



Kenya Power

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Our Ref: KP1/9A.2/EOI/002/ICT/24-25/JN/ewo

Date: 4th July 2025

TO:

ALL PROSPECTIVE BIDDERS

Dear Sirs/ Madams

RE: ADDENDUM NO. 2 TO REFERENCE NO: KP1/9A.2/EOI/002/ICT/24-25
COUNTRY: KENYA FOR REQUEST FOR EXPRESSION OF INTEREST FOR PROPOSALS FOR
IT & OT SOLUTIONS FOR A LARGE POWER UTILITY

Please refer to the above Tender.

The following clarifications and amendments are made to the Principal Request for Expression of Interest for Proposals for IT & OT Solutions for a Large Power Utility

1. RELATIONSHIP WITH THE PRINCIPAL TENDER DOCUMENT

Save where expressly amended by the terms of this Addendum, the PTD 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 and construed as part of the PTD.

2. CLARIFICATIONS EXPRESSION OF INTEREST.

EOI Document Section	EOI Text	Clarification Sought	Kenya Power Response
4. SUBMISSION DEADLINE	Submission Deadline	We would like to request an additional 4 weeks extension to the submission deadline in order to have sufficient time to source partners and form the necessary consortium and assemble all necessary documentation to comprehensively answer this EOI which has significantly complex requirements.	Extend by 4 (four) weeks.
5. ELIGIBILITY AND REQUIREMENTS	6. Consultants must provide	Customer proposals, signed contracts,	Bidders can provide

5.1 Eligibility and Evaluation Criteria	<p>detailed documentary evidence of their eligibility and qualifications including:</p> <p>...</p> <p>c) Two (2) previously implemented Project proposals as proof of their general and specific experience as detailed in 4 and 5 above that include</p> <p>i. Detailed Technical Proposal</p> <p>ii. Implementation plan and methodology</p> <p>iii. Signed contracts, purchase orders and total cost of ownership.</p> <p>iv. Commissioning and/or completion documents.</p> <p>v. Provide email and telephone contacts for reference sites.</p>	<p>purchase orders and contact information are confidential information and therefore not legal to share as part of a proposal to a third party. Therefore it may not be possible to fulfil this submission requirement.</p> <p>We are able to provide lists of similar projects done with some high level details, but the details sought in the EOI can only be availed with the consent of the respective clients which is not available at this time.</p> <p>Can this requirement be removed or re-written to fit within what is legally possible?</p>	whatever is legally admissible.
	There are various references to Cloud services in the EOI document.	Are there any legal constraints that limit which applications or technologies Kenya Power can deploy on the cloud?	There are no specific legal constraints provided it aligns with the Data Protection Act 2019.
5.9 Award of Pre-Qualification Tender	b) Subject to Clause 5.10, KPLC will invite the pre-qualified Bidders whose bids have been determined to	At the point of RFP issuance after EOI, will it reflect the entire EOI as currently structured?	These requirements are limited to the EOI process only. KPLC will determine the next phase of the process.

	be substantially responsive, to participate in a subsequent substantive Request for Proposal (RFP) Tender, provided further that the Bidders are determined to the qualified to perform the Project satisfactorily.		
Eligibility and Evaluation criteria	Bidders are required to submit a list of ALL the lots and components that they have chosen to participate in the EOI	Is it mandatory to bid for the entire LOT or can we bid for only specific items within certain LOTs ?	Bidders are required to bid for the entire LOT
Submission format for Multiple LOTS		In the event that the bidder is interested in more than 1 LOT, are we required to submit separate proposals for each lot, or should all selected lots be combined into a single submission?	Submissions can be done separately or combined provided they are complete
Supporting Documentation		Kindly confirm whether supporting documents such as technical brochures or descriptions of the proposed solutions/ services should be embedded within each proposal or they may be submitted as separate annexes	The supporting documents must be embedded each Proposal / Lots.
Commercial Submissions		Please confirm that no commercial / financial information is expected at this expression of interest stage.	The EOI does NOT ask for financial proposal
EOI Submission		Do you expect a technical proposal only ? Or do it need to have a financial proposal as well ? Or shall the financial proposal be subject to the RFP Stage ?	The EOI does NOT ask for financial proposal

EOI Submission		Also appreciate to clarify if you require only license part or also implementation/service in the submission	Refer to the EOI document for specific requirements for each Lot
		<p>1.On the below artifact on page 138 of the document LN-01, kindly clarify if we need to refer specifically to KPLC current LAN architecture as well as future needs.</p> <p>2.With reference to 5.1 Eligibility and Evaluation Criteria item 6 c, request for two (2) previously implemented project proposals, including detailed technical proposals, implementation plans, and methodologies, we would like to respectfully note that such documents often contain proprietary and confidential information considered intellectual property. As such, sharing full documentation may not be feasible. However, we are pleased to provide comprehensive descriptions of the relevant past projects, highlighting the scope, objectives, methodologies applied, implementation strategies, and outcomes achieved. We trust that these detailed summaries will sufficiently demonstrate our general and specific experience as required under Sections 4 and 5.Please let us know if this approach is acceptable or if there are alternative formats in which we may present this information to meet your evaluation needs</p>	<p>Bidders are expected to simulate a comparable network of a utility using information that is in the public domain. Network simulations are allowable to present the current and future needs</p> <p>Detailed summaries that do not infringe on confidentiality should be permissible.</p>

3. CHANGE OF EXPRESSION OF INTEREST CLOSING DATE.

Bidders are notified that the Expression of Interest closing date has been changed from **8th July 2025 at 10.00.am** to **5th August 2025 at 10.00.am**. Thereafter the bid will be opened online at 10.30 am on the closing day at Stima Plaza 3rd floor.



HAROUN OTIENO
AG. GM SUPPLY CHAIN & LOGISTICS

