

**EVALUATION REPORT FOR TENDER NO.  
MOICT/SDICTI/029/2018-2019 FOR SUPPLY AND DELIVERY OF  
AGGREGATION SWITCH – 048 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. Thirty One (31 NO) bidders submitted their bids as follows:-

S/NO	FIRM NAME	ASSIGNED SERIAL NO.
1.	Specicom	F1
2.	Xtranet	F2
3.	Unicom Limited	F3
4.	Techbiz Limited	F4
5.	Smoothtel	F5
6.	Crescentech	F6
7.	Aktech Soutions	F7
8.	Atlancis	F8
9.	Tripplenet Systems	F9
10.	Pentium Systems	F10
11.	Dignity Traders	F11
12.	Advatec Office Supplies	F12
13.	Intergrated Supplies & Consultancy	F13
14.	Namwoya Computer Solutions	F14
15.	Innovative Technologies Africa Ltd	F15
16.	Konergenz Solutions	F16
17.	Transbusiness Machines	F17

<b>S/NO</b>	<b>FIRM NAME</b>	<b>ASSIGNED SERIAL NO.</b>
18.	Kvaliteta Systems & Ubora	F18
19.	Cpmputech Limited	F19
20.	Dimension Data	F20
21.	MFI Technology Solutions Ltd	F21
22.	Techsource Point	F22
23.	Next Technologies	F23
24.	Sybyl Kenya Limited	F24
25.	The Copy Cat Limited	F25
26.	Agile Business Technologies	F26
27.	Com 21	F27
28.	Adrian Kenya Limited	F28
29.	Negit Enterprises	F29
30.	Intermass Teechnologies EA Ltd	F30
31.	Express Automation	F31

## **EVALUATION**

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**

	<b>CRITERIA</b>	<b>F 1</b>	<b>F2</b>	<b>F3</b>	<b>F 4</b>	<b>F5</b>	<b>F6</b>	<b>F7</b>	<b>F8</b>	<b>F9</b>	<b>F1 0</b>	<b>F1 1</b>	<b>F1 2</b>	<b>F1 3</b>	<b>F1 4</b>	<b>F1 5</b>	<b>F1 6</b>	<b>F1 7</b>	<b>F1 8</b>	<b>F1 9</b>	<b>F2 0</b>	<b>F2 1</b>	<b>F2 2</b>	<b>F2 3</b>	<b>F2 4</b>	<b>F2 5</b>	<b>F2 6</b>	<b>F2 7</b>	<b>F2 8</b>	<b>F2 9</b>	<b>F3 0</b>	<b>F3 1</b>	
1	Certificate of Incorporation/Registration.	C	C	C	C	C	C	C	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	C	C	C	C	C	NC	C	C	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	C	C	C	C	C	NC	C	C	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	C	C	C	C	C	C	C	C	C	NC	C	C	C	NC	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	C	C	C	C	C	NC	C	C	C	NC	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	C	C	NC	C	C	NC	C	C	C	NC	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	C	C	C	C	C	C	C	C	C	NC	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 certificates or	C	C	C	C	C	C	C	C	NC	C	C	NC	C	C	C	C	C	NC	NC	C	C	C	C	C	C	C	C	C	NC	NC	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	F29	F30	F31	
	award letters from the current major clients.																																
9	Submit audited accounts for last 3years and bank statement for the last 6 months preceding tender opening date.	C	NC	C	C	NC	C	NC	NC	NC	NC	C	C	C	NC	C	C	C	NC	C	NC	C	C	C	C	C	C	C	C	C	NC	C	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	C	C	C	NC	C	NC	NC	NC	C	C	NC	NC	C	C	C	NC	NC	C	C	C	C	C	C	C	C	C	C	NC	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	F29	F30	F31	
11	<p>Warranty and Manufacturer's authorization:</p> <p>a) A certified copy of valid manufacture r's authorizatio n covering all items the tenderer has tendered.</p> <p>b) A duly signed original statement by the manufacture r indicating that:-</p> <p>i. The Tenderer is authorized to offer and supply goods that are manufacture d by the manufacture r</p> <p>ii. The Original Manufacture r's Authorizatio n (MA)</p>	C	C	N	C	N	N	N	C	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	F29	F30	F31		
	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) The firm has not been engaged in any unethical,	C	C	C	C	C	C	C	C	N C	NC	C	C	C	NC	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	NC	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	F29	F30	F31	
	<p>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 serialized by the tenderers.	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C
14	Bid Validity-120 days	C	C	C	C	C	C	C	NC	C	C	C	C	NC	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	F29	F30	F31
C- Compliant NC – Non-Compliant	C	N C	N C	C	N C	N C	N C	N C	N C	NC	C	NC	NC	NC	C	C	C	NC	NC	NC	C	C	C	C	C	C	C	NC	NC	NC	C

## OBSERVATIONS

### Bidder F2

- There was no bank statement.
- The reference letter from the bank did not indicate the lines of credit that can be extended to it including bank overdraft facilities

### Bidder F3

- Manufacture’s Authorization was not covering items tendered for

### Bidder F5

- Manufacture’s Authorization was not covering items tendered for
- The bank statement provided was only for five (5) months.

### Bidder F6

- The tender form was not stamped.
- Manufacture’s Authorization was not covering items tendered for
- Bank statements not provided

### Bidder F7

- The audited accounts provided were for 2013, 2014, 2015.
- Manufacture’s Authorization was not covering items tendered for

### Bidder F8

- Bank statement not provided

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

#### Bidder F 9

- The business questionnaire was not stamped.
- The tax compliance certificate not valid i.e 19/06/2016.
- The sworn statement was not provided.

#### Bidder F10

- The declaration form was not signed.
- The reference letter from the bank did not indicate the lines of credit that can be extended to it including bank overdraft facilities
- The audited accounts are from the year 2014 instead from 2015 hence did not conform.

#### Bidder F12

- No relevant evidence for similar items.

#### Bidder F13

- The business questionnaire was not stamped.
- The form of tender was not signed.
- The reference letter from the bank did not indicate the lines of credit that can be extended to it including bank overdraft

#### Bidder F14

- There was no attachment for the trade license.
- There was no attachment the original bid bond.
- There was no attachment of audited accounts.
- There was no attachment of the bank statement.
- There was no attachment of the sworn statement.

#### Bidder F18

- The firms were registered as joint ventures i.e Ubora & Kvaliteta where Ubora was Local and Kvaliteta was India hence Ubora was evaluated.
- The business permit was not valid, it was for 2017.
- The audited accounts attached were only for one year i.e 2017.
- There were no copies of evidence attached.
- The reference letter from the bank did not indicate the lines of credit that can be extended to it including bank overdraft

Bidder F19.

- The reference letter from the bank did not indicate the lines of credit that can be extended to it including bank overdraft
- No relevant evidence on similar items supplied.

Bidder F20

- The audited accounts were for years 2016, 2015, 2014 instead of 2015, 2016, 2017.

## 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 FIRM NO.
1.	F2
2.	F3
3.	F5
4.	F6
5.	F7
6.	F8

7.	F9
8.	F10
9.	F12
10.	F13
11.	F14
12.	F18
13.	F19
14.	F20
15.	F28
16.	F29
17.	F30

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

<b>S/NO</b>	<b>ASSIGNED FIRM NO</b>
<b>1.</b>	<b>F1</b>
<b>2.</b>	<b>F4</b>
<b>3.</b>	<b>F11</b>

<b>4.</b>	<b>F15</b>
<b>5.</b>	<b>F16</b>
<b>6.</b>	<b>F17</b>
<b>7.</b>	<b>F21</b>
<b>8.</b>	<b>F22</b>
<b>9.</b>	<b>F23</b>
<b>10.</b>	<b>F24</b>
<b>11.</b>	<b>F25</b>
<b>12.</b>	<b>F26</b>
<b>13.</b>	<b>F27</b>
<b>14.</b>	<b>F31</b>

### **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 – 48 Ports (029)**

ITEM	REQUIREMENT	F01	F04	F11	F15	F16	F17	F21	F22	F23	F24	F25	F26	F27	F31
Ports Capacity	1000/10G + 4 fiber SFP, SFP+ ports	C	C	NC	C	C	NC	C	C	C	C	C	C	C	C
Power Over Ethernet (PoE)	PoE	C	C	NC	C	C	NC	C	C	C	C	C	C	C	C
Authentication Method	RADIUS, Secure Shell v.2 (SSH2), TACACS+	C	C	NC	C	C	NC	C	C	C	C	C	C	C	C
MAC Address Table Size	Atleast 32K entries	C	C	NC	C	C	NC	C	C	C	C	C	C	C	C
Status Indicators	Port status, link/activity	C	C	NC	C	C	NC	C	C	C	C	C	C	C	C



ITEM	REQUIREMENT	F01	F04	F11	F15	F16	F17	F21	F22	F23	F24	F25	F26	F27	F31
<b>Encryption Algorithm</b>	AES, SSL	C	C	NC	C	C	NC	C	C	C	C	C	C	C	C
<b>Routing Protocol</b>	OSPF, RIP-1, RIP-2, IGMPv2, IGMP, VRRP, MPLS	C	C	NC	C	C	NC	C	C	C	C	C	C	C	C
<b>IP Routing</b>	IPv4, IPv6	C	C	NC	C	C	NC	C	C	C	C	C	C	C	C
<b>Connectivity Technology</b>	Wired	C	C	NC	C	C	NC	C	C	C	C	C	C	C	C
<b>Switching</b>	Layer 3, Layer 4	C	C	NC	C	C	NC	C	C	C	C	C	C	C	C
<b>Cooling Units</b>	Dual	C	C	NC	C	C	NC	C	C	C	C	C	C	C	C
<b>Power Supply Unit</b>	Dual	C	C	NC	C	C	NC	C	C	C	C	C	C	C	C

ITEM	REQUIREMENT	F01	F04	F11	F15	F16	F17	F21	F22	F23	F24	F25	F26	F27	F31
<b>Features</b>	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, Weighted Round Robin (WRR) queuing	C	C	NC	C	C	NC	C	C	C	C	C	C	C	C
<b>Compliant Standards</b>	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	C	C	NC	C	C	NC	C	C	C	C	C	C	C	C

ITEM	REQUIREMENT	F01	F04	F11	F15	F16	F17	F21	F22	F23	F24	F25	F26	F27	F31
	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														
<b>Ports Qty</b>	24	C	C	NC	C	C	NC	C	C	C	C	C	C	C	C
<b>Manageable</b>	Yes	C	C	NC	C	C	NC	C	C	C	C	C	C	C	C
<b>Switching Protocol</b>	Ethernet	C	C	NC	C	C	NC	C	C	C	C	C	C	C	C
<b>Remote Management Protocol</b>	HTTP, RMON, SNMP, SNMP 2, SNMP 3, SSH-2, Telnet	C	C	NC	C	C	NC	C	C	C	C	C	C	C	C
<b>Communication Mode</b>	full-duplex	C	C	NC	C	C	NC	C	C	C	C	C	C	C	C
<b>Warranty</b>	One (1) Year	C	C	NC	C	C	NC	C	C	C	C	C	C	C	C
<b>Compliance</b>		<b>C</b>	<b>C</b>	<b>NC</b>	<b>C</b>	<b>C</b>	<b>NC</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>

## **OBSRVATIONS**

- Bidder F11 did not indicate the model on offer.
- Bidder F17 did not indicate the model on offer.

The following bidders therefore, qualified for financial evaluation:-

<b>S/NO</b>	<b>ASSIGNED FIRM NO</b>
<b>1.</b>	<b>F1</b>
<b>2.</b>	<b>F4</b>
<b>3.</b>	<b>F15</b>
<b>4.</b>	<b>F16</b>
<b>5.</b>	<b>F21</b>
<b>6.</b>	<b>F22</b>
<b>7.</b>	<b>F23</b>
<b>8.</b>	<b>F24</b>
<b>9.</b>	<b>F25</b>
<b>10.</b>	<b>F26</b>
<b>11.</b>	<b>F27</b>
<b>12.</b>	<b>F31</b>

## 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 – 48 Ports (029)**

ITEM	REQUIREMENT	F01	F04	F15	F16	F21)	F22	F23	F24	F25	F26	F27	F31
Average turnover	Kes 5 Million	C	C	C	C	C	C	C	C	C	C	C	C
Compliance		C	C	C	C	C	C	C	C	C	C	C	C

ITEM	F01	F04	F15	F16	F21	F22	F23	F24	F25	F26	F27	F31
Unit Cost	849,000.00	957,000.00	585,545.66	1,307,161.18	924,906.67	1,930,000.00	267,199.69	271,557.26	924,496.43	934,116.82	267,200.00	342,559.44

**CONCLUSION**

The tender was awarded to F 23(M/S Next Technologies )being the lowest responsive bidder at their tender sum of Kshs. 267,199.69 as per the system generated award matrix. i.e. Two Hundred and Sixty Seven Thousands One Hundred and Ninety Nine and Sixty Nine 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-48 , submitted tender sum of kshs. 267,199.69 as per the system generated award matrix. i.e. Two Hundred and Sixty Seven Thousands One Hundred and Ninety Nine and Sixty Nine 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 .....	.....