</p> <p>Bidders are required to demonstrate that products (Equipment, Software, solutions etc.) proposed meet the <i>Minimum Technical Specifications</i> indicated in the bid document.</p> <p>All products that meet this requirement (or its demonstrated equivalent) will be considered.</p>
13.	N/A	LOT 1	<p>Please would you kindly send me a copy of the site attendance register for the above mentioned tender</p>	N/A	<p>The site register cannot be shared during the tender process.</p>
14.	239	LOT 1 & 2	<p>Also, please clarify for me if we need to submit two (2) separate Bid Submission Form (Form of Tender) for each LOT or we can put the two bid prices in one Bid Form.</p>	N/A	<p>If bidding for both lots, you can combine the sums and have only one bid submission form clearly stating that it is for both lots. Moreover, the price schedule forms including the grand summary cost table and supply &amp; installation cost summary tables need to follow the format provided.</p>
15.	240	LOT 1 & 2	<p>Please clarify if bid validity period is three hundred and sixty five or one hundred and eighty days.</p>	N/A	<p>The bid validity period shall be one hundred and eighty (180) days after the deadline for bid submission</p>

**b). Addendum**

1. ALL BRANCH ROUTERS supplied under the Minimum Technical Specifications Clause No 8 (page 157, refer to extract appended *italic* below) must also include a five (5) year SDWAN license.

**4. Minimum Technical Specification for Branch Routers**

No.	Features		Minimum Requirements		Bidder's Response	Remark
	Initial	Current	Initial	Current		
8	Software IOS release and SDWAN License	Software IOS release and SDWAN License	Must be delivered with the latest version and supporting Gigabit Ethernet. The provided OS must be installed with the initial product activated license that supports advanced IP services i.e. Data, Communications and Security.	Must be delivered with the latest version and supported OS release running. Capable of supporting Gigabit Ethernet. The provided OS must be installed with the initial product activated license that supports advanced IP services i.e. Data, Communications and Security. <i>Software must be inclusive of a 5 year SDWAN License.</i>		Fundamental

2. UPS solutions (refer to page 165-166) are currently not covered under the scope of Gartner Quadrant. Bidders are therefore advised to demonstrate that their proposed solution is a mature and reputed international brand which has been proven in the industry for at least five (5) years.
3. Due to ongoing Civil and constructions works in Kilindini Port, the Fiber Cable path/ducting and location of POPs (as established during the site survey) may vary slightly during project implementation. The variation is not expected to have a material variation in the Bill of Quantities or works.

The clarifications/addendum form part of the bidding document and is binding on all bidders. All other terms and conditions of the tender remain the same. Bidders who have already downloaded the bidding documents are required to immediately acknowledge the receipt of this clarification.

Regards,



David Logorogo

**For: Deputy Commissioner - Supply Chain Management**