



IES&R – P.O.Box.10355 Nairobi,Kenya
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Email Address: iesinfo@kplc.co.ke
Mobile No. Safaricom: 0725559900

8th April, 2019

Our Ref: KPI/1/3A/4/1/RFP/001/18-19

Your Ref:

TO ALL BIDDERS

Dear Sir/Madam,

ADDENDUM NO.1 TENDER NO. KPI/1/3A/4/1/RFP/001/18-19 DISPOSAL BY WAY OF LEASE/PARTNERSHIP OF KPLC INFRASTRUCTURE FOR DEVELOPMENT AND COMMERCIALIZATION OF LAST MILE FIBER NETWORK.

The following amendments are made to the Principal Tender Document (hereinafter abbreviated as the PTD) for disposal by way of lease/partnership of KPLC infrastructure for Development and commercialization of last mile fiber Network.

1. RELATIONSHIP WITH THE PRINCIPAL TENDER DOCUMENT

Save where expressly amended by the terms of this Addendum, the principal Tender document shall continue to be in full force and effect.

The provisions of this Addendum shall be deemed to have incorporated in and shall be read as part of the Principal Tender Document including the Appendices (I to VII) attached herein.

2. CLAUSES AMENDNED

| NO | Clause No. | Current Item | Amended as follows |
|----|------------------------------|-------------------|-------------------------|
| 1. | Section 1 Clause 11.1 | Only One Proposal | Only one Proposal (bid) |

| NO | Clause No. | Current Item | Amended as follows |
|----|------------------------------|---|---|
| 2. | Section 1 Clause 27.1 | The bidder achieving the highest combined technical and financial score will be invited for negotiations. | The bidders achieving the required minimum technical and financial score will be invited for negotiations. |
| 3. | Section 2 ITB 19.1 | Bidders Financial score, F(s), and Technical score, T(s), will be combined. The Combined weights given to the Technical (T) and Financial (F) Proposals are: $(T(s) + F(s)) = 100$ Proposals will ranked according to their combined technical and financial scores as illustrated in Section 7 of the RFP part 7.7(II and III) –Technical and Financial evaluation. The Bidder with a combined score of 75 and above shall be considered for award, as the preferred Bidder. | The maximum Technical score T(s) is a 100 points. The bidders must attain at least 75 points for them to proceed to Financial Evaluation. The maximum Financial score F(s) is a 100. The Bidder with a Financial score of 75 and above shall be considered for further negotiations prior to award. |
| 4. | Section 2 ITB 2.4 | The Client will provide the following inputs, project data, reports, etc. to facilitate the preparation of the Proposals: Appendix 1: KPLC Existing Fibre Network (Attached in the appendices). Appendix 2: Lots. KPLC business Units. (Attached in the appendices). | The Client will provide the following inputs, project data, reports, etc. to facilitate the preparation of the Proposals: Appendix 1: KPLC Existing Fibre Network (Attached in the appendices). Appendix 2: Lots. KPLC Business Regions. (Attached in the appendices). |
| 5. | Section 2 ITB 6.1 | Number of lots per bid: This will be limited to three (3) regions per bid which will be selectable from appendix two (2) attached. No bidder shall submit more than three (3) Lots per bid. | Number of lots per bid: This will be limited to three (3) regions per bid which will be selectable from appendix two (2) attached. No bidder shall submit more than three (3) Lots per bid. Only one (1) proposal per bidder will be accepted. |

| NO | Clause No. | Current Item | Amended as follows |
|----|---------------------------|--|---|
| 6. | Section 2 ITB 15.1 | <p>Refer to Section 7 of the RFP : Terms of references (TOR) part 7.7 (Summary of the evaluation process)</p> <p>(i) Total Combined points for the criteria: <i>Maximum</i> 100 (ii) Preliminary requirements are all mandatory for a bidder to proceed to technical evaluation. (iii) Technical evaluation minimum score is 75 Points for a bidder to proceed to financial evaluation. (iv) Financial evaluation minimum score is 75 points.</p> | <p>Refer to Section 7 of the RFP : Terms of references (TOR) part 7.7 (Summary of the evaluation process)</p> <p>(i) Preliminary requirements are all mandatory for a bidder to proceed to technical evaluation. (ii) Technical evaluation minimum score is 75 Points for a bidder to proceed to financial evaluation. (iii) Financial evaluation minimum score is 75 points.</p> |
| 7. | Section 2 ITB 20.1 | Expected date and address for contract negotiations: Date: 16 th May,2019 | Expected date and address for contract negotiations : Revised to Date : 16 th June, 2019 |
| 8. | Section 7 Clause 7.3.8 | <p><i>Effective partnership duration:</i> The respondent to state its preferred duration of partnership in years. This period should be adequate to cover the repayment period stated in the financial proposal. KPLC preferred maximum partnership period is ten (10) years renewable for a similar period.</p> | <p><i>Effective partnership duration:</i> The respondent to state its preferred duration of partnership in years. This period should be adequate to cover the repayment period stated in the financial proposal. KPLC maximum partnership period is ten (10) years renewable subject to negotiation.</p> |
| 9. | Section 7 Clause 7.4. | <p>Minimum requirements To progress partnership discussions and undertake negotiation with KPLC, the respondent (s) must meet the following minimum requirements:</p> | <p>Minimum requirements To undertake negotiations with KPLC, the respondent (s) must meet the following minimum requirements:</p> |

Minimum technical score to proceed to financial is 75%.

Part III- Financial Proposal

| NO. | EVALUATION CRITERIA | Maximum Marks (%) |
|------------|---|--------------------------|
| 1 | <p>Project Financing</p> <p><i>Financial proposal with the partner pre-financing the implementation and installation of fiber network on KPLC infrastructure. KPLC requirement is 100% partner pre-financing. KPLC contribution will be the infrastructure and the existing wayleaves and standards. Respondent to provide a clear proposal based on the following:</i></p> <ul style="list-style-type: none"> <i>(i) Pre-financing proposal-100% partner pre-financing (Well-structured showing Financials for survey, design, delivery, Installation, Commissioning (10 marks)</i> <i>(ii) Commercialization. The bidder shall demonstrate the return on investment based on his proposed partnership duration) (10 marks)</i> <i>(iii) Proof of financial capability (Audit financial statements, Audited balance sheets, Funding financing proposals from financial institutions, Asset base, Joint Ventures, other) (10 marks)</i> <i>(iv) (Operation and Maintenance financial proposal(10 marks)</i> <p><i>(Bidder should refer to section 7.3.1)</i></p> | 40 |
| 2 | <p>According to the selected model (as described in Section 6 above) based on a maximum of 3 lots per bidder each lot quoted separately:</p> <ul style="list-style-type: none"> (a)Dark fiber Leasing Model: (b)Bandwidth Leasing Model: ©Pole Leasing Model: (d)Where applicable to include colocation proposal : | 20 |

| | | |
|---|--|--------------|
| 4 | <p>(i) <i>Guaranteed revenue where applicable for KPLC based on the CAPEX and size of fiber network installed on KPLC power infrastructure.</i></p> <p><i>Marks will be based on highest guaranteed revenue per specific Model quoted by respondent. As much as possible the guaranteed revenue should be based on the per unit basis.</i></p> <p><i>Less than 15 % = 0 marks</i></p> <p><i>>15% up to 20% to KPLC = 10 marks</i></p> <p><i>>20% up to 30% to KPLC = 15 marks</i></p> <p><i>More than 30% to KPLC = 20 marks</i></p> | |
| | <p>(ii) <i>Variable revenue share where applicable based on revenues from the selected model.</i></p> <p><i>Less than 10 % = 0 marks</i></p> <p><i>>10 % up to 15% to KPLC = 5 marks</i></p> <p><i>>15% up to 20% to KPLC = 10 marks</i></p> <p><i>>20% up to 30% to KPLC = 15 marks</i></p> <p><i>More than 30% to KPLC = 25 marks</i></p> | 25 |
| 6 | <p>Partnership duration.</p> <p><i>5-10 years = (15 marks)</i></p> <p><i>Less than 5 years = (10 marks)</i></p> | 15 |
| | TOTAL | 100 % |

Minimum Financial score is: 75 %

4. CHANGE OF CLOSING DATE.

The closing date has been extended from 15th April 2019 at 10.00 am to **6th May, 2019 at 10.00 a.m.**

All the other terms and conditions remain as per Principal tender document (PTD).

Yours faithfully,

For: KENYA POWER & LIGHTING COMPANY LIMITED.

DR. JEREMIAH KIPLAGAT
DIRECTOR, KENYA POWER INTERNATIONAL.



Kenya Power

ISO 9001:2015 QMS

LOCATION: KPLC AUDITORIUM

SUBJECT: Attendance List For The Pre Bid Disposal By Way Of Lease/Partnership Of KPLC Infrastructure For Development And Commercialization Of Last Mile Fiber Network.

Doc. No.

Issue No.

Revision No.

Commencement date

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04-03-2019

Attendance List For The Pre Bid Disposal By Way Of Lease/Partnership Of KPLC Infrastructure For Development And Commercialization Of Last Mile Fiber Network. TENDER NO. RFP- KPI/1/3A/4/1/RFP/001/18-19.

ON 4th APRIL, 2019.

VENUE: KPLC- IESR DINING HALL

| No | Name of Participant | ID/Passport No: | Organisation | Mobile No. | SIGN |
|----|---------------------|-----------------|-----------------|------------|------|
| 1. | PETE R NYAMUKUSA | BNS11876 | SIMBANET | 0735491448 | |
| 2. | MICHAEL DABBAU | 603729207 | WANAGHI TELECOM | 0702303050 | |
| 3. | MUHALIA ALLAN | 13577710 | A7c | 0722540769 | |
| 4. | DJ KOETMAN | 770246 | POA INTERNET | 0731445662 | |
| 5. | GODFREY BINAYHA | 27215417 | iTek Services | 070959 188 | |
| 6. | TIM ANYATA | W022984 | LTK | 0733404216 | |
| 7. | GEORGE WELIN | 13689831 | LTC | 0732002100 | |
| 8. | GEORGE GAKUNGU | 22870953 | LTK | 0739503719 | |

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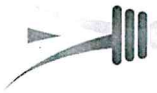
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04-03-2019

| No | Name of Participant | ID/Passport No: | Organisation | Mobile No. | SIGN |
|-----|---------------------|-----------------|-----------------|--------------------|--------------------|
| 9. | HILARY TARUS | 12829206 | WIOCC | 0726383080 | <i>[Signature]</i> |
| 10. | PHILIP AUKO | 24104805 | OGIL | 0724989985 | <i>[Signature]</i> |
| 11. | NELSON KIMANI | 27968743 | DANORAMA TECH | 0727955789 | <i>[Signature]</i> |
| 12. | ZACHARY MAGEMBE | 24231367 | Safaricom | 0722106760 | <i>[Signature]</i> |
| 13. | JOSHUA OJERA | 22233931 | NAI OCS | 07220395696 | <i>[Signature]</i> |
| 14. | ANKONY KYENGO | 7406228 | Ss Farmco m | 722353188 | <i>[Signature]</i> |
| 15. | PHILIP MAHLE | 24699372 | Raumisa LTD | 0738975773 | <i>[Signature]</i> |
| 16. | IGHISO MUTARI | 85040759 | AFRATI/VIRGO | 0726063165 | <i>[Signature]</i> |
| 17. | PETER NDWIGA | 9820369 | Global Access | 072861885 | <i>[Signature]</i> |
| 18. | RULAS MUMATI | 24176989 | Global Access | 072491734 | <i>[Signature]</i> |
| 19. | John Kiplagat | 27404660 | Lauser Tech | 071211984 | <i>[Signature]</i> |
| 20. | Keller Tum | 76613887 | Hengtong Fibre | 0778719-0704139863 | 268 |
| 21. | Zeddy Klashingim | A1209655 | Valutel Limited | 0727361568 | <i>[Signature]</i> |

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LOCATION: KPLC AUDITORIUM

Doc. No.

Issue No.

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04-03-2019

SUBJECT: Attendance List For The Pre Bid Disposal By Way Of Lease/Partnership Of KPLC Infrastructure For Development And Commercialization Of Last Mile Fiber Network.

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| No | Name of Participant | ID/Passport No. | Organisation | Mobile No. | SIGN |
|-----|---------------------|-----------------|---------------------|------------|------|
| 22. | CECILIA MOURU | 25854551 | VKUTEL LTD | 0703016453 | |
| 23. | BENJAMIN KIKO | 26679762 | WIKEN TELECOM | 0725129131 | |
| 24. | JEFF MASHETI | 10561812 | WIKEN TELECOM | 0721606661 | |
| 25. | Daniel Okumu | 12593506 | Steboda electronics | 0721788613 | |
| 26. | TIBINA MURGIE | 23983728 | WEBTIRE | 073664357 | |
| 27. | JANE Chodha | 26433455 | MILLENNIA | 0712455936 | |
| 28. | Peter Omwilogoli | 4174851 | MILLENNIA | 0722510092 | |
| 29. | KELVIN GATHUA | 30256513 | MASABA SERVICES | 0706300013 | |
| 30. | Paul Thuo Keige | 10846075 | Sky broadband | 0704153577 | |
| 31. | DEWAN PATEL | 576405 | Sky broadband | 0716247333 | |
| 32. | JOSEPH MURILLET | 007844 | Sky broadband | 072250643 | |
| 33. | Zacitara Bwira | 25115875 | Safaricom PLC | 723103459 | |
| 34. | ERIC OUKO | 20618366 | JTL | 074711547 | |

ISO 9001:2015 QMS

LOCATION: KPLC AUDITORIUM

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Commencement date

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04-03-2019

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| No | Name of Participant | ID/Passport No: | Organisation | Mobile No. | SIGN |
|-----|---------------------------------------|-----------------|----------------------|------------|------|
| 35. | TEDDY OMONO | 23005289 | JAMU TELECOM | 0747267678 | |
| 36. | KEN MURAGE | 22729552 | KANAWANI GROUP | 0723822583 | |
| 37. | STEPHEN BUTOGI | 15512 | KPLC | 0788715519 | |
| 38. | Moses MARIWA | 15716 | KP | 0722631909 | |
| 39. | BONYO MARK mbonyowe.wifiyetu.co.ke | 23230616 | WIFI YETU | 0722990371 | |
| 40. | Ian Kasoyoki | 23459485 | SYOKINET | 0726815473 | |
| 41. | Ben Kainaina | 41226670 | EMBARQ | 0725001010 | |
| 42. | Tiger Zhou | 63579096 | AMADI | 0790731618 | |
| 43. | David Komosi | 33429416 | Boston N.W. (Nodisi) | 0714959509 | |
| 44. | Michael Chege | 24957929 | KPLC | 0726946242 | |
| 45. | Wilson Mwirisi | 21732277 | KPLC | 0700000330 | |
| 46. | Diana Bett | 28502378 | KPLC | 0726568421 | |



Kenya Power

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LOCATION: KENYA POWER INTERNATIONAL

SUBJECT:REGISTRATION FORM

Doc. No.

Issue No.

Revision No.

Commencement date

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04-04-2019

PRE-PROPOSAL MEETING FOR RFP NO KPII/3A/4/1/RFP/001/18-19 DISPOSAL BY WAY OF LEASE/PARTNERSHIP OF KPLC INFRESTRUCTURE FOR DEVELOPMENT AND COMMERCIALIZATION OF LAST MILE FIBER NETWORK.

DATE: 4st April, 2019.

VENUE: Stima Plaza Auditorium

(5)

| No | Name of Participant | ID/Passport No: | Organization | Mobile No. | SIGN |
|-----|---------------------|-----------------|------------------------------------|------------|------|
| 1. | GEORGE WUJA | | GEORGE WURIAE LIQUID TELECOM - LOM | | |
| 2. | GEORGE GAKUNGU | | GEORGE GAKUNGU@LIQUIDTELECOM.COM | | |
| 3. | MARK BONYO | | MBONYO E WI FIBRE TU . CO . KE | | |
| 4. | Ian Kanyoki | | I.Kanyoki@syokinik.co.ke | | |
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| 6. | | | | | |
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Kenya Power

ISO 9001:2015 QMS

LOCATION: KPLC AUDITORIUM

SUBJECT: Attendance List For The Pre Bid Disposal By Way Of Lease/Partnership Of KPLC Infrastructure For Development And Commercialization Of Last Mile Fiber Network.

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04-03-2019

Attendance List For The Pre Bid Disposal By Way Of Lease/Partnership Of KPLC Infrastructure For Development And Commercialization Of Last Mile Fiber Network. TENDER NO. RFP- KP1/1/3A/4/1/RFP/001/18-19.

ON 4th APRIL, 2019.

VENUE: KPLC- IESR DINING HALL

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| No | Name of Participant | ID/Passport No: | Organisation | Mobile No. | SIGN |
|----|---------------------|-----------------|--------------|------------|------|
| 1. | DANIEL KINITI | 6116366 | KPLC | 0711299235 | |
| 2. | Dr. J. Kiplaget | | KPLC | | |
| 3. | | | | | |
| 4. | | | | | |
| 5. | | | | | |
| 6. | | | | | |
| 7. | | | | | |
| 8. | | | | | |