



Kenya Power

The Kenya Power & Lighting Co. Ltd.
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STIMA PLAZA, KOLOBOT ROAD

Our Ref:

KP1/6D/1/14/HK/jwm

5th November, 2014

Your Ref:

To All Bidders

TENDER NO. KP1/6D/1/14 - FOR SUPPLY, INSTALLATION AND COMMISSIONING OF PREPAID SOLAR CHARGING SYSTEMS AND SOLAR LANTERNS IN ARID AND SEMI-ARID AREAS IN KENYA

We have received some requests for clarification on the above tender and below please find our response:

NO.	Reference	Question	Kenya Power Response
1.	Laptop with necessary prepayment software able to handle all the agents, with automated system for mobile money transfer and complete with windows applications (Specifications Pg 3, Section A – General Specifications, Paragraph 1.1 (f) - Scope)	<i>Shall we provide the laptop? The price schedule doesn't declare this item.</i>	It is defined that the prepayment software shall be supplied in a laptop and in the list of goods to be delivered and delivery schedule (pg 53), item 4 is indicated as a set which is software inclusive of laptop. Therefore bidder shall provide laptop with software and item 4 is inclusive of laptop.
2.	2. (i) Evaluation Criteria (ITB 36.3 (d)) (ii) Evaluation of the Lantern sample submitted (Mandatory requirement) (iii) Prepaid Solar Charging System (Mandatory requirement)	(a) <i>How many Lanterns and systems shall we submit?</i> (b) <i>When and where shall we submit them?</i> (c) <i>It is required in the tender document, the Tenderer may be called upon to demonstrate this function (Prepaid function). When shall we demonstrate it?</i>	(a) One sample each is required for lantern and prepaid charging system. (b) The samples shall be submitted together with the bid same place and same time as indicated in the tender advert. (c) The demonstration if required will be part of the evaluation and the bidder will be invited if necessary during the time of evaluation.

3.	Supply prepaid solar charging systems complete with 28AH maintenance free sealed battery, 100Wp Photo Voltaic Module, 5V charger with twenty USB ports, DC connection cables for PV Module of 5M, 20 charging cables each for phones and lanterns (1-Price schedule Pg 53).	<i>Are there any specifications about charging cables? (like the length and so on)</i>	Appropriate USB charging cables as recommended by the manufacturer are to be supplied. To facilitate charging of twenty lanterns simultaneously, the length of the charging cables should be 1M minimum. Use of standard USB extension cables for this purpose is acceptable.
4.	Prepaid solar charging system with twenty USB, 5V charging ports, 28AH minimum, 12V sealed type maintenance free battery, 100Wp solar panel of 12V (Specifications Pg 3, Section A – General Specifications, Paragraph 1.1 (a) - Scope)	<i>Can we use solar panel with 100W, 18.4V Maximum Power Voltage and 22.5V Open Circuit Voltage which normally been used to charge 12V battery ?</i>	This is acceptable.
5.	For goods manufactured outside the Purchaser's Country, the Supplier shall be entirely responsible for all taxes, stamp duties, license fees, and other such levies imposed outside the Purchaser's Country (General Conditions of Contract, Clause 17 - Taxes and Duties)	<i>Nowadays the solar product is exempted, and there was a time that policy had been active and negative. What if the policy got changed when we start import the cargo? Can we get any compensation or guaranteed with exemption letter form the Client?</i>	Clause 17. 3 says that the Purchaser shall use its best efforts to enable the Supplier to benefit from any tax savings to the maximum allowable extent. This will include facilitation of the exemption letters where required. Also GCC Clause 31.1 provides for compensation of the bidder in case of change in law that changes the Contract Price.
6.	Payment for Goods supplied from abroad: (ii) On Delivery, Installation and Commissioning of the balance of 50% of the goods: Forty (40) percent of the Contract Price shall be paid through irrevocable confirmed letter of credit opened in favor of the Supplier in a bank in its country, upon submission of documents specified in GCC Clause 12.(GCC 16.1)	<i>We cannot find the GCC Clause 12. But the GCC Clause 13 indicated in the payment for Goods and Services supplied from within the Purchaser's country usually required for import cargo abroad.</i>	GCC Clause 12 defines the scope of supply and states as follow: "The Goods and Related Services to be supplied shall be as specified in the Schedule of Requirements."
7.	Lantern with a 3200mAh minimum, 3.2V lithium ion phosphate (LiFePo4) battery with remote control (Specifications Pg 3, Section A – General Specifications, Paragraph 1.1 (d) - Scope)	<i>It is declared that the battery of the lantern should be LiFePo4 in the general specification. And in the Evaluation Criteria it only requires Lithium-ion battery. Is it possible to bid with the other battery?</i>	The battery required is Lithium-ion Phosphate (LiFePO4) as indicated in the specifications. Other batteries are not acceptable.

8.	Lantern with a 3200mAH minimum, 3.2V lithium ion phosphate (LiFePo4) battery	<i>Please confirm lantern battery type LiMnO2 acceptable in place of LiFePo4</i>	As stated above, we stick to our specifications and alternative batteries will not be accepted.
9.	Lantern approved by Lighting Africa (website www.lightingafrica.com) (Section III – Evaluation Criteria Paragraph 2(ii)(c))	<i>Can you accept lanterns that have not been approved by lighting Africa?</i>	No. All lanterns that have been tested and approved by Lighting Africa are listed on their website indicated.

Yours Faithfully,
For: THE KENYA POWER & LIGHTING CO. LTD.



ENG. STANLEY K. MUTWIRI
GENERAL MANAGER, INFRASTRUCTURE DEVELOPMENT

