



BID CLARIFICATION MATRIX NO.1

REQUEST FOR PROPOSAL

TENDER NUMBER: LOT 1: PRQ20251560

**PROVISION OF SOLAR-POWERED COLD ROOM HUBS FOR BUSIA BORDER MARKET AND
MOYALE OPEN-AIR MARKET**

FINANCED & PROCURED BY

TRADEMARK AFRICA

JULY 2026

BID CLARIFICATION MATRIX NO.1

PROVISION OF SOLAR-POWERED COLD ROOM HUBS FOR BUSIA BORDER MARKET AND MOYALE OPEN-AIR MARKET

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This **Bid Clarification Matrix No. 1** forms an integral part of the Invitation for Bids – Goods (Ifb-G) tender document, and therefore, ***must be considered*** carefully by service providers in preparation and submission of bids.

It is divided into two sections: -

1. Section 1 contains clarifications to queries raised 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 Invitation for Bids – Goods (Ifb-G) of the tender document:

Table 1: Queries and responses as received and responded to by the procuring entity.

Please note that below responses refer to **Provision of Solar-Powered Cold Room Hubs for Busia Border Market and Moyale Open-Air Market**

Sl. No.	Our Comments / Clarifications required	Response	Status
1.	Change of Scope from Provision of Solar-Powered Cold Room Hubs for Busia Border Market and Moyale Open-Air Market	TMA wish to inform on change of scope for tender PRQ20251560– Provision of Solar-Powered Cold Room Hubs for Busia Border Market and Moyale Open-Air Market. Following project implementation review and current phasing of activities under the green technology and trade facilitation interventions, the scope of this tender has been revised. The procurement is now limited to the supply, installation, and commissioning of one (1) Solar-Powered Cold Room Hub at Busia Border Market (Trans-shipment Fish Market) only. The Moyale Open-Air Market component has been removed from this particular procurement exercise and will be addressed through a separate process at a later stage. Bidders are therefore advised as follows: • Submit bids for the Busia site only. Bids that include pricing or proposals for Moyale will be considered non-responsive on the Moyale portion and may be rejected in full if the bidder does not clearly separate the offers. • The pre-bid meeting scheduled for Moyale on 14 July 2026 is cancelled. Only the	Closed

		Busia pre-bid meeting on 8 July 2026 at 11:00 a.m. remains valid and mandatory for all bidders intending to participate. • All references in the original tender document to “Busia Border Market and Moyale Open-Air Market”, dual-site requirements, or combined quantities/specifications shall now be read as applying to Busia Border Market (Trans-shipment Fish Market) only. Specific areas of the tender document that have been changed or clarified by this response (bidders must take note and adjust their submissions accordingly): 1. Cover page, headers, and footers throughout the document — Title updated to reflect Busia only. 2. Invitation for Bids (IFB-G) pages 1–4 — Project Title, Recipients, and all references to the two markets revised to Busia Border Market only. 3. Pre-bid meeting schedule (page 3) — Moyale meeting removed; only Busia meeting remains. 4. Section II – Terms and Conditions of Supply (pages 7–11): ○ Project Name changed to Busia Border Market only. ○ Recipient/Consignee details updated to reflect Busia/KRA Busia OSBP context. ○ Schedule for Supply table and delivery timeline now apply to Busia quantities only. 5. Section I – Technical Specifications / Terms of Reference (from page 14 onwards) — All background, site descriptions, technical requirements, quantities, and performance standards now apply exclusively to the Busia Trans-shipment Fish Market cold room hub. Any dual-site language or Moyale-specific references are deleted. 6. Bid Submission Form, Price Schedule, and Annexes — Bidders must quote the total lump-sum price and unit rates for the Busia site only. Separate line items or pricing for Moyale should not be included. 7. Contract Agreement and all recitals — References to both markets revised to Busia only.	
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		8. Data Sheet and any site-specific annexes/drawings — Updated to single-site (Busia) requirements. All other terms and conditions of the original tender document (including evaluation criteria, submission deadline of 27 July 2026 at 11:00 a.m., validity period, Incoterms DDP, warranty requirements, liquidated damages, and TMA Supplier Code of Conduct) remain unchanged and fully applicable. This Bid Clarification Matrix No. 1 (including this response) forms an integral part of the bidding documents. Bidders are required to submit their bids strictly in accordance with the revised scope.	
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SECTION 2: TIPS ON SUBMITTING A WINNING BID

Administrative

- Correct language (with translation/s where different language is used);
- Timelines complied with.
- Full response to tender requirements.
- Attachment of required documents as per the bid instructions such as:
 - o Registration certificate/s;
 - o Tax compliance/ registration.
 - o Professional registrations such as that for engineers, architects, environmentalists, accountants, supply chain experts, etc.,
 - o Power of attorney; and
 - o Audited accounts for the years requested.
- Accurate sealing/ naming of bids envelopes; and
- Timely submissions (no last-minute rush!).
- Separate Technical and Financial proposal.
- Bid security to be in technical proposal.

Technical

- Availability of equipment and personnel
- Very good methodology.
 - o Good work-plan.
 - o Understanding of TORs
- Evidence based experience.
- Proposed excellent team of experts/ personnel.
- Compliant structure of bid.
- 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-bidding is barred.
- Keen attention on high/ important technical requirements/ qualifications areas & scoring more.
- Quality assurance of the bid.
- Well arranged, titled and easy to read proposal.
- Defined jargon where used.
- Demonstrated creativity and uniqueness of the technical bid/.

Financial:

- inclusion of taxes when advised to.
- fair pricing.
- signed submission form/s.

Post-award:

- positive due diligence.
- accurate bid information.
- good performance (quality, cost, quantity, etc.) on award of contract.