



## **TENDER DOCUMENT FOR FRAMEWORK CONTRACT**

### **TENDER NO. KP1/9AA-3/OT/38/15-16 FOR SUPPLY OF 10M CONCRETE POLES (STREET LIGHTING PROJECT)**

#### **OPEN TENDER**

**JANUARY 2016**

**ALL TENDERERS ARE ADVISED TO READ CAREFULLY THIS TENDER  
DOCUMENT IN ITS ENTIRETY BEFORE MAKING ANY BID**

**(E-PROCUREMENT TENDER OPENING SYSTEM)**

**(PLEASE CAREFULLY READ THE APPENDIX TO  
INSTRUCTIONS TO TENDERERS)**

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## **SECTION I - INVITATION TO TENDER**

**DATE: 29.1.2016**

### **TENDER REFERENCE NUMBER AND NAME**

**KP1/9AA-3/OT/38/15-16 FOR SUPPLY OF 10M CONCRETE POLES**

#### **1.1 Introduction.**

The Kenya Power & Lighting Company Ltd (KPLC) invites bids from eligible Tenderers for **Supply of 10M CONCRETE POLES**. Interested eligible Tenderers may obtain further information from the General Manager, Supply Chain, The Kenya Power & Lighting Company Ltd at Stima Plaza, 3<sup>rd</sup> Floor, Kolobot Road, P.O. Box 30099 – 00100 Nairobi, Kenya.

#### **1.2 Obtaining tender documents.**

- 1.2.1 Tender documents detailing the requirements may be viewed at KPLC E-Procurement Web Portal found on the KPLC website ([www.kplc.co.ke](http://www.kplc.co.ke)) beginning on **Friday, 29<sup>th</sup> January 2016**

#### **1.3 Submission of Tender documents**

Completed Tenders are to be **saved as PDF** documents marked **KP1/9AA-3/OT/38/15-16 SUPPLY OF 10M CONCRETE POLES** and submitted through the KPLC E-Procurement Web Portal found on the KPLC website ([www.kplc.co.ke](http://www.kplc.co.ke)) so as to be received on or before **Wednesday, 17<sup>th</sup> February 2016 at 10.00 am**.

#### **1.4 Prices**

Offered Price should be inclusive of all taxes, duties, levies and delivery costs to the premises (where applicable) of KPLC or other specified site must be in Kenya Shillings (for Local Bidders) or a freely convertible currency in Kenya (for Foreign bidders) **and shall remain valid for Ninety (90) days** from the closing date of the tender.

#### **1.5 Opening of submitted Tenders**

Tenders will be opened promptly thereafter in the presence of the Tenderer's or their representatives who choose to attend in KPLC Auditorium at Stima Plaza, Kolobot Road, Parklands, Nairobi.

## **SECTION II - TENDER SUBMISSION CHECKLIST**

### **TENDER SUBMISSION: FINANCIAL AND NON FINANCIAL PROPOSALS**

**This order and arrangement must be adhered to while submitting the tender and shall be considered as the Tender Submission Format, Financial & Non-Financial.**

**Tenderers shall tick against each item indicating that they have provided it.**

<b>No.</b>	<b>Item</b>	<b>Tick Where Provided</b>
<b>1</b>	<b>Duly completed Tender Form</b>	
<b>2</b>	<b>Tender Security – Bank Guarantee or Letters of Credit (issued by Banks Licensed by the Central Bank of Kenya), Guarantee by a deposit taking Microfinance Institution, Sacco Society, the Youth Enterprise Development Fund or the Women Enterprise Fund</b>	
<b>3</b>	<b>Declaration Form</b>	
<b>4*</b>	<b>Copy of Company or Firm’s Registration Certificate</b>	
<b>5*</b>	<b>Copy of PIN Certificate</b>	
<b>6</b>	<b>Copy of Valid Tax Compliance Certificate</b>	
<b>7</b>	<b>Confidential Business Questionnaire (CBQ)</b>	
<b>8</b>	<b>Certificate of Confirmation of Directors and Shareholding (C.R. 12) or its equivalent for foreign tenderers</b>	
<b>9</b>	<b>Price Schedule(s)</b>	
<b>10</b>	<b>Type Test Certificates and their Reports and or Test Certificates and their Reports</b>	
<b>11</b>	<b>Copy of accreditation certificate for the testing body as per ISO/IEC 17025,</b>	
<b>12</b>	<b>Valid and current ISO 9001 Certificates or for locally manufactured or produced goods, valid Diamond Mark of Quality Certificate or Standardization Mark Certificates from the Kenya Bureau of Standards (KEBS).</b>	
<b>13</b>	<b>Catalogues and or Brochures and or Manufacturer’s drawings</b>	
<b>14</b>	<b>Duly completed and signed Schedule of Guaranteed Technical Particulars</b>	
<b>15</b>	<b>Manufacturer’s Authorization Form ( Applicable to non-manufacturers only)</b>	
<b>16</b>	<b>Manufacturer’s warranty Form</b>	

17	Statement on Deviations	
18	Schedule of Requirements duly filled indicating items offered	
19	Human Resource Experience and Qualification Form	
20	Proposed method of Accommodating Future Technical Amendments Form	
21	Continuous Improvements Process Form	
22	Subcontractors	
23	Lead time Form	
24	Capacity Declaration Form	
25	Proposed Methods to reduce KPLC's Stockholding & Enhance Service Delivery	
26	Tenderer's Response to Rush and Emergency Orders	
27	Manufacturer's Technical & Non-Technical Contact Persons	
	Audited Financial Statements. The audited financial statements required must be those that are reported within eighteen (18) calendar months of the date of the tender document.	
28	Any other document or item required by the Tender Document that is non-financial. (The Tenderer shall specify such other documents or items it has submitted)	

## **PART B – TENDER SUBMISSION - SAMPLES**

This is not required for this tender

### **\*NOTES TO TENDERERS**

1. Valid Tax Compliance Certificate shall be one issued by the relevant tax authorities and valid for at least up to the tender closing date. All Kenyan registered Tenderers must provide a valid Tax Compliance Certificate.
2. All Kenyan registered Tenderers must provide the Personal Identification Number Certificate (PIN Certificate).

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## **SECTION III - INSTRUCTIONS TO TENDERERS**

### **3.1 Definitions**

In this tender, unless the context or express provision otherwise requires: -

- a) *Any reference to any Act shall include any statutory extension, amendment, modification, re-amendment or replacement of such Act and any rule, regulation or order made there-under.*
- b) *“Framework contract” Means the contractual relationship ensuing from this Tender.*
- c) *“Date of Tender Document” shall begin with the first day and end on the last day of the month appearing on the cover page of the Tender Document.*
- d) *“Day” means calendar day and “month” means calendar month.*
- e) *DAP” wherever appearing means Delivered At Place. The Supplier or its appointed agent shall have the responsibility of shipping the goods, paying all freight costs and the discharging port charges, payment of Customs duties and taxes on behalf of KPLC ((should be made in the name of KPLC and will be reimbursed), undertaking customs clearance of goods, transporting and delivering the goods from the port of discharge to KPLC stores or other destination as may be indicated.*
- f) *“DDP” wherever appearing means Delivered Duty Paid. The supplier’s responsibilities shall include payment of all taxes, duties and levies, and delivery to KPLC stores. For avoidance of doubt, this includes Value Added Tax (VAT), Railway Development Levy (RDL) and Import Duties.*
- g) *“KEBS” wherever appearing means the Kenya Bureau of Standards or its successor(s) and assign(s) where the context so admits.*
- h) *“KENAS” wherever appearing means the Kenya National Accreditation Service or its successor(s) and assign(s) where the context so admits*
- i) *“PPOA” wherever appearing means The Public Procurement Oversight Authority or its successor(s) and assign(s) where the context so admits.*
- j) *Reference to “the tender” or the “Tender Document” includes its appendices and documents mentioned hereunder and any reference to this tender or to any other document includes a reference to the other document as varied supplemented and/or replaced in any manner from time to time.*
- k) *“The Procuring Entity” means The Kenya Power and Lighting Company Limited or its successor(s) and assign(s) where the context so admits (hereinafter abbreviated as KPLC).*
- l) *“The Tenderer” means the person(s) submitting its Tender for the supply, installation and commissioning (the latter two where applicable) of the goods in response to the Invitation to Tender.*

- m) *Where there are two or more persons included in the expression the “Tenderer”, any act or default or omission by the Tenderer shall be deemed to be an act, default or omission by any one or more of such persons.*
- n) *words importing the masculine gender only, include the feminine gender or (as the case may be) the neutral gender.*
- o) *words importing the singular number only include the plural number and vice-versa and where there are two or more persons included in the expression the “Tenderer” the covenants, agreements and obligations expressed to be made or performed by the Tenderer shall be deemed to be made or performed by such persons jointly and severally.*
- p) *KPLC’s “authorised person” shall mean its Chief Manager Supply Chain & Logistics who is designated by KPLC to exercise such power, authority or discretion as is required under the tender and any contract arising therefrom, or such other KPLC staff delegated with such authority.*
- q) *“Change Order” the document or documents by which KPLC formally gives instruction for any changes to the contents of the Official Purchase Order and/or Authority to Manufacture or any other document relating to the Supply of goods other than the contract itself or reduction of period of delivery. Such changes may include amending, deleting, adding or cancelling.*
- r) *“Authority to Manufacture” written document prepared by KPLC which directs the Supplier to manufacture and where necessary arrange for Factory Acceptance Testing.*
- s) *“Official Purchase Order” written document prepared by KPLC which directs the Supplier to deliver specific quantities to a specific delivery location on or within a particular delivery date(s) at specific prices.*
- t) *“Unit Prices” means, with respect to those prices submitted in the Price Schedule for the initial year, and any unit prices agreed upon by the parties based on a price mechanism for the subsequent years.*
- u) *“Rush Order” written document prepared by KPLC which directs the Supplier to deliver specific quantities to a specific delivery location earlier than the expected delivery date(s) due to emergencies or other abnormal circumstances. KPLC determines at its sole discretion that required goods be provided by its Supplier(s) on a rush basis, KPLC may place such rush orders with the Supplier(s). Upon placing a rush order by KPLC in accordance with the above and upon mutual agreement of the parties, the Contractor(s) shall: produce the rush order on a highest preference and priority basis; and allocate personnel, materials, client capacity and production shifts accordingly*
- v) *“Minimum quantity” projected lowest requirements (quantity) which KPLC intend to procure within the contract period.*
- w) *“Maximum quantity” projected maximum requirements (quantity) which KPLC intend to procure within the contract period.*

- x) *“Government of Kenya (GoK)” when used shall mean GOK as presently constituted or National or any County government in the republic of Kenya where the context so admits.*
- y) *Citizen contractors-a firm shall be qualified as a citizen contractor if its owners and shareholders are Kenyan citizens*
- z) *Local contractors- a firm shall be qualified as a local contractor if it is registered in Kenya.*

## **3.2 Eligible Tenderers**

- 3.2.1 This Invitation to Tender is open to all Tenderers eligible as described in the **Appendix to Instructions to Tenderers**. Successful Tenderers shall supply the goods in accordance with this tender and the ensuing contract.
- 3.2.2 Joint Venture and/or consortia or such associations are not permissible or eligible.
- 3.2.3 Agreements between undertakings to directly or indirectly fix purchase or selling prices or any other trading conditions are prohibited. Where this is discovered, the undertakings involved will not be eligible for award and all undertakings involved shall be disqualified.
- 3.2.4 Notwithstanding any other provisions of this tender, the following are not eligible to participate in the tender:-
  - a) KPLC’s employees, its Board or any of its committee members.
  - b) Any Minister or Assistant Minister of the Government of the Republic of Kenya (GoK).
  - c) Any public servant of GoK.
  - d) Any member of a Board or Committee or any department of GoK.
  - e) Any person appointed to any position by the President of Kenya.
  - f) Any person appointed to any position by any Minister of GoK.
- 3.2.5 For the purposes of this paragraph, any relative i.e. spouse(s) and child(ren) of any person mentioned in sub-paragraph 3.2.4 is also ineligible to participate in the tender. In addition, a Minister shall include the President, Vice-President or the Attorney General of GoK.
- 3.2.6 Tenderers shall provide the qualification information statement that the Tenderer (including subcontractors) is not associated, or have been associated in the past, directly or indirectly, with a firm or any of its affiliates which have been engaged by KPLC to provide consulting services for the preparation of the design, specifications, and other documents to be used for the procurement of the goods under this Invitation to Tender.
- 3.2.7 Tenderers shall not be under declarations as prescribed at Section XIII.
- 3.2.8 Tenderers who are not under these declarations shall complete the Declaration Form strictly in the form and content as prescribed at Section XIII.

- 3.2.9 Those that are under the Declaration as prescribed at Section XIII whether currently or in the past shall not complete the Form. They will submit a suitable Form giving details, the nature and present status of their circumstances.

### **3.3 Eligible Goods**

- 3.3.1 All goods to be supplied under the contract shall have their origin in eligible source countries. These countries are as described in the Appendix to Instructions to Tenderers.
- 3.3.2 For purposes of this clause, “origin” means the place where the goods are mined, grown, or produced. Goods are produced when, through manufacturing, processing, or substantial and major assembly of components, a commercially recognized product results that is substantially different in basic characteristics or in purpose or utility from its components.
- 3.3.3 The origin of goods is distinct from the nationality of the Tenderer.

### **3.4 Cost of Tendering**

- 3.4.1 The Tenderer shall bear all costs associated with the preparation and submission of its Tender, and KPLC will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the tendering process.

### **3.5 Contents of the Tender Document**

- 3.5.1 The Tender Document comprises the documents listed below and Addendum (where applicable) issued in accordance with paragraph 3.7 of these Instructions to Tenderers: -
- a) *Invitation to Tender*
  - b) *Tender Submission Checklist*
  - c) *Instructions to Tenderers*
  - d) *Appendix to Instructions to Tenderers*
  - e) *Schedule of Requirements*
  - f) *Price Schedule for Goods*
  - g) *Price variation formula*
  - h) *Summary of the Evaluation Process*
  - i) *General Conditions of Contract*
  - j) *Special Conditions of Contract*
  - k) *Tender Form*
  - l) *Confidential Business Questionnaire Form*
  - m) *Tender Security Forms*
  - n) *Manufacturer’s Authorization Form*
  - n) *Manufacturer’s Warranty Form*
  - o) *Declaration Form*
  - p) *Contract*
  - q) *Performance Security Forms*

- r) *Technical Specifications*
  - (i) *General Requirements*
  - (ii.) *Detailed Technical Specifications*

- 3.5.2 The Tenderer is expected to examine all instructions, forms, provisions, terms and specifications in the Tender Document. Failure to furnish all information required by the Tender Document or to submit a tender not substantially responsive to the Tender Document in every respect will be at the Tenderer's risk and may result in the rejection of its Tender.
- 3.5.3 All recipients of the documents for the proposed Contract for the purpose of submitting a tender (*whether they submit a tender or not*) shall treat the details of the documents as "Private and Confidential".

### **3.6 Clarification of Documents**

- 3.6.1 A prospective Tenderer requiring any clarification of the Tender Document may notify the General Manager Supply Chain in writing or by post at KPLC's address indicated in the Invitation to Tender. KPLC will respond in writing to any request for clarification of the Tender documents, which it receives not later than ten (10) days prior to the deadline for the submission of Tenders, prescribed by KPLC. Written copies of KPLC's response (*including an explanation of the query but without identifying the source of inquiry*) will be sent to all prospective Tenderers that have duly received the Tender Document.

### **3.7 Amendment of Documents**

- 3.7.1 At any time prior to the deadline for submission of Tenders, KPLC, for any reason, whether at its own initiative or in response to a clarification requested by a prospective Tenderer, may modify the tender documents by amendment.
- 3.7.2 All prospective Tenderers that have received the Tender Documents will be notified of the amendment(s) (*hereinafter referred to or otherwise known as addendum*) in writing and will be binding on them.
- 3.7.3 In order to allow prospective Tenderers reasonable time in which to take the amendment into account in preparing their Tenders, KPLC, at its discretion, may extend the deadline for the submission of Tenders.

### **3.8 Language of Tender**

The Tender prepared by the Tenderer, as well as all correspondence and documents relating to the tender, exchanged between the Tenderer and KPLC, shall be written in English language, provided that any printed literature furnished by the Tenderer may be written in another language provided they are accompanied by an accurate English translation of the relevant passages in which case, for purposes of interpretation of the Tender, the English translation shall govern. The English translation shall be on the

Tenderer's letterhead and shall be signed by the duly authorized signatory signing the Tender and stamped with the Tenderer's stamp.

### **3.9 Documents Comprising the Tender**

The Tender prepared and submitted by the Tenderer shall include but not be limited to all the following components: -

- a) *Declaration Form, Tender Form and a Price Schedule completed in compliance with paragraphs 3.2, 3.10, 3.11 and 3.12.*
- b) *Documentary evidence established in accordance with paragraph 3.13 that the Tenderer is eligible to tender and is qualified to perform the contract if its tender is accepted.*
- c) *Documentary evidence established in accordance with paragraph 3.14 & 3.15 that the manufacturer, goods and ancillary services to be supplied by the Tenderer are eligible goods and services and conform to the tender documents, and,*
- d) *Tender Security furnished in accordance with paragraph 3.18*
- e) *And all other documents indicated in Section II (Tender Submission Checklist)*

### **3.10 Tender Form**

- 3.10.1 The Tenderer shall complete and sign the Tender Form and all other documents furnished in the Tender Document, indicating the goods to be supplied, a brief description of the goods, their country of origin, quantity, and prices amongst other information required.
- 3.10.2 If any Form's page is found to have insufficient space to fit all of the Tenderer's information, data, etc., the Tenderer shall attach a sheet or sheets immediately after such page clearly labeling at the top of each page of such attachment with the title of that Form and numbering accordingly.

### **3.11 Tender Prices**

- 3.11.1 The Tenderer shall indicate on the appropriate Price Schedule, the unit prices and total tender price of the goods it proposes to supply under the proposed contract.
- 3.11.2 Prices indicated on the Price Schedule shall include all costs including taxes, levies insurances and delivery to the premises (where applicable) of KPLC or other specified site.
- 3.11.3 For the avoidance of doubt, Local Tenderers shall quote on Delivered Duty Paid (DDP) basis and foreign tenderers shall quote on Delivery at Place (DAP) basis. No other basis shall be accepted for evaluation, award or otherwise.

- 3.11.4 Notwithstanding any other provision contained in this tender document or any ensuing contract, tender prices for the initial year as submitted (*quoted*) by the Tenderer shall remain firm, fixed and not subject to adjustment for changes or unexpected contingencies of any kind whatsoever, including, without restricting the generality of the foregoing, changes in wages, material costs, or taxes which may in future be imposed by lawful authority outside of Kenya but excluding taxes that may be imposed by lawful authority within Kenya.
- 3.11.5 A price that is derived by incorporation or usage of the formula as per the prescribed Price Escalation Formula provided in this Tender Document may be acceptable within the meaning of this paragraph. For the avoidance of doubt, this sub-clause shall not affect clause 3.11.4 or in other words shall not apply to prices in the initial year of the contract.

### **3.12 Tender Currencies**

- 3.12.1 For goods that the Tenderer will supply from within or outside Kenya, the prices shall be quoted in Kenya Shillings, or in another freely convertible currency in Kenya. The currency quoted must be indicated clearly on the Price Schedule of Goods.
- 3.12.2 The exchange rate to be used for currency conversion shall be the Central Bank of Kenya selling rate ruling on the Tender closing date. (*Please visit the Central Bank of Kenya website*).

### **3.13 Tenderer's Eligibility and Qualifications**

- 3.13.1 Pursuant to paragraph 3.2, the Tenderer shall furnish, as part of its Tender, documents establishing the Tenderer's eligibility to tender and its qualifications to perform the contract if its Tender is accepted.
- 3.13.2 The documentary evidence of the Tenderer's eligibility to tender shall establish to KPLC's satisfaction that the Tenderer, at the time of submission of its Tender, is from an eligible source country as defined under paragraph 3.3
- 3.13.3 The documentary evidence of the Tenderer's qualifications to perform the contract if its Tender is accepted shall be established to KPLC's satisfaction and include the following —
- a) *the Manufacturer's Authorization and Warranty (where applicable) and a list of all the intended manufacturing facilities together with facilities complete physical addresses.*
  - b) *that the Tenderer has the financial capability necessary to perform the contract. The Tenderer shall be required to provide the documents as specified in the Appendix to Instructions to Tenderers including a current Tax Compliance Certificate issued by the relevant tax authorities. The Tax Compliance Certificate must be valid at all times during the contract period validity.*
  - c) *that the Tenderer has the technical and production capability necessary to perform the contract.*

- d) *A detailed list of previous customers for similar items on tender and their contact addresses shall be submitted with the Tender for the purpose of reference and evaluation as follows:*
- (i) Four (4) names of previous customers of similar goods.
  - (ii) Full contact as well as physical addresses of the previous customers. This shall include the e-mail address of the institution and the e-mail address of the contact person.
  - (iii) A letter from **each of the four (4)** previous customers.
  - (iv) The letters shall include any details that the previous customer deems appropriate but must include a confirmation that the Tenderer completed contracts awarded to it on schedule.
  - (v) The contracts must be those that were completed within a period of five (5) years of the Date of this Tender Document.
  - (vi) The previous customers must be that who has or is using the similar goods i.e. the ultimate user of the goods.
- e) *that, in the case of a Tenderer not doing business within Kenya, the Tenderer is or will be (when contracted) represented by an agent in Kenya equipped and able to carry out the Tenderer's maintenance, repair, spare parts and stocking obligations prescribed in the Conditions of Contract and or in the Technical Specifications.*

3.13.6 Tenderers with any record of unsatisfactory or default in performance obligations in any contract shall not be considered for award. For the avoidance of doubt, this shall include any Tenderer with unresolved case(s) in its performance obligations in any contract.

### **3.14 Tenderer's Contract Management and Human Resource Capabilities**

The Tenderer must have the necessary human resource experience and qualifications to manage and administer the contract. The Tenderer shall be required to provide valid evidence of availability and appropriate qualification of key personnel as specified in the Form provided.

### **3.15 Goods Eligibility and Conformity to Tender Documents**

- 3.15.1 Pursuant to paragraph 3.3 of this Section, the Tenderer shall furnish, as part of its Tender, documents establishing the eligibility and conformity to the Tender Document of all goods that the Tenderer proposes to supply under the contract.
- 3.15.2 The documentary evidence of the eligibility of the goods shall consist of a statement in the Price Schedule of the country of origin of the goods and services offered which shall be confirmed by a certificate of origin issued at the time of shipment.



- 3.15.3 The documentary evidence of conformity of the goods to the Tender Document may be in the form of literature, drawings and data, and shall consist of: -
- a) *a detailed description of the essential technical and performance characteristics of the goods whether in brochures, catalogues, drawings or otherwise,*
  - b) *a list giving full particulars, including available source and current prices of spare parts, special tools and other incidental apparatus necessary for the proper and continuing functioning of the goods for a minimum period of three (3) years, following commencement of the use of the goods by KPLC, and,*
  - c) *Duly completed Schedule of Guaranteed Technical Particulars (GTP) as per Tender Specifications demonstrating substantial responsiveness of the goods and service to those specifications and, if any, a statement of deviations and exceptions to the provisions of the Technical Specifications.*
- 3.15.4 For all goods offered, the Tenderer shall be required to demonstrate that the goods or products conform to required standards by evidence of a Type Test Certificate and its Report, or, Test Certificates and their Reports issued by a **third party testing laboratory** accredited to ISO/IEC 17025. A copy of the accreditation certificate to ISO/IEC 17025 **of the testing laboratory** shall be submitted together with the tender. KPLC reserves the right to subject the certificate(s) to authentication. **Type Test Certificates and Type Test Reports shall NOT be more than five (5) years old prior to the Date of the Tender document.**
- 3.15.5 Where the Tenderer proposes to supply locally manufactured goods, and any local (*i.e. Kenyan*) testing body lacks the necessary accreditation certificate or ability mentioned in 3.15.4 above, the certificate issued by such local testing body shall be accepted within the meaning of paragraph 3.15.4 notwithstanding the absence of the accreditation certificate(s).
- 3.15.6 Where in any case not provided for in clauses 3.15.4 and 3.15.5 above, the acceptance of goods for purposes of evaluation or otherwise shall be at the sole discretion of KPLC. However, the Tenderer shall submit satisfactory evidence prior to application of this sub-paragraph.
- 3.15.7 For purposes of the documentary and other evidence to be furnished pursuant to sub-paragraphs 3.15.3, 3.15.4, 3.15.5 and 3.15.6 above, the Tenderer shall note that standards for workmanship, material, and equipment, as well as references to brand names or catalogue numbers designated by KPLC in its Technical Specifications, are intended to be descriptive only and not restrictive. The Tenderer may adopt higher standards, brand names, and or catalogue numbers in its Tender, provided that it demonstrates to KPLC's satisfaction that the substitutions ensure substantial equivalence to those designated in the Technical Specifications.

### **3.16 Sample(s)**

- 3.16.1 Where required in the Appendix to Instruction to Tenderers, all Tenderers must also submit sample(s) in conformity with the technical specifications securely and clearly labelled with -
- a) *the Tender number and name,*
  - b) *the opening date and time of the tender,*
  - c) *the name or identity of the sample, and,*
  - d) *the name of the Tenderer.*
- 3.16.2 The sample(s) shall be considered as part of the tender and must be submitted together with the Tender before the deadline for submission of Tenders.

### **3.17 Warranty**

- 3.17.1 Where required in the Tender, all Tenderers must also provide a Warranty that warrants that the goods to be supplied under the intended contract are new, unused, of the most recent or current specification and incorporate all recent improvements in design and materials unless provided otherwise in the Tender. The Warranty shall also warrant that the goods in the Tenderer's bid have no defect arising from manufacture, materials or workmanship or from any act or omission of the Tenderer that may develop under normal use of the goods under the conditions obtaining in Kenya.
- 3.17.2 The Warranty will remain valid for one (1) year after the goods, or any portion thereof as the case may be, have been delivered to the final destination indicated in the contract.

### **3.18 Tender Security**

- 3.18.1 The Tenderer shall furnish, as part of its Tender, a tender security for the amount specified in the Appendix to Instructions to Tenderers.
- 3.18.2 The tender security shall be either one or a combination of the following:-
- a) an original Bank Guarantee that is strictly in the form and content as prescribed in the Tender Security Form (Bank Guarantee) in the Tender Document.
  - b) For Local bidders, Standby Letters of Credit (LC). All costs, expenses and charges levied by all banks party to the LC shall be prepaid by the Tenderer. The LC must contain all the mandatory conditions of payment to KPLC as prescribed in the Tender Security (Letters of Credit) provided in the Tender Document.
  - c) For Foreign bidders, Standby Letters of Credit (LC) confirmed by a bank in Kenya. All costs, expenses and charges levied by all banks party to the LC including confirmation charges shall be prepaid by the Tenderer. The LC must contain all the mandatory conditions of payment to KPLC as prescribed in the Tender Security (Letters of Credit) provided in the Tender Document.
  - d) An original Guarantee by a deposit taking Microfinance Institution, Sacco Society, Youth Enterprise Development Fund or the Women Enterprise Fund, that is strictly in the form and content as prescribed in the Tender Security Form

- 3.18.3 The tender security is required to protect KPLC against the risk of the Tenderer's conduct which would warrant the security's forfeiture pursuant to paragraph 3.18.10.
- 3.18.4 The Tender Security shall be denominated in Kenya Shillings or in another freely convertible currency in Kenya.
- 3.18.5 **The Tender Security shall be valid for thirty (30) days beyond the validity of the tender.**
- 3.18.6 KPLC shall seek authentication of the Tender Security from the issuing or confirming bank. It is the responsibility of the Tenderer to sensitize its issuing or confirming bank on the need to respond directly and expeditiously to queries from KPLC. The period for response shall not exceed three (3) days from the date of KPLC's query. Should there be no conclusive response by the bank within this period, such Tenderer's Tender Security may be deemed as invalid and the bid rejected.
- 3.18.7 Any Tender not secured in accordance with this paragraph will be rejected by KPLC as non-responsive, pursuant to paragraph 3.29.
- 3.18.8 The unsuccessful Tenderer's Tender Security will be released as promptly as possible, in any of the following circumstances: -
- a) *the procurement proceedings are terminated*
  - b) *KPLC determines that none of the submitted Tenders is responsive*
  - c) *the Framework contract is signed by the successful Tenderer and KPLC*
- 3.18.9 The successful Tenderer's Tender Security will be released upon the successful Tenderer's signing the Framework contract, pursuant to paragraph 3.40.
- 3.18.10 The Tender Security shall be forfeited –
- a) *if the Tenderer withdraws its Tender after the deadline for submitting Tenders but before the expiry of the period during which the Tenders must remain valid*
  - b) *if the Tenderer rejects a correction of an arithmetic error*
  - c) *if the Tenderer fails to sign the Framework contract in accordance with paragraph 3.40*
- 3.18.11 Where KPLC has extended the tender validity period in accordance with paragraph 3.18, any Tenderer who opts not to extend its tender validity shall have its Tender Security promptly returned.

### **3.19 Validity of Tenders**

- 3.19.1 Tenders shall remain valid for **Ninety (90) days** from date of tender opening as specified in the Invitation to Tender or as otherwise may be prescribed by KPLC, pursuant to paragraph 3.23. A Tender that is valid for a shorter period shall be rejected by KPLC as non-responsive.
- 3.19.2 In exceptional circumstances, KPLC may extend the Tender validity period. The extension shall be made in writing. The tender security provided under paragraph 3.18

may also be extended. A Tenderer shall not be required nor permitted to modify its tender during the extended period.

### **3.20 Alternative Offers**

Only main offers shall be considered for evaluation purposes.

- 3.21.4 The Tender documents to be submitted shall be scanned and attached through e-procurement web portal in a descending order as listed in the Tender Submission Checklist. Each document must have clear identification and marking as shown in the Checklist.
- 3.21.5 The order and arrangement as indicated in the Tender Submission Checklist will be considered as the Tender Formats.
- 3.21.6 Any Tender not prepared and signed in accordance with this format may be rejected by KPLC as non-responsive, pursuant to paragraph 3.29.

### **3.22 Preparation and Signing of the Tender**

- 3.22.1 The Tender shall be typed or written in indelible ink. They shall be signed by the Tenderer or a person or persons duly authorized to bind the Tenderer to the contract.
- 3.22.2 The authorization shall be indicated by a written Power of Attorney granted by the Tenderer to the authorized person before any of the following persons:-
  - a) *For local Tenderers, a Commissioner of Oaths or a Notary Public or a Magistrate of the Kenyan Judiciary.*
  - b) *For foreign Tenderers, a Notary Public or the equivalent of a Notary Public in the country of the Tenderer.*

In either case above, the Power of Attorney shall accompany the Tender.

- 3.22.3 All pages of the Tender, including un-amended printed literature, shall be initialled by the person or persons signing the Tender and serially numbered.
- 3.22.4 The Tender shall have no interlineations, erasures, or overwriting except as necessary to correct errors made by the Tenderer, in which case such corrections shall be initialled by the person or persons signing the Tender.
- 3.22.5 KPLC will assume no responsibility whatsoever for the Tenderer's failure to comply with or observe the entire contents of this paragraph 3.22.
- 3.22.6 Any Tender not prepared and signed in accordance with this paragraph (3.22) shall be rejected by KPLC as non-responsive, pursuant to paragraph 3.29.

### **3.24 Deadline for Submission of Tenders**

- 3.24.1 Tenders must be received by KPLC by the time specified in the Invitation to Tender.
- 3.24.2 KPLC may, at its discretion, extend this deadline for submission of Tenders by amending the tender documents in accordance with paragraph 3.7, in which case all rights and

obligations of KPLC and the Tenderer previously subject to the initial deadline, will therefore be subject to the deadline as extended.

### **3.25 Modification and Withdrawal of Tenders**

- 3.25.1 The Tenderer may modify or withdraw its Tender after it has submitted it, provided that written notice of the modification, including substitution or withdrawal of the Tender is received by KPLC prior to the deadline prescribed for submission of tenders.
- 3.25.2 The Tenderer's modification or withdrawal notice shall be prepared, sealed, marked, and dispatched in accordance with the provisions of paragraphs 3.20, 3.21 and 3.22. A withdrawal notice may also be sent by facsimile, electronic mail, cable or telex but followed by an original signed confirmation copy, postmarked not later than the deadline for submission of Tenders.
- 3.25.3 No Tender may be modified after the deadline for submission of Tenders.
- 3.25.4 No Tender may be withdrawn in the interval between the deadline for submission of tenders and the expiration of the period during which the Tender must remain valid except where KPLC extends the initial validity period. Any withdrawal of a Tender during this interval shall result in forfeiture of the Tenderer's Tender Security except where KPLC extends the initial validity period.

### **3.26 Opening of Tenders**

- 3.26.1 KPLC shall open all Tenders promptly after the tender closing date and time, at the location specified in the Invitation to Tender or as may otherwise be indicated.
- 3.26.2 The Tenderer's names, tender modifications or withdrawals, the presence or absence of requisite Tender Security, other details, at KPLC's discretion, may consider appropriate, will be announced at the opening.
- 3.26.3 At the Tender opening, tender prices, discounts, and such other details as KPLC, at its discretion, may consider appropriate will be read out.
- 3.26.4 The Tenderers or their representatives may attend the opening and those present shall sign a register evidencing their attendance.

### **3.27 Process to be Confidential**

- 3.27.1 After the opening of tenders, information relating to the examination, clarification, evaluation and comparisons of tenders and recommendations arising there-from shall not be disclosed to a Tenderer or other person(s) not officially concerned with such process until conclusion of that process.
- 3.27.2 Any effort by a Tenderer to influence KPLC or any of its staff members in the process of examination, evaluation and comparison of tenders and information or decisions concerning award of Contract may result in the rejection of the Tenderer's tender.

### **3.28 Clarification of Tenders and Contacting KPLC**

- 3.28.1 To assist in the examination, evaluation and comparison of Tenders KPLC may, at its discretion, ask the Tenderer for a clarification of its Tender. The request for clarification shall be in writing. The response may be in the form of writing and/or presentation. The presentation may be at the Tenderer's or KPLC designated premises. Wherever possible, the outcome of the presentation should be documented. No change in the prices or substance of the Tender shall be sought, offered, or permitted.
- 3.28.2 The Tenderer is required to provide timely clarification or substantiation of the information that is essential for effective evaluation of its qualifications. It is the responsibility of the Tenderer to provide in writing the clarification or substantiation which should reach KPLC within five (5) days from the date of KPLC's query. Such writing may include by electronic mail, facsimile or postal mail. Should there be no conclusive response within this period, it shall result in the Tenderer's disqualification.
- 3.28.3 Save as is provided in this paragraph and paragraph 3.27 above, no Tenderer shall contact KPLC on any matter related to its Tender, from the time of the tender openings to the time the successful Tenderer is announced.
- 3.28.4 Any effort by a Tenderer to influence KPLC in its decisions on tender evaluation, tender comparison, tender recommendation(s) or signing of Agreement may result in the rejection of the Tenderer's Tender.

### **3.29 Preliminary Tender Evaluation**

- 3.29.1 Prior to the detailed Technical and Financial evaluation, KPLC will determine the substantial responsiveness of each Tender. For purposes of this tender, a substantially responsive Tender is one that conforms to the requirements of Preliminary Evaluation. KPLC's determination of a Tender's responsiveness is to be based on the contents of the Tender itself without recourse to extrinsic evidence.
- 3.29.2 KPLC will examine the Tenders to determine whether they conform to the Preliminary Evaluation Criteria set out in the Section VI Evaluation Criteria.
- 3.29.3 Notwithstanding the contents of the foregoing sub-paragraphs, if a Tender is not substantially responsive, it will be rejected at the earliest stage of evaluation by KPLC and cannot subsequently be made responsive by the Tenderer by correction of any non-conformity.

### **3.30 Minor Deviations, Errors or Oversights**

- 3.30.1 KPLC may waive any minor deviation in a Tender that does not materially depart from the requirements of the goods and or services set out in the Tender Document.
- 3.30.2 Such minor deviation -
  - 3.29.2.1 shall be quantified to the extent possible,
  - 3.29.2.2 shall be taken into account in the evaluation process, and,
  - 3.29.2.3 shall be applied uniformly and consistently to all qualified Tenders duly

*received by KPLC.*

- 3.30.3 KPLC may waive errors and oversights that can be corrected without affecting the substance of the Tender.

### **3.31 Technical Evaluation of Tenders**

KPLC will evaluate and compare the Tenders that have been determined to be substantially responsive in compliance to the Technical requirements set out in the Tender Document.

### **3.32 Financial Evaluation of Tenders**

- 3.32.1 Upon completion of the preliminary and technical evaluation, KPLC shall conduct a Financial Evaluation and comparison as set out in Section VI Evaluation Criteria.
- 3.32.2 Where other currencies are used, KPLC will convert those currencies to the same currency using the selling exchange rate ruling on the date of tender closing provided by the Central Bank of Kenya.
- 3.32.3 Arithmetical errors will be rectified on the following basis - if there is a discrepancy between the unit price and the total price that is obtained by multiplying the unit price and quantity, the unit price shall prevail, and the total price shall be corrected. If there is a discrepancy between words and figures, the amount in words will prevail.
- 3.32.4 The Tenderer will be promptly notified of the correction of the arithmetical error(s). If the Tenderer does not accept the correction of the error(s), its Tender will stand rejected, and its Tender Security automatically forfeited.

### **3.33 Preferences**

- 3.33.1 In the evaluation of tenders, exclusive preference shall firstly be given to citizen contractors where the amount of the tender as evaluated is below
- a) Ksh. 1 Billion in respect of construction materials and others used in transmission and conduction of electricity of which the material is made in Kenya.
  - b) Ksh. 100 Million in respect of goods.
- 3.33.2 Where the above does not apply, exclusive preference shall be given to local contractors who offer:
- (a) motor vehicles, plant and equipment that are assembled in Kenya
  - (b) Construction material and other material used in the transmission and conduction of electricity of which such material is made in Kenya
  - (c) furniture, textile, foodstuffs and other goods made or locally available in Kenya

- 3.33.3 For purposes of this paragraph the Tenderer shall submit with its Tender, a valid copy of certificate of Confirmation of Directorships and Shareholding issued **and signed** by either the Registrar of Companies or Registrar of Business Names. This certificate must not be more than three (3) months old from the Date of the Tender Document. Kenya Power reserves the right to subject the certificate to authentication.

### **3.34 Tender Evaluation Period**

The tender evaluation committee(s) shall evaluate the tender within the validity period of the tender.

### **3.35 Debarment of a Tenderer**

A Tenderer who gives false information in the Tender about its qualification or who refuses to sign the Agreement after due notification shall be considered for debarment from participating in future public procurement apart from any other sanctions that may be prescribed by law.

### **3.36 Confirmation of Qualification to enter into Framework contract**

- 3.36.1 KPLC may confirm to its satisfaction whether the Tenderer that is selected as having submitted the lowest evaluated responsive tender is qualified to enter into the Agreement with KPLC and consequently likely to perform the contract satisfactorily.
- 3.36.2 The confirmation will take into account the Tenderer's financial, technical, and production capabilities. It will be based upon an examination of the documentary evidence of the Tenderer's qualifications submitted by the Tenderer, pursuant to paragraph 3.13 as well as confirmation of such other information as KPLC deems necessary and appropriate. This may include factory and other facilities inspection and audits.
- 3.36.3 An affirmative confirmation will be a prerequisite for notification to enter into the Agreement with the Tenderer. A negative confirmation will result in rejection of the Tenderer's Tender, in which event KPLC will proceed to the next lowest evaluated responsive tender to make a similar confirmation of that Tenderer's capabilities for purposes of signing the Framework contract.

### **3.38 Termination of Procurement Proceedings**

- 3.38.1 KPLC may at any time terminate procurement proceedings before signing the Framework contract and shall not be liable to any person for the termination.
- 3.38.2 KPLC shall give prompt notice of the termination to the Tenderers, and, on request from any Tenderer, give its reasons for termination within fourteen (14) days of such request.

### **3.39 Notification of Award**



- 3.39.1 Prior to the expiration of the period of tender validity, KPLC shall notify the successful Tenderer in writing that its Tender has been accepted.
- 3.39.2 The notification of award shall not constitute the formation of the contract until one is finally signed by both parties.
- 3.39.3 Simultaneously, and without prejudice to the contents of paragraph 3.41 on issuance of the Notification of Award to the successful Tenderer, KPLC shall notify each unsuccessful Tenderer.
- 3.39.4 A notification of the tender outcome does not reduce the validity period for any tender security whether the Tenderer is successful or not, except where such tender security is officially released to the Bank and/or the Tenderer and such Bank discharged of all its obligations by KPLC prior to the expiry of its stated validity period.

### **3.40 Signing of Contract**

- 3.40.1 At the same time as KPLC notifies the successful Tenderer that its Tender has been accepted, KPLC will send the Tenderer the Contract Agreement provided in the Tender Document together with any other necessary documents incorporating all agreements between the Parties.
- 3.40.2 Within seven (7) days of the date of notification of award, the successful Tenderer shall only sign the Contract Form and all the documents specified in that Form and return them to KPLC within that period of seven (7) days.
- 3.40.3 KPLC shall sign and date the Contract in the period between not earlier than seven (7) days from the date of notification of contract award and not later than thirty (30) days after expiry of tender validity. Further, KPLC shall not sign the contract until and unless the authentic performance security is received in accordance with paragraph 3.39.
- 3.40.4 Failure of the successful Tenderer to sign the Contract, the award shall be annulled and its tender security forfeited in which event KPLC shall notify the next lowest evaluated Tenderer that its Tender has been accepted.
- 3.40.5 Paragraph 3.39 together with the provisions of this paragraph 3.40 will apply with necessary modifications with respect to the Tenderer notified under sub-paragraph 3.40.4

### **3.41 Performance Security**

- 3.41.1 Within 14 (days) of the date of each of KPLC's Letter of Notification of Award, the successful Tenderer shall always furnish KPLC with a Performance Security which shall be either one or a combination of the following:
  - a) an original Bank Guarantee that is strictly in the form and content as prescribed in the Performance Security Form (Bank Guarantee) in the Tender Document.
  - b) For Local bidders, Standby Letters of Credit (LC). All costs, expenses and charges levied by all banks party to the LC shall be prepaid by the successful Tenderer. The LC must contain all the mandatory conditions of payment as

prescribed in the Performance Security (Letters of Credit) provided in the Tender Document.

- c) For Foreign bidders, Standby Letters of Credit (LC) confirmed by a bank in Kenya. All costs, expenses and charges levied by all banks party to the LC including confirmation charges shall be prepaid by the successful Tenderer. The LC must contain all the mandatory conditions of payment as prescribed in the Performance Security (Letters of Credit) provided in the Tender Document.
- 3.41.2 The Performance Security shall be issued or confirmed by a commercial bank licensed by the Central Bank of Kenya.
- 3.41.3 The Performance Security shall be the sum of ten percent (10%) of the annual requirements value. It shall be in the currency of the contract price.
- 3.41.4 KPLC shall seek authentication of the Performance Security from the issuing bank. It is the responsibility of the successful Tenderer to sensitize its issuing bank on the need to respond directly and expeditiously to queries from KPLC. The period for response shall not exceed three (3) days from the date of KPLC's query. Should there be no conclusive response by the Bank within this period, such successful Tenderer's Performance Security may be deemed as invalid.
- 3.41.5 Failure of the lowest evaluated Tenderer to furnish an authentic Performance Security, the Framework contract shall be voided. In such event, KPLC will notify the next lowest evaluated Tenderer that its Tender has been accepted.
- 3.41.6 Without prejudice to sub-paragraph 3.41.5, failure of the successful Tenderer to furnish an authentic Performance Security, during the existence of a running Contract, the Performance Security of the running Contract shall be liquidated by KPLC before expiry of the same.

### **3.42 Corrupt or Fraudulent Practices**

- 3.42.1 KPLC requires that Tenderers observe the highest standard of ethics during the procurement process and execution of contracts. When used in the present Regulations, the following terms are defined as follows: -
- a) *“Corrupt practice” means the offering, giving, receiving or soliciting of anything of value to influence the action of public official in the procurement process or in contract execution;*
  - b) *“Fraudulent practice” means a misrepresentation of facts in order to influence a procurement process or the execution of a contract to the detriment of KPLC, and includes collusive practice among Tenderers (prior to or after Tender submission) designed to establish tender prices at artificial non-competitive levels and to deprive KPLC of the benefits of free and open competition.*

- 3.42.2 KPLC will nullify its notification of award if it determines that the Tenderer recommended has engaged in corrupt or fraudulent practices in competing for the contract in question.
- 3.42.3 Further, a Tenderer who is found to have indulged in corrupt or fraudulent practices risks being debarred from participating in public procurement in Kenya.

### **3.43 Emergency Purchase**

- 3.43.1 If, in the opinion of KPLC, an event or an emergency or other abnormal circumstance requires KPLC to obtain the goods that are the subject of this tender, KPLC shall, notwithstanding any other term of any existing contract or this contract, be relieved of any obligation to order or purchase goods from any other Supplier(s) and may order and purchase the same from any other party free of any exclusivity obligation or liability to its Supplier(s) who have entered into this contract.
- 3.43.2 This Emergency Purchase provision shall only apply strictly in circumstances where the successful Tenderer is unable to meet conditions of scheduled/normal and Rush Orders.

## APPENDIX TO INSTRUCTIONS TO TENDERERS

The following information regarding the particulars of the tender shall complement and or amend the provisions of the Instructions to Tenderers *hereinafter abbreviated as ITT*. Wherever there is a conflict between the provisions of the ITT and the Appendix, the provisions of the Appendix herein shall prevail over those of the ITT.

No.	ITT Reference Clause	Particulars of Appendix
1.	<b>3.2.1 Eligible tenderers</b>	i) This Invitation to Tender is open to Local Manufacturers of Concrete Poles. ii) Tenderers with any outstanding dispute, legal or otherwise or those who have been blacklisted are not eligible to participate in this tender.
2.	<b>3.3 Origin of Eligible goods</b>	Local Manufacturer's only.
3	<b>3.4 Cost of Tendering</b>	This is not applicable as the Tender documents are to be uploaded on KPLC's E-procurement Web Portal.
3.	<b>3.12 Tender Currencies</b>	The price offered by Local bidders <b>must be in Kenya Shillings. This will form part of the evaluation criteria.</b>
4.	<b>3.13.3 (a) Manufacturer's Authorization</b>	This is not applicable for this tender
5.	<b>3.13.3 (b) Documentary evidence of financial capability</b>	The audited financial statements required must be those that are reported within eighteen (18) calendar months of the date of the tender document.
6.	<b>3.13.3 (c) and (d) Documents of evidence of eligibility</b>	That the Tenderer has the Technical and Production capability necessary to perform the contract.
7.	<b>3.15.3 (a) Catalogues, Brochures, Manufacturer's Drawings</b>	i) a detailed description of the essential technical and performance characteristics of the goods whether in brochures, catalogues, drawings or otherwise, ii) a list giving full particulars, including available source of spare parts, special tools and other incidental apparatus necessary for the proper and continuing functioning of the goods
8.	<b>3.16 Sample(s)</b>	Samples are not required for this tender
9.	<b>3.17.2 Period of Warranty</b>	Warranty period of Sixty (60) Months from date of delivery to KPLC Stores
10.	<b>3.18.1 Tender Security</b>	<i>Tender Security valid for 120 days shall be 0.3% of</i>

		<i>the tender amount which <b>must</b> be in Kenya Shillings. The Original Tender Security should be kept in an envelope clearly labelled with the tender number &amp; name, shall be deposited in the Tender Security Box on 3<sup>rd</sup> Floor Supply Chain Reception on or before the opening date.</i>
	<b>3.21 Number of Sets of and Tender Format</b>	For purposes of this tender, this is not applicable as the tender is being submitted electronically. <b>Bidders shall ensure that they upload all the required documents into the portal.</b>
	<b>3.22 Preparation and Signing of the Tender</b>	There will be only one document submitted through the E-procurement portal. <i><b>Bidders shall ensure that they Upload all the required documents into the portal.</b></i>  <i><b>The Original Tender Security in an envelope clearly labelled with the tender number &amp; name, shall be deposited in the Tender Security Box on 3<sup>rd</sup> Floor Supply Chain Reception on or before the opening Date.</b></i>
	<b>3.23 Sealing and Outer Marking of Tenders</b>	For purposes of this tender, this is not applicable as the tender is being submitted electronically. <i><b>However the Original Tender Security in a clearly labelled envelope shall be deposited in the Tender Security Box on 3<sup>rd</sup> Floor Supply Chain Reception on or before the opening date.</b></i>
	<b>3.26 Opening of Tenders</b>	The tender shall be opened electronically at Stima Plaza Auditorium at 10.30 a.m. and bidders are Encouraged to participate.
11.	<b>3.37.2 Award of Contract</b>	<i>Mode of award shall be in accordance with the following formula:-</i> <i>a) Each location of delivery shall be considered an independent lot.</i> <i>b) Award shall be on an item by item basis to the lowest Evaluated bidder per Lot.</i> <i>c) The successful bidder(s) shall be the one with the lowest evaluated price per item in a lot to be determined in accordance with the summary of Evaluation process , taking into account the following:-</i> <i>i) Capacity of the bidding firm as per details given in the Capacity Declaration form with emphasis on:</i> <i>1) Ex-stock Quantities available</i>

		<p>2) Outstanding orders/Contract to KPLC and other parties</p> <p>ii). No. of poles tendered for and /or available for the contract (as per information given in the price schedule).</p> <p>iii) Offered Prices - Bidders whose prices shall be found to be high above average market price shall not be considered for award</p> <p><b>KENYA POWER RESERVES THE RIGHT TO COUNTER OFFER THE PRICES.</b></p>
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## **SECTION IV - SCHEDULE OF REQUIREMENTS OF GOODS**

**Tender No. KP1/9AA-3/OT/38/15-16 - Supply of 10M Concrete Poles**

**Table 1 – Brief Schedule of Goods Required.**

<b>LOT NO</b>	<b>DELIVERY LOCATION</b>	<b>TOWN</b>	<b>ITEM DESCRIPTION</b>	<b>QTY</b>	<b>UNIT</b>
1	Nairobi South	Nairobi	10m Concrete Pole 50 SC	15,483	Pcs
2	Rabai	Mombasa island	10m Concrete Pole 50 SC	8,753	Pcs
3	Mamboleo	Kisumu	10m Concrete Pole 50 SC	4,583	Pcs
4	Rivatex	Eldoret	10m Concrete Pole 50 SC	3,518	Pcs
5	Dagoreti	Ongata Rongai/Kiserian	10m Concrete Pole 50 SC	1,450	Pcs
6	Dagoreti	Ngong/Matasia	10m Concrete Pole 50 SC	2,525	Pcs
7	Nairobi South	Kitengela	10m Concrete Pole 50 SC	375	Pcs
8	Nairobi South	Kajiado town	10m Concrete Pole 50 SC	125	Pcs
9	Roysambu	Kiambu town	10m Concrete Pole 50 SC	279	Pcs
10	White Sisters	Thika Town	10m Concrete Pole 50 SC	362	Pcs
11	Roysambu	Ruiru town	10m Concrete Pole 50 SC	139	Pcs
12	Lanet	Nakuru town	10m Concrete Pole 50 SC	1,595	Pcs
13	Suswa	Naivasha town	10m Concrete Pole 50 SC	514	Pcs
14	Lanet	Gilgil/kikohey	10m Concrete Pole 50 SC	210	Pcs
15	Machakos store	Machakos town	10m Concrete Pole 50 SC	1,782	Pcs
16	Mlolongo Store	Athi River town	10m Concrete Pole 50 SC	500	Pcs
17	Shirisu	Kakamega town	10m Concrete Pole 50 SC	664	Pcs
18	Shirisu	Mumias Town	10m Concrete Pole 50 SC	464	Pcs
19	Kegati Store	Kisii town	10m Concrete Pole 50 SC	1,342	Pcs

20	Narok	Narok town	10m Concrete Pole 50 SC	463	Pcs
21	Garisa	Garisa town	10m Concrete Pole 50 SC	801	Pcs
22	Moyale Power station	Moyale town	10m Concrete Pole 50 SC	20	Pcs
23	Mandera Power Station	Mandera town	10m Concrete Pole 50 SC	276	Pcs
24	Marsabit	Marsabit Town	10m Concrete Pole 50 SC	22	Pcs
25	Wajir	Wajir Town	10m Concrete Pole 50 SC	264	Pcs
26	Kinoru	Isiolo Town	10m Concrete Pole 50 SC	132	Pcs
27	Machakos store	Kitui Town	10m Concrete Pole 50 SC	162	Pcs
28	Kinoru	Meru town/Nkubu	10m Concrete Pole 50 SC	1,583	Pcs
29	Meru	Maua Town	10m Concrete Pole 50 SC	415	Pcs
30	Embu	Chuka Town	10m Concrete Pole 50 SC	162	Pcs
31	White Sisters	Muranga Town	10m Concrete Pole 50 SC	65	Pcs
32	Nanyuki	Nanyuki Town	10m Concrete Pole 50 SC	424	Pcs
33	Nyahururu	Nyahururu Town	10m Concrete Pole 50 SC	561	Pcs
34	Embu	Embu Town	10m Concrete Pole 50 SC	611	Pcs
35	Embu	Kerugoya town	10m Concrete Pole 50 SC	207	Pcs
36	Embu	Kutus town	10m Concrete Pole 50 SC	156	Pcs
37	Siaya	Siaya Town	10m Concrete Pole 50 SC	767	Pcs
38	Siaya	Bondo Town	10m Concrete Pole 50 SC	450	Pcs
39	Busia	Busia Town	10m Concrete Pole 50 SC	725	Pcs
40	Shirisu	Bungoma town	10m Concrete Pole 50 SC	1,125	Pcs
41	Chemosit	Kericho Town	10m Concrete Pole 50 SC	1,071	Pcs
42	Bomet	Bomet Town	10m Concrete Pole 50 SC	341	Pcs
43	Kitale	Lodwar town	10m Concrete Pole 50 SC	120	Pcs
44	Kitale	Kitale town	10m Concrete Pole 50 SC	575	Pcs
45	Kilifi	Kilifi	10m Concrete Pole 50 SC	610	Pcs



46	Kilifi	Mtwapa Town	10m Concrete Pole 50 SC	550	Pcs
47	Rabai	Mariakani	10m Concrete Pole 50 SC	185	Pcs
48	Voi	Voi town	10m Concrete Pole 50 SC	306	Pcs
49	Mokowe	Lamu island/Mokowe	10m Concrete Pole 50 SC	117	Pcs
50	Mpeketoni	Mpeketoni	10m Concrete Pole 50 SC	117	Pcs
51	Homa-bay	Homabay town	10m Concrete Pole 50 SC	575	Pcs
52	Migori	Migori town	10m Concrete Pole 50 SC	330	Pcs

**Table 2 – Expected Delivery Schedule.**  
**Tender No. KP1/9AA-3/OT/38/15-16 - Supply of 10M Concrete Poles**

<b>LOT NO</b>	<b>DELIVERY LOCATION</b>	<b>FOCUS TOWN</b>	<b>ITEM DESCRIPTION</b>	<b>QTY</b>	<b>UNIT</b>	<b>EXPECTED PROJECT START DATE</b>
1	Nairobi South	Nairobi	10m Concrete Pole 50 SC	15,483	Pcs	May-16
2	Rabai	Mombasa island	10m Concrete Pole 50 SC	8,753	Pcs	Sep-16
3	Mamboleo	Kisumu	10m Concrete Pole 50 SC	4,583	Pcs	Feb-16
4	Rivatex	Eldoret	10m Concrete Pole 50 SC	3,518	Pcs	Feb-16
5	Dagoreti	Ongata Rongai/Kiserian	10m Concrete Pole 50 SC	1,450	Pcs	Aug-16
6	Dagoreti	Ngong/Matasia	10m Concrete Pole 50 SC	2,525	Pcs	Oct-16
7	Nairobi South	Kitengela	10m Concrete Pole 50 SC	375	Pcs	Jun-16
8	Nairobi South	Kajiado town	10m Concrete Pole 50 SC	125	Pcs	Apr-16
9	Roysambu	Kiambu town	10m Concrete Pole 50 SC	279	Pcs	Feb-16
10	White Sisters	Thika Town	10m Concrete Pole 50 SC	362	Pcs	Feb-16
11	Roysambu	Ruiru town	10m Concrete Pole 50 SC	139	Pcs	Feb-16
12	Lanet	Nakuru town	10m Concrete Pole 50 SC	1,595	Pcs	Jul-16
13	Suswa	Naivasha town	10m Concrete Pole 50 SC	514	Pcs	Mar-16
14	Lanet	Gilgil/kikohey	10m Concrete Pole 50 SC	210	Pcs	Mar-16
15	Machakos store	Machakos town	10m Concrete Pole 50 SC	1,782	Pcs	May-16
16	Mlolongo Store	Athi River town	10m Concrete Pole 50 SC	500	Pcs	May-16
17	Shirisu	Kakamega town	10m Concrete Pole 50 SC	664	Pcs	Mar-16
18	Shirisu	Mumias Town	10m Concrete Pole 50 SC	464	Pcs	Mar-16
19	Kegati Store	Kisii town	10m Concrete Pole 50 SC	1,342	Pcs	Apr-16
20	Narok	Narok town	10m Concrete Pole 50 SC	463	Pcs	Apr-16
21	Garisa	Garisa town	10m Concrete Pole 50 SC	801	Pcs	Feb-16

22	Moyale Power station	Moyale town	10m Concrete Pole 50 SC	20	Pcs	Jun-16
23	Mandera Power Station	Mandera town	10m Concrete Pole 50 SC	276	Pcs	Oct-16
24	Marsabit	Marsabit Town	10m Concrete Pole 50 SC	22	Pcs	May-16
25	Wajir	Wajir Town	10m Concrete Pole 50 SC	264	Pcs	Jun-16
26	Kinoru	Isiolo Town	10m Concrete Pole 50 SC	132	Pcs	Feb-16
27	Machakos store	Kitui Town	10m Concrete Pole 50 SC	162	Pcs	Sep-16
28	Kinoru	Meru town/Nkubu	10m Concrete Pole 50 SC	1,583	Pcs	Apr-16
29	Meru	Maua Town	10m Concrete Pole 50 SC	415	Pcs	Apr-16
30	Embu	Chuka Town	10m Concrete Pole 50 SC	162	Pcs	Feb-16
31	White Sisters	Muranga Town	10m Concrete Pole 50 SC	65	Pcs	Feb-16
32	Nanyuki	Nanyuki Town	10m Concrete Pole 50 SC	424	Pcs	Jul-16
33	Nyahururu	Nyahururu Town	10m Concrete Pole 50 SC	561	Pcs	Jul-16
34	Embu	Embu Town	10m Concrete Pole 50 SC	611	Pcs	Mar-16
35	Embu	Kerugoya town	10m Concrete Pole 50 SC	207	Pcs	Apr-16
36	Embu	Kutus town	10m Concrete Pole 50 SC	156	Pcs	May-16
37	Siaya	Siaya Town	10m Concrete Pole 50 SC	767	Pcs	Apr-16
38	Siaya	Bondo Town	10m Concrete Pole 50 SC	450	Pcs	Apr-16
39	Busia	Busia Town	10m Concrete Pole 50 SC	725	Pcs	Apr-16
40	Shirisu	Bungoma town	10m Concrete Pole 50 SC	1,125	Pcs	Jul-16
41	Chemosit	Kericho Town	10m Concrete Pole 50 SC	1,071	Pcs	Feb-16
42	Bomet	Bomet Town	10m Concrete Pole 50 SC	341	Pcs	Feb-16
43	Kitale	Lodwar town	10m Concrete Pole 50 SC	120	Pcs	Mar-16
44	Kitale	Kitale town	10m Concrete Pole 50 SC	575	Pcs	Aug-16
45	Kilifi	Kilifi	10m Concrete Pole 50 SC	610	Pcs	Jul-16
46	Kilifi	Mtwapa Town	10m Concrete Pole 50 SC	550	Pcs	Feb-16
47	Rabai	Mariakani	10m Concrete Pole 50 SC	185	Pcs	Feb-16

48	Voi	Voi town	10m Concrete Pole 50 SC	306	Pcs	Mar-16
49	Mokowe	Lamu island/Mokowe	10m Concrete Pole 50 SC	117	Pcs	Jul-16
50	Mpeketoni	Mpeketoni	10m Concrete Pole 50 SC	117	Pcs	Jul-16
51	Homa-bay	Homabay town	10m Concrete Pole 50 SC	575	Pcs	Sep-16
52	Migori	Migori town	10m Concrete Pole 50 SC	330	Pcs	Aug-16

**\*NOTE:**

- For planning purposes, deliveries shall be made to KPLC stores **one month prior to Project start date** as per the above delivery schedule. **Failure to deliver poles in good time shall attract a penalty.**

**Table 3 – Guaranteed Lead Time (GLT)**

**Tender No. KP1/9AA-3/OT/38/15-16 - Supply of 10M Concrete Poles**

LOT NO	Delivery Location	Item Description	Qty	Unit	KPLC's Projected GLT	Project Start Date	Bidder's Time to Manufacture	Bidder's Date to Deliver
1	Nairobi South	10m Concrete Pole 50 SC	15,483	Pcs	One Month before project Start Date	May-16		
2	Rabai	10m Concrete Pole 50 SC	8,753	Pcs	One Month before project Start Date	Sep-16		
3	Mamboleo	10m Concrete Pole 50 SC	4,583	Pcs	One Month before project Start Date	Feb-16		
4	Rivatex	10m Concrete Pole 50 SC	3,518	Pcs	One Month before project Start Date	Feb-16		
5	Dagoreti	10m Concrete Pole 50 SC	1,450	Pcs	One Month before project Start Date	Aug-16		
6	Dagoreti	10m Concrete Pole 50 SC	2,525	Pcs	One Month before project Start Date	Oct-16		
7	Nairobi South	10m Concrete Pole 50 SC	375	Pcs	One Month before project Start Date	Jun-16		
8	Nairobi South	10m Concrete Pole 50 SC	125	Pcs	One Month before project Start Date	Apr-16		
9	Roysambu	10m Concrete Pole 50 SC	279	Pcs	One Month before project Start Date	Feb-16		

10	White Sisters	10m Concrete Pole 50 SC	362	Pcs	One Month before project Start Date	Feb-16		
11	Roysambu	10m Concrete Pole 50 SC	139	Pcs	One Month before project Start Date	Feb-16		
12	Lanet	10m Concrete Pole 50 SC	1,595	Pcs	One Month before project Start Date	Jul-16		
13	Suswa	10m Concrete Pole 50 SC	514	Pcs	One Month before project Start Date	Mar-16		
14	Lanet	10m Concrete Pole 50 SC	210	Pcs	One Month before project Start Date	Mar-16		
15	Machakos store	10m Concrete Pole 50 SC	1,782	Pcs	One Month before project Start Date	May-16		
16	Mlolongo Store	10m Concrete Pole 50 SC	500	Pcs	One Month before project Start Date	May-16		
17	Shirisu	10m Concrete Pole 50 SC	664	Pcs	One Month before project Start Date	Mar-16		
18	Shirisu	10m Concrete Pole 50 SC	464	Pcs	One Month before project Start Date	Mar-16		
19	Kegati Store	10m Concrete Pole 50 SC	1,342	Pcs	One Month before project Start Date	Apr-16		
20	Narok	10m Concrete Pole 50 SC	463	Pcs	One Month before project Start Date	Apr-16		
21	Garisa	10m Concrete Pole 50 SC	801	Pcs	One Month before project Start Date	Feb-16		
22	Moyale Power station	10m Concrete Pole 50 SC	20	Pcs	One Month before project Start Date	Jun-16		
23	Mandera Power Station	10m Concrete Pole 50 SC	276	Pcs	One Month before project Start Date	Oct-16		
24	Marsabit	10m Concrete Pole 50 SC	22	Pcs	One Month before project Start Date	May-16		
25	Wajir	10m Concrete Pole 50 SC	264	Pcs	One Month before project Start Date	Jun-16		
26	Kinoru	10m Concrete Pole 50 SC	132	Pcs	One Month before project Start Date	Feb-16		
27	Machakos store	10m Concrete Pole 50 SC	162	Pcs	One Month before project Start Date	Sep-16		
28	Kinoru	10m Concrete Pole 50 SC	1,583	Pcs	One Month before project Start Date	Apr-16		
29	Meru	10m Concrete Pole 50 SC	415	Pcs	One Month before project Start Date	Apr-16		
30	Embu	10m Concrete Pole 50 SC	162	Pcs	One Month before project Start Date	Feb-16		
31	White Sisters	10m Concrete Pole 50 SC	65	Pcs	One Month before project Start Date	Feb-16		
32	Nanyuki	10m Concrete Pole 50 SC	424	Pcs	One Month before project Start Date	Jul-16		
33	Nyahururu	10m Concrete Pole 50 SC	561	Pcs	One Month before project Start Date	Jul-16		
34	Embu	10m Concrete Pole 50 SC	611	Pcs	One Month before project Start Date	Mar-16		
35	Embu	10m Concrete Pole 50 SC	207	Pcs	One Month before project Start Date	Apr-16		
36	Embu	10m Concrete Pole 50 SC	156	Pcs	One Month before project Start Date	May-16		

37	Siaya	10m Concrete Pole 50 SC	767	Pcs	One Month before project Start Date	Apr-16		
38	Siaya	10m Concrete Pole 50 SC	450	Pcs	One Month before project Start Date	Apr-16		
39	Busia	10m Concrete Pole 50 SC	725	Pcs	One Month before project Start Date	Apr-16		
40	Shirisu	10m Concrete Pole 50 SC	1,125	Pcs	One Month before project Start Date	Jul-16		
41	Chemosit	10m Concrete Pole 50 SC	1,071	Pcs	One Month before project Start Date	Feb-16		
42	Bomet	10m Concrete Pole 50 SC	341	Pcs	One Month before project Start Date	Feb-16		
43	Kitale	10m Concrete Pole 50 SC	120	Pcs	One Month before project Start Date	Mar-16		
44	Kitale	10m Concrete Pole 50 SC	575	Pcs	One Month before project Start Date	Aug-16		
45	Kilifi	10m Concrete Pole 50 SC	610	Pcs	One Month before project Start Date	Jul-16		
46	Kilifi	10m Concrete Pole 50 SC	550	Pcs	One Month before project Start Date	Feb-16		
47	Rabai	10m Concrete Pole 50 SC	185	Pcs	One Month before project Start Date	Feb-16		
48	Voi	10m Concrete Pole 50 SC	306	Pcs	One Month before project Start Date	Mar-16		
49	Mokowe	10m Concrete Pole 50 SC	117	Pcs	One Month before project Start Date	Jul-16		
50	Mpeketoni	10m Concrete Pole 50 SC	117	Pcs	One Month before project Start Date	Jul-16		
51	Homa-bay	10m Concrete Pole 50 SC	575	Pcs	One Month before project Start Date	Sep-16		
52	Migori	10m Concrete Pole 50 SC	330	Pcs	One Month before project Start Date	Aug-16		

Name of Tenderer

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Name and Capacity of authorised person signing the Tender

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Signature of authorised person signing the Tender

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Stamp of Tenderer

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### **NOTES TO TABLE 3**

1. Deliveries shall be made to KPLC stores as per delivery schedule.
- 2.
3. KPLC expect time of delivery to be at least one month prior to project start date. Bidders are therefore advised to compute this period by considering all activities involved in that process of delivery including transportation.
4. KPLC will expect that where necessary during the period of the contract, changes to the GLT will be negotiated between KPLC and the successful bidder that will be favourable to KPLC than the GLT.
5. The actual time for delivery together with the specific required quantity of the items shall be stated by KPLC in the Official Purchase Order document issued to the successful bidder.

## **SECTION V - PRICE SCHEDULE FOR GOODS**

### **Tender No. KP1/9AA-3/OT/38/15-16 - Supply of 10M Concrete Poles**

<b>LOT NO</b>	<b>DELIVERY LOCATION</b>	<b>FOCUS TOWN</b>	<b>ITEM DESCRIPTION</b>	<b>QTY (PCS)</b>	<b>*Unit price DDP (VAT Exclusive)</b>	<b>Total price DDP (VAT Exclusive)</b>	<b>Total price DDP (VAT Inclusive)</b>
1	Nairobi South	Nairobi	10m Concrete Pole 50 SC	15,483			
2	Rabai	Mombasa island	10m Concrete Pole 50 SC	8,753			
3	Mamboleo	Kisumu	10m Concrete Pole 50 SC	4,583			
4	Rivatex	Eldoret	10m Concrete Pole 50 SC	3,518			
5	Dagoreti	Ongata Rongai/Kiserian	10m Concrete Pole 50 SC	1,450			
6	Dagoreti	Ngong/Matasia	10m Concrete Pole 50 SC	2,525			
7	Nairobi South	Kitengela	10m Concrete Pole 50 SC	375			
8	Nairobi South	Kajiado town	10m Concrete Pole 50 SC	125			
9	Roysambu	Kiambu town	10m Concrete Pole 50 SC	279			
10	White Sisters	Thika Town	10m Concrete Pole 50 SC	362			
11	Roysambu	Ruiru town	10m Concrete Pole 50 SC	139			
12	Lanet	Nakuru town	10m Concrete Pole 50 SC	1,595			
13	Suswa	Naivasha town	10m Concrete Pole 50 SC	514			
14	Lanet	Gilgil/kikohey	10m Concrete Pole 50 SC	210			
15	Machakos store	Machakos town	10m Concrete Pole 50 SC	1,782			
16	Mlolongo Store	Athi River town	10m Concrete Pole 50 SC	500			
17	Shirisu	Kakamega town	10m Concrete Pole 50 SC	664			
18	Shirisu	Mumias Town	10m Concrete Pole 50 SC	464			
19	Kegati Store	Kisii town	10m Concrete Pole 50 SC	1,342			
20	Narok	Narok town	10m Concrete Pole 50 SC	463			
21	Garisa	Garisa town	10m Concrete				



			Pole 50 SC	801			
22	Moyale Power station	Moyale town	10m Concrete Pole 50 SC	20			
23	Mandera Power Station	Mandera town	10m Concrete Pole 50 SC	276			
24	Marsabit	Marsabit Town	10m Concrete Pole 50 SC	22			
25	Wajir	Wajir Town	10m Concrete Pole 50 SC	264			
26	Kinoru	Isiolo Town	10m Concrete Pole 50 SC	132			
27	Machakos store	Kitui Town	10m Concrete Pole 50 SC	162			
28	Kinoru	Meru town/Nkubu	10m Concrete Pole 50 SC	1,583			
29	Meru	Maua Town	10m Concrete Pole 50 SC	415			
30	Embu	Chuka Town	10m Concrete Pole 50 SC	162			
31	White Sisters	Muranga Town	10m Concrete Pole 50 SC	65			
32	Nanyuki	Nanyuki Town	10m Concrete Pole 50 SC	424			
33	Nyahururu	Nyahururu Town	10m Concrete Pole 50 SC	561			
34	Embu	Embu Town	10m Concrete Pole 50 SC	611			
35	Embu	Kerugoya town	10m Concrete Pole 50 SC	207			
36	Embu	Kutus town	10m Concrete Pole 50 SC	156			
37	Siaya	Siaya Town	10m Concrete Pole 50 SC	767			
38	Siaya	Bondo Town	10m Concrete Pole 50 SC	450			
39	Busia	Busia Town	10m Concrete Pole 50 SC	725			
40	Shirisu	Bungoma town	10m Concrete Pole 50 SC	1,125			
41	Chemosit	Kericho Town	10m Concrete Pole 50 SC	1,071			
42	Bomet	Bomet Town	10m Concrete Pole 50 SC	341			
43	Kitale	Lodwar town	10m Concrete Pole 50 SC	120			
44	Kitale	Kitale town	10m Concrete Pole 50 SC	575			
45	Kilifi	Kilifi	10m Concrete Pole 50 SC	610			
46	Kilifi	Mtwapa Town	10m Concrete				

			Pole 50 SC	550			
47	Rabai	Mariakani	10m Concrete Pole 50 SC	185			
48	Voi	Voi town	10m Concrete Pole 50 SC	306			
49	Mokowe	Lamu island/Mokowe	10m Concrete Pole 50 SC	117			
50	Mpeketoni	Mpeketoni	10m Concrete Pole 50 SC	117			
51	Homa-bay	Homabay town	10m Concrete Pole 50 SC	575			
52	Migori	Migori town	10m Concrete Pole 50 SC	330			

Name of Tenderer

\_\_\_\_\_

Name and Capacity of authorized person signing the Tender

\_\_\_\_\_

Signature of authorized person signing the Tender

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Stamp of Tenderer

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### **NOTES:-**

1. If and/or where KPLC is an appointed withholding agent in respect of taxes for the Government of Kenya, no payment shall be made to the successful bidder for Value Added Tax (VAT) (*if any*) which may be imposed by Kenya Government in respect of the Supplies being made under the contract.
2. Where any offered unit price contains a figure that has decimal places, that unit price must be rounded to have ONLY two decimal places. For the avoidance of doubt, no unit price shall include a figure that has more than two decimal places. Where any Tenderer does not comply with this requirement, It's unit price shall be rounded down-wards to two decimal places and used for the purposes of this tender and ensuing contract. This shall be considered under the provisions relating to arithmetical errors.

## **SECTION VI - EVALUATION CRITERIA**

Evaluation of duly submitted tenders will be conducted along the following stages: -

**6.1 Part 1 - Preliminary Evaluation Criteria under Paragraph 3.29 of the ITT. These are mandatory requirements.** This shall comprise confirmation of the following: -

- 6.1.1 Submission of Tender Security - Checking its validity, whether it is Original; whether it is issued by a local bank or Microfinance Institution; whether it is strictly in the format required in accordance with the sample Tender Security Form(s).*
- 6.1.2 Submission of Manufacturer's Capacity Declaration form*
- 6.1.3 Submission of Declaration Form(s) duly completed and signed.*
- 6.1.4 Confirming that the Tender is valid for the period required.*
- 6.1.5 Submission and considering Tender Form duly completed and signed.*
- 6.1.6 Submission and considering the following:-*
  - 6.1.6.1 For Local Tenderers*
    - a) Company or Firm's Registration Certificate*
    - b) PIN Certificate.*
    - c) Valid Tax Compliance Certificate.*
  - 6.1.6.2 For Foreign Tenderers*
    - a) Company or Firm's Registration Certificate*
    - b) PIN Certificate or its equivalent in the country of bidder or a statement from the tax authorities in the Tenderer's country of origin indicating that such certificate or its equivalent is not issued.*
    - c) Valid Tax Compliance Certificate or its equivalent in the country of bidder or a statement from the tax authorities in the Tenderer's country of origin indicating that such certificate or its equivalent is not issued.*
- 6.1.7 Submission and considering the Confidential Business Questionnaire:-*
  - a) Is fully filled.*
  - b) That details correspond to the related information in the bid i.e., the information given in Certificate of Confirmation of Directors and Shareholding (C.R. 12)*
  - c) That the Tenderer is not ineligible as per paragraph 3.2 of the ITT.*
- 6.1.8 Submission of certificate of Confirmation of Directors and Shareholding (C.R. 12)*
- 6.1.9 Submission of Copies of relevant Type Test Certificates and their Reports or Test Certificate and their Reports from the designated bodies.*
- 6.1.10 Submission of a copy of accreditation certificate for the testing **laboratory** to ISO/ IEC 17025(where applicable)*

**6.1.11 Submission of:-**

- a) *Manufacturer's Warranty Form*
- b) *a copy of the Manufacturer's valid quality management system certification i.e. ISO 9001 for goods from outside Kenya.*
- c) *a copy of valid KEBS Diamond Mark of Quality Certificate or KEBS Standardisation Mark Certificate for goods manufactured in Kenya.*
- d) *Catalogues and/or Brochures and/or Manufacturer's Drawings*
- e) *Schedule of Guaranteed Technical Particulars as per tender specifications.*
- f) *Manufacturer's Authorization where the bidder is not the manufacturer.*

**6.1.12 Submission of duly completed and signed Guaranteed Lead Time Form .**

**6.1.13 Submission of Audited Financial Statements.** *The audited financial statements required must be those that are reported within eighteen (18) calendar months of the date of the tender document.*

**6.1.14 Record of unsatisfactory or default in performance obligations in any contract shall be considered.** *This shall include any Tenderer with unresolved case(s) in its performance obligations for more than two months in any contract where the failure to resolve is not attributable to KPLC.*

**6.1.15 notwithstanding the above, considering any outstanding orders where applicable and the production capacity indicated by the Tenderer.**

Tenders will proceed to the Technical Stage only if they qualify in compliance with Part 1 above, Preliminary Evaluation.

**6.2 Part II - Technical Evaluation Criteria Under Paragraph 3.31 of the ITT.**

**6.2.1 Evaluation of the relevancy of the following technical information against Tender Requirements and Specifications:-**

**6.2.1.1** *For goods manufactured outside Kenya, applicable relevant valid ISO 9001 certification*

**6.2.1.2** *For goods manufactured in Kenya - valid KEBS Diamond Mark of Quality Certificate or KEBS Standardisation Mark Certificate*

**6.2.1.3** *Type Test Certificates and their Reports or Test Certificates and their Reports from the designated bodies for full compliance with Tender Specifications*

**6.2.1.4** *The accreditation certificate for the testing laboratory to ISO/IEC 17025.*

**6.2.1.5** *As contained in the following documents –*

- a) *Manufacturer's Warranty*
- b) *Catalogues and or Brochures and or Manufacturer's drawings*

- c) *Schedule of Guaranteed Technical Particulars as per Technical Specifications.*

Tenders will proceed to the Detailed Technical Stage only if they qualify in compliance with Part II clause 6.2.1 above.

#### 6.2.2 Detailed Technical Evaluation

- a) *The Schedule of Guaranteed Technical Particulars (GTP) shall be evaluated against Tender Specifications to confirm compliance of the goods and services to the specifications and evaluation of any deviations and exceptions declared by the Tenderer.*
- b) *Manufacturer's Capacity for purposes of award shall be determined by considering the following:*
- i. Ex-Stock Quantity available for immediate use*
  - ii. Orders/ Contract a bidding firm is servicing at the moment*
  - iii. Number of moulds available for a given pole size*
  - iv. Number and size of curing pits*
  - v. Production rate per day*

***Bidders are required to provide Capacity details using Capacity Declaration form below (This is a Mandatory Requirement)***

**TABLE4: CAPACITY DECLARATION FORM**

**Tender No. KP1/9AA-3/OT/38/15-16 - Supply of 10M Concrete Poles**

Ex-stock Quantity available	Number of Curing Pits	Number of Moulds available for pole size	Production rate per day (24hrs)	Declaration of Order/Contract you are servicing at the moment (for KPLC and any other Firm)			
				LPO /Contract No	Firm	Quantity pending Delivery	Expected date of completion

***Any other information***

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**Notes to Table 4 above:**

**KPLC, at its discretion, may visit the bidder to verify all/some information given above.**

Name of Tenderer

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Name and Capacity of authorised person signing the Tender

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Signature of authorised person signing the Tender

\_\_\_\_\_

Stamp of Tenderer

\_\_\_\_\_

Tenderers will proceed to Financial Evaluation stage only if they qualify in compliance with Parts I and II i.e. Preliminary and Technical stages.

**6.3 Part III – Financial Evaluation Criteria Under Paragraph 3.31 of the ITT. These are mandatory requirements.**

6.3.1 This will comprise the following: -

- a) *Confirmation of the authenticity and sufficiency of the submitted Tender Security.*
- b) *Confirmation of and considering Price Schedule duly completed and signed.*

- c) *Checking that the Tenderer has quoted prices based on Delivered Duty Paid (DDP) in Kenya Shillings for local bidders and Delivery at Place (DAP) terms for foreign bidders.*
- d) *Conducting a financial comparison, including conversion of tender currencies into one common currency,*
- e) *Correction of arithmetical errors,*
- f) *Taking into account the cost of any deviation(s) from the tender requirements,*
- g) *Ascertaining the financial capability through Last Financial Year's audited financial statements. The statements will provide details for determining the liquidity and solvency status of the bidders. The applicable and acceptable ratios are as follows;*
  - a) *The acceptable ratios to KPLC are as follows:-*
    - i) *Current ratios i.e. current assets: current liabilities should meet the threshold of at least 1*
    - ii) *Solvency ratios i.e. Debt to Assets Ratio. Should meet the threshold of at least 1*
    - iii) *Turnover in the Last Financial Year i.e. twelve months of at least 75% of the total tender value.*
- h) *Considering information submitted in the Confidential Business Questionnaire against other information in the bid including:-*
  - i) *Declared maximum value of business*
  - ii) *Shareholding and citizenship for preferences where applicable.*

**6.3.2 Confirming the following: -**

*6.3.2.1 that the Suppliers offered Terms of Payment meets KPLC's requirements.*

*6.3.2.2 that the Suppliers offered price is fixed for the initial year and is acceptable to the price variation formula as indicated in the tender document for the subsequent years.*

*6.3.2.3 that for items where price variation formula is not applicable, the Supplier's offered price is fixed for the initial year and may be negotiated for the subsequent years as per the provisions of the Public Procurement and Disposal Act.*

**6.4 Award will be done as indicated in the Appendix to Instructions to Tenderers.**

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## **SECTION VII – GENERAL CONDITIONS OF CONTRACT**

The General Conditions of Contract *hereinafter referred abbreviated as the GCC* shall form part of the Conditions of Contract in accordance with the law and KPLC's guidelines, practices, procedures and working circumstances. The provisions in the GCC will apply unless an alternative solution or amendment is made under other parts of the Contract including the Special Conditions of Contract.

### **7.1 Definitions**

In this contract, the following terms shall be interpreted as follows: -

- a) *“Day” means calendar day and “month” means calendar month.*
- b) *“The Contract” means the agreements entered into between KPLC and the Supplier, as recorded in the Contract Form signed by the parties, including all attachments and appendices thereto and all documents incorporated by reference therein.*
- c) *“The Contract Price” means the price payable to the Supplier under the contract for the full and proper performance of its contractual obligations.*
- d) *“The Goods” includes all of the equipment, machinery, and or other materials, which the Supplier is required to supply to KPLC under the contract.*
- e) *“The Procuring Entity” means The KPLC and Lighting Company Limited or its successor(s) and assign(s) where the context so admits (hereinafter abbreviated as KPLC).*
- f) *“The Supplier” means the individual or firm supplying the goods under this contract or his/ her/ its permitted heir(s), personal representative(s), successor(s) or permitted assign(s) where the context so admits. For the avoidance of doubt this shall mean the successful Tenderer(s) pursuant to the tender.*
- g) *Wherever used in the contract, “delivery” must fulfill all the following –*
  - (i.) *shall be timely to ensure eliminating a buildup of inventory*
  - (ii.) *the goods must be received at the KPLC site on or before the scheduled date(s) as per the Official Purchase Order or any formal order amending such date(s).*
  - (iii.) *shall be complete or be deemed to be complete, unless the circumstances indicate otherwise, when the goods have been received, inspected and tested in accordance with the Contract and where KPLC does not signify its approval to the Supplier, but retains the goods without giving notice of rejection, on the expiration of thirty (30) days from date of documented receipt by the duly authorized representative of KPLC, at KPLC stores or other indicated site.*

- h) *“Lead time” The amount of time required by the manufacturer together with the Supplier to produce and deliver the goods to KPLC’s delivery location which:*
  - (i) is not the guaranteed lead time*
  - (ii) shall be shorter than the guaranteed lead time and*
  - (iii) shall be based on a Change Order*
- i) *“Guaranteed Lead time” The amount of time required by the manufacturer together with the Supplier to produce and deliver the goods to KPLC’s delivery location*
- j) *“Rush Order” written document prepared by KPLC which directs the Supplier to deliver specific quantities of the goods to a specific delivery location earlier than the expected delivery date(s) due to emergencies or other abnormal circumstances. KPLC determines at its sole discretion that required goods be provided by its Supplier(s) on a rush basis, KPLC may place such rush orders with the Supplier(s).*
- k) *“Joint Resolution Committee” shall be composed of three appointed representatives from each party.*
- l) *Supplier Rating Performance Scheme (SURPS) means the annual continuous evaluation of the Supplier’s performance of the contract based on the parameters of timely delivery, quality of goods, frequency of communication, timely response, innovation, dispute resolution.*

## **7.2 Application**

These General Conditions shall apply to the extent that provisions of other parts of the contract do not supersede them.

## **7.3 Joint Resolution Committee**

- 7.3.1 The Joint Resolution Committee (JRC) shall be the parties initial formal dispute resolution mechanism body made up of three (3) representatives each from KPLC and the Supplier who are parties to this contract.
- 7.3.2 At least one representative from each party must be a person conversant with the technical details of the goods being supplied. The Chairperson of the JRC shall be from KPLC who shall also provide the Secretariat for all its meetings and functions. The Deputy Chairperson shall be appointed by the Supplier who shall act as Chair when the Chairperson is unavailable by reason of incapacity to perform as Chairperson.
- 7.3.3 Either party or the JRC on its own, may approach the JRC through its Chairperson for resolution of a dispute through any written form clearly stating the issue(s) or area(s) it wishes the JRC to clarify or resolve. The written form shall include information regarding the steps or measures that party or person has taken with or without the other party or person to resolve or clarify the issue and a statement that despite such measures the issue or clarification remains outstanding.

- 7.3.4 Within forty eight (48) hours of receipt of the written form, the Chairperson shall communicate to the Secretariat and all other members of the JRC. The Secretariat shall then organize meetings or make any other appropriate mode for disposal of JRC business.
- 7.3.5 The JRC shall conclude its deliberations and make its Report or Decision within twenty-one (21) days of receipt by the Chairperson of the written form.
- 7.3.6 In the conduct of its functions and business, the JRC may make its own rules of procedure but these shall not be unreasonably restricted by procedural or other technicalities, PROVIDED THAT where any party or person so wishes, the JRC shall give that party or person reasonable time and facilities to enable it/him/her make as many oral and/or written representations. The corresponding party or person shall be afforded reasonable time and facilities to respond as many times to the oral and/or written representations. Each party or person shall also be given reasonable time and facilities to make closing remarks and/or submissions prior to the JRC making its Report or Decision.
- 7.3.7 In its decision making the JRC shall be guided by the following :-
- 7.3.7.1 the operation of the contract within the parameters of the laws governing it which is the Kenyan law including the Public Procurement and Disposal Act, 2005 (*as may be amended from time to time or replaced*).
  - 7.3.7.2 the best business interests of both parties taking into account the principles of efficiency, competitiveness, transparency and accountability.
  - 7.3.7.3 where there is a conflict in the provisions of the contract, then the interpretation or mode of conduct should be to enhance the workings of the overall contract.
- 7.3.8 The members of the JRC shall be appointed by hand of the individual respective signatories to this contract at the time of execution of the Contract. For the avoidance of doubt, the contract shall not be executed until and unless the identities, designations of all six members of the JRC, together with the Chairperson and Secretary are disclosed to each party and ready for formal appointment.
- 7.3.9 The frequency of meetings of the JRC shall be as determined by it but in any event shall not be less than four (4) or more than eight (8) in any one year for the duration of the contract. In exceptional circumstances and for reasons to be recorded, the JRC may increase the maximum number of meetings in any one year.
- 7.3.10 The type and format of its Reports and/or Decisions shall be as determined by it but will follow the guidelines in the form prescribed in the Tender Document. Its Reports and/or Decisions shall be communicated within forty eight hours (48 hrs) of their making to the respective ultimate Heads of Procurement/Logistics/Supplies of each party who shall, subject to the unanimity clause in this contract, either:-
- 7.3.10.1 adopt the Report and/or Decision in its entirety
  - 7.3.10.2 reject the Report and/or Decision in its entirety
  - 7.3.10.3 adopt the Report and/or Decision subject to minor clarifications by the JRC.

- 7.3.10.4 give directions with respect to any issue requiring resolution or to be done by either party as far as the dispute or outstanding issues are concerned for purposes of ultimately concluding the dispute or enabling the JRC conclude its deliberations.
- 7.3.11 The respective ultimate Heads of Procurement/Logistics/Supplies of each party to this contract shall communicate in writing to the JRC through its Chair, within seventy-two hours (72 hrs) of a submission made to it by the JRC, which one of the four measures above s/he has considered for adoption with respect to the submission made to him/her.
- 7.3.12 The quorum for the JRC shall be at least 4 members. The Decisions and/or Reports shall be by a majority of all appointed members. Where there is a split or equal vote, the Chairperson shall have the casting vote i.e. shall ultimately decide the issue or provide the binding decision. All appointed members of the JRC shall sign the Decision and/or Report. Any member of the JRC who disagrees or has a divergent view from the majority is at liberty to have such disagreement or divergent view with its reasons recorded after the ultimate final Decision and/or Report. All members of the JRC shall also sign that disagreement or divergent view.
- 7.3.13 Any unanimous Decision and/or Report of the entire JRC shall be wholly adopted by the parties to the contract without any necessity of amendment, clarification, inclusion or exclusion.
- 7.3.14 The JRC, by its Chairperson, shall have the power to:-
  - 7.3.14.1 decide its venues and timings for its meetings
  - 7.3.14.2 require any party or person to produce, submit and explain any document or any other information necessary to enable it make its report or decision
  - 7.3.14.3 determine which party shall ultimately bear the costs of the dispute, Report and/or Decision between the parties, PROVIDED THAT prior to this, each party shall bear all its costs associated with any and all the meetings and functions of the JRC, including those of the Secretariat.
- 7.3.15 The Secretariat of the JRC shall have custody, retain and maintain all documents, information, records, Reports and Decisions of the proceedings and conduct of business of the JRC but shall grant reasonable access to the Supplier as and when required. The Supplier is also entitled to copies of the same as and when it requires at its own cost.

#### **7.4 Country of Origin**

- 7.4.1 For purposes of this clause, “Origin” means the place where the goods were mined, grown, or produced.
- 7.4.2 The origin of Goods and Services is distinct from the nationality of the Supplier.
- 7.4.3 Where the Supplier intends, by reason of necessity, to change the country of origin, such intention shall be done in conjunction with KPLC. Where the parties are unable to concur on such change, then the positions of the parties shall be resolved by the Joint Resolution Committee (JRC) within fourteen (14) days.

- 7.4.4 Where the JRC does not issue a unanimous decision within the period specified, then this issue shall be considered a termination event.

## **7.5 Standards**

- 7.5.1 The Goods supplied under this contract shall conform to the standards mentioned in the Technical Specifications for the first delivery at commencement of the contract.
- 7.5.2 For any deliveries after the first delivery in the first year of the contract above, the Technical Specifications may be amended provided that any such proposed change:
- 7.5.2.1 shall be communicated by the requesting party to the other no later than fourteen (14) days after either party has issued or received the approval to manufacture
- 7.5.2.2 shall be a minor amendment that does not materially affect such item
- 7.5.2.3 does not alter the price of that item
- 7.5.3 For any deliveries after the first year of the contract, the Technical Specifications may be amended provided that any such change –
- 7.5.3.1 shall be communicated by the requesting party to the other no later than sixty (60) days prior to the issuance of the approval to manufacture for such item.
- 7.5.3.2 can be a minor or major amendment
- 7.5.3.3 where the amendment is considered as major that may affect the price, the resultant change in price shall be calculated in accordance with the price variation formula.
- 7.5.4 In all cases above, the Supplier shall take all measures to accommodate amendments to the Technical Requirements and specifications emanating from KPLC.

## **7.6 Supplier Performance Rating Scheme**

- 7.6.1 KPLC shall use a Supplier Performance Rating Scheme (SURP) to measure the annual performance of the Supplier's obligations and its conduct of the contract.
- 7.6.2 The Scheme will be updated at least once a month commencing with the date of execution of the contract by both parties. KPLC shall provide the Supplier with a copy of the monthly SURP update on or before the expiry of seven (7) days of the subsequent/reported month. The final tabulation shall be done at the end of the year.
- 7.6.3 KPLC shall consider the Supplier's overall annual performance at the end of the year and the Supplier will be given a copy of the annual SURP Report no later than twenty-one (21) days after expiry of one (1) calendar year from the date of execution of this contract by both parties.
- 7.6.4 At the request of either party, the parties shall discuss and conclude deliberations on the annual SURP report within fourteen (14) days of its release to the Supplier. At any such meetings and/or for the purposes of the deliberations, KPLC shall appoint the Chairperson as well as the Secretariat.
- 7.6.5 The SURP measures shall include the following parameters:-

- 7.6.5.1 Timely deliveries
- 7.6.5.2 Frequency of Communication which includes ease of understanding of that communication
- 7.6.5.3 Effective and timely resolution of disputes
- 7.6.5.4 Quality of goods
- 7.6.5.5 Presence and Quality of Innovation of the Goods, Works and/or Services
- 7.6.5.6 Presence and Quality of Innovation of the supply/delivery/storage chain
- 7.6.5.7 Quality of after sales service which includes efficient response to queries, sought-for clarifications and/or complaints
- 7.6.6 A positive assessment of the Supplier on the SURP will be a consideration for continued engagement between the parties in the subsequent year. A negative assessment of the Supplier shall be a termination event.
- 7.6.7 The annual SURP Report shall not be called into question nor be capable of reference howsoever to the JRC. For these purposes, the ultimate decision of KPLC on the annual SURP Report shall be final.
- 7.6.8 SAVE and EXCEPT as provided, the JRC shall have the authority and jurisdiction in matters referred to or raised by it over the monthly SURP updates. Any monthly SURP update that is referred to or raised by the JRC shall not be a bar to the updating of the other or subsequent monthly SURPs.
- 7.6.9 If for any reason whatsoever, seven (7) days before the expiry of the last date of issuance of the annual SURP Report to the Supplier, any monthly SURP update is being determined by the JRC, and where the JRC is yet to conclude and make its Report and/or Decision on that monthly SURP update, then and in such event, the initial monthly SURP update in question that was done by KPLC shall be deemed to be a correct reflection and considered as part of the annual SURP Report notwithstanding any eventual Report and/or Decision of the JRC or any other person from either or both parties.
- 7.7 Use of Contract Documents and Information**
  - 7.7.1 The Supplier shall not, without KPLC's prior written consent, disclose the contract, or any provision thereof or any specification, plan, drawing, pattern, sample, or information furnished by or on behalf of KPLC in connection therewith, to any person other than a person employed by the Supplier in the performance of the contract.
  - 7.7.2 The Supplier shall not, without KPLC's prior written consent, make use of any document or information enumerated in clause 7.7.1 above.
  - 7.7.3 Any document, other than the contract itself, enumerated in clause 7.7.1 shall remain the property of KPLC and shall be returned (including all copies) to KPLC on completion of the Supplier's performance under the contract if so required by KPLC.

## **7.8 Patent Rights**

The Supplier shall indemnify KPLC against all third party claims of infringement of patent, trademark, or industrial design rights arising from use of the goods or any part thereof.

## **7.9 Performance Security**

- 7.9.1 Within twenty one (21) days of the date of the notification of contract award, the Supplier shall furnish to KPLC the Performance Security which shall be either one or a combination of the following:-
- a) an original Bank Guarantee that is strictly in the form and content as prescribed in the Performance Security Form (Bank Guarantee) in the Tender Document.
  - b) Confirmed Standby Letters of Credit (LC). All costs, expenses and charges levied by all banks party to the LC including confirmation charges shall be prepaid by the successful Tenderer. Certain mandatory conditions of the LC shall be as prescribed in the Performance Security Form (LC) in the Tender Document.
- 7.9.2 The Performance Security shall be issued by a commercial bank licensed by the Central Bank of Kenya. The bank must be located in Kenya.
- 7.9.3 The Performance Security shall be the sum of ten percent (10%) of the annual requirements value. It shall be in the currency of the contract price.
- 7.9.4 The Performance Security shall be renewed by the Supplier each year for the entire contract period. The Performance Security shall remain in force for a minimum of sixty (60) days after satisfactory delivery of each year.
- 7.9.5 The Performance Security shall not be reduced or waived at any time during the period of the contract.
- 7.9.6 Failure of the Supplier to furnish the Performance Security, the award shall be annulled and the Tender Security forfeited, in which event KPLC may notify the next lowest evaluated Tenderer that its Tender has been accepted.
- 7.9.7 The proceeds of the Performance Security shall be payable to KPLC as compensation for any loss resulting from the Supplier's failure to comply with its obligations in accordance with the contract without KPLC being required to demonstrate the loss it has suffered.
- 7.9.8 KPLC shall seek authentication of the Performance Security from the issuing bank. It is the responsibility of the Supplier to sensitize its issuing bank on the need to respond directly and expeditiously to queries from KPLC. The period for response shall not exceed three (3) days from the date of KPLC's query. Should there be no conclusive response by the Bank within this period, such Supplier's Performance Security may be deemed as invalid and the Contract nullified, unless information to the contrary is received by KPLC two (2) days before the expiry of the Supplier's Tender Security.
- 7.9.9 Subject to the provisions of this contract, the Performance Security will be discharged by KPLC and returned to the Supplier not earlier than thirty (30) days following the date of

completion of the Supplier's obligations under the contract, including any warranty obligations, under the contract.

#### **7.10 Approval Before Manufacture**

- 7.10.1 All technical details and design drawings for the items to be supplied shall be submitted by the Supplier to KPLC for approval before manufacture.
- 7.10.2 Should the Supplier fail to observe this condition of approval before manufacture, KPLC may decline to accept the goods, or the Supplier shall either replace them or make alterations necessary, but in any case, KPLC shall incur no liability howsoever.
- 7.10.3 Approval of the drawings by KPLC shall not release the Supplier from liability for errors or omissions thereon nor from any loss, cost, damage or expense which may result from any such error or omission or from entire responsibility for the complete and accurate performance of the contract in accordance with KPLC's drawings and specifications, neither shall such approval release the Supplier from any liability placed upon it by the contract.

#### **7.11 Inspection and Tests**

- 7.11.1 KPLC or its representative shall have the right to inspect and/or to test the goods to confirm their conformity to the contract specifications. KPLC shall notify the Supplier in writing in a timely manner, of the identity of any representative(s) retained for these purposes.
- 7.11.2 Prior to the manufacture or production of the goods on order, KPLC reserves the right to inspect the manufacturing or production facility and the quality management system. The manufacturer or producer shall meet the cost of routine inspection while KPLC shall meet the cost of air travel to the nearest airport and accommodation of its nominated officers inspecting and witnessing tests.
- 7.11.3 It is the responsibility of the Supplier to confirm if this right is to be exercised. Such visit and or inspection shall in no way prejudice KPLC's rights and privileges.
- 7.11.4 Without prejudice to the responsibility of the manufacturer or producer to meet the cost of routine inspection, KPLC shall be at liberty to carry out and conduct inspections and visits to any and all sites and countries of production and or manufacture of the goods. The manufacturer or producer shall render all assistance to KPLC to facilitate the visits and inspections.
- 7.11.5 Upon completion of manufacturing or production process, KPLC reserves the right to send two of its nominated officers to inspect the goods on order at the place of manufacture where inspection and acceptance tests as per tender specifications shall be carried out in their presence. Tests shall be done in accordance with the test standard(s) given in the Technical Specification of the goods on order.



- 7.11.6 The manufacturer or producer shall meet the cost of tests as per tender specifications while KPLC shall meet the cost of air travel to the nearest airport and accommodation of its nominated officers inspecting and witnessing the tests.
- 7.11.7 The inspections and tests may be conducted on the premises of the Supplier or its subcontractor(s), at point of production, manufacture, delivery and or at the goods' final destination. If conducted on the premises of the Supplier or its subcontractor(s), all reasonable facilities and assistance, including access to drawings and production data, shall be furnished to the inspectors at no charge to KPLC. In all cases, the equipment used for tests must be validly calibrated by the national standards body and a copy(ies) of the calibration certificate(s) must be submitted with the test report(s).
- 7.11.8 Complete test report(s) for all the goods as per Tender Specifications shall be submitted to KPLC for approval before packaging and shipment. No material or goods shall be shipped or delivered without written approval from KPLC.
- 7.11.9 Should any inspected or tested goods fail to conform to the specifications, KPLC shall reject the goods, and the Supplier shall either replace the rejected goods or make alterations necessary to meet specification requirements free of cost to KPLC. The period for replacement or alterations together with delivery to KPLC shall be fourteen (14) days or as may otherwise be specified in the notice of rejection.
- 7.11.10 The Supplier shall collect the rejected goods within fourteen (14) days from the date of notification of rejection. If the rejected goods are not collected within this period, the goods will be disposed of by KPLC guided by the Disposal of Uncollected Goods Act, Chapter 38 of the Laws of Kenya or any other provisions or Act replacing or amending it.
- 7.11.11 Notwithstanding any previous inspection(s) and test(s) KPLC shall inspect and may test the goods upon arrival at the indicated site. Where KPLC inspects and rejects the goods after the goods arrival, KPLC shall claim from the Supplier the full cost of the goods including delivery charges to KPLC Stores or other indicated site and other incidental costs incurred in relation thereof.
- 7.11.12 KPLC's right to inspect, test and where necessary, reject the goods after their arrival shall in no way be limited or waived by reason of the goods having previously been inspected, tested and passed by KPLC or its representative(s) prior to the goods delivery.
- 7.11.13 For the avoidance of doubt, any acknowledgement by KPLC on the Supplier's or subcontractor's document shall not be conclusive proof or evidence of satisfactory delivery without duly authorized approval by KPLC.
- 7.11.14 Nothing in clause 7.12 shall in any way release the Supplier from any warranty or other obligations under this Contract.

## **7.12 Pre-Shipment Verification of Conformity (PVoC)**

- 7.12.1 All Suppliers of imported goods and or products must obtain a Certificate of Conformity issued by an authorized KEBS appointed partner prior to shipment.

- 7.12.2 The Certificate is a mandatory customs clearance document in Kenya. KEBS has appointed a number of Inspection Bodies to perform the PVoC programme on their behalf depending on the country of supply origin. The cost of pre-shipment verification shall be borne by the Supplier.
- 7.12.3 The supplier at its own expense shall obtain information and details of the relevant authorized inspection bodies from KEBS.

### **7.13 Consignment for foreign Suppliers**

- 7.13.1 The terms shall be on Delivery At Place (DAP) basis.
- 7.13.2 The Consignee shall be KPLC whose responsibility shall be to reimburse the supplier only the Customs duty and VAT paid on its behalf. The process is as spelt out in sub clause 7.11.3 below. The supplier or its appointed agent shall have the responsibility of shipping the goods, payment of freight costs and the discharging port charges, payment of customs duties and taxes on behalf of KPLC (In the name of KPLC), customs clearance of goods, transporting and delivering the goods from the port of discharge to KPLC stores or other destination as may be indicated.
- 7.13.3 The Supplier shall submit a claim to KPLC for the refund of only VAT and Duty paid at the port on its behalf. The claim shall be made by making an official request and attaching the required documents as indicated in clause 7.16.10 below. For avoidance of doubt, other taxes besides Duty and VAT i.e. IDF GOK charges, Railway Development Levy, and Merchant Shipping Levy etc. shall be paid by the supplier and will not be reimbursed by KPLC.
- 7.13.4 Penalties and Offences imposed by KRA due to Misdeclarations and Under declarations during customs clearance and in post clearance audits - I don't know whether the document should pin point that KPLC shall not be responsibility for these.

### **7.14 Packaging and Labelling**

- 7.14.1 The Supplier shall provide such packaging of the goods as is required to prevent their damage or deterioration during transit to their final destination, as indicated in the contract.
- 7.14.2 The method of packaging, labeling and marking shall comply strictly with such special requirements as shall be specified in the special condition of contract.
- 7.14.3 The labelling, marking and documentation within and outside the packages shall comply strictly with such special requirements as shall be expressly provided for in the contract.
- 7.14.4 The goods shall be packed in good condition suitable for sea/air/road/rail dispatch. Hazard in transit to the final destination shall include rough handling and storage in tropical conditions.

- 7.14.5 The Supplier shall enclose a packing list in each package and all documents relating to the Order shall show the Stores Code Number detailed against the items.
- 7.14.6 The labeling on each package shall include the following;
- (i) General description of the item(s)
  - (ii) KPLC Order No.....
  - (iii) Cautionary notes and handling instructions
  - (iv) Package number

**7.15 Delivery and Documents for Goods on DDP for local bidders and Delivery At Place (DAP) Terms for foreign suppliers.**

- 7.15.1 Delivery of the goods shall be made by the Supplier to the place and in accordance with the terms specified by KPLC in its Schedule of Requirements.
- 7.15.2 The Supplier shall notify KPLC of the full details of the delivered goods by delivering together with the goods a full set of the following documents:-
- a) Supplier's invoice showing the goods description, quantity, unit price and total price*
  - b) Delivery note for every consignment originating from the party contracted by KPLC. The Delivery Note should be serialized, dated and contain the number of the Official Purchase Order*
  - c) Manufacturer's warranty certificate*
  - d) Packing list identifying contents of each package which list should include casing number, full description of the items and the quantities in each package.*
- 7.15.3 It is the responsibility of the Supplier to ensure that the delivery documents are received by KPLC at the designated delivery point at the time of delivery.
- 7.15.4 Any late or non-submission of the delivery documents shall be treated as part of non-performance on the part of the Supplier and KPLC shall be entitled to call up the Performance Security.
- 7.15.5 The Supplier should notify KPLC in writing of its intention to deliver goods fourteen (14) days prior to delivery, and a further confirmation two (2) working days before actual delivery to the designated delivery point.

**7.16 Transportation**

- 7.16.1 The Supplier shall be required to meet all transport expenses until delivery.
- 7.16.2 Transportation of the goods after delivery at the initially specified destination indicated in the Official Purchase Order shall be the responsibility of KPLC.

**7.17 Insurance**

- 7.17.1 The goods supplied under the contract shall be fully insured by the Supplier against loss or damage incidental to manufacture, production or acquisition, transportation, storage

and delivery up to until the time when possession of the goods passes from the Supplier to KPLC.

- 7.17.2 The Supplier shall (except in respect to losses, injuries or damage resulting from any act or neglect of KPLC) indemnify and keep indemnified KPLC against all losses and claims for injuries or damage to any person or property whatsoever which may arise out of or in consequence of the contract and against all claims, demands, proceedings, damages, costs, charges, and expenses whatsoever in respect thereof or in relation thereto.

## **7.18 Payment**

- 7.18.1 Payments shall be made promptly by KPLC thirty (30) days from delivery and submission of invoice together with other required and related documents or as otherwise prescribed in the contract.
- 7.18.2 The credit period shall be thirty (30) days from satisfactory delivery and submission of invoice together with other required and related documents.
- 7.18.3 Upon satisfactory delivery and submission of invoice together with other required and related documents, KPLC shall pay for the goods after the credit period.
- 7.18.4 Payment shall primarily be through KPLC's cheque or Real Time Gross Settlement (RTGS) for local based suppliers or Telegraphic Transfer (TT) for foreign based suppliers.
- 7.18.5 Suppliers who are to be paid through RTGS or TT must ensure that they submit the following:
- a) invoices containing the Bank's Name and Branch,
  - b) Name/Title of Bank account,
  - c) Bank account number
  - d) SWIFT CODE.
  - e) A letter signed by the authorized signatory of the bank account of the Tenderer confirming details (a) to (d) above. This letter must contain the name of that authorized signatory and a Board Resolution that is sealed.
- 7.18.6 Where applicable, a copy of a valid Performance Security, stamped, certified as authentic by KPLC, shall form part of the documents to be presented to KPLC before any payment is made.
- 7.18.7 The terms shall be strictly on DDP basis for local suppliers and Delivery At Place (DAP) basis for foreign suppliers.
- 7.18.8 Suppliers who request for a Letter of Credit (*hereinafter abbreviated as LC*) –
- a) *shall submit proforma invoices containing the advising Bank's Name and Branch, Name/Title of Bank account, Bank account number and the SWIFT CODE; where required, proposed confirming bank; LC validity period and any other details that may be required to facilitate this process.*
  - b) *Shall meet all the LC bank charges levied by both its bank and KPLC's bank as well as any other bank that is a party to the LC.*

- c) *Any extension and or amendment charges and any other costs that may result from the Supplier's delays, requests, mistakes or occasioned howsoever by the Supplier shall be to the Beneficiary's account.*
- d) *The maximum number of extensions and amendments shall be limited to two (2).*
- e) *Notwithstanding sub-clause 7.18.6 (a), should the Supplier require a confirmed LC, then all confirmation and any other related charges levied by both the Supplier's and KPLC's bank as well as any other bank party to such confirmation shall be to the Beneficiary's account.*
- f) *LCs shall be -*
  - (i.) *partial for partial performance*
  - (ii.) *opened only for the specific deliveries in accordance with the delivery schedule indicated in the Official Purchase Order or any formal note amending that Order.*
  - (iii.) *revolving subject to the maximum annual value of total quantity indicated in the Official Purchase Order*
  - (iv.) *without prejudice to any other provision of the contract, valid for a maximum period of one year.*
- g) *The Supplier shall be required to submit a proforma invoice for each lot for use in the placement of order and opening of the LC. The amount (s) indicated on the proforma invoice shall be on DDP basis for local suppliers and DAP basis for foreign suppliers.*
- h) *A copy of the Performance Security, stamped and certified as authentic by KPLC, whose expiry date should not be less than sixty (60) days from the LC expiry date, shall form part of the documents to be presented to the Bank before any payment is effected.*

7.18.9 KPLC shall have the sole discretion to accept or decline any Supplier's payment request through Letters of Credit without giving any reason for such decline.

7.18.10 For DAP contracts, reimbursement of VAT and Duty paid at the port on behalf of KPLC shall be made promptly upon receipt of the following required documents The Supplier shall submit a claim to KPLC for the refund of only VAT and Duty paid at the port on its behalf along with the invoice for the payment of goods supplied. The claim shall be made by making an official request and attaching the following set of documents to facilitate the processing of the refund of the Customs duties and taxes:-

- a) A written claim to KPLC indicating the supplier's bank's name & Branch, Name/Title of bank account Number, Account Number and the Swift code
- b) Original KRA receipt (or bank-slip)
- b) Copy of the Bill of lading/Airway bill where KPLC is the consignee of the goods
- c) Customs entry Form where KPLC is the Importer/ consignee of the goods

## **7.19 Interest**

Interest payment by KPLC is inapplicable in the contract.

## **7.20 Prices**

- 7.20.1 Subject to clause 7.21 herein-below, prices charged by the Supplier for goods delivered and services performed under the contract shall, be fixed for the period of the contract with no variations.
- 7.20.2 A price that is derived by a pre-disclosed incorporation or usage of an internationally accepted standard formula shall not be deemed to be a price variation within the meaning of this clause.
- 7.20.3 The unit price for the goods may be reviewed for the subsequent years in accordance with this Tender Document.
- 7.20.4 The unit price shall be adjusted by considering the price variation formula (where applicable) and—
- a) not exceed an upward ten percent (10%) adjustment based on the initial or previous year's unit price, or
  - b) be reviewed downwards from any previous price of any period or quantity whatsoever.
- 7.20.5 For items where price variation formula is not applicable, the price will be fixed for the initial year and may be negotiated for the subsequent years as per the provisions of the Public Procurement and Disposal Act.

### **GENERAL PRICE VARIATION FORMULA**

For items not quoted for on the basis of length, a formula based on ratios would be more suitable. In its simplest form, with only one significant price-variability sensitive component (and without a price-stable component), the formula would be of the following form: -

$$P_1 = P_0 * A_1 / A_0$$

Where the item has more than one significant component, with some components having stable prices in the item, the formula would take the following form:

$$P_1 = P_0 * (c + d * A_{1d} / A_{0d} + e * A_{1e} / A_{0e} + \dots + n * A_{1n} / A_{0n}) \text{ where;}$$

$P_1$  is the adjusted price of the item

$P_0$  is the original bid price

$c$  is a coefficient accounting for the component of the price that is stable and not subject to variations

$d, e, \dots, n$  are coefficients for the value contributions of the various components of the item

$A_{0d}, A_{0e}, A_{0n}$  are the LME (or suitable commodity exchange) prices at the date of the tender closing.

$A_{1d}$ ,  $A_{1e}$ ,  $A_{1n}$  are the LME (or other suitable commodity exchange) prices prevailing on the date of negotiation of unit price for the subsequent year

and:

$$c + d + e + \dots + n = 1$$

The first formula where only one significant component is involved will be applicable for the following items.

- i) Steel structures
- ii) Bolts and nuts
- iii) Line taps

For these items and others of a similar nature the computation of the adjusted price will therefore only take into account the two LME prices as described above and the adjusted price  $P_1$  will be computed directly.

For the other items involving more than one metal item with a significant change in price, the second formula will apply. The table of coefficients shown herebelow contain some of the proposed coefficients to be used in the computation of the adjusted price.

For other items outside the above in the table the coefficients “c, d, e, ..., n” are proposed by each bidder and that, subject to contract negotiations, the coefficients so submitted are used in determining the price variation. The bidder shall indicate the source of the coefficients so used. It is however recommended that the IEEMA be the reference source of such coefficients.

**TABLE OF COEFFICIENTS**

ITEM	C	D	e	f

**Notes on coefficients**

These figures are derived from Price Variation Formulae by Indian Electrical & Electronics Manufacturers Association (IEEMA). Our derived figures have restricted the variables to the metal elements only.

## **7.21 Variation of Contract**

The contract may vary only in accordance with the following: -

- a) *No addition, deduction or alteration to or from the goods, works and/or services and no amendments or repeal of, and no substitution for any of the terms, conditions, provisos or requirements of the contract (including, without limitation, the terms of payment for, and the time for completion of any such addition, deduction or alteration to or from the goods, works and/or services) shall be made, unless first approved and authorized in writing by KPLC.*
- b) *All additions, deductions, alterations, amendments shall be performed strictly in accordance with the terms of the contract in so far as they are applicable thereto.*
- c) *KPLC may grant the Supplier such extensions of time as KPLC considers reasonable and appropriate for the satisfactory delivery which is additional to that originally contracted to be done by the Supplier.*

- d) *if the Supplier does not attain the required ratings under the annual Supplier Rating Performance Scheme (SURPS) i.e. obtains a negative assessment on the annual SURPS Report.*

## **7.22 Assignment**

The Supplier shall not assign in whole or in part its obligations to perform under this contract, except with KPLC's prior written consent.

## **7.23 Subcontracts**

- 7.23.1 The Supplier shall notify KPLC in writing of all subcontracts awards under this contract if not already specified in the tender. Such notification, in the original tender or obligation under the Contract shall not relieve the Supplier from any liability or obligation under the Contract.
- 7.23.2 In the event that an award is given and the contract is sub contracted, the responsibility and onus over the contract shall rest on the Supplier who was awarded.
- 7.23.3 Under no circumstances shall the Supplier sub-contract more than 30% of the process of manufacture of each item.

## **7.24 Termination of Contract**

- 7.24.1 KPLC may, without prejudice to any other remedy for breach of contract, by written notice sent to the Supplier, terminate this contract in whole or in part due to any of the following: -
- a) *if the Supplier fails to deliver any or all of the goods within the period(s) specified in the contract, or within any extension thereof granted by KPLC.*
  - b) *if the Supplier fails to perform any other obligation(s) under the contract.*
  - c) *if the Supplier, in the judgment of KPLC has engaged in corrupt or fraudulent practices in competing for or in executing the contract.*
  - d) *by an act of force majeure.*
  - e) *if the Supplier becomes insolvent or bankrupt*
  - f) *if the Supplier has a receiving order issued against it, compounds with its creditors, or an order is made for its winding up (except for the purposes of its amalgamation or reconstruction), or a receiver is appointed over its or any part of its undertaking or assets, or if the Supplier suffers any other analogous action in consequence of debt.*
  - g) *if the Supplier abandons or repudiates the Contract.*



- h) *if the Supplier does not attain the required ratings under the Annual Supplier Rating Performance Scheme (SURPS).*
  - i) *if the Supplier fails to accept the price variation based on either the Price variation formula or negotiated as provided in the Tender document.*
- 7.24.2 Notwithstanding any of the above, KPLC may at its sole discretion, and, by written notice sent to the Supplier, terminate the Contract in whole or in part, at any time for reasons to be stated to the Supplier. The notice of termination shall specify the grounds of such termination, the extent to which performance by the Supplier of the contract, is terminated and the date on which such termination becomes effective.
- 7.24.3 For the remaining part of the Contract after this termination, KPLC shall pay to the Supplier an agreed amount for partially completed satisfactory deliveries.
- 7.24.4 In the event that KPLC terminates the contract in whole or in part, it may procure, upon such terms and in such manner as it deems appropriate, goods similar to those undelivered or not rendered, and the Supplier shall be liable to KPLC for any excess costs for such similar goods and or any other loss PROVIDED that the Supplier shall not be so liable where the termination is for convenience of KPLC.
- 7.24.5 The Parties may terminate the Contract by reason of an act of *force majeure* as provided for in the contract.
- 7.24.6 The Contract may automatically terminate by reason of an act of *force majeure* as provided for in the Contract.
- 7.24.7 The Contract shall terminate automatically when its validity period expires.

## **7.25 Liquidated Damages**

Notwithstanding and without prejudice to any other provisions of the contract, if the Supplier fails to deliver any or all of the goods within the period specified in the contract, KPLC shall, without prejudice to its other remedies under the contract, deduct from the contract prices, liquidated damages sum equivalent to 0.5% of the delivered or shipment price (whichever is applicable) per day of delay of the delayed items up to a maximum of ten percent (10%) of the delivered price of the delayed goods.

## **7.26 Warranty**

- 7.26.1 The Supplier warrants that the goods supplied under the contract are new, unused, of the most recent or current specification and incorporate all recent improvements in design and materials unless provided otherwise in the contract. The Supplier further warrants that the goods supplied under this contract shall have no defect arising from manufacture, materials or workmanship or from any act or omission of the Supplier that may develop under normal use of the supplied goods under the conditions obtaining in Kenya.
- 7.26.2 This warranty will remain valid for Five (5) years after the goods, or any portion thereof as the case may be, have been delivered to the final destination indicated in the contract.

- 7.26.3 KPLC shall promptly notify the Supplier in writing of any claims arising under this warranty.
- 7.26.4 Upon receipt of such a notice, the Supplier shall, with all reasonable speed, replace the defective goods without cost to KPLC.
- 7.26.5 If the Supplier having been notified, fails to remedy the defect(s) within a reasonable period, KPLC may proceed to take such remedial action as may be necessary, at the Supplier's risk and expense and without prejudice to any other rights which KPLC may have against the Supplier under the contract.

## **7.27 Resolution of Disputes**

- 7.27.1 KPLC and the Supplier through the JRC shall in the first instance make every effort to resolve amicably by direct negotiation any disagreement or dispute arising between them under or in connection with the contract.
- 7.27.2 If, after thirty (30) days from the commencement of such negotiations, the JRC is unable to resolve amicably a contract dispute, either party may resort to resolution before a recognized local (Kenyan) forum including mediation, arbitration or court for the resolution of disputes.

## **7.28 Language and Law**

The language of the contract and the law governing the contract shall be the English language and the laws of Kenya.

## **7.29 Waiver**

Any omission or failure by KPLC to exercise any of its rights or enforce any of the penalties arising from the obligations imposed on the Supplier shall in no way, manner or otherwise howsoever, alter, amend, prejudice, vary, waive or be deemed to alter, amend, prejudice, vary, waive or otherwise whatsoever any of KPLC's powers and rights as expressly provided in and as regards this contract.

## **7.30 Force Majeure**

- 7.30.1 *Force majeure* means any circumstances beyond the control of the parties, including but not limited to: -
- a) *war and other hostilities (whether war be declared or not), invasion, act of foreign enemies, mobilization, requisition or embargo;*
  - b) *ionizing radiation or contamination by radio-activity from any nuclear fuel or from any nuclear waste from the combustion of nuclear fuel, radioactive toxic explosives or other hazardous properties of any explosive nuclear assembly or nuclear components thereof;*
  - c) *rebellion, revolution, insurrection, military or usurped power and civil war;*

- d) *riot, commotion or disorder except where solely restricted to employees servants or agents of the parties;*
  - e) *un-navigable storm or tempest at sea.*
- 7.30.2 Notwithstanding the provisions of the contract, neither party shall be considered to be in default or in breach of its obligations under the contract to the extent that performance of such obligations is prevented by any circumstances of *force majeure* which arise after the Contract is entered into by the parties.
- 7.30.3 If either party considers that any circumstances of *force majeure* are occurring or have occurred which may affect performance of its obligations it shall promptly notify the other party and provide reasonable proof of such circumstances.
- 7.30.4 Upon the occurrence of any circumstances of *force majeure*, the Supplier shall endeavour to continue to perform its obligations under the contract so far as is reasonably practicable. The Supplier shall notify KPLC of the steps it proposes to take including any reasonable alternative means for performance, which is not prevented by *force majeure*. The Supplier shall not take any such steps unless directed so to do by KPLC.
- 7.30.5 If the Supplier incurs additional costs in complying with KPLC's directions under sub clause 7.30.4, then notwithstanding the provisions of the Contract, the amount thereof shall be agreed upon with KPLC and added to the contract price.
- 7.30.6 If circumstances of *force majeure* have occurred and shall continue for a period of twenty one (21) days then, notwithstanding that the Supplier may by reason thereof have been granted an extension of time for performance of the contract, either party shall be entitled to serve upon the other seven (7) days' notice to terminate the Contract. If at the expiry of the period of twenty-eight (28) days, *force majeure* shall still continue, the contract shall terminate.

## **SECTION VIII – SPECIAL CONDITIONS OF CONTRACT**

The *Special Conditions of Contract* hereinafter abbreviated as *SCC* shall form part of the *Conditions of Contract*. They are made in accordance with the law and KPLC's guidelines, practices, procedures and working circumstances. They shall amend, add to and vary the GCC. The clauses in this section need not therefore, be completed but must be completed by KPLC if any changes to the GCC provisions are deemed necessary. Whenever there is a conflict between the GCC and SCC, the provisions of the SCC shall prevail over those in the GCC.

No.	GCC Reference Clause	Particulars of SCC
1.	<b>7.24.2 Period of Warranty</b>	Warranty period of 5 years from date of delivery to KPLC Stores or from the date of commissioning.

## **SECTION IX - TENDER FORM**

Date:.....

Tender No.....

**To:**

The Kenya Power & Lighting Company Limited,  
Stima Plaza,  
Kolobot Road, Parklands,  
P.O Box 30099 – 00100,  
Nairobi, Kenya.

Ladies and Gentlemen,

1. Having read, examined and understood the Tender Document including all Addenda, the receipt of which is hereby duly acknowledged, we, the undersigned Tenderer, offer to supply, deliver, install and commission *(the latter two where applicable)* ..... *(insert goods description)* in accordance and conformity with the said tender document for the sum of .....*(total tender amount inclusive of all taxes in words and figures)* or such sums as may be ascertained in accordance with the Price Schedule attached herewith and made part of this Tender.
2. We undertake, if our Tender is accepted, to deliver, install and commission the goods in accordance with the delivery schedule specified in the Schedule of Requirements.
3. If our Tender is accepted, we will obtain the performance security of a licensed commercial bank in Kenya in a sum equivalent to ten percent (10%) of the contract price for the due performance of the contract, in the form(s) prescribed by The Kenya Power & Lighting Company Limited.
- 4.\* We agree to abide by this Tender for a **period of.....days (Tenderer please indicate validity of your tender)** from the date fixed for tender opening as per the Tender Document, and it shall remain binding upon us and may be accepted at any time before the expiration of that period.
5. This Tender, together with your written acceptance thereof and your notification of award, shall not constitute a contract, between us. The contract shall be formed between us when both parties duly sign the written contract.

6. We understand that you are not bound to accept any Tender you may receive.

Yours sincerely,

---

Name of Tenderer

---

Signature of duly authorised person signing the Tender

---

Name and Capacity of duly authorised person signing the Tender

---

Stamp or Seal of Tenderer

**\*NOTES:**

1. KPLC requires a validity period of at least one hundred and twenty (120) days.
2. This form must be duly completed, signed, stamped and/or sealed.

## **SECTION X – CONFIDENTIAL BUSINESS QUESTIONNAIRE FORM**

All Tenderers are requested to give the particulars indicated in Part 1 and either Part 2 (a), 2 (b) or 2 (c) whichever applies to your type of business. Tenderers are advised that it is a serious offence to give false information on this form.

### **Part 1 – General**

Business Name.....

Location of business premises.....

Plot No. ....Street/ Road .....

Postal Address ..... Postal Code .....

Tel No.....

Facsimile.....

Mobile and CDMA No.....

E-mail:.....

Nature of your business .....

Registration Certificate No.....

Maximum value of business which you can handle at any time KSh.....

Name of your Bankers .....Branch... ..

\*Names of Tenderer's contact person(s) .....

Designation/ capacity of the Tenderer's contact person(s) .....

Address, Tel, Fax and E-mail of the Tenderer's contact person(s) .....

.....

.....

**Part 2 (a) Sole Proprietor**

Your name in full .....

Nationality .....Country of origin .....

**Part 2 (b) Partnership**

Give details of partners as follows: -

Names	Nationality	Shares (%)
1.....		
2.....		
3.....		
4.....		
5.....		

**Part 2 (c) Registered Company**

Private or Public .....

State the nominal and issued capital of company-

\*Nominal in KSh. ....

\*Total Issued KSh. ....

Give details of all directors as follows

Name	Nationality	Shares (%)
1.....		
2.....		
3.....		
4.....		
5.....		

**Part 2 (d) List of Associated Companies Participating in this Tender**

Give details as follows: -

Name of Company	Country of Registration	Directors	Shares (%)
1.....			
2.....			



3.....
4.....
5.....
Name of duly authorized person to sign for and on behalf of the Tenderer .....
Capacity of the duly authorized person.....
Signature of the duly authorized person.....

**\*NOTES TO THE TENDERERS ON THE QUESTIONNAIRE**

1.     *The address and contact person of the Tenderer provided above shall at all times be used for purposes of this tender.*
  
2.     *The details on this Form are essential and compulsory for all Tenderers. **Failure to provide all the information requested shall lead to the Tenderer’s disqualification.***
  
3.     *For foreign Tenderers please give the details of nominal and issued share capital in the currency of the country of origin of the Tenderer.*

## **SECTION XI A - TENDER SECURITY FORM – (BANK GUARANTEE)**

**(To Be Submitted On Bank’s Letterhead)**

**Date:**

**To:**

The Kenya Power & Lighting Company Limited,  
Stima Plaza,  
Kolobot Road, Parklands,  
P.O Box 30099 – 00100,  
Nairobi, Kenya.

**WHEREAS** ..... (name of the Tenderer) (hereinafter called “the Tenderer”) has submitted its Tender dated ..... for the supply, installation and commissioning of..... (please insert KPLC tender no. and name) (hereinafter called “the Tender”);

**KNOW ALL PEOPLE** by these presents that **WE**.....of .....having our registered office at.....(hereinafter called “the Bank”), are bound unto The Kenya Power and Lighting Company Limited (hereinafter called “KPLC” which expression shall where the context so admits include its successors-in-title and assigns) in the sum of ..... for which payment well and truly to be made to the said KPLC, the Bank binds itself, its successors, and assignees by these presents.

We undertake to pay you, upon your first written demand declaring the Tenderer to be in breach of the tender requirements and without cavil or argument, the entire sum of this guarantee being ..... (amount of guarantee) as aforesaid, without you needing to prove or to show grounds or reasons for your demand or the sum specified therein.

This tender guarantee will remain in force up to and including thirty (30) days after the period of tender validity, and any demand in respect thereof should reach the Bank not later than the date below.

This guarantee is valid until the .....day of.....20.....

**EITHER**

**SEALED** with the )  
**COMMON SEAL** )

of the said **BANK** ) \_\_\_\_\_  
 this .....day ) **BANK SEAL**  
 of .....20.... )  
 )  
 in the presence of :- )  
 )  
 \_\_\_\_\_ )  
 )  
 and in the presence of:- )  
 )  
 \_\_\_\_\_ )

OR

**SIGNED** by the **DULY AUTHORISED**  
**REPRESENTATIVE(S)/ ATTORNEY(S)** of  
 the **BANK**

\_\_\_\_\_  
 Name(s) and Capacity (ies) of duly authorised representative(s)/ attorney(s) of the Bank

\_\_\_\_\_  
 Signature(s) of the duly authorised person(s)

### **NOTES TO TENDERERS AND BANKS**

1. *Please note that no material additions, deletions or alterations regarding the contents of this Form shall be made to the Tender Security to be furnished by the Tenderer. If any are made, the Tender Security shall not be accepted and shall be rejected by KPLC. For the avoidance of doubt, such rejection will be treated as non-submission of the Tender Security where such Security is required in the tender.*
2. *It is the responsibility of the Tenderer to sensitize its issuing bank on the need to respond directly and expeditiously to queries from KPLC. The period for response shall not exceed three (3) days from the date of KPLC's query. Should there be no conclusive response by the Bank within this period, such Tenderer's Tender Security shall be deemed as invalid and the bid rejected.*

3. *The issuing bank should address its response or communication regarding the bond to KPLC at the following e-mail address – “guarantees@ kplc.co.ke”*
4. *The Tender validity period is one hundred and twenty (120) days as set out in the Invitation to Tender (at Section I of the Tender document) or as otherwise may be extended by KPLC. Therefore the Tender Security must at all times be valid for at least 30 days beyond the tender validity period.*

## **SECTION XI B - TENDER SECURITY – (LETTERS OF CREDIT)**

The Mandatory Conditions to be included in the Letters are in two parts, A and B.

### ***Part A***

**Form of Documentary credit** - “Irrevocable Standby”

**Applicable rules** - “Must be UCP Latest Version” i.e. UCP 600 (2007 REVISION) ICC Publication No. 600.

**Place of expiry** - At the counters of the advising bank.

**The SBLC should be available** – “By Payment”

**Drafts should be payable at** - “SIGHT”

**Documents required** -

1. Beneficiary’s signed and dated statement demanding for payment under the letter of credit no..... (*Insert LC No.*) as.....(*Name of applicant*) (hereinafter called the “Tenderer”) indicating that the “Tenderer” has defaulted in the obligations of the Tenderer as stated by the Beneficiary.
2. The Original Letter of Credit and all amendments, if any.

**Additional Conditions** -

1. All charges levied by any bank that is party to this documentary credit are for the account of the applicant.
2. There should be no conditions requiring compliance with the specific regulations or a particular country’s Law and regulations.

**Charges** - All bank charges are for the account of the applicant.

\*Confirmation instructions – (See notes below)

### ***Part B***

The proceeds of these Letters are payable to KPLC -

- a) if the Tenderer withdraws its Tender after the deadline for submitting Tenders but before the expiry of the period during which the Tenders must remain valid.
- b) if the Tenderer rejects a correction of an arithmetic error
- c) if the Tenderer fails to enter into a written contract in accordance with the Tender Document
- d) if the successful Tenderer fails to furnish the performance security in accordance with the Tender Document.

- e) if the Tenderer fails to extend the validity of the tender security where KPLC has extended the tender validity period in accordance with the Tender Document.

#### **NOTES TO TENDERERS AND BANKS.**

1. *Please note that should the Tender Security (LC) omit any of the above conditions the LC shall not be accepted and shall be rejected by KPLC. For the avoidance of doubt, such rejection will be treated as non-submission of the LC where such LC is required in the Tender.*
2. *It is the responsibility of the Tenderer to sensitize its issuing bank on the need to respond directly and expeditiously to any queries from KPLC. The period for response shall not exceed three (3) days from the date of KPLC's query. Should there be no conclusive response by the Bank within this period, such Tenderer's Tender Security shall be deemed as invalid and the bid rejected.*
3. ***The issuing bank should address its response or communication regarding the bond to KPLC at the following e-mail address – “guarantees@kplc.co.ke”***
4. *The Tender validity period is one hundred and twenty (120) days as set out in the Invitation to Tender (at Section I of the Tender document) or as otherwise may be extended by KPLC. Therefore the Tender Security must at all times be valid for at least 30 days beyond the tender validity period.*
5. *All Guarantees issued by foreign banks must be confirmed by a local bank in Kenya.*

**SECTION XI C - TENDER SECURITY FORM (SACCO SOCIETY, DEPOSIT TAKING MICRO FINANCE INSTITUTIONS, WOMEN ENTERPRISE FUND & YOUTH ENTERPRISE FUND)**

**(To Be Submitted On Institutions Letterhead)**

**Date:**

**To:**

The Kenya Power & Lighting Company Limited,  
Stima Plaza,  
Kolobot Road, Parklands,  
P.O Box 30099 – 00100,  
Nairobi, Kenya.

**WHEREAS**.....(hereinafter called “the Tenderer”) has undertaken, in pursuance of your Tender Number.....(*reference number of the Tender*) and its Tender dated .....(*insert Tenderer’s date of Tender taken from the Tender Form*) to supply .....(*description of the Goods*) (hereinafter called “the Contract);

**AND WHEREAS** it has been stipulated by you in the said Contract that the Tenderer shall furnish you with an Institution’s guarantee by an acceptable Institution for the sum specified therein as security for compliance of the Tenderer’s performance obligations in accordance with the Contract;

**AND WHEREAS** we have agreed to give the Tenderer a Guarantee;

**THEREFORE WE HEREBY AFFIRM** that we are Guarantors and responsible to you, on behalf of the Tenderer, up to a total of..... (*amount of the guarantee in words and figures*) and we undertake to pay you, upon your first written demand declaring the Tenderer to be in default under the Contract and without cavil or argument, any sum or sums within the limits of .....  
(*amount of guarantee*) as aforesaid, without you needing to prove or to show grounds or reasons for your demand or the sum specified therein.

This guarantee is valid until the .....day of.....20....

**EITHER**

**SEALED** with the )  
**COMMON SEAL** )  
of the said **INSTITUTION** )

)

this .....day ) \_\_\_\_\_

)

INSTITUTION SEAL

of .....20.... )

in the presence of :- )

)

\_\_\_\_\_ )

)

and in the presence of:- )

)

\_\_\_\_\_ )

OR

**SIGNED** by the **DULY AUTHORISED**  
**REPRESENTATIVE(S)/ ATTORNEY(S)** of  
the **INSTITUTION**

\_\_\_\_\_  
Name(s) and Capacity(ies) of duly authorised representative(s)/ attorney(s) of the **Institution**.

\_\_\_\_\_  
Signature(s) of the duly authorised person(s)

### **NOTES TO SUPPLIERS AND INSTITUTIONS**

1. *Please note that no material additions, deletions or alterations regarding the contents of this Form shall be made to the Tender Security to be furnished by the Tenderer. If any are made, the Tender Security shall not be accepted and shall be rejected by KPLC. For the avoidance of doubt, such rejection will be treated as non-submission of the Tender Security where such Security is required in the tender.*
2. *It is the responsibility of the Tenderer to sensitize its issuing institution on the need to respond directly and expeditiously to queries from KPLC. The period for response shall not exceed three (3) days from the date of KPLC's query. Should there be no conclusive response by the institution within this period, such Tenderer's Tender Security shall be deemed as invalid and the bid rejected.*



3. *The issuing institution should address its response or communication regarding the Tender Security to KPLC at the following e-mail address – “guarantees@kplc.co.ke”*
4. *The Tender validity period is one hundred and fifty (120) days as set out in the Invitation to Tender (at Section I of the Tender document) or as otherwise may be extended by KPLC. Therefore the Tender Security must at all times be valid for at least 30 days beyond the tender validity period.*

## **SECTION XIII - MANUFACTURER'S AUTHORIZATION FORM**

**(To Be Submitted On Manufacturer's Letterhead)**

**To:**

The Kenya Power & Lighting Company Limited,  
Stima Plaza, Kolobot Road, Parklands,  
P.O Box 30099 – 00100,  
Nairobi, Kenya.

**WHEREAS WE** .....(*name of the manufacturer*) who are established and reputable manufacturers of .....  
(*name and description of the goods*) having factories at .....(*full address and physical location of factory(ies) where goods to be supplied are manufactured*) do hereby confirm that .....  
(*name and address of Supplier*) is authorized by us to transact in the goods required against your Tender ..... (*insert reference number and name of the Tender*) in respect of the above goods manufactured by us.

DATED THIS..... DAY OF.....20.....

\_\_\_\_\_  
Signature of duly authorised person for and on behalf of the Manufacturer.

\_\_\_\_\_  
Name and Capacity of duly authorised person signing on behalf of the Manufacturer

### **NOTES TO TENDERERS AND MANUFACTURERS**

*Only a competent person in the service of the Manufacturer should sign this letter of authority.*

## **SECTION XIIB – MANUFACTURER’S WARRANTY FORM**

**To Be Submitted On Manufacturer’s Letterhead)**

**To:**

The Kenya Power & Lighting Company Limited,  
Stima Plaza, Kolobot Road, Parklands,  
P.O Box 30099 – 00100,  
Nairobi, Kenya.

**RE: MANUFACTURER’S WARRANTY FOR GOODS REQUIRED UNDER TENDER  
NO ..... TO BE SUPPLIED BY .....(indicate  
your name or the supplier you have authorized)**

### **WE HEREBY WARRANT THAT:**

- a) The goods to be supplied under the contract are new, unused, of the most recent or current specification and incorporate all recent improvements in design and materials unless provided otherwise in the Tender.
- b) The goods in the Tenderer’s bid have no defect arising from manufacture, materials or workmanship or from any act or omission of the Tenderer that may develop under normal use of the goods under the conditions obtaining in Kenya.

The Warranty will remain valid for Five (5) years after the goods, or any portion thereof as the case may be, have been delivered to the final destination indicated in the contract.

DATED THIS..... DAY OF.....20.....

\_\_\_\_\_  
Signature of duly authorised person for and on behalf of the Manufacturer.

\_\_\_\_\_  
Name and Capacity of duly authorised person signing on behalf of the Manufacturer

### **NOTES TO TENDERERS AND MANUFACTURERS**

1. *Only a competent person in the service of the Manufacturer should sign this letter of authority.*
2. *Provide full contact details including physical address, e-mail, telephone numbers and the website on the Warranty.*

### **SECTION XIII - DECLARATION FORM**

Date \_\_\_\_\_

**To:**

The Kenya Power & Lighting Company Limited,  
Stima Plaza,  
Kolobot Road, Parklands,  
P.O Box 30099 – 00100,  
Nairobi,  
KENYA.

Ladies and Gentlemen,

The Tenderer i.e. (full name and complete physical and postal address) \_\_\_\_\_  
\_\_\_\_\_ declare the following: -

- a) That I/ We have not been debarred from participating in public procurement by anybody, institution or person.
- b) That I/ We have not been involved in and will not be involved in corrupt and fraudulent practices regarding public procurement anywhere.
- c) That I/We or any director of the firm or company is not a person within the meaning of paragraph 3.2 and 3.41 of ITT (Eligible Tenderers) of the Instruction to Bidders.
- d) That I/ We are not insolvent, in receivership, bankrupt or in the process of being wound up and is not the subject of legal proceedings relating to the foregoing.
- e) That I/ We are not associated with any other Tenderer participating in this tender.
- f) That I/ We do hereby confirm that all the information given in this Tender is accurate, factual and true to the best of our knowledge.

Yours sincerely,

\_\_\_\_\_  
Name of Tenderer

\_\_\_\_\_  
Signature of duly authorised person signing the Tender

\_\_\_\_\_  
Name and Capacity of duly authorised person signing the Tender

\_\_\_\_\_  
Stamp or Seal of Tenderer

## **SECTION XIV – DRAFT LETTER OF NOTIFICATION OF AWARD**

**To:** *(Name and full address of the Successful Tenderer)*.....

**Date:**.....

Dear Sirs/ Madams,

**RE: NOTIFICATION OF AWARD OF TENDER NO. ....**

We refer to your Tender dated..... and are pleased to inform you that following evaluation, your Tender has been accepted as follows: -

.....  
.....

This notification does not constitute a contract. The formal Contract Agreement, which is enclosed herewith shall be entered into upon expiry of seven (7) days from the date hereof but not later than thirty (30) days after expiry of tender validity pursuant to the provisions of the Public Procurement and Disposal Act, 2005 *(or as may be amended from time to time or replaced)*.

Kindly sign, and seal the Contract Agreement. Further, initial and stamp on all pages of the documents forming the Contract that are forwarded to you with this letter. Thereafter return the signed and sealed Contract together with the documents to us within seven (7) days of the date hereof for our further action.

We take this opportunity to remind you to again note and strictly comply with the provisions as regards the Tender Security, Signing of Contract and Performance Security as stated in the Instructions to Tenderers.

We look forward to a cordial and mutually beneficial business relationship.

Yours faithfully,

**FOR: THE KENYA POWER & LIGHTING COMPANY LIMITED**

**GENERAL MANAGER, SUPPLY CHAIN**

Enclosures

## **SECTION XV – DRAFT LETTER OF NOTIFICATION OF REGRET**

**To:** *(Name and full address of the Unsuccessful Tenderer)*.....

**Date:**

Dear Sirs/ Madams,

**RE: NOTIFICATION OF REGRET IN RESPECT OF TENDER NO. ....**

We refer to your Tender dated..... and regret to inform you that following evaluation, your Tender is unsuccessful. It is therefore not accepted. The brief reasons are as follows:-

1. ....
2. ....
3. .... etc...

The successful bidder was \_\_\_\_\_.

However, this notification does not reduce the validity period of your Tender Security. In this regard, we request you to relook at the provisions regarding the Tender Security, Signing of Contract and Performance Security as stated in the Instructions to Tenderers.

You may collect the tender security from our *Legal Department (Guarantees Section)*, on the 2<sup>nd</sup> Floor, Stima Plaza, Kolobot Road, Parklands, Nairobi only after expiry of eighteen (18) days from the date hereof on Mondays and Wednesdays ONLY between 9.00 a.m to 12.30 pm and 2.00p.m to 4.00p.m.

It is expected that by that time KPLC and the successful bidder will have entered into a contract pursuant to the Public Procurement and Disposal Act, 2005 *(or as may be amended from time to time or replaced)*. When collecting the Security, you will be required to produce the original or certified copy of this letter.

We thank you for the interest shown in participating in this tender and wish you well in all your future endeavours.

Yours faithfully,

**FOR: THE KENYA POWER & LIGHTING COMPANY LIMITED**

**GENERAL MANAGER, SUPPLY CHAIN**

## **SECTION XVI - CONTRACT AGREEMENT FORM**

**THIS AGREEMENT** made this.....day of.....20.... **BETWEEN THE KENYA POWER & LIGHTING COMPANY LIMITED**, a limited liability company duly incorporated under the Companies Act, Chapter 486 of the Laws of Kenya, with its registered office situated at Stima Plaza, Kolobot Road, Parklands, Nairobi in the Republic of Kenya and of Post Office Box Number 30099-00100, Nairobi in the Republic aforesaid (*hereinafter referred to as the “KPLC”*) of the one part,

**AND**

..... (*Supplier’s full name and principal place of business*) a duly registered entity according to the laws of..... (*state country*) and of Post Office Box Number.....(*full address of Supplier*) in the Republic aforesaid, (*hereinafter referred to as the “Supplier”*) of the other part;

**WHEREAS** KPLC invited tenders for certain goods, that is to say for .....(*KPLC insert description of goods*) under Tender Number..... (*KPLC insert tender number*)

**AND WHEREAS** KPLC has accepted the Tender by the Supplier for the goods in the sum of .....(*KPLC specify the total amount in words which should include any payable taxes, duties and insurance where applicable e.g. Value Added Tax*) (*hereinafter called “the Contract Price”*).

**NOW THIS AGREEMENT WITNESSETH AS FOLLOWS: -**

1. In this Agreement words and expressions shall have the same meanings as are respectively assigned to them in the Conditions of Contract and the Tender Document.
2. Unless the context or express provision otherwise requires: -
  - a) reference to “this Agreement” includes its recitals, any schedules and documents mentioned hereunder and any reference to this Agreement or to any other document includes a reference to the other document as varied supplemented and or replaced in any manner from time to time.
  - b) any reference to any Act shall include any statutory extension, amendment, modification, re-amendment or replacement of such Act and any rule, regulation or order made there-under.
  - c) words importing the masculine gender only, include the feminine genderor (as the case may be) the neutral gender.

- d) words importing the singular number only include the plural number and vice-versa and where there are two or more persons included in the expression the “*Supplier*” the covenants, agreements obligations expressed to be made or performed by the Supplier shall be deemed to be made or performed by such persons jointly and severally.
  - e) where there are two or more persons included in the expression the “*Supplier*” any act default or omission by the Supplier shall be deemed to be an act default or omission by any one or more of such persons.
3. In consideration of the payment to be made by KPLC to the Supplier as hereinafter mentioned, the Supplier hereby covenants with KPLC to supply the goods and remedy any defects thereon in conformity in all respects with the provisions of the Contract.
  4. KPLC hereby covenants to pay the Supplier in consideration of the proper supply of the goods and the remedying of defects therein, the Contract Price or such other sum as may become payable under the provisions of the Contract at the times and in the manner prescribed by the Contract.
  5. The following documents shall constitute the Contract between KPLC and the Supplier and each shall be read and construed as an integral part of the Contract: -
    - a) this Contract Agreement
    - b) the Special Conditions of Contract as per the Tender Document
    - c) the General Conditions of Contract as per the Tender Document
    - d) the Price Schedules submitted by the Supplier and agreed upon with KPLC
    - e) the Technical Specifications as per KPLC’s Tender Document
    - f) the Schedule of Requirements
    - g) KPLC’s Notification of Award dated.....
    - h) the Tender Form signed by the Supplier
    - i) the Declaration Form signed by the Supplier/ successful Tenderer
    - j) the Warranty
  6. In the event of any ambiguity or conflict between the contract documents listed above, the order of precedence shall be the order in which the contract documents are listed in 5 above except where otherwise mutually agreed in writing.
  7. The Commencement Date shall be the working day immediately following the fulfillment of all the following: -
    - a) Execution of this Contract Agreement by KPLC and the Supplier.
    - b) Issuance of the Performance Bond by the Supplier and confirmation of its



authenticity by KPLC.

- c) Issuance of the Official Order by KPLC to the Supplier.
- d) Where applicable, Opening of the Letter of Credit by KPLC.

8. The period of contract validity shall begin from the Commencement date and end on -
- a) sixty (60) days after the last date of the agreed delivery schedule, or,
  - b) where a Letter of Credit is adopted as a method of payment, sixty (60) days after the expiry date of the Letter of Credit or the expiry date of the last of any such opened Letter of Credit whichever is later.

Provided that the expiry period of the Warranty shall be as prescribed and further provided that the Warranty shall survive the expiry of the contract.

9. It shall be the responsibility of the Supplier to ensure that its Performance Security is valid at all times during the period of contract validity and further is in the full amount as contracted.
10. Any amendment, change, addition, deletion or variation howsoever to this Contract shall only be valid and effective where expressed in writing and signed by both parties.
11. No failure or delay to exercise any power, right or remedy by KPLC shall operate as a waiver of that right, power or remedy and no single or partial exercise of any other right, power or remedy shall operate as a complete waiver of that other right, power or remedy.
12. Notwithstanding proper completion of delivery or parts thereof, all the provisions of this Contract shall continue in full force and effect to the extent that any of them remain to be implemented or performed unless otherwise expressly agreed upon by both parties.
13. Any notice required to be given in writing to any Party herein shall be deemed to have been sufficiently served, if where delivered personally, one day after such delivery; notices by electronic mail and facsimile shall be deemed to be served one day after the date of such transmission and delivery respectively (*and proof of service shall be by way of confirmation report of such transmission and or delivery*), notices sent by post shall be deemed served seven (7) days after posting by registered post (*and proof of posting shall be proof of service*), notices sent by courier shall be deemed served two (2) days after such receipt by the courier service for Local (Kenyan) Suppliers and five (5) days for Foreign Suppliers.
14. For the purposes of Notices, the address of KPLC shall be Company Secretary, The Kenya Power & Lighting Company Limited, 7<sup>th</sup> Floor, Stima Plaza, Kolobot Road, Post

Office Box Number 30099–00100, Nairobi, Kenya, Facsimile + 254-20-3750240/3514485. The address for the Supplier shall be the Supplier’s address as stated by it in the Confidential Business Questionnaire provided in the Tender Document.

**IN WITNESS** whereof the parties hereto have caused this Agreement to be executed in accordance with the laws of Kenya the day and year first above written.

**SIGNED FOR** and on **BEHALF**  
of **KPLC**

---

GENERAL MANAGER, CORPORATE AFFAIRS AND COMPANY SECRETARY

**SEALED** with the **COMMON SEAL**  
of the **SUPPLIER**  
in the presence of:-

---

DIRECTOR

---

*Affix Supplier’s Seal here*

---

DIRECTOR’S FULL NAMES  
and in the presence of:-

---

DIRECTOR/ COMPANY SECRETARY

---

DIRECTOR/ COMPANY SECRETARY’S FULL NAMES

\*OR

**SIGNED BY** and on **BEHALF**  
of the **SUPPLIER**

---

SIGNATURE OF THE SUPPLIER

---

FULL NAMES OF THE SUPPLIER

### **\*NOTES TO THE SUPPLIER**

1. *Please note that the alternative is applicable IF AND ONLY IF the Supplier is not a registered company but has tendered, and, is trading as a sole proprietor or a partnership as provided in the Confidential Business Questionnaire or is registered as a business name.*
2. *In all other cases, the Supplier is required to execute the contract as first provided.*

### **DRAWN BY: -**

**Beatrice Meso,**

**Advocate,**

C/o The Kenya Power & Lighting Company Limited,

7<sup>th</sup> Floor, Stima Plaza,

Kolobot Road, Parklands,

Post Office Box Number 30099–00100,

**NAIROBI, KENYA,**

Telephones: + 254-20-3201000/ 731

Facsimile: + 254-20-3514485/ 3750240.

**SECTION XVII A - PERFORMANCE SECURITY FORM (BANK GUARANTEE)**

**(To Be Submitted On Bank's Letterhead)**

**Date:**

**To:**

The Kenya Power & Lighting Company Limited,  
Stima Plaza,  
Kolobot Road, Parklands,  
P.O Box 30099 – 00100,  
Nairobi, Kenya.

**WHEREAS**.....(hereinafter called “the Supplier”) has undertaken, in pursuance of your Tender Number.....(*reference number of the Tender*) and its Tender dated .....(*insert Supplier's date of Tender taken from the Tender Form*) to supply .....(*description of the goods*) (hereinafter called “the Contract);

**AND WHEREAS** it has been stipulated by you in the said Contract that the Supplier shall furnish you with a bank guarantee by an acceptable bank for the sum specified therein as security for compliance of the Supplier's performance obligations in accordance with the Contract;

**AND WHEREAS** we have agreed to give the Supplier a guarantee;

**THEREFORE WE HEREBY AFFIRM** that we are Guarantors and responsible to you, on behalf of the Supplier, up to a total of..... (*amount of the guarantee in words and figures*) and we undertake to pay you, upon your first written demand declaring the Supplier to be in default under the Contract and without cavil or argument, any sum or sums within the limits of .....  
(*amount of guarantee*) as aforesaid, without you needing to prove or to show grounds or reasons for your demand or the sum specified therein.

This guarantee is valid until the .....day of.....20....

**EITHER**

**SEALED** with the )  
**COMMON SEAL** )  
of the said **BANK** )  
 )  
this .....day ) \_\_\_\_\_

of .....20.... ) BANK SEAL  
 in the presence of :- )  
 )  
 \_\_\_\_\_ )  
 )  
 and in the presence of:- )  
 )  
 \_\_\_\_\_ )

OR

**SIGNED** by the **DULY AUTHORISED**  
**REPRESENTATIVE(S)/ ATTORNEY(S)** of  
 the **BANK**

\_\_\_\_\_  
 Name(s) and Capacity(ies) of duly authorised representative(s)/ attorney(s) of the Bank

\_\_\_\_\_  
 Signature(s) of the duly authorised person(s)

### **NOTES TO SUPPLIERS AND BANKS**

1. *Please note that no material additions, deletions or alterations regarding the contents of this Form shall be made to the Performance Security Bond (the Bond) to be furnished by the successful Tenderer/ Supplier. If any are made, the Bond may not be accepted and shall be rejected by KPLC. For the avoidance of doubt, such rejection will be treated as non-submission of the Bond where such Bond is required in the tender and Contract.*
2. *KPLC shall seek authentication of the Performance Security from the issuing bank. It is the responsibility of the Supplier to sensitize its issuing bank on the need to respond directly and expeditiously to queries from KPLC. The period for response shall not exceed three (3) days from the date of KPLC's query. Should there be no conclusive response by the Bank within this period, such Supplier's Performance Security may be deemed as invalid and the Contract nullified.*
3. *The issuing Bank should address its response or communication regarding the bond to KPLC at the following e-mail address – "guarantees@kplc.co.ke"*

## **SECTION XVII B - PERFORMANCE SECURITY (LC)**

***Mandatory Conditions that should appear on the Performance Security (LC).***

**Form of Documentary credit - “Irrevocable Standby”**

**Applicable rules - “Must be UCP Latest Version” i.e. UCP 600 (2007 REVISION) ICC Publication No. 600.**

**Place of expiry - At the counters of the advising bank.**

**The SBLC should be available – “By Payment”**

**Drafts should be payable at - “SIGHT”**

### **Documents required -**

1. Beneficiary’s signed and dated statement demanding for payment under the letter of credit no..... (*Insert LC No.*) as.....(*Name of Applicant*) (hereinafter called the “Supplier”) indicating that the “Supplier” has defaulted in the performance and adherence to and performance of the contract between the Beneficiary and the Supplier.
2. The Original Letter of Credit and all amendments, if any.

### **Additional Conditions -**

1. All charges levied by any bank that is party to this documentary credit are for the account of the Applicant.
2. (Include) that there should be no conditions requiring compliance with the specific regulations or a particular country’s laws and regulations.

**Charges - All bank charges are for the account of the Applicant.**

Confirmation instructions – (See notes below)

## **NOTES TO SUPPLIERS AND BANKS**

1. *Please note that should the Performance Security (LC) omit any of the above conditions the LC shall not be accepted and shall be rejected by KPLC. For the avoidance of doubt, such rejection will be treated as non-submission of the LC where such LC is required in the tender and Contract.*
2. *KPLC may seek authentication of the Performance Security (LC) from the issuing bank. It is the responsibility of the Supplier to sensitize its issuing bank on the need to respond*

*directly and expeditiously to queries from KPLC. The period for response shall not exceed three (3) days from the date of KPLC's query. Should there be no conclusive response by the Bank within this period, such Supplier's Performance Security (LC) may be deemed as invalid and the Contract nullified.*

- 3. *The issuing bank should address its response or communication regarding the bond to KPLC at the following e-mail address – “guarantees@kplc.co.ke”***
- 4. *All Guarantees issued by foreign banks must be confirmed by a local bank in Kenya.***

**SECTION XVIII - MANUFACTURER'S TECHNICAL AND NON-TECHNICAL  
CONTACT PERSONS**

All enquiries concerning the technical aspects of this proposal should be directed to:

\_\_\_\_\_

(please print name and title of Manufacturer's Representative),

whose telephone number is (\_\_\_\_)\_\_\_\_\_,

FAX number is (\_\_\_\_)\_\_\_\_\_,

Internet e-mail address is \_\_\_\_\_, and

World Wide Web is <http://www.>\_\_\_\_\_.

All enquiries concerning the non-technical aspects of this proposal should be directed to:

\_\_\_\_\_

(please print name and title of Manufacturer's Representative),

whose telephone number is (\_\_\_\_)\_\_\_\_\_,

FAX number is (\_\_\_\_)\_\_\_\_\_,

Internet e-mail address is \_\_\_\_\_, and

World Wide Web is <http://www.>\_\_\_\_\_.



## **SECTION XIX - HUMAN RESOURCES, EXPERIENCE AND QUALIFICATIONS**

### **(INFORMATION TO BE PROVIDED BY THE TENDERER)**

As required by Subsection 3.14 of the Instructions to Tenderer, the following is a list of the Tenderer's human resources and their experience and qualifications that will be dedicated to administering a contract with KPLC & Lighting Co.Ltd. :

**SECTION XX - PROPOSED METHOD OF ACCOMMODATING FUTURE  
AMENDMENTS TO THE TECHNICAL REQUIREMENTS**

**(INFORMATION TO BE PROVIDED BY THE TENDERER)**

As required by 7.5 of the General Conditions of Contract, following is a description of the Tenderer's proposed method of accommodating future amendments to the Technical Requirements and the sharing of any resulting benefits/costs with Kenya Power & Lighting Co.Ltd.

## **SECTION XXI - CONTINUOUS IMPROVEMENT PROCESS**

### **(INFORMATION TO BE PROVIDED BY THE TENDERER)**

As per the requirements of the Instructions To Tenderers, following is a description of the continuous improvement process the Tenderer has in place to improve quality, delivery, service, technical and administrative processes that would enhance the proposed contract:

## **SECTION XXII – SUBCONTRACTORS**

### **(INFORMATION TO BE PROVIDED BY THE TENDERER)**

As per the requirements of Clause 7.23 of General Conditions of Contract, following is a list of subcontractors and the portions of the Work to be subcontracted:

<u>Subcontractor</u>	<u>Address</u>	<u>Brief Description of the Work to be Subcontracted</u>
----------------------	----------------	--

### **SECTION XXIII - LEAD TIME FORM.**

#### **(INFORMATION TO BE PROVIDED BY THE TENDERER)**

The scheduling process the Tenderer offers which would include guaranteed lead times, and the amount of lead time to respond to unscheduled or rush orders. (As per Section IV Schedule of Requirements of Goods Table 3 of the Instructions to Tenderers)

**SECTION XXIV - PROPOSED METHODS TO REDUCE KPLC'S STOCKHOLDING -  
AND ENHANCE SERVICE DELIVERY**

**(INFORMATION TO BE PROVIDED BY THE TENDERER)**

As per the requirements of the Tender Document, following is the proposed methods by which the Tenderer intends to reduce KPLC's stockholding of (Describe item) and to enhance service delivery.

## **SECTION XXV - TENDERER'S RESPONSE TO RUSH AND EMERGENCY ORDERS**

### **(INFORMATION TO BE PROVIDED BY THE TENDERER)**

As per the requirements of the Tender Document, the Tenderer would respond to rush or emergency (Describe item) requirements requested by Kenya Power & Lighting Co.Ltd. as follows:

## **SECTION XXVI - PREVIOUS EXPERIENCE WITH SIMILAR WORK**

### **(INFORMATION TO BE PROVIDED BY THE TENDERER)**

As required by Section 3.13.3(d) of the Instructions To Tenderers, following is a list of work that the Tenderer has previously performed which is similar to that described in the Request for Proposal.:

<u>Description</u>	<u>Date</u>	<u>For Whom</u>
--------------------	-------------	-----------------

**(PLEASE IGNORE THIS PART)**



## SECTION XVII - SUPPLIER EVALUATION FORM

*(This form is for information only and not to be filled in by any bidder. It is for official use by KPLC to evaluate performance of Suppliers during the contract period)*

Name of Firm.....Date.....

Category of Product/Service (e.g. Conductors .....

Period of evaluation.....

<b>Evaluation</b>		<b>Re-Evaluation</b>	
Tick as appropriate			

Parameters for supplier evaluation	Maximum Scores	Remarks	Action Taken
<b>A. CUSTOMER SATISFACTION</b>			
<b>A1. Adherence to requirements(quality)</b>			
• Adherence to Specifications			
• Number of rejections			
• Number of complaints from Users			
<b>B. CUSTOMER CONNECTIVITY</b>			
<b>B1. Adherence to delivery period</b>			
• Number of delays			
• Non delivery/More than 3 delays			
<b>C.COMMUNICATION/RESPONSIVENESS</b>			
<b>Total Score</b>			
Score last period			

### PERFORMANCE LEVEL DEFINATION;

≥75% - KP1 GREEN

50% - KP2 AMBER

25% - KP3 YELLOW

≥25% - KP4 RED

RATING	RATING PER YEAR	MAX. SCORE	ACTUAL SCORE
<b>A1.Adherence to requirements</b>			
• Adherence to Specifications	Compliant	5 marks	
	Not compliant	0 marks	
• Number of rejections	None	5 marks	
	1-2 Rejections	3 marks	
	3 or more	0	
• Number of complaints from Users	None	5 marks	
	1-2 User complaints	3 Marks	

	3 or more	0 marks	
<b>B1. Adherence to delivery period</b>			
• No delay	None	5 marks	
• Number of delays	1-2 Delays	3 Marks	
• Non delivery/More than 3 delays	Failure	0 marks	
<b>C. Communication</b>			
• Easily accessible		5 Marks	
• Partially		3 Marks	
• Not accessible		0 Marks	
<b>D. Responsiveness</b>			
• Replacement of faulty goods	within 7 days	5 Marks	
	within 14 days	3 Marks	
	beyond 14 days	0 Marks	
<b>Total score</b>		<b>30 marks</b>	

Score in Percentage % .....

### **WORKINGS**

Actual score x 100%	.....x 100% = .....
30	30

**RATING:** 75% - V Good, 50% - Good, 25% - Fair, Below 25% - Poor

### **OBSERVATIONS:**

### **RECOMMENDATION**

		Status	Tick as appropriate
1	Grant supplier preferred status	KP1	
2	Work with supplier or develop and improve supplier	KP2 & KP3	
3	Abandon / switch suppliers	KP4	

Name:.....Sign:.....Date:.....

Name:.....Sign:.....Date:.....

Name:.....Sign:.....Date:.....

## **SECTION XXVIII - THE TECHNICAL SPECIFICATIONS**

Technical specifications describe the basic requirements for goods. In addition to the information and documentation in the Tender Document regarding the technical aspects of this tender, all Tenderers shall comply with the following -

### **PART A - GENERAL REQUIREMENTS**

1. Technical documentation shall be in English language.
2. The specific items on offer shall be marked clearly for the goods they intend to supply. The type reference or model number(s) of the item(s) on offer must be clearly indicated in the bid.
3. The Tenderer shall submit the Schedule of Guaranteed Technical Particulars (GTP) completed and signed by the Manufacturer. In submitting the GTP, cross-references should be made to the documents submitted.
4. Deviations from the tender specifications, if any, shall be explained in detail in writing, with supporting data including calculation sheets, detailed drawings and certified test reports and submitted together with the Tender. In submitting the deviations, cross-references should be made to the documents submitted. KPLC reserves the right to reject the goods if such deviations shall be found critical to the use and operation of the goods.
5. Detailed contact information including title, e-mail, facsimile, telephone or any other form of acceptable communication of the testing and standards body used shall be provided.
6. Where Type Test Certificates and their Reports and or Test Certificates and their Reports are translated into English, all pages of the translations must be signed and stamped by the testing authority.
7. A Copy of the manufacturer's valid quality management system certification i.e. ISO 9001 shall be submitted for evaluation. For locally manufactured goods, valid KEBS Diamond Mark of Quality Certificate or KEBS Standardisation Mark Certificate will also be accepted.
8. In all cases where the level of galvanizing and painting is not specifically stated in the detailed Technical Specifications, the general requirement shall be for a uniform coating of thickness not less than 80 microns.
9. Tenderers are required to provide information on proper representative(s) and or workshop for back-up service and or repair and maintenance including their names, telephone, facsimile, e-mail, physical and postal addresses, along with their offers.
10. Improvement process

- 10.1 The Tenderer shall provide a description of the continuous improvement process that it has in place to improve quality, delivery, service, administrative or other processes used that would enhance the proposed contract.
- 10.2 The Tenderer may suggest and where suggested shall provide a description of the suggested improvements to the technical aspects of the goods that would enhance value to the proposed contract.
- 10.3 The Tenderer may list any alternative methods, procedures, features, terms, etc., that may be of interest to KPLC.
11. **Amendments to the detailed technical specifications**  
The Tenderer shall provide its proposed method of accommodating future amendments to the Technical Requirements and the sharing of any resulting benefits with KPLC.
12. **Standards**  
Notwithstanding anything contained in the tender document and proposed contract, at all times every item shall be manufactured to comply with the standards specified in the tender document. This shall mean the current or prevailing standards of those specified as at the date of manufacture. For the avoidance of doubt, the standards used must be current at the date of manufacture.

## **PART B – DETAILED TECHNICAL SPECIFICATIONS (DTS)**

The Detailed Technical Specifications are as shown on s a separate attachment.