



OUR REF: KEBS/T029/2023/2024

2nd May, 2024.

TO ALL INTERESTED BIDDERS.

REF: ADDENDUM NO. 1 TO THE TENDER NO. KEBS/T029/2023/2024- A THREE-YEAR CONTRACT FOR THE PROVISION FOR PRINTING OF KEBS STANDARDIZATION MARK STICKERS

Please refer to the above tender.

1. RELATIONSHIP WITH THE PRINCIPAL TENDER DOCUMENT

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

The provisions of this addendum shall be considered to have been incorporated and shall be read as part of the principal tender document.

The following clarifications are made to the principle tender document.

2. CLARIFICATION HAVE BEEN SOUGHT AS FOLLOWS:

No.	Tender Reference	Clarification Requested	KEBS Clarification
1.	General	We sent a clarification request by email letter on 27 March 2024 asking for a delay to the submission date from 16 April 2024 to 7 May 2024 in order to have the necessary time to respond to the tender. We have not received a response as of 4 April 2024.	The tender closing date has been revised. The tender shall be closed on Thursday 23 rd May 2024. The time for submission and opening remains the same as indicated in the Tender document (Refer to ITT23.1).
2.	General	Could KEBS provide details of the required implementation timeline for the contract?	This is a three-year contract where the successful tenderer would be expected to commence implementation within 3 months of signing the contract
3.	P. 27 point 5	Can KEBS clarify what are the expected diplomas in securityprinting?	This simply means having qualification in security printing attested by a diploma certificate or its equivalent issued by a competent authority in the country of training
4.	P. 30 ITT 30.1 & p.32 Section III point2.	Could KEBS confirm that the financial offer will only be evaluated through the total royalties amount payable to KEBS? Could KEBS please clarify how this articulates with SECTION III point 2 point (iii) "is determined to have the Lowest Evaluated Tender price shall be selected for award of contract"	The financial evaluation will be carried based proposals submitted by the tenderer as indicated in Section III 3(a) page 38. Both the proposed sticker price and royalty fee payable to KEBS will be considered.

5.	P. 33 point vi and p. 34 point 9	As a global organization, sites performing different functions are not located together and hold the ISO certifications relevant to their function. This is a well-established model used by many international firms who establish sites with different competencies around the world. Given this, it seems restrictive to insist a bidder in an international tender locates all their competencies at one location. Is it acceptable to KEBS if the bidder has ISO certifications at separate locations?	The requirement remains as stated in the tender document.
6.	P. 33 point vi and p. 34 point 9	Is NASPO certification to Governmental Level acceptable as an equivalent certification to Intergraf? Intergraf and NASPO are generally recognized to be the two leading global bodies for accreditation of the standard. It is quite unusual in a tender document to restrict the bidder to a specific certification body.	The requirement remains as stated in the tender document.
7.	P. 33 point 1) vii	Can KEBS please clarify the scope and estimated volume of products to be marked? Can KEBS also confirm that the requested SM marks will be applied on all domestic manufactured products?	All imported products intended for retail in the local market will be marked while only a few selected domestically manufactured products will be marked with the secure standardization mark. As indicated in the tender document, the total estimated volume is 50 million stickers per month
8.	P. 33 point 1) vii	As SM marks are applied to a wide variety of products, could KEBS provide bidders with the opportunity to perform site visits before the proposal submissions?	As rightfully pointed out, Standardization marks are applied to a wide variety of locally produced products hence a visit to all these manufacturers is not attainable within the tender period. Consequently, no visits to local manufacturers will be performed before the proposal submissions. However, since these are standard processes, tenderers are expected to prepare their proposals based on their past experiences.
9.	P. 33 point 1) vii	Excisable products are already marked with secure tax stamps. Additional marks represent extra investment and costs to the industry such as more label applicators, additional printing equipment and an increase in product waste. Moreover, some products don't have a viable surface for dual marking and some products are not adapted for labelling. How does KEBS intend to accommodate such constraints?	This is an implementation issue that is not relevant at this stage.
10.	P. 33 point 1) vii	Could KEBS provide some volumetric information regarding the number of domestic factories and their related line of production? Same question for importers.	The estimated number of stickers per month is already given in the tender document. Kindly refer to page 33 (Item No. 1 vii)

11.	P .33 point 1) vii	Can a bidder propose a split between small (manual application/activation) and large manufacturer (automatic application and activation)?	Refer to clarification given for Question No. 10
12.	P. 35, point 2i and ii a) and b)	Would KEBS accept evidence of a successful paper-based stamps contract complete with traceability system for excisable goods for a Government Revenue Authority in place of a National Standards Body?	No. The tender requirement stated in page 35 remains as is.
13.	P. 35, point 2 iii	Can the contract evidence be from a Government Authority such a Revenue Authority or similar for excise track and trace contracts?	Refer to clarification given for Question No. 12 above
14.	P. 36 point 6) ix	Is the successful bidder responsible for all the equipment purchase/ installation/ support on the production lines? Also, is the chosen supplier responsible for proper label application, or is this the responsibility of the manufacturer/importers?	This will be the responsibility of the manufacturer/ importer
15.	P. 37 point 6) viii	Would KEBS consider other security features rather than holograms and appreciate more secure and cost-effective alternatives?	The requirement remains as stated in the tender document
16.	P. 42 point 2	Could KEBS clarify if items such as local taxes (and in particular import duties) could be part of the 40% rule form? Is the 40% rule form part of the Financial Proposal or the Technical Proposal as it contains price information?	Response: 40% Rule does not in any way relates to import duties and the same shall apply during Technical Proposal Evaluation. Please refers to PART XII— PREFERENCES AND RESERVATIONS IN PROCUREMENT of Public Procurement and Disposal Regulation 2020 for more details.
17.	P. 44 point 6	Type of Conflict no. 6 doesn't appear to be a conflict. The tenderer will provide goods, works and services during the implementation of the contract. How should the bidder respond here?	Response: This is a Standard Tender Document as provided by the Public Procurement and Regulatory Authority and the same can be access through PPRA website.
18.	P. 58 and p. 59	The RFP contains 16. FORM OF TENDER SECURITY (Demand Bank Guarantee) and 17. TENDER – SECURING DECLARATION FORM. Is it admissible to provide form 17. TENDER – SECURING DECLARATION FORM?	Correction: Tender – Securing Declaration Form is not admissible to tender No. KEBS/T029/2023/2024 and therefore expunge from this tender document. Please adhere to 16. FORM OF TENDER SECURITY (Demand Bank Guarantee)
19.	Question: IT 23.1	Would KEBS consider extending the due date of the tender by 30 days?	Response: Refer to general question no. 1
20.	Question: ITT 30.1	Is the maximum stated price of Kshs. 2.00 per sticker exclusive of taxes?	Response: The price is exclusive of taxes
21.	Question: ITT 30.1	Will KEBS be responsible for paying the successful bidder directly the sticklers?	Response: No. The stickers will be purchased directly from the successful bidder by importers and manufacturers.

22.	Question: Section III	1) Eligibility, vii: What is KEBS demand forecast for stickers, annually and over the course of the contract period? Does KEBS expect monthly delivery?	Response: The forecast is a minimum of 50 million stickers per month and KEBS expect the successful bidder to be able to meet this demand monthly.
23.	Question: Section III	1) Eligibility, vii: Where is the bidder expected to deliver the standardization mark stickers?	Response: The successful bidder will be expected to have its own local storage facilities for standardization mark stickers
24.	Question: Section III	1) Eligibility xvii: Since ITT 30.1 states, "The tender shall be awarded to the bidder who shall provide the highest royalties payable to KEBS.....". Would you please confirm that the margin for preference will be applied to the royalty specified by the bidder?	Response: The margin for preference will NOT be applied to the royalty specified by the bidder.
25.	Question: Section III, 3)	3: If bidder is able to provide sufficient evidence that its Anti-bribery Management System exceeds the requirements of ISO 37001, would that be sufficient for KEBS in lieu of an ISO 37001 certificate?	Response: No. The tender requirement remains as is.
26.	Question: ITT 12.2	(f) 6 viii: Whose responsibility is it to procure the high-speed automated label application equipment and apply the stickers to the products:	Response: This will be the responsibility of the importer or manufacturer
27.	Question: Section III, 3)	7i: Would KEBS provide annual quantities that it estimates that direct printing would apply to? Where would the direct printing take place?	Response: No annual estimate available at present. However, where such direct printing is required, the printing will be done by the importer or manufacturer.
28.	Question: Section III, 3)	7I: Since the application equipment for the stickers is not the responsibility of the bidder, should any alternative solution involving direct printing applicator equipment be excluded from the bidder's pricing?	Response: Bidders are expected to propose methodology for undertaking such direct printing.
29.	Question: Section IV	8: What is KEBS timeline expectation to produce and deliver the first shipment of stickers and the subsequent ordering pattern and delivery requirements	Response: Successful bidder will be expected to produce and deliver the first shipment within 3 months of signing the contract and thereafter be able to deliver a minimum of 50 million stickers monthly.
30.	General	In relation to the tender referenced above, we would like to request clarifications on the Tender Document re the process outlined in SECTION II - TENDER DATA SHEET, clause ITT 7.2 on page 26.	This refers to any clarifications sought by the tenderer should be put in writing and to reach the Procuring Entity Seven Days before the tender closing date. Refer to ITT23.1 to addresses stated therein.
31.		Can KEBS confirm that the proposed selling price of 2 shs per sticker is exclusives of taxes?	Response: The price is exclusive of taxes
32.		What is the minimum number of stickers that can be sold to an importer or	The minimum number of stickers that can be sold to an importer or

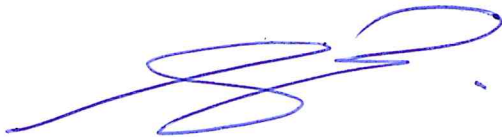
33.		Can KEBS consider equating the proposed selling price to US dollar to address the fluctuating exchange rate?	The currency stated in the tender document page 31 ITT 37.1 remains as is.
34.		Can KEBS confirm that Tender Security format issued for Bank Guarantee can be used for Insurance?	Tender Security format issued for Bank Guarantee can not be used for Insurance and remain as is in ITT 17.1 in the tender document KEBS/T029/2023/2024

3. DEADLINE FOR SUBMISSION OF TENDER

The tender closing date has been revised. Refer to the general question No. 1

All the other terms and conditions remain as per the tender document.

Yours



Jane Ndinya
CHIEF MANAGER – SUPPLY CHAIN

