



**KENYA REVENUE
AUTHORITY**

ISO 9001:2015 CERTIFIED

CLARIFICATIONS "SET 1"

6th November, 2019

To all bidders,

RE : KRA/HOS NCB -034/2018-2019: PROVISION OF CHECKPOINT FIREWALL SECURITY SOLUTION LICENCES & SUPPORT FOR THREE (3) YEARS.

The following are Tender Clarifications regarding the above mentioned Tender in accordance with STD Clause 2.5 of the bidding document.

REFERENCE TENDER REQUIREMENT	Section/ Page No;	BIDDERS QUERY	KRA RESPONSE
PART A: MANDATORY OVERALL REQUIREMENTS. Checkpoint Partnerships Successful bidder MUST be rated as a checkpoint three star partner or above.	27	Keeping the partnership criteria to Three Star and above will limit the participation for this Bid to just two Bidders. Request KRA to allow all bidders with Two Star rating or above to participate for this RFP.	The bidder is required to be checkpoint three star partner or above in order to ensure KRA leverages on highest levels of technical support, knowledge, education and collaboration opportunities.
PART A: MANDATORY OVERALL REQUIREMENTS. Checkpoint Partnerships Successful bidder MUST also have Checkpoint Value Added Reseller AND Managed Service Provider Partnerships	27	Keeping the partnership criteria to Checkpoint Value Added Reseller AND Managed Service Provider will limit the participation for this Bid and will make the RFP very restrictive. Request KRA to change the Part ship requirements to	This requirement is to ensure KRA leverages on highest levels of technical capacity, skillset & support.

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2019/11/06

REFERENCE TENDER REQUIREMENT	Section/ Page No:	BIDDERS QUERY	KRA RESPONSE
<p>SECTION V-SCHEDULE OF REQUIREMENTS</p> <p>ii). Vendor Evaluation Company Experience Proof of satisfactory service for contracts of Previous execution of three(3) similar projects - Proven experience in Checkpoint Installation, maintenance and support in organizations with more than one thousand (1,000) users executed within the last five (5) years. Submit reference letters supported by either a copy of signed Contract or signed LSO from at least three clients. Reference letter (with full contacts; postal address, telephone and email) of assignments executed within the last five years. Three (3) or more similar Projects/clients with more than one thousand (1,000) users- 20 Marks. Two (2) similar Projects/clients with more than one thousand (1,000) users- 10 Marks.</p>	<p>24</p>	<p>"Checkpoint Value Added Reseller- OR Managed Service Provider Partnerships"</p> <p>The Proposed RFP is for the Services and Support of Checkpoint Appliances and Management Servers deployed within KRA. Request KRA to remove the clause of 1000 Users from the Evaluation condition. There are very limited customers in Kenya with more than 1000 Users. This clause will make the RFP very restrictive.</p> <p>Request KRA to change the specifications as</p> <p>Three (3) or more similar Projects/clients with Similar Deployment- 20 Marks. Two (2) similar Projects/clients with Similar Deployment- 10 Marks.</p>	<p>Refer to SECTION V-SCHEDULE OF REQUIREMENTS ii) Vendor Evaluation on page 24</p>

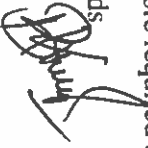
REFERENCE TENDER REQUIREMENT	Section/ Page No:	BIDDERS QUERY	KRA RESPONSE
<p>TRAINING Successful bidder MUST provide Manufacturer authorized Checkpoint Security administrator training for fifteen (15) KRA staff Training proposals should include Course outline to be covered and duration.</p>	27	<p>Please confirm if KRA is looking for onsite Training or Overseas Training. In case of overseas training, can we assume that all travel, visa, accommodation, logistics cost will be taken care by KRA.</p>	<p>Preference is for local training. However where not possible it can be delivered outside Kenya In case of training outside Kenya, the bidder meets the training costs while KRA meets travel, visa and accommodation.</p>
<p>SECTION VII- PRICE SCHEDULE Delivery, Installation and testing of Checkpoint 4600,15600(in HA cluster) and 23800(in HA cluster) Data Center and Internet next generation firewalls licenses Delivery, Installation and testing of Checkpoint SMART-1 3050 (in HA cluster) licenses, with documentation (soft and hard copy). OEM direct premium support for Checkpoint Firewall Security Solution covering 4600, 15600, 23800 and Checkpoint SMART-1 3050</p>	31	<p>Request KRA to provide the Serial Nos for the following Boxes for Support Calculations</p> <ul style="list-style-type: none"> a> 2 Nos of 15600 Appliances b> 2 Nos of 23800 Appliances c> 2 Nos of Smart-1 3050 Appliances d> 1 Nos of 4600 Appliances 	<p>This information is available to the checkpoint partners with the manufacturer.</p>

REFERENCE TENDER REQUIREMENT	Section/ Page No:	BIDDERS QUERY	KRA RESPONSE
<p>SECTION I - INVITATION TO TENDER</p> <p>CLOSING DATE AND TIME for KRA/HQ/NCB-034/2019-2020: TENDER DOCUMENT FOR PROVISION OF CHECKPOINT FIREWALL SECURITY SOLUTION LICENCES & SUPPORT FOR THREE (3) YEARS</p> <p>OPEN 31ST OCTOBER,2019 11.00. AM(TIMES TOWER), 8TH NOVEMBER, 2019 11.00 AM (TIMES TOWER)</p>	4	<p>Keeping in View to clarification responses and time required to create a technically compliant Bid response, Request KRA to extend the bid submission by at least 10 days.</p>	<p>Prospective Bidders are hereby informed to take note of the extension on the closing date and time:</p> <p>Previous Closing Date & Time 8th November, 2019 at 11:00 AM</p> <p>Current Closing Date & Time: 15th November, 2019 at 11:00 AM</p>

Note : PROSPECTIVE BIDDERS ARE HEREBY ADVISED TO ALIGN THEIR TENDER SECURITY TO THE NEW TENDER OPENING DATE i.e Tender Security to be valid up to and including 13th November, 2020.

The clarifications form part of the bidding document and are binding to all bidders. All other terms and conditions of the tender remain the same. You are therefore required to immediately acknowledge the receipt of this clarification through eprourement@kra.go.ke.

Regards



Benson Kiruja

For: Deputy Commissioner – Supply Chain Management.