



**KENYA AGRICULTURAL AND LIVESTOCK RESEARCH ORGANIZATION  
HEADQUARTERS:**

**Kaptagat Road, Loresho**

**P.O. BOX 57811 - 00200**

**NAIROBI**

**Telephone: 4183301-20/0722-206986/88**

**TENDER NO KALRO/T004/HQTS/2017-18**

**FOR**

**PROVISION OF STAFF MEDICAL INSURANCE COVER**

**(UNDERWRITERS ONLY)**

**CLOSING DATE: August 28, 2017 at 11.00AM**

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SECTION I - INVITATION FOR TENDERS  
Date: 31<sup>st</sup> August, 2017

**TENDER NAME;** Tender for Provision of Staff Medical Insurance Services

**TENDER CODE NO;** KALRO/T004/HQTS/2017-18

- 1.1 Kenya Agriculture & Livestock Research Organization (KALRO) invites sealed tenders from eligible Insurance Underwriters for Staff Medical Insurance.
- 1.2 Interested eligible candidates may obtain further information from and inspect the tender documents at **KALRO Headquarters, Kaptagat road, Loresho. P.O Box 57811-00200, Nairobi off Kangemi fly over** during normal office working hours.
- 1.3 A complete tender document may be obtained by interested candidates upon payment of a non- refundable fee of KES 1,000 in cash or bankers cheque payable to Director General, KALRO. The document can also be obtained free of charge from KALRO website [www.kalro.org](http://www.kalro.org) or Treasury portal [suppliers@treasury.go.ke](mailto:suppliers@treasury.go.ke). Those who download the tender document and intend to submit a bid are required to register their details with the Supply Chain Manager's office so as to be able to receive clarifications and addenda
- 1.4 Prices quoted should be inclusive of all taxes, and delivery costs, must be in Kenya Shillings and shall remain valid for (90) days from the closing date of the tender.
- 1.5 Tenderer will be required to submit Bid security of 2% of the value of the premium.
- 1.6 Completed tender documents are to be enclosed in plain sealed envelopes, marked with the tender number and name and be deposited in the Tender Box situated at the reception area, KALRO Headquarters, Nairobi or be addressed to;  
**Director General,  
Kenya Agriculture & Livestock Research Organization  
P O Box 57811-00200,  
Nairobi,**  
Att; Manager, Supply Chain Management  
so as to be received on or before **August 28, 2017 at 11.00AM**
- 1.7 Tenders will be opened immediately thereafter in the presence of the candidates representatives who choose to attend at KALRO Conference room.

Manager, Supply Chain Management  
**FOR: DIRECTOR GENERAL**

SECTION II - INSTRUCTION TO TENDERERS

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## **SECTION II - INSTRUCTIONS TO TENDERERS**

### **2.1. Eligible Tenderers**

- 2.1.1 This Invitation for Tenders is open to all tenderers eligible as described in the Appendix to Instructions to Tenderers. Successful tenderers shall provide the services for the stipulated duration from the date of commencement (hereinafter referred to as the term) specified in the tender documents.
- 2.1.2 The procuring entity's employees, committee members, board members and their relatives (spouse and children) are not eligible to participate in the tender unless where specially allowed under section 131 of the Act.
- 2.1.3 Tenderers shall provide the qualification information statement that the tenderer (including all members of a joint venture and subcontractors) is not associated, or have been associated in the past, directly or indirectly, with a firm or any of its affiliates which have been engaged by the Procuring entity to provide consulting services for the preparation of the design, specifications, and other documents to be used for the procurement of the services under this Invitation for tenders.
- 2.1.4 Tenderers involved in the corrupt or fraudulent practices or debarred from participating in public procurement shall not be eligible.

### **2.2 Cost of Tendering**

- 2.2.1 The Tenderer shall bear all costs associated with the preparation and submission of its tender, and the procuring entity, will in no case be responsible or liable for those costs. Regardless of the conduct or outcome of the tendering process
- 2.2.2 The price to be charged for the tender document shall not exceed Kshs.5,000/=
- 2.2.3 The procuring entity shall allow the tenderer to review the tender document free of charge before purchase.

### **2.3 Contents of Tender Document**

- 2.3.1 The tender documents comprise the documents listed below and addenda issued in accordance with clause 2.5 of these instructions to tenderers.
  - (i) Instructions to Tenderers
  - (ii) General Conditions of Contract
  - (iii) Special Conditions of Contract
  - (iv) Schedule of Requirements
  - (v) Details of Insurance Cover
  - (vi) Form of Tender
  - (vii) Price Schedules

- (viii) Contract Form
- (ix) Confidential Business Questionnaire Form
- (x) Tender security Form
- (xi) Performance security Form
- (xii) Insurance Company's Authorization Form
- (xiii) Declaration Form
- (xiv) Request for Review Form

2.3.2 The Tenderer is expected to examine all instructions, forms, terms and specification in the tender documents. Failure to furnish all information required by the tender documents or to submit a tender not substantially responsive to the tender documents in every respect will be at the tenderers risk and may result in the rejection of its tender.

## **2.4 Clarification of Tender Documents**

2.4.1 A Candidate making inquiries of the tender documents may notify the Procuring entity by post, fax or by email at the procuring entity's address indicated in the Invitation for tenders. The Procuring entity will respond in writing to any request for clarification of the tender documents, which it receives not later than seven (7) days prior to the deadline for the submission of the tenders, prescribed by the procuring entity. Written copies of the Procuring entities response (including an explanation of the query but without identifying the source of inquiry) will be sent to all candidates who have received the tender documents.

2.4.2 The procuring entity shall reply to any clarifications sought by the tenderer within 3 days of receiving the request to enable the tenderer to make timely submission of its tender.

2.4.3 Preference where allowed in the evaluation of tenders shall not exceed 15%

## **2.5 Amendment of Tender Documents**

2.5.1 At any time prior to the deadline for submission of tenders, the Procuring entity, for any reason, whether at its own initiative or in response to a clarification requested by a prospective tenderer, may modify the tender documents by issuing and addendum.

2.5.2 All prospective tenderers who have obtained the tender documents will be notified of the amendment by post, fax or email and such amendment will be binding on them.

2.5.3 In order to allow prospective tenderers reasonable time in which to take the amendment into account in preparing their tenders, the Procuring entity, at its discretion, may extend the deadline for the submission of tenders.

## **2.6 Language of Tenders**

2.6.1 The tender prepared by the tenderer, as well as all correspondence and documents relating to the tender exchanged by the tenderer and the Procuring entity, shall be written in English language. Any printed literature furnished by the tenderer may be written in another language provided they are accompanied by an accurate English translation of the relevant passages in which case, for purposes of interpretation of the tender, the English translation shall govern.

## **2.7. Documents Comprising the Tender**

2.7.1 The tender prepared by the tenderer shall comprise the following components:

- (a) A Tender Form and a Price Schedule completed in accordance with paragraph 2.8, 2.9 and 2.10 below
- (b) Documentary evidence established in accordance with paragraph 2.1.2 that the tenderer is eligible to tender and is qualified to perform the contract if its tender is accepted;
- (c) Tender security furnished in accordance with paragraph 2.12 (if applicable)
- (d) Declaration Form.

## **2.8. Form of Tender**

2.8.1 The tenderer shall complete the Tender Form and the Price Schedule furnished in the tender documents, indicating the services to be provided.

## **2.9. Tender Prices**

2.9.1 The tenderer shall indicate on the form of tender and the appropriate Price Schedule the unit prices and total tender price of the services it proposes to provide under the contract.

2.9.2 Prices indicated on the Price Schedule shall be the cost of the services quoted including all customs duties and VAT and other taxes payable.

2.9.3 Prices quoted by the tenderer shall remain fixed during the Term of the contract unless otherwise agreed by the parties. A tender submitted with an adjustable price quotation will be treated as non-responsive and will be rejected, pursuant to paragraph 2.20.5

## **2.10. Tender Currencies**

2.10.1 Prices shall be quoted in Kenya Shillings

## **2.11. Tenderers Eligibility and Qualifications**

- 2.11.1 Pursuant to paragraph 2.1 the tenderer shall furnish, as part of its tender, documents establishing the tenderers eligibility to tender and its qualifications to perform the contract if it's tender is accepted.
- 2.11.2 The documentary evidence of the tenderer's qualifications to perform the contract if its tender is accepted shall establish to the Procuring entity's satisfaction that the tenderer has the financial and technical capability necessary to perform the contract.

## **2.12. Tender Security**

- 2.12.1 The tenderer shall furnish, as part of its tender, a tender security for the amount and form specified in the Appendix to Instructions to Tenderers.
- 2.12.2 The tender security shall not exceed 2 per cent of the tender price.
- 2.12.3 The tender security is required to protect the Procuring entity against the risk of Tenderer's conduct which would warrant the security's forfeiture, pursuant to paragraph 2.12.7
- 2.12.4 The tender security shall be denominated in Kenya Shillings or in another freely convertible currency, and shall be in the form
- a) Cash.
  - b) A bank guarantee.
  - c) Such insurance guarantee approved by the Authority.
  - d) Letter of credit.
- 2.12.5 Any tender not secured in accordance with paragraph 2.12.1. and 2.12.3 shall be rejected by the Procuring entity as non-responsive, pursuant to paragraph 2.20.5
- 2.12.6 Unsuccessful Tenderer's tender security will be discharged or returned as promptly as possible but not later than thirty (30) days after the expiration of the period of tender validity
- 2.12.7 The successful Tenderer's tender security will be discharged upon the tenderer signing the contract, pursuant to paragraph 2.29, and furnishing the performance security, pursuant to paragraph 2.30
- 2.12.8 The tender security may be forfeited:
- (a) if a tenderer withdraws its tender during the period of tender validity.
  - (b) in the case of a successful tenderer, if the tenderer fails:
    - (i) to sign the contract in accordance with paragraph 2.29 or
    - (ii) to furnish performance security in accordance with paragraph 2.30.



- (c) If the tenderer reject correction of an arithmetic error in the tender.

### **2.13. Validity of Tenders**

- 2.13.1 Tenders shall remain valid for 60 days after date of tender opening pursuant to paragraph 2.18. A tender valid for a shorter period shall be rejected by the Procuring entity as non-responsive.
- 2.13.2 In exceptional circumstances, the Procuring entity may solicit the Tenderer's consent to an extension of the period of validity. The request and the responses thereto shall be made in writing. The tender security provided under paragraph 2.12 shall also be suitably extended. A tenderer granting the request will not be required nor permitted to modify its tender.

### **2.14. Format and Signing of Tenders**

- 2.14.1 The tenderer shall prepare an original and a copy of the tender, clearly marking each "ORIGINAL TENDER" and "COPY OF TENDER," as appropriate. In the event of any discrepancy between them, the original shall govern.
- 2.14.2 The original and all copies of the tender shall be typed or written in indelible ink and shall be signed by the tenderer or a person or persons duly authorized to bind the tenderer to the contract. All pages of the tender, except for un-amended printed literature, shall be initialed by the person or persons signing the tender.
- 2.14.3 The tender shall have no interlineations, erasures, or overwriting except as necessary to correct errors made by the tenderer, in which case such corrections shall be initialed by the person or persons signing the tender.

### **2.15 Sealing and Marking of Tenders**

- 2.15.1 The tenderer shall seal the original and the copy of the tender in separate envelopes, duly marking the envelopes as "ORIGINAL TENDER" and "COPY OF TENDER". The envelopes shall then be sealed in an outer envelope.
- 2.15.2 The inner and outer envelopes shall:
  - (a) be addressed to the Procuring entity at the address given in the Invitation to Tender.
  - (b) bear tender number and name in the invitation to tender and the words, "DO NOT OPEN BEFORE ( *day, date and time of closing* )"
- 2.15.3 The inner envelopes shall also indicate the name and address of the tenderer to enable the tender to be returned unopened in case it is declared "late".
- 2.15.4 If the outer envelope is not sealed and marked as required by paragraph 2.15.2, the Procuring entity will assume no responsibility for the tender's misplacement or premature opening.

## **2.16. Deadline for Submission of Tenders**

- 2.16.1 Tenders must be received by the Procuring entity at the address specified under paragraph 2.15.2 not later than (day, date and time of closing).
- 2.16.2 The Procuring entity may, at its discretion, extend this deadline for the submission of tenders by amending the tender documents in accordance with paragraph 2.5.3 in which case all rights and obligations of the Procuring entity and candidates previously subject to the deadline will thereafter be subject to the deadline as extended.
- 2.16.3 Bulky tenders which will not fit the tender box shall be received by the procuring entity as provided for in the appendix.

## **2.17. Modification and Withdrawal of Tenders**

- 2.17.1 The tenderer may modify or withdraw its tender after the tender's submission, provided that written notice of the modification, including substitution or withdrawal of the tenders, is received by the Procuring entity prior to the deadline prescribed for submission of tenders.
- 2.17.2 The tenderer's modification or withdrawal notice shall be prepared, sealed, marked and dispatched in accordance with the provisions of paragraph 2.15. a withdrawal notice may also be sent by fax or email but followed by a signed confirmation copy, postmarked not later than the deadline for submission of tenders.
- 2.17.3 No tender may be modified after the deadline for submission of tenders.
- 2.17.4 No tender may be withdrawn in the interval between the deadline for submission of tenders and the expiration of the period of tender validity. Withdrawal of a tender during this interval may result in the Tenderer's forfeiture of its tender security, pursuant to paragraph 2.12.7.

## **2.18. Opening of Tenders**

- 2.18.1 The Procuring entity will open all tenders in the presence of tenderers' representatives who choose to attend, at (time, day and date of closing) and in the location specified in the invitation for tenders. The tenderers' representatives who are present shall sign a register evidencing their attendance
- 2.18.2 The tenderers' names, tender modifications or withdrawals, tender prices, discounts, and the presence or absence of requisite tender security and such other details as the Procuring entity, at its discretion, may consider appropriate, will be announced at the opening.

2.18.3 The Procuring entity will prepare minutes of the tender opening, which will be submitted to tenderers that signed the tender opening register and will have made the request.

## **2.19 Clarification of Tenders**

2.19.1 To assist in the examination, evaluation and comparison of tenders the Procuring entity may, at its discretion, ask the tenderer for a clarification of its tender. The request for clarification and the response shall be in writing, and no change in the prices or substance of the tender shall be sought, offered, or permitted.

2.19.2 Any effort by the tenderer to influence the Procuring entity in the Procuring entity's tender evaluation, tender comparison or contract award decisions may result in the rejection of the tenderers' tender.

## **2.20 Preliminary Examination and Responsiveness**

2.20.1 The Procuring entity will examine the tenders to determine whether they are complete, whether any computational errors have been made, whether required sureties have been furnished, whether the documents have been properly signed, and whether the tenders are generally in order.

2.20.2 Arithmetical errors will be rectified on the following basis. If there is a discrepancy between the unit price and the total price that is obtained by multiplying the unit price and quantity, the unit price shall prevail, and the total price shall be corrected. If the candidate does not accept the correction of the errors, its tender will be rejected, and its tender security forfeited. If there is a discrepancy between words and figures, the amount in words will prevail

2.20.3 The Procuring entity may waive any minor informality or non-conformity or irregularity in a tender which does not constitute a material deviation provided such waiver does not prejudice or affect the relative ranking of any tenderer.

2.20.4 Prior to the detailed evaluation, pursuant to paragraph 2.20, the Procuring entity will determine the substantial responsiveness of each tender to the tender documents. For purposes of these paragraphs, a substantially responsive tender is one which conforms to all the terms and conditions of the tender documents without material deviations the Procuring entity's determination of a tender's responsiveness is to be based on the contents of the tender itself without recourse to extrinsic evidence.

2.20.5 If a tender is not substantially responsive, it will be rejected by the procuring entity and may not subsequently be made responsive by the tenderer by correction of the nonconformity.

## **2.21. Conversion to single currency**

2.21.1 Where other currencies are used, the Procuring entity will convert those currencies to Kenya Shillings using the selling exchange rate on the date of tender closing provided by the Central Bank of Kenya.

## **2.22. Evaluation and Comparison of Tenders**

2.22.1 The Procuring entity will evaluate and compare the tenders which have been determined to be substantially responsive, pursuant to paragraph 2.20

2.22.2 The Procuring entity's evaluation of a tender will take into account, in addition to the tender price, the following factors, in the manner and to the extent indicated in paragraph 2.22.3.

(a) operational plan proposed in the tender;

(b) deviations in payment schedule from that specified in the Special Conditions of Contract

2.22.3 Pursuant to paragraph 2.22.2. the following evaluation methods will be applied.

(a) Operational Plan

(i) The Procuring entity requires that the services under the Invitation for Tenders shall be performed at the time specified in the Schedule of Requirements. Tenders offering to perform longer than the procuring entity's required delivery time will be treated as non-responsive and rejected.

(b) Deviation in payment schedule

(i) Tenderers shall state their tender price for the payment on schedule outlined in the special conditions of contract. Tenders will be evaluated on the basis of this base price. Tenderers are, however, permitted to state an alternative payment schedule and indicate the reduction in tender price they wish to offer for such alternative payment schedule. The Procuring entity may consider the alternative payment schedule offered by the selected tenderer.

2.22.4 The tender evaluation committee shall evaluate the tender within 30 days from the date of opening the tender.

## **2.23. Contacting the Procuring entity**

2.23.1 Subject to paragraph 2.19 no tenderer shall contact the Procuring entity on any matter relating to its tender, from the time of the tender opening to the time the contract is awarded.

2.23.2 Any effort by a tenderer to influence the Procuring entity in its decisions on tender evaluation, tender comparison, or contract award may result in the rejection of the Tenderers' tender.

## **2.24 Post-qualification**

2.24.1 The Procuring entity will verify and determine to its satisfaction whether the tenderer that is selected as having submitted the lowest evaluated responsive tender is qualified to perform the contract satisfactorily.

2.24.2 The determination will take into account the tenderer financial and technical capabilities. It will be based upon an examination of the documentary evidence of the tenderers qualifications submitted by the tenderer, pursuant to paragraph 2.11.2, as well as such other information as the Procuring entity deems necessary and appropriate

2.24.3 An affirmative determination will be a prerequisite for award of the contract to the tenderer. A negative determination will result in rejection of the Tenderer's tender, in which event the Procuring entity will proceed to the next lowest evaluated tender to make a similar determination of that Tenderer's capabilities to perform satisfactorily.

## **2.25 Award Criteria**

2.25.1 Subject to paragraph 2.29 the Procuring entity will award the contract to the successful tenderer whose tender has been determined to be substantially responsive and has been determined to be the lowest evaluated tender, provided further that the tenderer is determined to be qualified to perform the contract satisfactorily.

2.25.2 To qualify for contract awards, the tenderer shall have the following:-

- (a) Necessary qualifications, capability experience, services, equipment and facilities to provide what is being procured.
- (b) Legal capacity to enter into a contract for procurement
- (c) Shall not be insolvent, in receivership, bankrupt or in the process of being wound up and is not the subject of legal proceedings relating to the foregoing.
- (d) Shall not be debarred from participating in public procurement.

## **2.26. Procuring entity's Right to accept or Reject any or all Tenders**

- 2.26.1 The Procuring entity reserves the right to accept or reject any tender, and to annul the tendering process and reject all tenders at any time prior to contract award, without thereby incurring any liability to the affected tenderer or tenderers or any obligation to inform the affected tenderer or tenderers of the grounds for the Procuring entity's action. If the Procuring entity determines that non of the tenders is responsive, the Procuring entity shall notify each tenderer who submitted a tender.
- 2.26.2 The procuring entity shall give prompt notice of the termination to the tenderers and on request give its reasons for termination within 14 days of receiving the request from any tenderer.
- 2.26.3 A tenderer who gives false information in the tender document about is qualification or who refuses to enter into a contract after notification of contract award shall be considered for debarment from participating in future public procurement.

## **2.27 Notification of Award**

- 2.27.1 Prior to the expiration of the period of tender validity, the Procuring entity will notify the successful tenderer in writing that its tender has been accepted.
- 2.27.2 The notification of award will signify the formation of the contract subject to the signing of the contract between the tenderer and the procuring entity pursuant to clause 2.9. Simultaneously the other tenderers shall be notified that their tenders were not successful.
- 2.27.3 Upon the successful Tenderer's furnishing of the performance security pursuant to paragraph 2.29 the Procuring entity will promptly notify each unsuccessful Tenderer and will discharge its tender security, pursuant to paragraph 2.12

## **2.28 Signing of Contract**

- 2.28.1 At the same time as the Procuring entity notifies the successful tenderer that its tender has been accepted, the Procuring entity will simultaneously inform the other tenderers that their tenders have not been successful.
- 2.28.2 Within fourteen (14) days of receipt of the Contract Form, the successful tenderer shall sign and date the contract and return it to the Procuring entity.
- 2.28.3 The contract will be definitive upon its signature by the two parties.
- 2.28.4 The parties to the contract shall have it signed within 30 days from the date of notification of contract award unless there is an administrative review request.

## **2.29 Performance Security**

2.29.1 The successful tenderer shall furnish the performance security in accordance with the Conditions of Contract, in a form acceptable to the Procuring entity.

2.29.2 Failure by the successful tenderer to comply with the requirement of paragraph 2.29 or paragraph 2.30.1 shall constitute sufficient grounds for the annulment of the award and forfeiture of the tender security, in which event the Procuring entity may make the award to the next lowest evaluated tender or call for new tenders.

## **2.30 Corrupt or Fraudulent Practices**

2.30.1 The Procuring entity requires that tenderers observe the highest standard of ethics during the procurement process and execution of contracts. A tenderer shall sign a declaration that he has not and will not be involved in corrupt or fraudulent practices.

2.30.2 The Procuring entity will reject a proposal for award if it determines that the tenderer recommended for award has engaged in corrupt or fraudulent practices in competing for the contract in question

2.30.3 Further a tenderer who is found to have indulged in corrupt or fraudulent practices risks being debarred from participating in public Procurement in Kenya.

## Appendix to Instructions to Tenderers

The following information for the procurement of Medical Insurance Services shall compliment, supplement, or amend, the provisions on the instructions to tenderers. Wherever there is a conflict between the provision of the instructions to tenderers and the provisions of the appendix, the provisions of the appendix herein shall prevail over those of the instructions to tenderers

Instructions to Tenderers REF	Particulars Of Appendix to Instructions to Tenders
2.1	Particulars of eligible tenderers: <b>Only for Insurance Underwriting Companies Licensed by the Insurance Regulatory Authority to transact Medical Insurance business in Kenya</b>
2.2	A complete tender document may be obtained upon payment of a non-refundable fee of <b>KES 1,000</b> in cash or bankers cheque payable to Director General, KALRO. The document can also be obtained free of charge from KALRO website <a href="http://www.kalro.org">www.kalro.org</a> or Treasury portal <a href="mailto:suppliers@treasury.go.ke">suppliers@treasury.go.ke</a> .
2.4.3	Preferential treatment of 10% will be allowed to AGPO qualified firms (Youth, Women and People Living with Disabilities) during evaluation
2.12.1	Particulars of tender security if applicable: Tenderer shall submit bid bond of 2% of the premium amount valid for ninety (90) days after the closing date
2.12.4	Form of Tender Security. The tender Security shall be in the form of Bank Guarantee from a reputable bank recognized by Central Bank of Kenya
2.13	Validity of Tenders: <b>Tenders shall be valid for (ninety) 90 days from the date of close of tender</b>
2.15.1	The tenders <b>MUST</b> be submitted in two separate envelopes clearly marked ' <b>ORIGINAL TENDER</b> ' and ' <b>COPY OF TENDER</b> '. The envelopes shall then be sealed in an outer envelope.
2.15.2	The inner and outer envelope shall bear the tender number and name addressed to: <b>Director General Kenya Agricultural and Livestock Research Organization P O Box 57811-00200 Nairobi</b> and clearly marked <b>DO NOT OPEN BEFORE 28<sup>TH</sup> August, 2017 at 11.00am</b>
2.16.1	Deadline for Submission of Tenders: Tender shall close on <b>28<sup>TH</sup> August, 2017 at 11.00am</b> and shall be opened immediately thereafter in the presence of tenderer representatives who choose to attend



Instructions to Tenderers REF	Particulars Of Appendix to Instructions to Tenders
2.16.3	Bulky tenders that will not fit in the tender box shall be delivered to the Supply Chain Management office, at <b>KALRO Headquarters</b> , Kaptagat Road, Loresho, <b>room 151</b>
2.19	<p>Clarifications on tender may be made in writing to;</p> <p style="text-align: center;"><b>Director General</b>  <b>Kenya Agriculture &amp; Livestock Research Organization</b>  <b>P O Box 57811-00200</b>  <b>Nairobi</b></p> <p>Email; <a href="mailto:tenders@kalro.org">tenders@kalro.org</a></p>
2.20.1	<p><b><u>EVALUATION CRITERIA</u></b></p> <p>Tenderers are required to submit copies of the following <b>MANDATORY REQUIREMENTS</b> for Preliminary Examination to determine responsiveness:</p> <ol style="list-style-type: none"> <li>1. Current registration certificate by Insurance Regulatory Authority, to operate</li> <li>2. Registration certificate with the Commissioner of Insurance.</li> <li>3. Business registration/ Corporation certificate</li> <li>4. Evidence of annual gross premium in excess of Ksh 1 Billion in year 2016</li> <li>5. Evidence of paid up capital of at least Kshs 3 Billion.</li> <li>6. Reference letters from at least five (5) reputable clients, three (2) of whom must have a premium of over Ksh 100 million and the other two (3) with premium of over Ksh 30 million during last three years</li> <li>7. Evidence of total business turnover of Ksh 1 Billion per year in medical business in last two years</li> <li>8. Audited accounts for the last three current years</li> <li>9. Company profile</li> <li>10. Valid Tax Compliance Certificate</li> <li>11. Membership of the Association of Kenya Insurance (AKI)</li> <li>12. Dully filled in, signed and stamped Confidential Business Questionnaire Form</li> <li>13. Duly filled in, signed and rubber stamped form of tender</li> <li>14. Bidders must quote for Staff Medical Insurance both Inpatient and Outpatient</li> <li>15. The bidder must be a registered underwriting Company</li> <li>16. Must provide a country wide list of approved health providers where they have credit facilities (KALRO reserves the right to confirm directly with these providers the existence of credit facilities)</li> <li>17. Tenderers qualified under AGPO must provide evidence of registration in this category</li> <li>18. Firms registered under AGPO shall not be required to submit bid bond, audited accounts and referees, but the <b>MUST</b> submit duly filled in, signed and stamped Tender Security declaration form</li> </ol>

Instructions to Tenderers REF	Particulars Of Appendix to Instructions to Tenders
	<p>19. A letter duly signed by a person authorized by your organization indicating that the firm is not debarred from participating in Public Procurement process</p> <p>20. Valid Power of attorney</p> <p>21. Valid Professional Indemnity Certificate of Ksh 100 million</p> <p>22. Tender document MUST be;</p> <p style="padding-left: 20px;">a. Serialized as per the table of content</p> <p style="padding-left: 20px;">b. Signed and official rubber stamped</p> <p><b>NB;</b> Any Bidder who does not comply with any of the above requirements will be considered non responsive and shall be disqualified.</p>
2.22	<p><b>Evaluation and Comparison of Tenders:</b></p> <p><b><u>TECHNICAL EVALUATION (TOTAL POINTS 100)</u></b></p> <p><b>A) <u>Key personnel qualification and Experience (20 points)</u></b></p> <ul style="list-style-type: none"> <li>• Provide Five (5) Key professional staff with specific portfolio /task each with the following minimal qualification and experience: <ul style="list-style-type: none"> <li>✓ Principal Officer-Degree in Insurance or Actuarial Science or equivalent, and be an Associate of the Chartered Insurance Institute (attach copies of qualification certificates)</li> <li>✓ Three senior officers who must have a minimum of a Diploma of the Chartered Insurance Institute with at least five years of experience in the insurance industry handling medical insurance(attach copies of qualification certificates)</li> <li>✓ One qualified medical personnel(attach copies of qualification certificates)</li> </ul> </li> </ul> <p><b>B) <u>Company’s Past Experience (20 points)</u></b></p> <ul style="list-style-type: none"> <li>• The company must have offered Medical Insurance cover (out-patient and In-Patient) to at least five (5) large clients with a minimum of 2,000 employees each and have serviced them for at least two consecutive years. Provide details of clients as below: <ul style="list-style-type: none"> <li>✓ Full name of client</li> <li>✓ Address</li> <li>✓ Contact Person (landline and mobile no.)</li> <li>✓ Client employee numbers</li> <li>✓ Annual Premium charged</li> <li>✓ Evidence of letters of engagement, contract award from the said three clients</li> </ul> </li> <li>• <b>KALRO reserves the right to carry independent confirmation from their own sources. Tenderers found to have given false information shall have their tender rejected.</b></li> </ul>

Instructions to Tenderers REF	Particulars Of Appendix to Instructions to Tenders
	<p><b>C) <u>Scope of Medical Insurance (20 points)</u></b>  Tenderer shall submit quotation indicating the premium quoted and any extensive clauses which enhance the utility of the insurance cover and not a <b><u>standard policy cover</u></b>.  Provide an enhanced family cover to one principal member, a spouse and four (4) children.</p> <p><b><i>(PROVISION OF MULTIPLE COVER OPTIONS AND PREMIUMS WILL NOT BE ALLOWED.  ALL FIRMS MUST PRESENT ONE OVERALL PREMIUM COST AS THEIR BEST AND FINAL OFFER)</i></b></p> <ul style="list-style-type: none"> <li>✓ Indicate in detail on how the cover will be administered</li> <li>✓ Full details of what the cover excludes</li> <li>✓ Dependents eligibility</li> <li>✓ Provide a detailed Transitional arrangement on how to cover pre-existing conditions</li> <li>✓ Outpatient cover content with the applicable premium</li> <li>✓ Inpatient cover content with the applicable premium</li> <li>✓ Dental cover content</li> <li>✓ Optical cover content</li> <li>✓ Maternity cover content</li> <li>✓ Circumcision</li> <li>✓ Any other applicable premiums payable</li> <li>✓ Evacuation (Ambulances/Air)</li> <li>✓ Free Cover Limits</li> <li>✓ Ward Charges</li> <li>✓ Indicate all costs on cover including administrative costs(if applicable)</li> <li>✓ Provide Chronic Disease List(CDL) indicating diseases not covered</li> <li>✓ Full details of medical cover for members while on duty outside Kenya and exclusions that are applicable</li> <li>✓ Admission of new and exit of members into the cover</li> <li>✓ Procedures to be followed to cover maternity cases</li> <li>✓ Give details of the claims settlement turnaround time</li> <li>✓ All limits of Liability must be clearly indicated</li> <li>✓ Demonstrate the current geographical service distribution network by giving the full details of appointed Hospitals, Clinics, Doctors and specialists across the country who will be able to be accessed by the employees and their dependents.</li> </ul> <p><b>N/B-</b>The provider <b><u>MUST</u></b> have an extensive and reputable network of hospitals, clinics, pharmacies and laboratories within easy reach of</p>

Instructions to Tenderers REF	Particulars Of Appendix to Instructions to Tenders
	<p>KALRO staff and their dependents countrywide) (<b>KALRO reserves the right to verify this information</b>)</p> <ul style="list-style-type: none"> <li>✓ Other Additional benefits under the cover</li> </ul> <p><b>NB;</b> KALRO may choose to opt out of Dental and/ or Optical medical cover before signing of contract with successful tenderer</p> <p><b>D) <u>Business Support (20 Points)</u></b></p> <ul style="list-style-type: none"> <li>• Highest business volumes handled in the last three years related to Medical Insurance Cover(<b>20 points</b>)</li> <li>✓ Kshs. 3 Billion and above - 20 points</li> <li>✓ Kshs. 2 -2.99 Billion - 15 points</li> <li>✓ Kshs.1.9 Billion and below -10 points</li> <li>• Full details of tenderer’s appointed bankers -<b>10.0points</b></li> <li>• Tenderers authority to seek references-<b>10.0 points</b>(authority must be in writing and duly signed)</li> </ul> <p><b>E) Serialization of tender document to conform to table of content and neatness of document - (10)</b></p> <p><b><u>NOTE</u></b></p> <ul style="list-style-type: none"> <li>• Only Tenderers scoring a minimum of 75% of the technical score will have their financial proposals evaluated.</li> </ul> <p><b><u>FINANCIAL EVALUATION</u></b></p> <ol style="list-style-type: none"> <li>1. The shortlisted bidders who score above 75% shall be invited for a detailed 10 minute PowerPoint presentation to KALRO team on Q&amp;A session.</li> <li>2. The Medical Insurance Company that presents the best <b><u>TERMS</u></b> shall be recommended for award as appropriate.</li> <li>3. AGPO qualified tenderers will have a 10% preferential treatment</li> </ol>
2.24 (a)	Particulars of post-qualification if applicable: <b>KALRO may carry out due diligence to confirm the capability of the tenderer</b>

**SECTION III - GENERAL CONDITIONS OF CONTRACT**

**Table of Clauses**

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## **SECTION III GENERAL CONDITIONS OF CONTRACT**

### **3.1. Definitions**

3.1.1 In this Contract, the following terms shall be interpreted as indicated:

- (a) “The Contract” means the agreement entered into between the Procuring entity and the tenderer, as recorded in the Contract Form signed by the parties, including all attachments and appendices thereto and all documents incorporated by reference therein.
- (b) “The Contract Price” means the price payable to the tenderer under the Contract for the full and proper performance of its contractual obligations
- (c) “The Services” means services to be provided by the tenderer including any documents, which the tenderer is required to provide to the Procuring entity under the Contract.
- (d) “The Procuring entity” means the organization procuring the services under this Contract
- (e) “The Contractor” means the organization or firm providing the services under this Contract.
- (f) “GCC” means the General Conditions of Contract contained in this section.
- (g) “SCC” means the Special Conditions of Contract
- (h) “Day” means calendar day

### **3.2. Application**

3.2.1 These General Conditions shall apply to the extent that they are not superseded by provisions of other part of the contract

### **3.3. Standards**

3.3.1 The services provided under this Contract shall conform to the standards mentioned in the schedule of requirements.

### **3.4. Use of Contract Documents and Information**

3.4.1 The Contractor shall not, without the Procuring entity’s prior written consent, disclose the Contract, or any provision thereof, or any specification, plan, drawing, pattern,

sample, or information furnished by or on behalf of the Procuring entity in connection therewith, to any person other than a person employed by the contractor in the performance of the Contract.

3.4.2 The Contractor shall not, without the Procuring entity's prior written consent, make use of any document or information enumerated in paragraph 2.4.1 above.

3.4.3 Any document, other than the Contract itself, enumerated in paragraph 2.4.1 shall remain the property of the Procuring entity and shall be returned (all copies) to the Procuring entity on completion of the contract's or performance under the Contract if so required by the Procuring entity.

### **3.5. Patent Rights**

3.5.1 The Contractor shall indemnify the Procuring entity against all third-party claims of infringement of patent, trademark, or industrial design rights arising from use of the services under the contract or any part thereof.

### **3.6 Performance Security**

3.6.1 Within twenty eight (28) days of receipt of the notification of Contract award, the successful tenderer shall furnish to the Procuring entity the performance security where applicable in the amount specified in SCC

3.6.2 The proceeds of the performance security shall be payable to the Procuring entity as compensation for any loss resulting from the Tenderer's failure to complete its obligations under the Contract.

3.6.3 The performance security shall be denominated in the currency of the Contract, or in a freely convertible currency acceptable to the Procuring entity and shall be in the form of:

- a) Cash.
- b) A bank guarantee.
- c) Such insurance guarantee approved by the Authority.
- d) Letter of credit.

3.6.4 The performance security will be discharged by the Procuring entity and returned to the Candidate not later than thirty (30) days following the date of completion of the Contractor's performance of obligations under the Contract, including any warranty obligations, under the Contract.

### **3.7. Delivery of services and Documents**

3.7.1 Delivery of the services shall be made by the Contractor in accordance with the terms specified by the procuring entity in the schedule of requirements and the special conditions of contract

### **3.8. Payment**

- 3.81. The method and conditions of payment to be made to the contractor under this Contract shall be specified in SCC
- 3.82. Payment shall be made promptly by the Procuring entity, but in no case later than sixty (60) days after submission of an invoice or claim by the contractor

### **3.9. Prices**

- 3.9.1 Prices charges by the contractor for Services performed under the Contract shall not, with the exception of any price adjustments authorized in SCC vary from the prices quoted by the tenderer in its tender or in the procuring entity's request for tender validity extension the case may be. No variation in or modification to the terms of the contract shall be made except by written amendments signed by the parties.
- 3.9.2 Contract price variations shall not be allowed for contracts not exceeding one year (12 months)
- 3.9.3 Where contract price variation is allowed the variation shall not exceed 10% of the original contract price
- 3.9.4 Price variation requests shall be processed by the procuring entity within 30 days of receiving the request.

### **3.10. Assignment**

- 3.10.1 The Contractor shall not assign, in whole or in part, its obligations to perform under this Contract, except with the Procuring entity's prior written consent.

### **3.11. Termination for Default**

- 3.11.1 The Procuring entity may, without prejudice to any other remedy for breach of Contract, by written notice of default sent to the Contractor terminate this Contract in whole or in part:
  - (a) if the Contractor fails to provide any or all of the services within the period(s) specified in the Contract, or within any extension thereof granted by the Procuring entity.
  - (b) If the Contractor fails to perform any other obligation(s) under the Contract
  - (c) If the Contract in the judgment of the Procuring entity has engaged in corrupt or fraudulent practices in competing for or in executing the contract
- 3.11.2 In the event the Procuring entity terminates the contract in whole or in part, it may procure, upon such terms and in such manner as it deems appropriate, services similar to those un-delivered, and the Contractor shall be liable to the Procuring entity for



any excess costs for such similar services. However the contractor shall continue performance of the contract to extent not terminated.

### **3.12. Termination for Insolvency**

3.12.1 The Procuring entity may at any time terminate the contract by giving written notice to the Contractor if the contractor becomes bankrupt or otherwise insolvent. In this event, termination will be without compensation to the contractor, provided that such termination will not prejudice or affect any right of action or remedy, which has accrued or will accrue thereafter to the procuring entity.

### **3.13. Termination for Convenience**

3.13.1 The Procuring entity by written notice sent to the contractor, may terminate the contract in whole or in part, at any time for its convenience. The notice of termination shall specify that the termination is for the procuring entities convenience, the extent to which performance of the contractor of the contract is terminated and the date on which such termination becomes effective.

3.13.2 For the remaining part of the contract after termination the procuring entity may elect to cancel the services and pay to the contractor an agreed amount for partially completed services.

### **3.14 Resolution of Disputes**

3.14.1 The procuring entity and the contractor shall make every effort to resolve amicably by direct informal negotiations and disagreement or disputes arising between them under or in connection with the contract

3.14.2 If after thirty (30) days from the commencement of such informal negotiations both parties have been unable to resolve amicably a contract dispute either party may require that the dispute be referred for resolution to the formal mechanisms specified in the SCC.

### **3.15. Governing Language**

3.15.1. The contract shall be written in the English language. All correspondence and other documents pertaining to the contract, which are exchanged by the parties shall be written in the same language.

### **3.16. Applicable Law**

3.16.1 The contract shall be interpreted in accordance with the laws of Kenya unless otherwise expressly specified in the SCC.

### **3.17 Force Majeure**

3.17.1 The Contractor shall not be liable for forfeiture of its performance security, or termination for default if and to the extent that its delay in performance or other failure to perform its obligations under the Contract is the result of an event of Force Majeure.

### **3.18 Notices**

3.18.1 Any notices given by one party to the other pursuant to this contract shall be sent to the other party by post or by Fax or Email and confirmed in writing to the other party's address specified in the SCC.

3.18.2 A notice shall be effective when delivered or on the notices effective date, whichever is later.

## SECTION IV - SPECIAL CONDITIONS OF CONTRACT

Special Conditions of Contract as relates to the General Conditions of Contract

Reference of general conditions of contract	Special condition of contract
3.7 Delivery of Services	For a contract period of two years
3.8 Payment	Annual premium will be paid either once (or on equal installments) at the beginning of policy
3.9 Price adjustment	No price adjustments allowed in the first twelve months. However, the policy should be able to provide for additional staff members and or reduction of the same at similar price
3.16 Applicable law	Laws of Kenya
3.18 Notices	Indicate full address of the procuring entity: <b>Director General,            Kenya Agricultural &amp; Livestock Research Organization            Kaptagat Road, Loresho            P O Box 57811-00200,            Nairobi,</b>

## SECTION V - SCHEDULE OF REQUIREMENTS

### STAFF MEDICAL INSURANCE SCHEME COVER FOR THE PERIOD 2017-2018

The Insurance Underwriting Company must provide detailed information of an enhanced family cover to one principal member, a spouse and four (4) children as shown below:

- ✓ Indicate in detail on how the cover will be administered
- ✓ Full details of what the cover excludes
- ✓ Dependents eligibility
- ✓ Provide a detailed Transitional arrangement on how to cover pre-existing conditions
- ✓ Outpatient cover content with the applicable premium
- ✓ Inpatient cover content with the applicable premium
- ✓ Dental cover content
- ✓ Optical cover content
- ✓ Maternity cover content
- ✓ Circumcision
- ✓ Any other applicable premiums payable
- ✓ Evacuation (Ambulances/Air)
- ✓ Free Cover Limits
- ✓ Ward Charges
- ✓ Indicate all costs on cover including administrative costs(if applicable)
- ✓ Provide Chronic Disease List(CDL) indicating diseases not covered
- ✓ Full details of medical cover for members while on duty outside Kenya and exclusions that are applicable
- ✓ Admission of new and exit of members into the cover
- ✓ Procedures to be followed to cover maternity cases
- ✓ Give details of the claims settlement turnaround time
- ✓ All limits of Liability must be clearly indicated
- ✓ Demonstrate the current geographical service distribution network by giving the full details of appointed Hospitals, Clinics, Doctors and specialists across the country who will be able to be accessed by the employees and their dependents.(N/B-The provider **MUST** have an extensive and reputable network of hospitals, clinics, pharmacies and laboratories within easy reach of KALRO staff and their dependents countrywide) **(KALRO reserves the right to verify this information)**
- ✓ Other Additional benefits under the cover

**NB;** KALRO may choose to opt out of Dental and/ or Optical medical cover before signing of contract with successful tenderer

***(PROVISION OF MULTIPLE COVER OPTIONS AND PREMIUMS WILL NOT BE ALLOWED. ALL FIRMS MUST PRESENT ONE OVERALL PREMIUM COST AS THEIR BEST AND FINAL OFFER)***

	Insurance	JG	No of employees	Value to be insured (Ksh)	Scope of risk cover
1.1	In - Patient	A - G	641	750,000	In -Patient medical expenses for Principle, Spouse and 4 children of age 22 years and below
		H - M	1466	800,000	
		N - T	596	1,000,000	
2.1	Out- Patient	A - G	641	75,000	Out - Patient medical expenses for Principle, Spouse and 4 children of age 22 years and below
		H - M	1466	80,000	
		N - T	596	100,000	

	DESCRIPTION OF INSURANCE COVER	TOTAL PREMIUM (KSHS.)																																												
1.	Medical Insurance Cover for 2703 KALRO members of staff;																																													
1.1	<p style="text-align: center;">In-patient cover for M+</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th>Category A</th> <th>Family Size</th> </tr> </thead> <tbody> <tr><td>M</td><td>37</td></tr> <tr><td>M+1</td><td>82</td></tr> <tr><td>M+2</td><td>107</td></tr> <tr><td>M+3</td><td>168</td></tr> <tr><td>M+4</td><td>114</td></tr> <tr><td>M+5</td><td>88</td></tr> <tr><td><b>Total</b></td><td><b>596</b></td></tr> </tbody> </table> <table border="1" style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th>Category B</th> <th>Family Size</th> </tr> </thead> <tbody> <tr><td>M</td><td>75</td></tr> <tr><td>M+1</td><td>164</td></tr> <tr><td>M+2</td><td>247</td></tr> <tr><td>M+3</td><td>315</td></tr> <tr><td>M+4</td><td>309</td></tr> <tr><td>M+5</td><td>356</td></tr> <tr><td><b>Total</b></td><td><b>1466</b></td></tr> </tbody> </table> <table border="1" style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th>Category C</th> <th>Family Size</th> </tr> </thead> <tbody> <tr><td>M</td><td>37</td></tr> <tr><td>M+1</td><td>89</td></tr> <tr><td>M+2</td><td>132</td></tr> <tr><td>M+3</td><td>174</td></tr> <tr><td>M+4</td><td>118</td></tr> </tbody> </table>	Category A	Family Size	M	37	M+1	82	M+2	107	M+3	168	M+4	114	M+5	88	<b>Total</b>	<b>596</b>	Category B	Family Size	M	75	M+1	164	M+2	247	M+3	315	M+4	309	M+5	356	<b>Total</b>	<b>1466</b>	Category C	Family Size	M	37	M+1	89	M+2	132	M+3	174	M+4	118	
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		DESCRIPTION OF INSURANCE COVER		TOTAL PREMIUM (KSHS.)
		M+5	91	
		<b>Total</b>	<b>641</b>	
1.2	Out-patient cover for M+			
	<b>Category A</b>		<b>Family Size</b>	
	M		37	
	M+1		82	
	M+2		107	
	M+3		168	
	M+4		114	
	M+5		88	
	<b>Total</b>		<b>596</b>	
	<b>Category B</b>		<b>Family Size</b>	
	M		75	
	M+1		164	
	M+2		247	
	M+3		315	
	M+4		309	
	M+5		356	
	<b>Total</b>		<b>1466</b>	
	<b>Category C</b>		<b>Family Size</b>	
	M		37	
	M+1		89	
	M+2		132	
	M+3		174	
	M+4		118	
	M+5		91	
	<b>Total</b>		<b>641</b>	

Item No.	Description	Outpatient, KES	In patient , KES
1.	Psychiatric conditions		
2.	Pre-existing conditions		
3.	Chronic condition		
4.	HIV/AIDS condition		
5.	Congenital condition		
6.	Pre-term babies		
7.	Maternity normal delivery		
8.	Maternity caesarian cases		
9.	Circumcision		
10.	Dental care		
11.	Optical care		
12.	Post hospitalization benefits		
13.	Overseas emergency in-patient cover		
14.	Road ambulance rescue		

Vaccination (KES).....

Life Cover for principal (KES).....

Any additional cases covered (please indicate).....

**NOTE: Use ONLY microchip cards  
PRICE SCHEDULE FORMAT (MANDATORY)**

Prospective bidders **MUST** use the price schedule format herein to append their unit rates and applicable total premiums. The Total Premiums per year must be inclusive of all applicable taxes.

#### IN-PATIENT MEDICAL COVER

Proposed limits per Principal, Spouse and 4 dependents per year (Ksh)	Expected total No. of Population (Families)	Unit Rate of Premium per year (Kshs.)	Total Premium per year inclusive of all applicable taxes
750,000	641		
800,000	1466		
1,000,000	596		
<b>TOTALS</b>	<b>2703</b>		

### OUT-PATIENT MEDICAL COVER

Proposed limits per Principal, Spouse and 4 dependents per year (Ksh)	Expected total No. of Population (Families)	Unit Rate of Premium per year(Kshs.)	Total Premium per year inclusive of all applicable taxes
75,000	641		
80,000	1466		
100,000	596		
<b>TOTALS</b>	<b>2703</b>		



## SECTION VI - STANDARD FORMS

### Notes on the standard Forms

1. **Form of TENDER** - The form of Tender must be completed by the tenderer and submitted with the tender documents. It must also be duly signed by duly authorized representatives of the tenderer.
2. **Price Schedule Form** - The price schedule form must similarly be completed and submitted with the tender.
3. **Contract Form** - The contract form shall not be completed by the tenderer at the time of submitting the tender. The contract form shall be completed after contract award and should incorporate the accepted contract price.
4. **Confidential Business Questionnaire Form** - This form must be completed by the tenderer and submitted with the tender documents.
5. **Tender Security Form** - When required by the tender document the tenderer shall provide the tender security either in the form included hereinafter or in another format acceptable to the procuring entity.
6. **Performance security Form** - The performance security form should not be completed by the tenderer at the time of tender preparation. Only the successful tenderer will be required to provide performance security in the form provided herein or in another form acceptable to the procuring entity.

**Form of Tender**

To: Name and address of procuring entity \_\_\_\_\_ Date \_\_\_\_\_  
Tender No. \_\_\_\_\_  
Tender Name \_\_\_\_\_

Gentlemen and/or Ladies:-

1. Having examined the Tender documents including Addenda No. (Insert numbers) ..... the receipt of which is hereby duly acknowledged, we the undersigned, offer to provide Insurance Services under this tender in conformity with the said Tender document for the sum of .....[Total Tender amount in words and figures] or such other sums as may be ascertained in accordance with the Schedule of Prices attached herewith and made part of this Tender.

2. We undertake, if our Tender is accepted, to provide the Insurance Cover Services in accordance with the conditions of the tender.

3. We agree to abide by this Tender for a period of .....[number] days from the date fixed for Tender opening of the Instructions to Tenderers, and it shall remain binding upon us and may be accepted at any time before the expiration of that period.

4. This Tender, together with your written acceptance thereof and your notification of award, shall constitute a Contract between us subject to the signing of the contract by both parties.

5. We understand that you are not bound to accept the lowest or any tender you may receive.

Dated this \_\_\_\_\_ day of \_\_\_\_\_ 2005

\_\_\_\_\_  
[Signature] [In the capacity of]

Duly authorized to sign tender for and on behalf of \_\_\_\_\_

**Price Schedule Form**

ITEM NO.	DESCRIPTION OF INSURANCE COVER	TOTAL PREMIUM (KSHS.)
1.		
2.		
3.		
4.		
5.		

**NB:** Annual premium will be paid either once (or equal installments) at the beginning of the policy.

**Signature and Stamp of tenderer:** \_\_\_\_\_

**Note:** In case of discrepancy between unit premium and total, the unit premium shall prevail.

## Contract Form

THIS AGREEMENT made the \_\_\_\_\_ day of \_\_\_\_\_ 20\_\_\_\_\_  
between [name of Procurement entity] of [country of Procurement entity]  
(hereinafter called “the Procuring entity”) of the one part and [name  
of tenderer] of [city and country of tenderer] (hereinafter called “the  
tenderer”) of the other part:

WHEREAS the Procuring entity invited tenders for the GPA cover and has accepted a tender  
by the tenderer for the supply of the services in the sum of \_\_\_\_\_  
\_\_\_\_\_ [contract price in words in figures]  
(hereinafter called “the Contract Price”).

NOW THIS AGREEMENT WITNESSTH AS FOLLOWS:-

1. In this Agreement words and expressions shall have the same meanings as are respectively assigned to them in the Conditions of Contract referred to.
2. The following documents shall be deemed to form and be read and construed as part of this Agreement, viz:
  - (a) the Tender Form and the Price Schedule submitted by the tenderer;
  - (b) the Schedule of Requirements
  - (c) the Details of cover
  - (d) the General Conditions of Contract
  - (e) the Special Conditions of Contract; and
  - (f) the Procuring entity’s Notification of Award
3. In consideration of the payments to be made by the Procuring entity to the tenderer as hereinafter mentioned, the tenderer hereby covenants with the Procuring entity to provide the GPA cover and to remedy defects therein in conformity in all respects with the provisions of the Contract.
4. The Procuring entity hereby covenants to pay the tenderer in consideration of the provision of the services and the remedying of defects therein, the Contract Price or such other sum as may become payable under the provisions of the contract at the times and in the manner prescribed by the contract.

IN WITNESS whereof the parties hereto have caused this Agreement to be executed in accordance with their respective laws the day and year first above written

Signed, sealed, delivered by \_\_\_\_\_ the \_\_\_\_\_ (for the Procuring entity)

Signed, sealed, delivered by \_\_\_\_\_ the \_\_\_\_\_ (for the tenderer) in the presence of \_\_\_\_\_

**CONFIDENTIAL BUSINESS QUESTIONNAIRE**

You are requested to give the particular indicated in Part 1 and either Part 2(a), 2(b), or 2(c) Which ever applies to your type of business

You are advised that it is a serious offence to give false information on this Form.			
<b>Part 1- General:</b>			
Business Name .....			
Location of business premises .....			
Plot No. .... Street/Road .....			
Postal Address .....Tel. No .....Fax .....Email .....			
Nature of business .....			
Registration Certificate No. ....			
Maximum value of business which you can handle at any one time Kshs. ....			
Name of your bankers ..... Branch .....			
<b>Part 2(a) - Sole Proprietor:</b>			
Your name in full ..... Age .....			
Nationality ..... Country of origin .....			
Citizenship details.....			
<b>Party 2(b) - Partnership</b>			
Give details of partners as follows:			
	Name	Nationality	Citizenship Details Shares
1.	.....	.....	.....
2.	.....	.....	.....
3.	.....	.....	.....
4.	.....	.....	.....
5.	.....	.....	.....
<b>Part 2(c) - Registered Company:</b>			
Private or public .....			
State the nominal and issued capital of the company -			
Nominal Kshs.. .....			
Issued Kshs.....			
Give details of all directors as follows			
	Name	Nationality	Citizenship Details Shares
1.	.....	.....	.....
2.	.....	.....	.....
3.	.....	.....	.....

4. ....
5. ....

Date..... Signature of Tenderer .....

If a citizen, indicate under “Citizenship Details” whether by Birth, Naturalization or Registration

## TENDER SECURITY FORM

Whereas [*name of Bidder*] (hereinafter called <the tenderer> has submitted its bid dated [*date of submission of bid*] for the provision of insurance services (hereinafter called <the tender>

KNOW ALL PEOPLE by these presents that WE [*name of bank*] of [*name of country*], having our registered office at [*name of procuring entity*] (hereinafter called <the procuring entity> in the sum of [*state the amount*] for which payment well and truly to be made to the said procuring entity, the Bank binds itself, its successors, and assigns by these presents. Sealed with the Common Seal of the said Bank this \_\_\_\_\_ day of \_\_\_\_\_ 20 \_\_\_\_\_

THE CONDITIONS of this obligation are:-

1. If the tenderer withdraws its tender during the period of tender validity specified by the procuring entity on the Form; or
2. If the tender, having been notified of the acceptance of its tender by the procuring entity during the period of tender validity
  - (a) fails or refuses to execute the Contract Form, if required; or
  - (b) fails or refuses to furnish the performance security, in accordance with the Instructions to tenders.

We undertake to pay to the procuring entity up to the above amount upon receipt of its first written demand, without the procuring entity having to substantiate its demand, provided that in its demand the procuring entity will note that the amount claimed by it is due to it, owing to the occurrence of one or both of the conditions, specifying the occurred condition(s)

This tender guarantee will remain in force up to and including thirty (30) days after the period of tender validity, and any demand in respect thereof should reach the Bank not later than the above stated date.

[Authorized Signatories and official stamp of the Bank]

*(Amend accordingly if provided by Insurance Company)*

PERFORMANCE SECURITY FORM

To: .....  
[Name of procuring entity]

WHEREAS ..... [name of tenderer]  
(Hereinafter called "the tenderer") has undertaken, in pursuance of Contract No. \_\_\_\_\_  
\_\_\_\_\_ [reference number of the contract] dated \_\_\_\_\_ 20 \_\_\_\_\_ to  
supply .....  
[description of insurance services] (Hereinafter called "the Contract")

AND WHEREAS it has been stipulated by you in the said Contract that the tenderer shall furnish  
you with a bank guarantee by a reputable bank for a sum specified therein as security for  
compliance with the Tenderer's performance obligations in accordance with the Contract

AND WHEREAS we have agreed to give the tenderer a guarantee:

THEREFORE WE hereby affirm that we are Guarantors and responsible to you, on behalf of  
the tenderer, up to a total of .....  
[amount of the guarantee in words and figures], and we undertake to pay you, upon your first  
written demand declaring the tenderer to be in default under the Contract and without cavil  
or argument, any sum of money within the limits of ..... [Amount  
of guarantee] as aforesaid, without your needing to prove or to show grounds or reasons for  
your demand or the sum specified therein.

This guarantee is valid until the \_\_\_\_\_ day of \_\_\_\_\_ 20 \_\_\_\_

Signature and seal of the Guarantors

\_\_\_\_\_  
[Name of bank of financial institution]

\_\_\_\_\_  
[Address]

\_\_\_\_\_  
[Date]

(Amend accordingly if provided by Insurance Company)



**INSURANCE COMPANY AUTHORIZATION FORM**

To

WHEREAS..... who are established and reputable underwriters of Medical Insurance having offices at ..... do hereby authorize ..... [to submit a tender, and subsequently negotiate and sign the Contract with you against tender No. .... for the Medical Insurance Cover provided by us.

We hereby extend our full guarantee as per the General Conditions of Contract for the services offered for supply by the above firm against this Invitation for Tenders.

\_\_\_\_\_  
*[signature for and on behalf of Underwriter]*

*Note:* This letter of authority should be on the letterhead of the Insurance Company and should be signed by a person competent.

**Tender-Securing Declaration (Mandatory for AGPO)**

Date: *[insert date (as day, month and year)]*

Tender No.: *[insert number of Tendering process]*

To: *[insert complete name of Procuring Entity]*

We, the undersigned, declare that:

We understand that, according to your conditions, Tenders must be supported by a Tender-Securing Declaration.

We accept that we will automatically be suspended from being eligible for Tendering in any contract with the Procuring Entity for the period of time of *[insert number of months or years]* starting on *[insert date]*, if we are in breach of our obligation(s) under the Tender conditions, because we;

- a) Have withdrawn our Tender during the period of Tender validity specified in the Form of Tender; or
- b) Having been notified of the acceptance of our Tender by the Procuring Entity during the period of Tender validity,
  - (i). Fail or refuse to execute the Contract, if required, or
  - (ii). Fail or refuse to furnish the Performance Security, in accordance with the ITT.

We understand this Tender Securing Declaration shall expire if we are not the successful Tenderer, upon the earlier of;

- 1) Our receipt of your notification to us of the name of the successful Tenderer; or
- 2) Thirty days after the expiration of our Tender.

Signed: *[insert signature of person whose name and capacity are shown]* In the capacity of *[insert legal capacity of person signing the Tender Securing Declaration]*

Name: *[insert complete name of person signing the Tender Securing Declaration]*

Duly authorized to sign the Tender for and on behalf of: *[insert complete name of Tenderer]*

Dated on \_\_\_\_\_ day of \_\_\_\_\_, \_\_\_\_\_ *[insert date of signing]*  
Corporate Seal (where appropriate)

**LETTER OF NOTIFICATION OF AWARD**

Address of Procuring Entity

\_\_\_\_\_  
\_\_\_\_\_

To: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

RE: Tender No. \_\_\_\_\_

Tender Name \_\_\_\_\_

This is to notify that the contract/s stated below under the above mentioned tender have been awarded to you.

\_\_\_\_\_  
\_\_\_\_\_

1. Please acknowledge receipt of this letter of notification signifying your acceptance.
2. The contract/contracts shall be signed by the parties within 30 days of the date of this letter but not earlier than 14 days from the date of the letter.
3. You may contact the officer(s) whose particulars appear below on the subject matter of this letter of notification of award.

*(FULL PARTICULARS)* \_\_\_\_\_  
\_\_\_\_\_

SIGNED FOR ACCOUNTING OFFICER

REPUBLIC OF KENYA  
PUBLIC PROCUREMENT ADMINISTRATIVE REVIEW BOARD

APPLICATION NO.....OF.....20.....

BETWEEN

.....APPLICANT

AND

.....RESPONDENT (*Procuring Entity*)

Request for review of the decision of the..... (*Name of the Procuring Entity*) of .....dated the...day of .....20.....in the matter of Tender No.....of .....20...

**REQUEST FOR REVIEW**

I/We.....,the above named Applicant(s), of address: Physical address.....Fax No.....Tel. No.....Email ....., hereby request the Public Procurement Administrative Review Board to review the whole/part of the above mentioned decision on the following grounds , namely:-

- 1.
  - 2.
- etc.

By this memorandum, the Applicant requests the Board for an order/orders that: -

- 1.
  - 2.
- etc

SIGNED .....(Applicant)

Dated on.....day of ...../...20...

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**FOR OFFICIAL USE ONLY**

Lodged with the Secretary Public Procurement Administrative Review Board on ..... day of .....20.....

SIGNED  
Board Secretary