

KCAA/CONF/1010/3 VOL. 58 (98)

28TH MARCH, 2024

TO ALL INTERESTED BIDDERS

RESPONSE TO THE REQUEST FOR CLARIFICATIONS TO THE TENDER FOR SUPPLY, DELIVERY, INSTALLATION, TRAINING AND COMMISSIONING OF AN INTEGRATED PABX SYSTEM FOR HEADQUARTERS AND ALL KCAA STATIONS; TENDER NUMBER KCAA/057/2023-2024.

Reference is made to the above tender advertised by Kenya Civil Aviation Authority (KCAA) on Tuesday 19th March, 2024 which you have expressed interest to participate.

The Authority has received requests for clarification on the above stated tender from interested candidates.

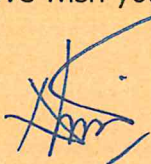
In accordance to with the provisions of Instructions To Tenderers (ITT) section 9 and 10 and the Tender Datasheet ITT 8.2 of the tender document which was issued or obtained from KCAA website, the Authority has prepared response to various requests for clarification received and as had been stated in the tender document to be circulated to all bidders who are participating in this tender. The preparation of this response has been necessitated by the request for clarifications sought by some of the bidders.

Attached herein are the responses to the clarifications requested.

Please note that these clarifications shall be read and construed as part of the bidding document issued to you earlier.

You are reminded that the tender closing remains **Friday, 5th April, 2024 at 11:00am.**

We wish you the best as you prepare to submit your bids.



William Kitum
FOR: DIRECTOR GENERAL

Encl..

Pre-tender and site survey Meeting Minutes

Purpose:	Minutes Of The Pre-Bid Meeting Of The Tender For Supply, Delivery, Installation, Training and Commissioning of An Integrated PABX System For Headquarters and KCAA Stations: Tender No. KCAA/057/2023 - 2024
Date:	26 th March, 2024
Time:	11:00 – 1:00 Hours
Venue:	KCAA Headquarters, Aviation House
Reference:	Tender Number KCAA/0057/2023-2024
Prepared by:	A. M. Ndombi
Prepared On:	26 th March, 2024
Attendants	Various bidders
Agenda:	Pre-bid meeting and site survey of Meeting of the tender for supply, delivery, installation, training and commissioning of an integrated PABX System for Headquarters and all KCAA Stations.

Action	Points of Discussion	Action by	Action Date
	01: 26-03-2024. Introduction The meeting started at 11:00 am with introduction by all the parties in attendance. All members introduced themselves and registration of attendees continued.	All	Immediate
	02: 26-03-2024. Tender requirements ▪ The bidders were taken through the mandatory and technical evaluation criteria of the tender from which they were required to raise any clarifications to enable them execute an effective bidding.	N/A	Bidders
	03: 26-03-2024. Clarifications ▪ The bidders requested for clarifications, which were provided as per the attached annex 1.	KCAA	27/03/2024
	04: 26-03-2024 Closing Remarks The chairman thanked the members for attending the meeting and showing interest to work with the Authority. Bidders were reminded to submit their tender as per the stipulated tender closing date and time .	N/A	Bidders

There being no other business, the meeting ended at 1:00 Hours.

For Director General
 Kenya Civil Aviation Authority
 P. O. Box 30163 - 00100,
 NAIROBI.



CLARIFICATIONS OF THE TENDER FOR SUPPLY, DELIVERY, INSTALLATION, TRAINING AND COMMISSIONING OF AN INTEGRATED PABX SYSTEM FOR HEADQUARTERS AND ALL KCAA STATIONS; TENDER NUMBER KCAA/057/2023-2024.

No.	<u>BIDDERS' REQUEST FOR CLARIFICATION</u>	<u>KCAA RESPONSE</u>
1.	From the look of things, this tender is skewed to a particular bidder that can offer a Cisco Solution. Is this the case?	KCAA has a Cisco Infrastructure with current HQ PABX on cisco. Preferred solution is Cisco.
2.	KCAA indicates in the tender that the requirement is a Cisco solution or equivalent. What is this equivalent solution is the Authority looking for?	Bidders with an equivalent solution that can seamlessly integrate with existing Cisco infrastructure can submit their proposal.
3.	If an interested bidder can provide an alternative solution that can integrate with the current prevailing platform, isn't it going to be very expensive for the Authority? This is from the indications that the tender was re-advertised due to budget constraints.	The proposal must be able to seamlessly integrate with Cisco without KCAA incurring additional costs.
4.	Wouldn't it have been wise to title the tender as an upgrade of the cisco network instead of current titling of supply, delivery, installation, training and commissioning of an Integrated PABX System for Headquarters and all KCAA Stations?	The title remains since upgrade only applies to HQ which has an existing Cisco Vice Gateway. The remaining stations is a new deployment.
5.	Can we talk of a " biased " tender given that none of the bidders present have a genuine Cisco Manufacturer's Authorization?	This is not true. Cisco provides Manufacturer's Authorization to all its authorized distributors.
6.	What type of phones are in use?	Cisco
7.	Is the hardware and the licenses available?	Yes
8.	Do a link exist between the Headquarters and the stations and what type of servers are in place?	MPLS link connects the Headquarters to the stations.
9.	Assuming a bidder wants to visit the sites in other stations, can this visit be arranged?	Yes. However, a notice of at least three (3) working days in required arranging a security pass to the Airport.
10.	Will the subsistence costs for Technical Training for knowledge transfer be beared by the winning bidder?	Yes. The winning bidder will provide the training venue for headquarters and station staff and pay per diem for the officers. These costs shall be based on GoK approved rates. This should be included in the

		amounts indicated on the Form of Tender.
11.	Is it a requirement that bidders must give a response on the vendors' response column indicated on the page 40 of the bid document?	Yes. This is compulsory. The tenderer should indicate what they intent to provide against the list of requirements provided by KCAA
12.	Do the system design diagram of the proposed solution be in color?	Yes. The system design diagram of the proposed solution should in color
13.	Is there an opportunity to extend the closing of this tender?	No. The opening/closing remains Friday, 5th April, 2024 at 11.00 a.m.



For Director General
Kenya Civil Aviation Authority
P. O. Box 30163 - 00100,
NAIROBI.

Manager Procurement
FOR: DIRECTOR GENERAL

Date: 28th March, 2024