



BID CLARIFICATION MATRIX 1

TENDER FOR

SUPPLY AND INSTALLATION OF ICT INFRASTRUCTURE FOR KENYA REVENUE AUTHORITY.

TENDER NUMBER: PRQ20240162

26th August 2024

TRADEMARK AFRICA

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SECTION 1: QUERIES AND RESPONSES

This clarification matrix forms an integral part of the tender document and therefore, must be considered carefully considered by service providers in preparation and submission of bids.

It is divided into two sections: -

1. Section 1 contains the clarifications to queries raised and requested through the official bidding clarification email address (that is procurement@trademarkafrica.com).
2. Section 2 contains general tips on how to prepare and submit a competitive bid.

All communications must be directed to the procuring entity, Trademark Africa through procurement@trademarkafrica.com as provided for in the tender document.

SECTION 1: QUERIES AND RESPONSES

These clarifications are for those queries sought by bidders in line with the IFB of the tender document:

Sl. No.	Clause No. as per IFB	Point of Queries	Our Comments / Clarifications required	Clarification Response	Status
1.	IFB Document	Site Visit	Please confirm if we will have a site visit.	The site visit will happen on 29 th August 2024 and 30 th August 2024 respectively as below: 29th August 2024: Location Address: Nairobi, Contact Mr Isaac 0725821177 Time: 10.00am – 10.30am 30th August 2024: Location Address: Nairobi, Contact Mr Samuel 0722634240	Closed.

Sl. No.	Clause No. as per IFB	Point of Queries	Our Comments / Clarifications required	Clarification Response	Status
				Time: 10.00am – 10.30am	
2.	IFB: Annex 1	Specifications	Lot 2 number 6 you have indicated at least E3.S NV Me drives, can we offer Gen5 NVMe drives? The ES.3 pre-requisite looks to be quite unique to DELL. Most OEMs do not have ES.3 – Industry standard is normally U.2 (2.5" NVMe) format. Can we propose U.2 which meets the performance requirements?	Gen5 NVMe drives that meet the performance requirements/benchmarks similar to E3S drives are acceptable.	
3.	IFB: Annex 1	Specifications	Lot 2 number 6 you have indicated at least E3.S NVMe drives with necessary redundancy but on point number 7 the Storage Controller requested is Integrated 6Gbps SAS hardware RAID 0, 1, 5 and 10 and 60 which is RAID for SAS drives and NOT NVMe. Can we propose the necessary RAID technology for NVMe?	NVMe drives should be supplied with the appropriate NVMe RAID technology.	
4.	IFB: Annex 1	Specifications	Lot 2 number 9 you have indicated Secured Component Verification which is specific to DELL. Other OEMs have different terminologies for the same process. Please advise if we can propose equivalent/alternative solution (terminology) that meets the same requirement.	The bidder is required to ensure that the server equipment delivered have a supply chain security validation and verification capability that will facilitate confirmation that the servers are genuine and unaltered from the OEM assembly process.	

Sl. No.	Clause No. as per IFB	Point of Queries	Our Comments / Clarifications required	Clarification Response	Status
5.	IFB: Annex 1	Specifications	Your processor requirement is 2 x 24-Cores. Nvidia recommend 2 x 48 Core CPU to utilise the 8-way required GPU. For example, Intel Xeon 8558. It is important NOT to under spec the CPU to maximise the GPU utilisation. Please advise if we should propose 2 x 48Core CPUs or maintain the 2 x 24-Core CPUs.	The specifications stated are minimum. The bidder is free to propose better/higher specifications that can provide better performance.	
6.	IFB: Annex 1	Specifications	NVIDIA AI Enterprise Essentials" is Nvidia's Enterprise support on their software library. In our experience, this accelerates the time to production. Please advise if you have the AI Software(s) required in place or we should quote for "NVIDIA AI Enterprise Essentials per GPU 3-year Subscription"	NVIDIA AI Enterprise Essentials is not required.	

SECTION 2: TIPS ON HOW TO PREPARE AND SUBMIT A COMPETITIVE BID

1. Administrative: -

- 1.1 Correct language (with translation/s where different language is used);
- 1.2 Timelines complied with;
- 1.3 Full response to tender requirements;
- 1.4 Attachment of required documents as per the bid instructions such as:
 - 1.4.1 Registration certificate/s;
 - 1.4.2 Tax compliance/ registration;
 - 1.4.3 Professional registrations such as that for engineers, architects, environmentalists, accountants, supply chain experts, etc, etc;
 - 1.4.4 Power of attorney; and
 - 1.4.5 Audited accounts for the years requested.
- 1.5 Accurate sealing/ naming of bids envelopes; and
- 1.6 Timely submissions (no last minute rush!).

2. Technical: -

- 2.1 Very good methodology:
 - 2.1.1 Good work-plan.
 - 2.1.2 Understanding of TORs.
- 2.2 Evidenced based experience;
- 2.3 Excellent proposed team of experts/ personnel;
- 2.4 Compliant structure of bid;
- 2.5 Signed CVs of proposed experts/ personnel alongside declaration by individual of her/ his CV not being used by any other firm within the same bid especially where cross-biding is barred;
- 2.6 Keen attention on high/ important technical requirements/ qualifications areas & scoring more;
- 2.7 Quality assurance of the bid;
- 2.8 Well arranged, titled and easy to read proposal;
- 2.9 Defined jargon where used;
- 2.10 Demonstrated creativity and uniqueness of the technical bid;

3. Financial: -

- 3.1 Inclusion of taxes when advised to.
- 3.2 Fair pricing.
- 3.3 Signed submission form/s.

4. Post-award: -

- 4.1 Positive due diligence.
- 4.2 Accurate bid information.
- 4.3 Good performance (quality, cost, quantity, etc) on award of contract.

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