

**EVALUATION REPORT FOR TENDER NO. MOICT/SDICTI/028/2018-  
2019 FOR SUPPLY AND DELIVERY OF AGGREGATION SWITCH – 24  
PORTS**

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## BACKGROUND

The tender was floated in execution of circular OP/CAB.39/1A dated 23rd February, 2018 from the Head of Public Service on Centralized Procurement of ICT Equipment and Services. Procurement of ICT equipment and services was consolidated under the State Department of ICT and Innovation.

This was an open tender that was published on 21<sup>st</sup> August, 2018 in MyGov publication and the Ministry's Website. The tender was opened on 5<sup>th</sup> September, 2018 in the presence of bidder representatives. Twenty eight (28 NO) bidders submitted their bids as follows:-

S/NO	FIRM NAME	ASSIGNED SERIAL NO.
1.	Aktech Solutions Ltd	F1
2.	Crescentech	F2
3.	Intergrated Supplies	F3
4.	Microscan Technologies	F4
5.	Dimesion Data	F5
6.	Advatech Office Supplies Ltd	F6
7.	Fabro Limited	F7
8.	Triplenet Systems	F8
9.	Kvaliteta Systems & Uboru	F9
10.	Atranet	F10
11.	Techbiz Limited	F11
12.	Intermass Technologies EA Ltd	F12
13.	Copy Cat	F13
14.	Next Technologies	F14
15.	MFI Technology Solutions	F15
16.	Com 21	F16
17.	TBM Machines	F17
18.	Sybyl	F18
19.	Computech	F19
20.	Elsim Enterprises	F20
21.	Dignity Traders Ltd	F21
22.	Specicom	F22
23.	Techsource Point Ltd	F23
24.	Pentium Systems	F24
25.	Agile Business Technologies	F25

<b>S/NO</b>	<b>FIRM NAME</b>	<b>ASSIGNED SERIAL NO.</b>
26.	Express Automation	F26
27.	Atlancis	F27
28.	Konvergenz Solutions	F28

Evaluation was done in three stages:-

1. PRELIMINARY STAGE
2. TECHNICAL STAGE
3. FINANCIAL/COMMERCIAL STAGE

#### PRELIMINARY STAGE

This stage of evaluation involved examination of the pre-qualification conditions as set out in the tender advertisement Notice or Letter of Invitation to tender and any other conditions stated in the bid document. All the under listed conditions had to be fulfilled in order for the bidder to be considered compliant and move to the next stage of evaluation.

The conditions set out in this stage were mandatory and all bidders were required to have attached all the above documentation to be considered compliant and successful. Bidders that did not attach any of the required documents were not considered for technical evaluation.

The evaluation results are as tabulated in the table below.

PRELIMINARY EVALUATION RESULTS

	CRITERIA	F1	F2	F3	F4	F5	F6	F7	F8	F9	F10	F11	F12	F13	F14	F15	F16	F17	F18	F19	F20	F21	F22	F23	F24	F25	F26	F27	F28	
1	Certificate of Incorporation/Registration.	C	C	C	N/A	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	
2	CR 12 where applicable.	C	C	C	N/A	C	C	C	NC	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	
3	Valid Tax Compliance Certificate.	C	C	C	N/A	C	C	C	NC	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	
4	Valid Trade License or Single Business Permit.	C	C	C	N/A	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	
5	Duly filled, signed and stamped business questionnaire.	C	C	C	N/A	C	C	C	NC	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	
6	Duly filled, signed and stamped form of tender.	C	C	C	N/A	C	C	C	NC	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	
7	Original bid bond of Kshs.250, 000.	C	C	C	N/A	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	
8	Bidders must provide evidence of having supplied similar items in the last 3 years by providing copies of orders, completion	C	C	C	N/A	C	NC	NC	NC	NC	C	C	NC	C	C	C	NC	C	C	NC	NC	C	C	C	C	C	C	C	NC	C

	CRITERIA	F1	F2	F3	F4	F5	F6	F7	F8	F9	F10	F11	F12	F13	F14	F15	F16	F17	F18	F19	F20	F21	F22	F23	F24	F25	F26	F27	F28	
	certificates or award letters from the current major clients.																													
9	Submit audited accounts for last 3 years and bank statement for the last 6 months preceding tender opening date.	NC	C	C	N/A	NC	C	C	C	C	NC	C	C	C	C	C	C	C	C	C	NC	C	NC	C	C	C	C	NC	C	
10	Submission of detailed bank account information including a reference letter from your bank indicating the lines of credit that can be extended to the bidder including bank overdrafts facilities.	C	NC	NC	N/A	C	C	C	NC	NC	NC	C	NC	C	C	C	C	C	C	C	NC	NC	C	C	C	NC	C	C	C	C

	CRITERIA	F1	F2	F3	F4	F5	F6	F7	F8	F9	F10	F11	F12	F13	F14	F15	F16	F17	F18	F19	F20	F21	F22	F23	F24	F25	F26	F27	F28
1 1	<p>Warranty and Manufacturer's authorization:</p> <p>a) A certified copy of valid manufacturer's authorization covering all items the tenderer has tendered.</p> <p>b) A duly signed original statement by the manufacturer indicating that:-</p> <p>i. The Tenderer is authorized to offer and supply goods that are manufactured by the manufacturer</p> <p>ii. The</p>	N C	C	C	N/ A	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C

	CRITERIA	F1	F2	F3	F4	F5	F6	F7	F8	F9	F10	F11	F12	F13	F14	F15	F16	F17	F18	F19	F20	F21	F22	F23	F24	F25	F26	F27	F28
	Original Manufacturer's Authorization (MA) MUST be on Letter Head, duly signed, stamped and addressed to The Principal Secretary MoICT and should be tender and item specific.																												
1 2	A sworn statement or declaration stating that: a) The firm has not been debarred from participating in any public procurement by PPRA. b) No person related to the firm has any spouse or children working at MoICT	C	C	C	N/A	C	C	C	N C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C



	CRITERIA	F1	F2	F3	F4	F5	F6	F7	F8	F9	F10	F11	F12	F13	F14	F15	F16	F17	F18	F19	F20	F21	F22	F23	F24	F25	F26	F27	F28	
	<p>c) The firm has not been engaged in any unethical, corrupt, collusive or fraudulent activities in public procurement matters.</p> <p>d) The firm has not been declared bankrupt, insolvent or under receivership.</p> <p>e) The firm is not guilty of any violation of fair employment law practices.</p> <p>f) Declaration that the firm will not engage in any corrupt or fraudulent practice.</p>																													
13	All pages of both original and copy of the tender documents submitted MUST be sequentially	C	C	C	N/A	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	

	CRITERIA	F1	F2	F3	F4	F5	F6	F7	F8	F9	F10	F11	F12	F13	F14	F15	F16	F17	F18	F19	F20	F21	F22	F23	F24	F25	F26	F27	F28	
	serialized by the tenderers.																													
14	Bid validity		C		N/A		C		C		C		C		C		C		C		C		C		C		C		C	
	C- Compliant NC – Non-Compliant	N C	N C	N C	N/ A	N C	N C	N C	N C	N C	NC	C	NC	C	C	C	C	C	C	C	NC	NC	C	C	C	NC	C	C	NC	C

## OBSERVATIONS

### Bidder F1

Submitted audited accounts for 2014 & 2013 which are not valid according to the criteria.

### Bidder F2

The reference letter from the bank did not indicate the lines of credit that can be extended to it including bank overdraft facilities

No relevant manufacturer's authorization

### Bidder F3

The reference letter from the bank did not indicate the lines of credit that can be extended to it including bank overdraft facilities

### Bidder F4

The bidder was erroneously registered under MOICT/SDICTI/028/2018-2019 instead of MOICT/SDICTI/026/2018-2019 during tender opening. It was moved to the correct tender number.

### Bidder F5

Submitted the audited accounts for 2014 hence not within the last three years.

Bidder F6

Submitted the copies of evidence was not relevant

Bidder F7

Provided copies of evidence that were not relevant.

Bidder F8

Did not attach documents of items no. 2,3,5,6,8,9,10,12

The tender form was not stamped.

The business questionnaire form is not stamped

The Tax Compliance Certificate provided was for 2016 hence not valid.

Bidder F9

Did not provide copies of evidence.

The reference letter from the bank was not provided

Bidder F10

Did not provide a bank statement for the six months preceding the tender opening date.

Reference letter from the bank not provided.

Bidder F12

Provided copies of evidence that did not have similar items supplied.

The reference letter from the bank did not indicate the lines of credit that can be extended to it including bank overdraft facilities

Bidder F19

The bank reference letter was non-committal on the credit extension.

Evidence provided not relevant to similar works

Bidder F20

Submitted only two relevant audited accounts.

Bank statement not provided

Evidence provided not relevant

Bidder F24

They submitted two relevant audited accounts.

Bank statement not provided.

Bidder F27

Did not provide the bank statements for the last six months.

The bank reference letter is non-committal on credit extension.

## CONCLUSION

Pursuant to clause 2.22.4 of instructions to tenderers the following suppliers were found to be non-compliant and therefore, were not considered for technical evaluation:-

S/NO	ASSIGNED SERIAL NO.
1.	F1
2.	F2
3.	F3
4.	F4
5.	F5
6.	F6
7.	F7
8.	F8
9.	F9
10.	F10
11.	F12
12.	F19
13.	F20
14.	F24
15.	F27

The following suppliers were found to be compliant and therefore, were considered for technical evaluation:-

S/NO	ASSIGNED SERIAL NO.
1.	F11
2.	F13
3.	F14
4.	F15
5.	F16
6.	F17
7.	F18
8.	F21
9.	F22
10.	F23
11.	F25
12.	F26
13.	F28
14.	F24
15.	F27

***TECHNICAL STAGE***

In this section, the bids were analyzed to determine compliance with technical specifications for the works as per the evaluation criteria set-out in the tender document. The criteria was as given below:-

The criteria below will be used to rate the technical responsiveness of the bidder. All the requirements must be met to be considered responsive for the next stage of evaluation.

**Minimum Technical compliance**

Determined by the information given by the tenderer concerning the equipment tendered. Minimum technical specifications must be met. Attach detailed specifications, drawings and catalogues of the equipment to be supplied.

**Spare parts availability locally**

Give a list of major replacement components, mandatory spare parts including tonners of the equipment during its life cycle. This is to be determined by the information supplied by the tenderer as regards to local firms that deal with stocking of spare parts for the make of equipment. Letters from the local dealers are required. A physical check/due diligence on these dealers may be done to confirm the information.

**After sales service plan**

The supplier should provide an after sale service plan during the warranty period. Including a help desk in case of any queries.

***AGGREGATION SWITCH – 24 Ports (028)***

ITEM	REQUIREMENT	F11	F13	F14	F15	F16	F17	F18	F21	F22	F23	F25	F26	F28
Ports Capacity	1000/10G + 4 fiber SFP, SFP+ ports	C	C	C	C	C	C	C	NC	C	C	C	C	C
Power Over Ethernet (PoE)	PoE	C	C	C	C	C	C	C	C	C	C	C	C	C
Authentication Method	RADIUS, Secure Shell v.2 (SSH2),	C	C	C	C	C	C	C	C	C	C	C	C	C

	TACACS+													
MAC Address Table Size	Atleast 32K entries	C	C	C	C	C	C	C	C	C	C	C	C	C
Status Indicators	Port status, link/activity	C	C	C	C	C	C	C	C	C	C	C	C	C
Encryption Algorithm	AES, SSL	C	C	C	C	C	C	C	C	C	C	C	C	C
Routing Protocol	OSPF, RIP-1, RIP-2, IGMPv2, IGMP, VRRP, MPLS	C	C	C	C	C	C	C	C	C	C	C	C	C
IP Routing	IPv4, IPv6	C	C	C	C	C	C	C	C	C	C	C	C	C
Connectivity Technology	Wired	C	C	C	C	C	C	C	C	C	C	C	C	C
Switching	Layer 3, Layer 4	C	C	C	C	C	C	C	C	C	C	C	C	C
Cooling Units	Dual	C	C	C	C	C	C	C	C	C	C	C	C	C
Power Supply Unit	Dual	C	C	C	C	C	C	C	C	C	C	C	C	C
Features	ARP support, Access Control List (ACL) support, auto-negotiation, auto-sensing per device, flow control, layer 2 switching, port mirroring, BOOTP support, DHCP support, IGMP snooping, Quality of Service (QoS), RARP support, Syslog support, VLAN support,	C	C	C	C	C	C	C	C	C	C	C	C	C



	Weighted Round Robin (WRR) queuing													
Compliant Standards	IEEE 802.1D, IEEE 802.1Q, IEEE 802.3ad (LACP), IEEE 802.3ae, IEEE 802.3af, IEEE 802.3at, IEEE 802.3i, IEEE 802.3u, IEEE 802.3x, IEEE 802.3z, IEEE 802.1ab (LLDP), IEEE 802.1p, IEEE 802.1s, IEEE 802.1t, IEEE 802.1w, IEEE 802.3, IEEE 802.3ab, IEEE 802.3ac	C	C	C	C	C	C	C	C	C	C	C	C	C
Ports Qty	24	C	C	C	C	C	C	C	C	C	C	C	C	C
Manageabl	Yes	C	C	C	C	C	C	C	C	C	C	C	C	C

e														
Switching Protocol	Ethernet	C	C	C	C	C	C	C	C	C	C	C	C	C
Remote Management Protocol	HTTP, RMON, SNMP, SNMP 2, SNMP 3, SSH-2, Telnet	C	C	C	C	C	C	C	C	C	C	C	C	C
Communication Mode	full-duplex	C	C	C	C	C	C	C	C	C	C	C	C	C
Warranty	One (1) Year	C	C	C	C	C	C	C	C	C	C	C	C	C
Compliance		C	C	C	C	C	C	C	NC	C	C	C	C	C

***OBSRVATIONS***

Bidder F21

- Not compliant on the port capacity requirement.

The following bidder therefore, did not qualify for financial evaluation:-

S/NO	ASSIGNED SERIAL NO.
1.	F21

The following bidders therefore, qualified for financial evaluation:-

<b>S/NO</b>	<b>ASSIGNED SERIAL NO.</b>
1.	F11
2.	F13
3.	F14
4.	F15
5.	F16
6.	F17
7.	F18
8.	F22
9.	F23
10.	F25
11.	F26
12.	F28

***FINANCIAL/COMMERCIAL STAGE***

**FINANCIAL EVALUATION CRITERIA**

- i) Tenderers with an average turnover of Kshs. 5 million and above will be considered. Tenderers shall get reference letters from their banks indicating the lines of credit available to them including any overdraft facilities as part of the financial bid.
- ii) The lowest evaluated financial bid i.e. the unit cost, will be considered per item. If there is a discrepancy between words and figures the amount in words will prevail.

**NB: Prices that do not reflect the prevailing market price shall be rejected.**

**AGGREGATION SWITCH – 24 Ports (028)**

ITEM	REQUIREMENT	F11	F13	F14	F15	F16	F17	F18	F22	F23	F25	F26	F28
Average turnover	Kes 5 Million	C	C	C	C	C	C	C	C	C	C	C	C
<b>Compliance</b>		<b>C</b>	<b>C</b>	<b>C</b>	<b>C</b>	<b>C</b>	<b>C</b>	<b>C</b>	<b>C</b>	<b>C</b>	<b>C</b>	<b>C</b>	<b>C</b>

**AGGREGATION SWITCH – 24 Ports (028)**

ITEM	F11	F13	F14	F15	F16	F17	F18	F22	F23	F25	F26	F28
Unit Cost	635,000 .00	614,233 .52	214,296 .45	604,746 .67	214,300	660,695 .36	217,791 .26	563,000 .00	2,115,84 0.00	607,053 .08	284,494 .94	868,338 .99

**CONCLUSION**

The tender was awarded to F14 (M/S Next Technologies) being the lowest responsive bidder at their tender sum of Kshs. 214,296.45 as per the system generated award matrix. i.e. Two Hundred and Fourteen Thousand Two Hundred and Ninety Six and Fourty Five Cents.

**The Tender evaluation team recommends M/S Next Technologies of PO.BOX 10579-00100 Nairobi to be considered for award of the tender for Supply and Delivery of Aggregations Switch-024 , submitted tender sum of kshs. 214,296.45 as per the system generated award matrix. i.e. Two Hundred and Fourteen Thousand Two Hundred and Ninety Six and Fourty Five Cents.**

**THE TENDER EVALUATION TEAM MEMBERS**

<b>NAME</b>	<b>SIGNATURE</b>	<b>DATE</b>
Mr. Charles O. Ahenda	Chairman .....	.....
Mr. Mark Mwirigi	Member.....	.....
Mr. Joseph Irungu	Member.....	.....
Ms. Racheal Munge	Secretariat .....	.....
Ms. Irene Mukami	Secretariat .....	.....