

**EVALUATION REPORT FOR TENDER NO. TENDER NO.  
MOICT/SDICTI/030/2018-2019 FOR SUPPLY AND  
DELIVERY OF CORE SWITCH**

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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 (30 NO) bidders submitted their bids as follows:-

S/NO	FIRM NAME	ASSIGNED SERIAL NO.
1.	Innovative Technologies Africa Ltd	F1
2.	Fabro Limited	F2
3.	Advatech Office Supplies Ltd	F3
4.	Crescent Tech Ltd	F4
5.	Express Automation	F5
6.	Triplenet Systems	F6
7.	The Copy Cat	F7
8.	Dignity Taders Ltd	F8
9.	Dimension Data	F9
10.	Specicom Technologies	F10
11.	Techbiz Limited	F11
12.	Konvergenz Solutions	F12
13.	Transbusiness Machines	F13
14.	Adrian Kenya Limited	F14
15.	MFI Technology Solutions Ltd	F15
16.	Computech Limited	F16
17.	Xtranet Communication Ltd	F17
18.	Intermass Technologies EA Ltd	F18
19.	Next Technologies	F19
20.	Negit Enterprises	F20
21.	Agile Business Technologies	F21
22.	Computerways Ltd	F22
23.	Smooth Tel	F23

<b>S/NO</b>	<b>FIRM NAME</b>	<b>ASSIGNED SERIAL NO.</b>
24.	TechSource Point	F24
25.	Elsim Enterprises	F25
26.	Sybyl Kenya Limited	F26
27.	Pentium Systems	F27
28.	Com21	F28
29.	Atlancis Technologies	F29
30.	Integrated Supplies and Consultancy Ltd	F30

## **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.

## PRELIMINARY EVALUATION

	CRITERIA	F 1	F 2	F 3	F 4	F 5	F 6	F 7	F 8	F 9	F 10	F 11	F 12	F 13	F 14	F 15	F 16	F 17	F 18	F 19	F 20	F 21	F 22	F 23	F 24	F 25	F 26	F 27	F 28	F 29	F 30
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
2	CR 12 where applicable.	C	C	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	C	C	C	C
3	Valid Tax Compliance Certificate.	C	C	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	C	C	C	C
4	Valid Trade License or Single Business Permit.	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
5	Duly filled, signed and stamped business questionnaire.	C	C	N 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	C	C	C	C
6	Duly filled, signed and stamped form of tender.	C	C	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	C	C	C	C
7	Original bid bond of Kshs.250,000.	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	N C	C	C	C	C	C	C	C	C	C	C	C

	<b>CRITERIA</b>	<b>F 1</b>	<b>F 2</b>	<b>F 3</b>	<b>F 4</b>	<b>F 5</b>	<b>F 6</b>	<b>F 7</b>	<b>F 8</b>	<b>F 9</b>	<b>F 10</b>	<b>F 11</b>	<b>F 12</b>	<b>F 13</b>	<b>F 14</b>	<b>F 15</b>	<b>F 16</b>	<b>F 17</b>	<b>F 18</b>	<b>F 19</b>	<b>F 20</b>	<b>F 21</b>	<b>F 22</b>	<b>F 23</b>	<b>F 24</b>	<b>F 25</b>	<b>F 26</b>	<b>F 27</b>	<b>F 28</b>	<b>F 29</b>	<b>F 30</b>	
8	Bidders must provide evidence of having supplied similar items in the last 3 years by providing copies of orders, completion certificates or award letters from the current major clients.	C	N C	N C	C	C	N C	C	C	C	C	C	C	N C	C	N C	C	N C	C	N C	C	C	C	C	C	C	N C	C	C	C	C	C
9	Submit audited accounts for last 3years and bank statement for the last 6 months preceding tender opening date.	C	C	C	C	C	N C	C	C	N C	C	C	C	N C	C	C	N C	C	C	N C	C	C	C	C	C	N C	C	N C	C	N C	C	

	CRITERIA	F 1	F 2	F 3	F 4	F 5	F 6	F 7	F 8	F 9	F 10	F 11	F 12	F 13	F 14	F 15	F 16	F 17	F 18	F 19	F 20	F 21	F 22	F 23	F 24	F 25	F 26	F 27	F 28	F 29	F 30
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	C	C	N C	C	N C	C	C	C	C	C	C	N C	C	N C	N C	N C	C	N C	C	C	C	C	C	N C	C	N C	C	N C	N C
11	Warranty and Manufacturer's authorization: a) A certified copy of valid manufacturer's authorization	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	C	C	C	C	C	C



CRITERIA	F 1	F 2	F 3	F 4	F 5	F 6	F 7	F 8	F 9	F 10	F 11	F 12	F 13	F 14	F 15	F 16	F 17	F 18	F 19	F 20	F 21	F 22	F 23	F 24	F 25	F 26	F 27	F 28	F 29	F 30				
<p>coverin g all items the tendere r has tendere d.</p> <p>b) A duly signed original statem ent by the manufa cturer indicati ng that:-</p> <p>i. The Tender er is authori zed to offer and supply goods that are manufa ctured by the</p>																																		

CRITERIA	F 1	F 2	F 3	F 4	F 5	F 6	F 7	F 8	F 9	F 10	F 11	F 12	F 13	F 14	F 15	F 16	F 17	F 18	F 19	F 20	F 21	F 22	F 23	F 24	F 25	F 26	F 27	F 28	F 29	F 30			
ii. The 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.																																	

	CRITERIA	F 1	F 2	F 3	F 4	F 5	F 6	F 7	F 8	F 9	F 10	F 11	F 12	F 13	F 14	F 15	F 16	F 17	F 18	F 19	F 20	F 21	F 22	F 23	F 24	F 25	F 26	F 27	F 28	F 29	F 30	
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, corrupt, collusive or fraudulent activities in	C	C	C	C	C	N C	C	C	C	C	C	C	C	C	C	C	C	C	C	N C	C	C	C	C	C	C	C	C	C	C	C

	<b>CRITERIA</b>	<b>F</b>	<b>F</b>	<b>F</b>	<b>F</b>	<b>F</b>	<b>F</b>	<b>F</b>	<b>F</b>	<b>F</b>	<b>F</b>	<b>F</b>	<b>F</b>	<b>F</b>	<b>F</b>	<b>F</b>	<b>F</b>	<b>F</b>	<b>F</b>	<b>F</b>	<b>F</b>	<b>F</b>	<b>F</b>	<b>F</b>	<b>F</b>	<b>F</b>	<b>F</b>	<b>F</b>	<b>F</b>	<b>F</b>	
		<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>7</b>	<b>8</b>	<b>9</b>	<b>10</b>	<b>11</b>	<b>12</b>	<b>13</b>	<b>14</b>	<b>15</b>	<b>16</b>	<b>17</b>	<b>18</b>	<b>19</b>	<b>20</b>	<b>21</b>	<b>22</b>	<b>23</b>	<b>24</b>	<b>25</b>	<b>26</b>	<b>27</b>	<b>28</b>	<b>29</b>	<b>30</b>
	public procurement matters. d) The firm has not been declared bankrupt, insolvent or under receivership. e) The firm is not guilty of any violation of fair employment law practices. f) Declaration that the firm will not engage in any corrupt or fraudulent practice.																														
13	All pages of both original and copy of the	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

	CRITERIA	F 1	F 2	F 3	F 4	F 5	F 6	F 7	F 8	F 9	F 10	F 11	F 12	F 13	F 14	F 15	F 16	F 17	F 18	F 19	F 20	F 21	F 22	F 23	F 24	F 25	F 26	F 27	F 28	F 29	F 30	
	tender documents submitted MUST be sequentially serialized by the tenderers.																															
1	Bid Validity-4	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	C	N	N	C	C	C	C	C	C	C	C	C	C	
	C-Compliant NC – Non-Compliant	C	N	N	N	C	N	C	C	N	C	C	C	N	C	N	N	N	N	N	N	C	C	C	C	N	C	N	C	N	N	

**OBSERVATIONS**

Bidder F2

- No evidence of having supplied similar items

Bidder F3

- The business questionnaire not stamped.
- The supporting evidence not relevant.

Bidder F4

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

#### Bidder F6

- The confidential business questionnaire not stamped.
- The tax compliance not valid.
- There was no attachment on items 1, 2, 6, 8, 9, 10, 12.

#### Bidder F9

- The audited accounts for the year 2017 not provided.

#### Bidder F14

- No evidence of having supplied similar items
- 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 F16

- The attached evidence on audited account was from 2013, 2014, 2015 instead of 2015, 2016, 2017.
- The reference letter from the bank did not indicate the lines of credit that can be extended to it including bank overdraft facilities

#### Bidder F17

- The bank statement for the last six(6) months were 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 F18

- No evidence of having supplied similar items
- 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 bid validity was dated 04/03/2018 thus expired.

#### Bidder F20

- No evidence of having supplied similar items
- There was no attachment of Original bid bond
- The audited accounts are not for the three (3) years.
- There was no attachment of the bank statement for the last six (6) months.
- The reference letter from the bank did not indicate the lines of credit that can be extended to it including bank overdraft facilities
- There was no attachment of the sworn statement of declaration.

#### Bidder F25

- No evidence of having supplied similar items
- The six (6) months 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 F27

- The audited accounts for 2017 not provided.
- The six (6) months bank statements were 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 F29

- The six (6) months bank statements were 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

## 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.	F2
2.	F3
3.	F4
4.	F6
5.	F9
6.	F14
7.	F16
8.	F17
9.	F18
10.	F19
11.	F20
12.	F25
13.	F27
14.	F29
15.	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>
1	F1
2	F5
3	F7
4	F8
5	F10
6	F11
7	F12
8	F13
9	F15
10	F21
11	F22
12	F23
13	F24
14	F26
15	F28

## **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.

**CORE SWITCH (030)**

ITEM	REQUIREMENT	F01	F05	F07	F08	F10	F11	F12	F13	F15	F21	F22	F23	F24	F26	F28
Ports Capacity	1000/10G/ 100G SFP, SFP+	C	C	C	C	C	C	C	C	NC	C	C	C	NC	C	C
Authentication Method	RADIUS, Secure Shell v.2 (SSH2), TACACS+	C	C	C	C	C	C	C	C	NC	C	C	C	C	C	C
MAC Address Table Size	At least 32K entries	C	C	C	C	C	C	C	C	NC	C	C	C	C	C	C
Status Indicators	Port status, link/activit y	C	C	C	C	C	C	C	C	NC	C	C	C	C	C	C
Encryption Algorithm	AES, SSL	C	C	C	C	C	C	C	C	NC	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	NC	C	C	C	C	C	C
IP Routing	IPv4, IPv6	C	C	C	C	C	C	C	C	NC	C	C	C	C	C	C
Connectivity Technology	Wired	C	C	C	C	C	C	C	C	NC	C	C	C	C	C	C

ITEM	REQUIREMENT	F01	F05	F07	F08	F10	F11	F12	F13	F15	F21	F22	F23	F24	F26	F28
Switching	Layer 3, Layer 4	C	C	C	C	C	C	C	C	NC	C	C	C	C	C	C
Cooling Units	Dual	C	C	C	C	C	C	C	C	NC	C	C	C	C	C	C
Power Supply Unit	Dual	C	C	C	C	C	C	C	C	NC	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),	C	C	C	C	C	C	C	C	NC	C	C	C	C	C	C

ITEM	REQUIREMENT	F01	F05	F07	F08	F10	F11	F12	F13	F15	F21	F22	F23	F24	F26	F28
	RARP support, Syslog support, VLAN support, Weighted Round Robin (WRR) queuing															
<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	C	C	C	C	C	C	C	C	NC	C	C	C	C	C	C

ITEM	REQUIREMENT	F01	F05	F07	F08	F10	F11	F12	F13	F15	F21	F22	F23	F24	F26	F28
	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															
<b>Ports Qty</b>	24	C	C	C	C	C	C	C	C	NC	C	C	C	C	C	C
<b>Manageable</b>	Yes	C	C	C	C	C	C	C	C	NC	C	C	C	C	C	C
<b>Switching Protocol</b>	Ethernet	C	C	C	C	C	C	C	C	NC	C	C	C	C	C	C
<b>Remote Management Protocol</b>	HTTP, RMON, SNMP, SNMP 2, SNMP 3,	C	C	C	C	C	C	C	C	NC	C	C	C	C	C	C

ITEM	REQUIREMENT	F01	F05	F07	F08	F10	F11	F12	F13	F15	F21	F22	F23	F24	F26	F28
	SSH-2, Telnet															
<b>Communication Mode</b>	full-duplex	C	C	C	C	C	C	C	C	NC	C	C	C	C	C	C
<b>Warranty</b>	One (1) Year	C	C	C	C	C	C	C	C	NC	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>NC</b>	<b>C</b>	<b>C</b>	<b>C</b>	<b>NC</b>	<b>C</b>	<b>C</b>

### OBSRVATIONS

- F15 did not indicate the model on offer.
- F24 was not compliant for Port Capacity requirement.

S/NO	ASSIGNED SERIAL NO.
1.	F15
2.	F24

The following bidders therefore, qualified for financial evaluation:-

S/NO	ASSIGNED SERIAL NO.
1.	F1
2.	F5
3.	F7
4.	F8
5.	F10
6.	F11
7.	F12
8.	F13
9.	F21
10.	F22
11.	F23
12.	F26
13.	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.**

### CORE SWITCH –(030)

ITEM	REQUIREMENT	F01	F05	F07	F08	F10	F11	F12	F13	F21	F22	F23	F26	F28
Average turnover	Kes 5 Million	C	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>	<b>C</b>

ITEM	F01	F05	F07	F08	F10	F11	F12	F13	F21	F22	F23	F26	F28
Unit Cost	1,154,956.70	662,828.01	1,746,527.35	3,365,000.00	2,032,000.00	2,284,000.00	3,120,397.16	2,374,224.77	1,923,218.00	10,104,090.22	2,535,904.93	433,894.22	426,940.00



## CONCLUSION

The tender was awarded to F28 (M/S COM 21 Ltd) being the lowest responsive bidder at their tender sum of Kshs. 426,940 as per the system generated award matrix. i.e. Four Hundred and Twenty Six Thousands Nine Hundred and Fourty.

**The Tender evaluation team recommends M/S COM 21 LTD of PO.BOX15818-00100 Nairobi to be considered for award of the tender for Supply and Delivery of Core Switch, submitted tender sum of kshs. 426,940 as per the system generated award matrix. i.e. Four Hundred and Twenty Six Thousand Nine Hundred and Fourty.**

## THE TENDER EVALUATION TEAM MEMBERS

NAME	SIGNATURE	DATE
Mr. Charles O. Ahenda	Chairman .....	.....
Mr. Mark Mwirigi	Member.....	.....
Mr. Joseph Irungu	Member.....	.....
MS. Irene Mukami	Secretary.....	.....
Ms. Racheal Munge	Member.....	.....