



The Kenya Power & Lighting Co. Ltd.
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Sima Plaza, Kolobaf Road

Our Ref: KP1/9A.2/OT/005/ICT/24-25/JN/rmh

17th October 2024

ALL PROSPECTIVE BIDDERS,

Dear Sir/Madam,

ADDENDUM NO. 4 TO THE TENDER NO. KP1/9A.2/OT/005/ICT/24-25 FOR PROVISION OF FIBER INSTALLATION SERVICES

The following clarifications and amendments are made to the specified provisions of the Tender document.

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 been incorporated in and shall be read as part of the Principal Tender Document.

1. CLARIFICATION AND AMENDMENTS

The following clarifications and amendments have been made on the tender document and shall be deemed to form the Addendum

No.	Queries	KPLC's Response
1.	We wish to seek clarification on Tender Checklist item No. 10 "Submission of original verified list of completed works done within the last five (5) years and indicating the Size of the fiber plant or Power line plant and scope including and not limited to stringing of fiber on power lines, Splicing and jointing, installation of Giganet Passive Optic Network (GPON). Proof of working on power lines through authorization by KPLC, REREC, KENGEN and KETRACO (The list of executed works must verified by the corresponding agency. For KPLC the list of executed works must be verified by Manager, Service Delivery and	- Form EXP 4.1 under Section VI (page 52) has been amended to permit its application on provision of either fiber installation or power line construction services - The amended Form EXP 4.1 is attached herewith as appendix I .

	Telecoms at Stima Plaza. For the other Agencies, the relevant ICT Manager or equivalent shall verify (Form EXP 4.1)" which is not clear as to what kind of experience is expected of the bidder	
2.	<p>"Confirmation of and considering that the Bill of Quantities is duly completed, correctly computed, and signed and is in original KPLC format and not mutilated or typewritten"</p> <p>Kindly confirm if this means we MUST fill the prices by hand writing ?</p>	- No. Only the signature should be hand written.
3.	<p>The document specifies (Proof of working on power lines through authorization by KPLC, REREC, KENGEN and KETRACO). We have enough experience in Fiber installation and maintenance through Safaricom and our staff are certified by KPLC to work on powerlines.</p> <p>Kindly clarify if this is acceptable.</p>	<ul style="list-style-type: none"> - The tenderer shall provide proof of working on power lines by submission of Form EXP 4.1 that has been verified prior to the tender the tender closing time by the County Business Manager or his/her equivalent from KPLC or other Government agencies. - Definitions of Terms on page 5 has, therefore, been amended to include "(s) Other Government Agency" which shall refer to - Rural Electrification and Renewable Energy Corporation (REREC), KENGEN, KETRACO, ICT Authority (ICTA), Communications Authority (CA).
4.	As we prepare quotation on transportation of materials should we use your 3 defined stores as collection point depending on the county allocated?	<p>Yes. Bidder should use the following as materials collection point and quote based on the closest to the County being quoted for:</p> <ul style="list-style-type: none"> a) Donholm store (Nairobi South) b) Lanet Store (Nakuru) c) Mbaraki (Mombasa)
5.	<p>In road crossing/cutting you have defined it per road. Should we take consideration of already tarmacked roads for Thrust boring/drilling?</p> <p>In case at the point of excavation you encounter hard rock that requires concrete envelope how should it be handled?</p> <p>Different roads have varied spans should we quote per metre?</p>	<p>Quotes shall be per meter.</p> <p>The solution for road crossing/ cutting remains the preserve of the bidder to help him/her prepare a quote.</p>
6.	Section 4.1 of TENDER NO. KP1/9A.2/OT/005/ICT/24-25 on Fiber Installation/Construction services on	- The tenderer shall provide proof of working on power lines by submission of Form EXP 4.1 that has been verified prior

	<p>Power lines Experience . As a Tier 2 contractor engaged in fiber installation for both Tier 1 and Tier 2 clients, we have been working on KPLC poles for contractors who have agreements with Kenya Power, such as Safaricom and Zuku.</p> <p>In this context, we would like to understand who is responsible for signing off on the highlighted areas of Section 4.1. Since we do not have a direct contractual relationship with Kenya Power, Ketraco, or Rerec, it is unclear who should provide the necessary approvals and signatures.</p>	<p>to the tender closing time by the KPLC County Business Manager or his/her equivalent from other Government Agencies.</p> <ul style="list-style-type: none"> - Definitions of Terms on page 5 has, therefore, been amended to include "(s) Other Government Agency" which shall refer to - Rural Electrification and Renewable Energy Corporation (REREC), KENGEN, KETRACO, ICT Authority (ICTA), Communications Authority (CA) . - The amended Form EXP 4.1 is attached herewith as appendix I.
7.	<p>In reference to pages 40 and 41 of the tender document, specifically under Form PER-2, I would like to seek clarification regarding the requirement for Authorization to Work on Power Lines. Could you kindly confirm if this requirement applies to all personnel, including the Project Manager and Safety Officers, or if it is limited only to those directly involved in electrical works?</p>	<p>In the case of Form Per-2, Authorisation to work on powerlines is mandatory for the key personnel actively involved in any installation work on the powerline.</p>
8.	<p>Marks Tally on Page 33 of 150 and 34 of 150 maximum marks are not adding upto 155 as indicated it is 120.</p>	<ul style="list-style-type: none"> - The total maximum tally is 155. Note that 3.3.3 (a) and 3.3.4 (a) have been split and have a total of 20 and 45 marks respectively. - The amended Detailed Technical Evaluation under Section III is attached herewith as appendix II
9.	<p>Item no. 3.3.8 what document do we attach for you to earn these marks. We have worked with KPLC for Labour and Transport for some years now, but we are not officially authorized to do the switching.</p>	<ul style="list-style-type: none"> - Tenderers shall be required to submit reference letters from the relevant Government agency - The amended Detailed Technical Evaluation under section III is attached herewith as appendix II
10.	<p>Audited Financial Statements: The tender document requests audited financial statements for the past 18 months prior to the tender closing date. Since financial statements are prepared annually, would it be acceptable to submit the audited financial statements for the past two years?</p>	<ul style="list-style-type: none"> - The submitted audited financial statement shall not be older than 18 months from the date of the tender document.
11.	<p>Company Experience: For the company experience requirement,</p>	<p>Experience being sought is the fiber installation works on power lines</p>

	should the relevant experience strictly involve power lines and fiber installations for Kenya Power or government agencies only, or would power line projects undertaken for private entities also be considered?	
12.	Training Certificates for Power Line Works: Regarding the training certificate requirement for power line works, should the certificate belong to the company or specific personnel? Additionally, if the power lines worked on are private (and not KPLC-related), where can we obtain the training certificate?	<ul style="list-style-type: none"> - The amended Detailed Technical Evaluation under Section III is attached as appendix II - The tenderers shall be required to submit reference letters from the relevant Government agency
13.	Verification of EXP 4.1 Form: The EXP 4.1 form requires verification by KPLC or a government agency. If our experience is from private entities and not government projects, who should sign the verification? Alternatively, does this mean we need to submit the documents to KPLC for verification prior to tender closing and attach the signed form?	<ul style="list-style-type: none"> - The tenderer shall provide proof of working on power lines by submission of Form EXP 4.1 that has been verified prior to the tender the tender closing time by the County Business Manager or his/her equivalent from KPLC or REREC or KENGEN or KETRACO.
14.	FORM EXP - 4.1 is indicated to be signed by KPLC or another government agency. Would experience from Entities such as Safaricom apply?	<ul style="list-style-type: none"> - Only the Government Agencies defined under query no. 3 above are applicable.
15.	If a tenderer is not bidding for lots with active equipment why should they be scored on the same?	<ul style="list-style-type: none"> - The amended Detailed Technical Evaluation under section III is attached herewith as appendix II
16.	Can a bidder give a tender security for the preferred lots only?	<ul style="list-style-type: none"> - No. The tender security is for the tender and is fixed at Kshs 200,000.00 as per the TDS ITT 21.1 under Section II.
17.	Is advance or milestone payment applicable for mobilization	<ul style="list-style-type: none"> - No. Consequently, GCC 49.1 under section IX has been amended to read as GCC 50.1 stating that advance payment is not applicable. Payment shall be upon successful completion of allocated job. - GCC 50.1 under section IX has also been amended to read as GCC 51.

18.	If company has active EPRA but technician has upgraded his EPRA, and company has applied another EPRA to match that one of technician, is previous EPRA valid?	- As long as the current licence is valid
19.	Advise on since am L&T contractor can allow experience which It has been signed by Design and construction manager in kplc.	- This is Okay.
20.	Do we have to quote for all lots and write the prices in the BOQ	- You are allowed to quote for as many lots as you wish, and the process should be captured in the BOQ/ price schedule.
21.	Are we quoting constituency/sub counties as lot	The quotation is per county per lot.
22.	On the BQ Table 1 item No. 1 & 2 what is the unit of measure?	- Rates per service
23.	Inclusion of CA and ICTA certificate to the KPLC bid?	- This is not mandatory
24.	Is there a limit for lots to be bided for?	- There is no limit for lots to be bided for. However, a bidder can only awarded upto a maximum of 8 lots.
25.	If I want to bid for more than four (4) counties, do I attach a separate sheet or add more columns to the BQ?	- This is Okay.
26.	What form do we use to respond to criteria 3.1.11	- Refer to 4.3 FORM CON – 2 (Page 45)
27.	How do you maintain a non existing net work.	- Kenya Power already has an existing extensive fiber network which requires maintenance.
28.	What are the specific certifications requirements for technicians (active and Passive)And what are the certification requirements for working on powerlines	- Both academic qualifications and professional registration. - Refer to Appendix II
29.	During deployment period, have necessary approval to various regulatory bodies not limited to county government been made	- This will be the contractor's responsibilities.
30.	Can reduce number of k.m at least 300 km to 100km?	- This criteria has been revised to consider total number of KMS done in powerline construction and/or fiber installation. Refer to Appendix II
31.	Why do you need an EPRA license if we don't offer Energy Solutions?	- Power distribution network environment requires safety and security awareness which is governed by EPRA.

32.	Must we attach the attendance sheet for prebid meeting when submitting the tender?	- No, this is not required.
33.	What is the actual scope of work per county relating to the LOTS? What are the kms per county? Needs to be in public domain & clearly defined for evaluation.	- This is a framework contract based on unit rates. The actual scope will be defined during job allocation.
34.	Kindly clarify if AGPO are required to submit tender security or tender securing declaration form	- The tender is not reserved for AGPO or any other affirmative group and therefore the tender security is mandatory.
35.	Is KPLC Certification sufficient as proof of working on power line. Do we need to submit documentation from REREC, KETRACO?	- Certification from any of the listed agencies is acceptable.
36.	Must all the personnel have the authorization to work on the powerline and if all c1 and T3 can they be used?	- The minimum requirement is for the key staff to be able to receive limitation of access, which in KPLC is class 15-17.
37.	In case a bidder bids for more than one lot, is the bid bond amount still the same ksh.200,000?	- The amount for tender security is Kshs.200,000.00 irrespective of the number of lots you are bidding for.
38.	For companies having KPLC lease of Poles contracts and have trained staff, does that suffice as proof and Authorization of working on KPLC power poles/ lines?	- Yes. However, the authorization must be within 3 years from the date of issuance.
39.	What kind of insurance or indemnities are required from the contractor?	- Refer to Section IX - GCC 13.1 of the contract document. This will be required before contracting.
40.	What are the key performance indicators (KPIs) or service level agreements (SLAs) for this project?	- The specific KPIs (scope) will be defined during contract implementation.
41.	On Vehicle ownership, where All company vehicles are LEASED, is it a mandatory requirement for director to own one?	- For vehicle ownership you are required to provide log books but for leased vehicle the requirement is lease agreement form.
42.	Joint venture are not applicable is contradictory. Can this be dropped ?	- No. JVs are not applicable for this tender.
43.	Your market rates are quite low compared to the current market rate. Can you review this?	- Bidders are free to quote based on the prevailing market rate since engineers estimates are not fixed.
44.	Does experience from entities like Safaricom suffice, or is it only government entities that are considered?	- The requirement is provide proof of working on powerlines not working for Safaricom.
45.	In regard to EPRA registration, which class is required?	- The minimum requirement is EPRA license minimum C2 and / or CA (Communications Authority) License – Minimum Network Facility Provider (NPF) Tier 3 and above or Telecommunication Contractor (TEC) or ICTA Network Accreditation Category 3 and above - See appendix III (3.1.3)

2. TENDER CLOSING DATE

The Tender closing date is extended to close on **7th November 2024 at 10.00 am**. Thereafter the tender will be opened at the Institute of Energy Studies and Research (IESR) next to Utalii Hotel, off Thika Road, at **10:30 am**.

All other terms and conditions remains as per the Principal Tender Document (PTD)

Yours faithfully,

For: **THE KENYA POWER & LIGHTING COMPANY PLC**



DR. JOHN NGENO, OGW
GENERAL MANAGER, SUPPLY CHAIN & LOGISTICS

APPENDIX I

4.1 FORM EXP - 4.1

Fiber Installation or Power line Construction services on Power lines Experience

Tenderer's Name: _____
Date: _____
JV Member's Name _____
ITT No. and title: _____

Page _____ of _____ pages

Brief description of Fiber Installation / Power line construction Services offered in the past three years:

Experience of the company in Fiber Installation or Power line construction services on Power lines:

<i>Project Name</i>	<i>Ref. No.</i>	<i>Type of Fiber Plant or Powerline</i>	<i>Scope (kms of line, No. of Kms installed)</i>	<i>Contract Amount In Kshs.</i>	<i>Commence ment Date</i>	<i>Completion Date</i>

Verified By:

Name S/No.....

County Business Manager / Title of Other Govt Agency Authorized Network Manager

Date..... KPLC / Other Govt. Agency Stamp.....

NOTE:

1. Bidders may attach a separate sheet if the declared number of projects cannot fit in the above table.
2. Only a scanned original form(s) shall be accepted.

APPENDIX II

Detailed Technical Evaluation

Detailed evaluation shall be carried out according to items 3.3.1 – 3.3.7 of detailed evaluation table below. NB: Only Bidders who score 75 percent (%) and above in the Technical evaluation stage will be eligible for financial evaluation only if they qualify in compliance with Parts I and II i.e. Preliminary and Technical stages which may include visit to confirm location of the cited tools, equipment, offices and yard.

No.	Criteria	KPLC Requirement & Scores	Bidder's Response Marks
3.3.1	<p>Experience as a contractor in the construction and completion of Fiber Installation works or Power lines construction: -</p> <ul style="list-style-type: none"> a) Successful construction and completion of Fiber Installation works or power lines construction measuring cumulative length of over 300 km; b) Successful construction and completion of Fiber Installation works or power lines construction measuring cumulative length of at least 200 km; c) Successful construction and completion of Fiber Installation works or power lines construction measuring cumulative length of at least 100 km d) Successful construction and completion of Fiber Installation works or power lines construction measuring cumulative length of at least 50 km <p>(NB: Bidder to attach completion certificates as evidence and duly filled and signed (FORM EXP 4.1 forms)</p>	<ul style="list-style-type: none"> a) Maximum marks are 10 b) Maximum marks are 9 c) Maximum marks are 6 d) Maximum marks are 3 	
3.3.2	<ul style="list-style-type: none"> a) Experience as a contractor in Fiber Installation services or Power lines construction (Each project is 2 marks); b) Successful construction and completion of at least 5 projects Successful construction and completion of at least 4 projects (c) Successful construction and completion of at least 3 projects <p>(NB: Bidder to attach relevant evidence of duly filled and signed FORM EXP 4.2 (a) forms)</p>	<ul style="list-style-type: none"> a) Maximum marks are 10 b) Maximum marks are 8 c) Maximum marks are 6 	
3.3.3	<p>Project Manager with at least 3 years' experience in managing Projects for Fiber plant with a minimum of 50km of ADSS or 300 km on power lines. Evidence of registration with relevant professional bodies.</p> <ul style="list-style-type: none"> a) Degree and above in Electrical Engineering/ICT or related field with at least 3 Years' Experience in Project management and professional body registration b) Higher Diploma in Electrical Engineering/ICT or related field with at least 3 Years' Experience in Project management and professional body registration c) Diploma in Electrical Engineering/ICT or related 	<ul style="list-style-type: none"> a) Degree & above (10 Marks) <ul style="list-style-type: none"> - At least 3 years' experience (5 marks) - Professional body registration (5mrks) b) Higher Diploma - 5 Marks <ul style="list-style-type: none"> - At least 3 years' experience (5 mrks) - Professional body registration (5mrks) 	

No.	Criteria	KPLC Requirement & Scores	Bidder's Response Marks
	field with at least 3 Years' Experience in Project management and professional body registration (Provide detailed CV accompanied by relevant certified academic and professional certificates. Telephone contacts must be provided <i>duly filled and signed Form PER-2</i>)	c) Diploma- 3 Marks -At least 3years experience (3mrks) - Professional body (5 marks)	
3.3.4	Evidence of ownership of an appropriate transport fleet, power line tools and equipment for Fiber Installation services or power line construction NB: Attach duly filled FORM EQU and list with and photos of equipment and tools. Attach list of owned / leased vehicles and proof of ownership (Logbook/lease agreement).	a) List of transport fleet (2no vehicles and above) with evidence -20 Marks -Below 2 = 0 marks a) List and evidence of Power lines tools - 15 Marks a) List and evidence of fiber installation equipment - 10 Marks	
3.3.5	Qualification of the Safety Officer who will actively be involved in the proposed project. Evidence of registration with relevant professional bodies. - Provide valid first aid certificate, evidence of training in fire, Electrical training in Occupational Safety & Health (OSH). (Provide detailed CV accompanied by relevant certified academic and professional certificates. Telephone contacts must be provided.	a) Evidence in first aid, training in fire and OSH – 20 marks b) Degree & above – 5 marks c) Diploma & above -3 Marks d) Certificate - 1 Marks	
3.3.6	Qualification of the Key Technical person (Passive or Active Network) who will actively be involved in the proposed project. Evidence of academic qualification (Engineering / ICT). (Provide detailed CV accompanied by relevant certified academic. Telephone contacts must be provided)	a) Degree & above -30 Marks b) Diploma - 20 Marks c) Certificate & above- 10 Marks	
3.3.7	Registration with relevant professional body of the Key Technical person (Passive or Active Network) who will actively be involved in the proposed project. Evidence of registration with relevant professional bodies. (Provide detailed CV accompanied by professional certificates. Telephone contacts must be provided)	a) Professional Registration – 10 marks - No registration – 0 marks	
3.3.8	Confirmation or authorization to work on power lines network environment. Attach evidence of reference letters or training certificates from KPLC / other Government agencies	Attach Reference letter or training certificate – 10 marks	
	TOTAL (PASS MARK IS 75%)	155 (Max)	

APPENDIX III

Part I - Preliminary Examination Criteria.

These are mandatory requirements. This shall include confirmation of the following: -

- 3.1.1 *Submission of Tender Security - Checking its validity, whether it is Original; whether it is sufficient; whether it is authentic; whether it is issued by a local Bank/institution and whether it is strictly in the format required in accordance with the sample Tender Security Form(s).*
- 3.1.2 *Submission of the following duly completed and signed forms:*
 - (a) *Form of Tender*
 - (b) *Certificate of Independent Tender Determination*
 - (c) *Self Declaration Forms as hereunder:*
 - *Confidential Business Questionnaire*
 - *Form SD1*
 - *Form SD1&SD2*
 - (d) *Declaration and Commitment to the Code of Ethics*
 - (e) *Form EL1 1.1 – Tenderer Information Sheet*
 - (f) *Form EL1 1.2 (if applicable) – Party to JV Information Sheet*
- 3.1.3 *Submission and considering the following: -*
 - a) *Company or Firm's Registration Certificate*
 - b) *PIN Certificate.*
 - c) *Valid Tax Compliance Certificate.*
 - d) *Valid Business Permit*
 - e) *Valid AGPO Certificate (where applicable)*
 - f) *Valid EPRA license - Minimum C2 and / or CA (Communications Authority) License – Minimum Network Facility Provider (NPF) Tier 3 and above or Telecommunication Contractor (TEC) or ICTA Network Accreditation Category 3 and above*
 - g) *Evidence of ownership of Power line Tools and Equipment for Fiber Installation services and authorization to work on power lines network environment – Duly filled Form EQU*
 - h) *Verified list of works done within the last 5 years ; Duly filled Form EXP 4.1*
 - i) *Duly filled commitment to carry out quality works*
 - j) *Established safety program and work policies*
- 3.1.4 *That the Tender is valid for the period required.*
- 3.1.5 *The tenderer must be registered with National Construction Authority with a valid Practicing license for at least NCA 8.*
- 3.1.6 *Duly filled personnel experience Forms; PER 1 & PER 2, with full contact, certified academic certificates, as well as detailed Curriculum Vitae (CV) for the three main persons:*
 - *Key Technical person-(Passive Network)*
 - *Key Technical person-(Active devices configuration)*
 - *Project Manager*
 - *Safety officer*

NB: Academic certificates must be certified by an Advocate or commissioner for oaths. All copies of certificates must be accompanied by copies of IDs, Signature and Tel. numbers of the owners.

- 3.1.7 *Submission of a complete and current CR12 Form (dated within 12 months before date of tender opening) obtained from the Registrar of Companies showing the Directorship and their respective shareholding of the firm, and in case of a corporate shareholder, bidders must separately submit a CR12 Form of the corporate shareholder until all the human Directors and their shareholding are disclosed.*
- 3.1.8 *Submission of financial statements and duly filled FORM FIN -3.1 and confirming that the audited financial Statements are those that are reported within eighteen (18) calendar months of the date of the tender document together with a copy of the Auditors/Audit Firm **valid ICPAK practicing license**. (For companies or firms that are registered or incorporated within the last one calendar year of the Date of the Tender Document, they should submit certified copies of bank statements covering a period of at least six months prior to the date of the tender document. The Bank issuing the statements should certify the copies. The certification should be original).*
- 3.1.9 *Power of Attorney authorizing the signatory of the Tender to commit the Tenderer in accordance with the Tender requirements. Proof of authorization shall be furnished in the form of power of attorney which shall accompany the tender if the signatory to the tender is not a director of the company (provide name and attach proof of citizenship of the signatory to the tender).*
- 3.1.10 *Submission of duly filled and signed FORM CON -2 Historical contract non-performance, pending litigation and litigation history.*
- 3.1.11 *Record of **unethical, unsatisfactory or default** in performance obligations in any contract or tender shall be considered. This shall include any Tenderer with **unresolved case(s) or default** in its performance obligations for more than two (2) months in any contract or Tender.*
- 3.1.12 *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.