

ADDENDUM NUMBER 2 OF TENDER NO. KEBS/T041/2017-2020

CLARIFICATIONS AND RESPONSES TO QUESTIONS

1. ISO 14298 is an international standard developed by International Organization for Standardization (ISO) which no federation or association can claimed ownership of. Intergraf is a European membership Federation for print and digital communication that promotes and protects the interest of the printing and graphic industry. Similar membership federations exist in other regions, for example NASPO International draws membership mainly from the Americas. These federations support their members in obtaining certification to ISO 14298 from accredited certification bodies. Therefore limiting certification to ISO 14298 to firms listed in the Intergraf official website is discriminatory since federations equivalent to Intergraf exist in other regions as explained above.

CLARIFICATION REQUESTED: In view of the above, please clarify if this is a restricted international tender open to members of Intergraf only.

ANSWER:

This is an open international tender open to intergraf members or equivalent. The bid document is amended as follows: Intergraf or its equivalence. Evidence of membership to be demonstrated.

2. The proposed features of KEBS ISM/SM: We have noted that not all the proposed features of KEBS ISM/SM listed in clause 2.11.2 (b) — 7 are to be evaluated in the tender (refer to table in page 21 of 42).

CLARIFICATION REQUESTED: Please confirm the proposed features for KEBS ISM/SM to be evaluated.

ANSWER

Clause 2.11.2 (b) - 7 lists all the characteristics of the required ISM/SM Marks while the Scoring Matrix lists the required Security Features. See table in the tender document on page 21-23 of tender document.

3. Clause 2.11.2 (b)-8 (page 18 of 42) provides demonstration of the proposed features in clause 2.11.2 (b) -7 (ii)-7 (iv) and capabilities of the proposed system. However evaluation of these aspects are not provided for in the evaluation table.

CLARIFICATION REQUESTED: Please clarify if the demonstration requirements still form part of this international tender.

ANSWER

Please refer to Addendum Number 1 - Response Number 5 and evaluation table on page 21-23 of the tender document. Demonstration requirements will be part of due diligence.

4. The evaluation table (page 22 of 42) requires bidders to give a detailed project proposal for



the traceability system.

CLARIFICATION REQUESTED: Please clarify whether this international tender is a Request for Proposal (RFP), an Expression of Interest (EOI) or an open tender with detailed project specifications. And if it is an open international tender, then provide detailed requirements for the traceability system.

ANSWER

Please refer Page 17 for details of Traceability System. Bidder is expected to have knowledge and expertise in providing the required modules and functionalities from their Track and Trace Solution that best suits KEBS Requirements. This is an international open tender.

5. We have noted that security printing certifications has been assigned 35 marks yet the same requirement forms part of eligibility and preliminary evaluation criteria. Furthermore, the scope of certification to ISO 9001 is restricted to printing of excise stamps whereas the tender is for security printing of ISM SMs which is distinct from excise stamps.

CLARIFICATION REQUESTED: Please clarify ISO 9001 certification in high security printing is acceptable. If not then, please confirm if the tender was strictly meant for bidders in excise stamps printing business.

ANSWER

KEBS amends the following: “The Bidder must be certified for ISO 9001:2008 and the scope of the ISO Certificate must include Printing of Excise Stamps” to “The Bidder must be certified for ISO 9001:2008 “.

6. Bidder is required to have supplied Quality marks for National Standards Agency and such contracts must have been launched. This infers tailoring of the tender to the current service provider.

CLARIFICATION REQUESTED: Please clarify what launched means. Further clarify this requirement and whether it has been tailored to suit your current service provider.

ANSWER

This is about experience and capability. Evidence of similar operation or business done to be demonstrated. Launched means that the bidder has done similar works before or is currently engaged in similar operation.

7. **CLARIFICATION REQUESTED:** page 13, 2.1 Eligible tenderers item xii: Given the lead-time required to import the system consumables and equipment to Kenya, would it be possible to extend the delivery deadlines to 90 days, including the first batch of ISM/SM stickers. As a basis for comparison, could KEBS disclose the time taken to set up the current system and encoding centre and begin delivery of the stickers?



ANSWER

With existing current technology 30 days is sufficient to setup and start operation.

- 8.** A well-established operating model used by many international firms is to perform different functions in different business units around the world for cost and efficiency purposes. Each of these different business units hold the ISO certifications that are relevant to the function that they perform for the overall company. We find it curious that the tender requires that all ISO certifications be held by the same legal entity, a requirement which seems to favor smaller-scale companies that do not have a broad international presence.

CLARIFICATION REQUESTED: We propose that the specific requirement that all ISO certifications be held by the same legal entity be removed. If not, kindly explain the business value of this restriction, which seems to reduce competition by excluding large international firms from bidding.

ANSWER

The entity that should tender is one that meets all requirements because of the nature of security printing.

- 9.** Tender submission deadline: Due to the short notice and dense requirements to be fulfilled, could KEBS consider extending the tender submission date by at least 5 weeks

ANSWER

The Number of days given are sufficient for tendering and hence closing/opening date will not be extended on this basis.

- 10.** It is an internationally acceptable business practice for Companies to create specialization and efficiency through establishment of special investment vehicles for delivery of its business objective. In your requirement under the tender, the use of such vehicles for provision of the services required has been disallowed under Item 1 (c) of the Evaluation Criteria on page 21.

CLARIFICATION: Please indicate if KEBS, by this requirement, are not creating an advantage for the current supplier

ANSWER

The tender requires bidders that meet all requirements to bid because of the nature of the security printing .The tender has not been coined to favour any bidder including the current provider

- 11.** Can you define the scope of the different ISO certifications as they are all different?

ANSWER

The scopes of ISO certifications are as defined in the respective standards.

- 12.** Can you cluster the different ISO certifications with how much marks you will award per ISO certification?



Answer

Full marks will be awarded to those with all certifications and Nil marks to those who do not demonstrate all ISO certification required in this tender.

13. Can the marks allocation to each ISO be based on the scope of work?

ANSWER

NO. Full marks will be awarded to those with all ISO certifications required in this tender.

14. ISO 14298. This ISO is wide in range and serves similar purpose, as we review the document, we believe that as long as the ISO has been awarded by a certifying body that has global recognition, whether it is government level, central bank level or non-government level should be acknowledged as the fundamental principal in the certification is the scope of work, can this be expounded to specifics?

ANSWER

ISO 14298 certification issued by recognized bodies such as intergraf or equivalent is acceptable.

15. On experience "One of the contracts must be for supply of Quality marks for a National Standards Agency or similar organization/government agency. This contract must have been launched and should be similar in scope to the ISM/SM Project. Copy of the Contract and proof of project launch to be enclosed. 'Does this only mean that only companies that have previous experience with certification bodies ONLY stand a chance of being awarded this contract based on the marks allocated for this specific clause? We find this limiting and what does the clause similar organization/government agency imply in this case and does this only refer to Standards bodies only?"

ANSWER

NO. KEBS requirements are clear on the above issue.

One of the contracts must be for supply of Quality marks for a National Standards Agency or similar organization/government agency. This contract must have been launched and should be similar in scope to the ISM/SM Project. Copy of the Contract and proof of project launch to be enclosed.'

16. We are interested in making an offer and would like to know the quantity of the requested product. Can you please give us more information on this topic? We look forward to receiving your information.

ANSWER

Approximately 40 million stamps per month.

17. We are currently in the development of a technology called "Certitrust", which exactly matches with you expectations. Unfortunately we are not able to make an offer until April 30. Will the tender definitely close at that date?



ANSWER

Tender closing/opening date will not be extended.

ALL OTHER CONDITIONS REMAIN THE SAME.

MANAGING DIRECTOR