Kenya Power

The Kenya Power & Lighting Co. Ltd.
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Stima Plaza, Kolobot Road

Our Ref: KP1/9A.2/OT/020/ICT/26-27/JN/jkn **12th November 2026**

To:
ALL PROSPECTIVE BIDDERS

Dear Sir/Madam,

ADDENDUM NO.1 TO THE TENDER NO KP1/9A.2/OT/020/ICT/26-27 FOR PROCUREMENT OF INFORMATION SECURITY SOLUTIONS (ANTI-DDOS,XDR/EDR,IDPS)

The following clarifications 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.

2. CLARIFICATION

The following clarifications were sought on the tender document and shall be deemed to form the Addendum

Minimum Specification/ Requirement	Query from Prospective Bidder	KPLC Response
Accreditation Requirement	We note that **Clause 3.1.8 (d)** requires bidders to provide *Valid ICT Authority Accreditation – End User Computing Devices, Levels 1–2*, as a mandatory eligibility requirement for Lot 2. While bidder possesses the requisite technical expertise, infrastructure, industry partnerships, and demonstrated capability to deliver enterprise-grade EDR/XDR solutions, the specified accreditation category does not align with the nature of the cybersecurity services being procured or Bidder's service classification. Consequently, this requirement would technically disqualify us despite our capability to deliver the intended solution	The requirement for ICTA – End User Computing Devices Certificate shall NOT be a mandatory requirement for all the three lots. **Delete** : "*Valid ICT Authority Accreditation – End User Computing Devices Levels 1-2 - Applicable for LOT 2 (EDR/XDR)*"

	a) *Valid ICT Authority Accreditation – Information Security Level 1-2 Applicable for ALL LOTS* b) *Valid ICT Authority Accreditation – Networks Level 1-2 Applicable for ALL LOTS* c) *Valid ICT Authority Accreditation – Systems and Applications Level 1-2 Applicable for ALL LOTS* d) *Valid ICT Authority Accreditation – End User Computing Devices Levels 1-2 - Applicable for LOT 2 (EDR/XDR)* **We therefore respectfully request Kenya Power to review and remove this specific accreditation requirement under Lot 2**, or consider an appropriate alternative accreditation aligned with cybersecurity solution delivery. This amendment would promote broader and more competitive participation by technically qualified bidders while providing Kenya Power with an opportunity to benefit from bidder's state-of-the-art cybersecurity solutions, technical expertise, and enterprise support capabilities. We believe this consideration would support Kenya Power's objective of securing a robust, reliable, and future-ready information security solution that effectively addresses its operational and business requirements.	
The solution shall support a high-availability architecture comprising two (2) appliances, providing redundancy, automatic failover and uninterrupted DDoS protection in the event of an appliance failure.	Must we quote 2 appliances, or can we quote one appliance with internal bypass that will fulfill the availabilty requirement?	KPLC has **two** (2) datacentres with **two** (2) ISP breakout points for each datacentre. **One** (1) appliance will leave the other data center exposed
Each appliance shall support a minimum traffic-processing throughput of 10 Gbps scalable to 40 Gbps	Can we quote a device that supports 10Gbps throughput now, and for future expansion faciliate an equipment upgrade?	The tender allows a traffic processing throughput of 10Gbps. However, due to ICT growth strategy, KPLC requires it to be scalable to **40Gbps** to cater for future needs
Network interfaces (on each device), 1/10/40 G (Copper Ethernet) – Up to 8 (2x4) - Modular	If the requirement for 40Gbps is required now, please confirm if we will need the copper interfaces.	**Yes** the copper interfaces are needed. 40GBs is a provision for Data center bandwidth expansion that is in progress
The Solution must be capable of application security for individual applications on Web DDOS	Will this be a current or future requirement? If it is a current requirement, what throughput should we consider?	It's a current requirement. A throughput of **5-10Gbps** is acceptable

Protection for 5 critical applications.		
The solution shall support hybrid DDoS protection, combining on-premises mitigation with cloud-based traffic diversion and scrubbing when attack traffic threatens to saturate available internet bandwidth.	Will this be a current or future requirement? If it is a current requirement, what throughput should we consider?	Current requirement with the minimum cloud scrubbing capacity of **100Gbps**
Tender Closing Date	We Request for an extension of the closing date to allow us more research time to come up with a solution that meets the set out requirements	We have limited time to complete these procurements. Tender closing extended to **23rd November 2026**
We are a Canadian provider of cybersecurity technologies, including XDR, NDR, EDR, and more. We have a US Patent for our products. We are interested in your request for proposals (Lots 2 and 3). We are ISO 27001, SOC 2 Type 2, and CMMC Level 2 certified. Our technologies are used in critical infrastructure in Canada (aerospace, defense, finance, manufacturing, etc.) as well as in West Africa. However, we are not listed in Gartner or Forrester.	I would like to know if the Magic Quadrant criterion is a disqualifying factor.	This is qualifying technical requirement We desire to procure a solution that is highly rated considering KPLC is large public organization and part of Kenya's critical power infrastructure
Each appliance shall support a minimum traffic-processing throughput of 10 Gbps scalable to 40 Gbps	While we appreciate the need to accommodate future growth, specifying 40 Gbps capacity against an immediate requirement of approximately 10 Gbps may result in significant additional capital expenditure without delivering corresponding immediate operational value. Based on our industry experience and deployments within comparable, and in some cases larger, organisations, **5 Gbps of clean-traffic throughput is often sufficient for normal operational requirements.** We therefore consider 10 Gbps a generous and prudent starting capacity, providing adequate headroom for growth. Our recommendation is that KPLC prioritises a 10 Gbps throughput requirement at this stage, monitors actual traffic utilisation and	The tender allows traffic processing throughput of **10Gbps**. However, due to ICT strategy, KPLC requires it to be scalable to **40Gbps** to cater for future needs

	scales up when measurable demand justifies the investment. This approach ensures that KPLC achieves the required security performance while maintaining cost efficiency, avoiding premature over-provisioning and maximising value for money. Future scalability can remain an important consideration without making it an immediate and potentially unnecessary budget burden.	
Joint Ventures	Tender is not currently clear whether JV is allowed or not and the maximum number of JVs allowed. Please clarify.	***Joint Venture not allowed for this tender***
Reference Sites	The tender states a preference for Kenya-based references sites, please confirm if international ones are acceptable under this tender	A minimum of **three (3)** Reference sites for the specific proposed solution per tenderer, with at least **two** of them being **Kenyan** customers.
	The time allowed between Tender Publishing and submission date is too short. Please allow submission date extension by a further two(2) weeks.	We have limited time to complete the procurements. Tender closing extended to **23rd November 2026**
The proposed XDR/EDR solution should be positioned in the LEADERS quadrant in at least two (2) of the four (4) independent technology research and vendor evaluation frameworks, namely Gartner Magic Quadrant, Forrester Wave, QKS Group SPARK Matrix™ and IDC MarketScape in the year 2026 published reports.	Some very capable XDR/EDR solutions are not listed in these research reports because of specific qualification criteria that are not technical but rather qualitative based on the analysts' bias. We ask Kenya Power to also accept proposals for XDR/EDR solutions that have achieved the below technical test certifications and Total Cost of Ownership (TCO) calculated for each product based on a 5 year deployment for 5,000 deployments since they offer proven security effectiveness and not just analyst opinions like Gartner, Forrester Wave, IDC, & QKS. 1. Certified Status in AV-Comparatives 2025 Endpoint Prevention and Response (EPR) Test AAA rating in SE Labs 2025 Advanced Security EDR Protection with 100% Protection Accuracy, 100% Legitimacy Accuracy, and 100% Total Accuracy	We consider the 4 Technology research and vendor evaluation frameworks adequately objective in their evaluation and optimum for this tender. We desire to procure a solution that is highly rated considering KPLC is large public organization and part of Kenya's critical power infrastructure
Solution must support High Availability	What sort of High Availability is being sought since it has been requested that the solution be hosted in cloud? Or is Kenya Power looking for a hybrid deployment where some components of the solution are deployed in cloud and others on-premises?	We desire a **cloud-based** solution, with availability of **99.9%** where possible.
statements in the minimum Requirements no 2 and 3		

		MAF	*The tenderer must be duly categorized among the top THREE (3) OEM partner levels for the proposed solution* ***Attach Manufacturer's Authorization as per the MAF template provided.***
		Reference Sites	*The vendor must have supplied, installed, configured and commissioned the specific proposed solution, for at least 3 clients, preferably in Kenya.* ***(Attach at least 3 reference letters***
		Professional experience	*The vendor must have a minimum of three (3) engineers who are certified in implementation for the proposed solution.* *(Applicable for ALL LOTS)* ***Certifications for each engineer must be attached***
		Q. Does **vendor** in this case refer to the OEM? We also request an extension of at least 7 (seven) days on the closure date of the Tender.	This applies to the Tenderer/Partner, NOT the OEM This applies to the Tenderer/Partner, NOT the OEM This applies to the Tenderer/Partner, NOT the OEM The time provided is considered adequate. Tender closing extended to **23rd November 2026**
		• Do you allow for a joint venture for either or all the LOTS in the tender	**Joint Venture not allowed for this tender**
•	For Lot 1 Anti DDOS-The specific request is for a physical, hardware-based DDoS protection solution.	Which includes two physical appliances, a minimum throughput of 10 Gbps per appliance, scalability to 40 Gbps, and other hardware-specific features such as modular interfaces, internal bypass, and redundant power supplies. Are you open to considering a cloud-based alternative.	**Two** On Premise Physical appliances are desired

3. <u>TENDER CLOSING DATE</u>

The tender closing date has been extended from **18th November 2026** to **23rd November 2026** at **10:00am.**

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

Yours faithfully,
For: **THE KENYA POWER & LIGHTING COMPANY PLC**

HAROUN OTIENO
<u>FOR : GENERAL MANAGER, SUPPLY CHAIN & LOGISTICS</u>