KENYA AGRICULTURAL AND LIVESTOCK RESEARCH ORGANIZATION

HEADQUARTERS
Kaptagat Road, Loresho
P.O. BOX 57811 - 00200
NAIROBI
Telephone: 4183301-20/0722-206986/88

KENYA CLIMATE SMART AGRICULTURAL PROJECT

BIDDING DOCUMENT
FOR
SUPPLY, INSTALLATION, CONFIGURATION, TESTING AND COMMISSIONING OF DATA MANAGEMENT, SECURITY AND CLOUD HOSTING SERVICES

NCB No: KALRO/KCSAP/NCB/007/2020-2021

STEP Reference No.KE-MOALF-213656-GO-RFB

PROJECT ID NO: P154784

ISSUED ON: FEBRUARY 2021
Table of Contents

PART 1 – Bidding Procedures ................................................................................................................. 1
Section I. Instructions to Bidders ............................................................................................................. 3
Section II. Bid Data Sheet (BDS) ......................................................................................................... 29
Section III. Evaluation and Qualification Criteria ................................................................................. 35
Section IV. Bidding Forms .................................................................................................................... 39
Section V. Eligible Countries .................................................................................................................. 57
Section VI. Bank Policy - Corrupt and Fraudulent Practices ................................................................. 59

PART 2 – Supply Requirements .............................................................................................................. 63
Section VII. Schedule of Requirements .................................................................................................. 65

PART 3 - Contract ..................................................................................................................................... 75
Section VIII. General Conditions of Contract ....................................................................................... 77
Section IX. Special Conditions of Contract ........................................................................................... 101
Section X. Contract Forms ..................................................................................................................... 105
PART 1 – Bidding Procedures
# Section I. Instructions to Bidders

## Table of Clauses

<table>
<thead>
<tr>
<th>Section</th>
<th>Title</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>A.</td>
<td>General</td>
<td>5</td>
</tr>
<tr>
<td>1.</td>
<td>Scope of Bid</td>
<td>5</td>
</tr>
<tr>
<td>2.</td>
<td>Source of Funds</td>
<td>5</td>
</tr>
<tr>
<td>3.</td>
<td>Corrupt and Fraudulent Practices</td>
<td>5</td>
</tr>
<tr>
<td>4.</td>
<td>Eligible Bidders</td>
<td>6</td>
</tr>
<tr>
<td>5.</td>
<td>Eligible Goods and Related Services</td>
<td>8</td>
</tr>
<tr>
<td>B.</td>
<td>Contents of Bidding Document</td>
<td>9</td>
</tr>
<tr>
<td>6.</td>
<td>Sections of Bidding Document</td>
<td>9</td>
</tr>
<tr>
<td>7.</td>
<td>Clarification of Bidding Documents, Site Visit, Pre-Bid Meeting</td>
<td>10</td>
</tr>
<tr>
<td>8.</td>
<td>Amendment of Bidding Document</td>
<td>10</td>
</tr>
<tr>
<td>C.</td>
<td>Preparation of Bids</td>
<td>10</td>
</tr>
<tr>
<td>9.</td>
<td>Cost of Bidding</td>
<td>10</td>
</tr>
<tr>
<td>10.</td>
<td>Language of Bid</td>
<td>10</td>
</tr>
<tr>
<td>11.</td>
<td>Documents Comprising the Bid</td>
<td>11</td>
</tr>
<tr>
<td>12.</td>
<td>Letter of Bid and Price Schedules</td>
<td>11</td>
</tr>
<tr>
<td>13.</td>
<td>Alternative Bids</td>
<td>12</td>
</tr>
<tr>
<td>14.</td>
<td>Bid Prices and Discounts</td>
<td>12</td>
</tr>
<tr>
<td>15.</td>
<td>Currencies of Bid and Payment</td>
<td>14</td>
</tr>
<tr>
<td>16.</td>
<td>Documents Establishing the Eligibility and Conformity of the Goods and Related Services</td>
<td>14</td>
</tr>
<tr>
<td>17.</td>
<td>Documents Establishing the Eligibility and Qualifications of the Bidder</td>
<td>15</td>
</tr>
<tr>
<td>18.</td>
<td>Period of Validity of Bids</td>
<td>15</td>
</tr>
<tr>
<td>20.</td>
<td>Format and Signing of Bid</td>
<td>18</td>
</tr>
<tr>
<td>D.</td>
<td>Submission and Opening of Bids</td>
<td>18</td>
</tr>
<tr>
<td>21.</td>
<td>Sealing and Marking of Bids</td>
<td>18</td>
</tr>
<tr>
<td>22.</td>
<td>Deadline for Submission of Bids</td>
<td>19</td>
</tr>
<tr>
<td>23.</td>
<td>Late Bids</td>
<td>19</td>
</tr>
<tr>
<td>24.</td>
<td>Withdrawal, Substitution, and Modification of Bids</td>
<td>19</td>
</tr>
<tr>
<td>25.</td>
<td>Bid Opening</td>
<td>20</td>
</tr>
<tr>
<td>E.</td>
<td>Evaluation and Comparison of Bids</td>
<td>21</td>
</tr>
<tr>
<td>26.</td>
<td>Confidentiality</td>
<td>21</td>
</tr>
<tr>
<td>27.</td>
<td>Clarification of Bids</td>
<td>22</td>
</tr>
</tbody>
</table>
28. Deviations, Reservations, and Omissions.................................................................22
29. Determination of Responsiveness.............................................................................22
30. Nonconformities, Errors and Omissions.................................................................23
31. Correction of Arithmetical Errors.............................................................................23
32. Conversion to Single Currency................................................................................24
33. Margin of Preference..............................................................................................24
34. Evaluation of Bids ....................................................................................................24
35. Comparison of Bids ................................................................................................25
36. Qualification of the Bidder.......................................................................................25
37. Purchaser’s Right to Accept Any Bid, and to Reject Any or All Bids....................26

F. Award of Contract ..................................................................................................26
38. Award Criteria .........................................................................................................26
39. Purchaser’s Right to Vary Quantities at Time of Award........................................26
40. Notification of Award ............................................................................................26
41. Signing of Contract ................................................................................................27
42. Performance Security ..............................................................................................27
Section I. Instructions to Bidders

A. General

1. Scope of Bid

1.1 In connection with the Invitation for Bids, specified in the Bid Data Sheet (BDS), the Purchaser, as specified in the BDS, issues these Bidding Documents for the supply of Goods and Related Services incidental thereto as specified in Section VII, Schedule of Requirements. The name, identification and number of lots (contracts) of this International Competitive Bidding (NCB) procurement are specified in the BDS.

1.2 Throughout these Bidding Documents:

(a) the term “in writing” means communicated in written form (e.g. by mail, e-mail, fax, telex) with proof of receipt;

(b) if the context so requires, “singular” means “plural” and vice versa; and

(c) “day” means calendar day.

2. Source of Funds

2.1 The Borrower or Recipient (hereinafter called “Borrower”) specified in the BDS has applied for or received financing (hereinafter called “funds”) from the International Bank for Reconstruction and Development or the International Development Association (hereinafter called “the Bank”) in an amount specified in BDS, toward the project named in BDS. The Borrower intends to apply a portion of the funds to eligible payments under the contract for which these Bidding Documents are issued.

2.2 Payment by the Bank will be made only at the request of the Borrower and upon approval by the Bank in accordance with the terms and conditions of the Loan (or other financing) Agreement. The Loan (or other financing) Agreement prohibits a withdrawal from the Loan (or other financing) account for the purpose of any payment to persons or entities, or for any import of goods, if such payment or import, to the knowledge of the Bank, is prohibited by decision of the United Nations Security Council taken under Chapter VII of the Charter of the United Nations. No party other than the Borrower shall derive any rights from the Loan (or other financing) Agreement or have any claim to the proceeds of the Loan (or other financing).

3. Corrupt and Fraudulent

3.1 The Bank requires compliance with its policy in regard to
Practices

3.2 In further pursuance of this policy, Bidders shall permit and shall cause its agents (where declared or not), sub-contractors, sub-consultants, service providers or suppliers and to permit the Bank to inspect all accounts, records and other documents relating to the submission of the application, bid submission (in case prequalified), and contract performance (in the case of award), and to have them audited by auditors appointed by the Bank.

4. Eligible Bidders

4.1 A Bidder may be a firm that is a private entity, a government-owned entity—subject to ITB 4.5—or any combination of such entities in the form of a joint venture (JV) under an existing agreement or with the intent to enter into such an agreement supported by a letter of intent. In the case of a joint venture, all members shall be jointly and severally liable for the execution of the Contract in accordance with the Contract terms. The JV shall nominate a Representative who shall have the authority to conduct all business for and on behalf of any and all the members of the JV during the bidding process and, in the event the JV is awarded the Contract, during contract execution. Unless specified in the BDS, there is no limit on the number of members in a JV.

4.2 A Bidder shall not have a conflict of interest. Any Bidder found to have a conflict of interest shall be disqualified. A Bidder may be considered to have a conflict of interest for the purpose of this bidding process, if the Bidder:

(a) directly or indirectly controls, is controlled by or is under common control with another Bidder; or

(b) receives or has received any direct or indirect subsidy from another Bidder; or

(c) has the same legal representative as another Bidder; or

(d) has a relationship with another Bidder, directly or through common third parties, that puts it in a position to influence the bid of another Bidder, or influence the decisions of the Purchaser regarding this bidding process; or

(e) participates in more than one bid in this bidding process. Participation by a Bidder in more than one Bid will result in the disqualification of all Bids in which such Bidder is involved. However, this does not limit the inclusion of the same subcontractor in more than one bid; or

(f) any of its affiliates participated as a consultant in the
preparation of the design or technical specifications of the works that are the subject of the bid; or

(g) any of its affiliates has been hired (or is proposed to be hired) by the Purchaser or Borrower for the Contract implementation; or

(h) would be providing goods, works, or non-consulting services resulting from or directly related to consulting services for the preparation or implementation of the project specified in the BDS ITB 2.1 that it provided or were provided by any affiliate that directly or indirectly controls, is controlled by, or is under common control with that firm; or

(i) has a close business or family relationship with a professional staff of the Borrower (or of the project implementing agency, or of a recipient of a part of the loan) who: (i) are directly or indirectly involved in the preparation of the bidding documents or specifications of the contract, and/or the bid evaluation process of such contract; or (ii) would be involved in the implementation or supervision of such contract unless the conflict stemming from such relationship has been resolved in a manner acceptable to the Bank throughout the procurement process and execution of the contract.

4.3 A Bidder may have the nationality of any country, subject to the restrictions pursuant to ITB 4.7. A Bidder shall be deemed to have the nationality of a country if the Bidder is constituted, incorporated or registered in and operates in conformity with the provisions of the laws of that country, as evidenced by its articles of incorporation (or equivalent documents of constitution or association) and its registration documents, as the case may be. This criterion also shall apply to the determination of the nationality of proposed sub-contractors or sub-consultants for any part of the Contract including related Services.

4.4 A Bidder that has been sanctioned by the Bank in accordance with the above ITB 3.1, including in accordance with the Bank’s Guidelines on Preventing and Combating Corruption in Projects Financed by IBRD Loans and IDA Credits and Grants (“Anti-Corruption Guidelines”), shall be ineligible to be prequalified for, bid for, or be awarded a Bank-financed contract or benefit from a Bank-financed contract, financially or otherwise, during such period of time as the Bank shall have determined. The list of debarred firms and individuals is available at the electronic address specified.
4.5 Bidders that are Government-owned enterprises or institutions in the Purchaser’s Country may participate only if they can establish that they (i) are legally and financially autonomous (ii) operate under commercial law, and (iii) are not dependent agencies of the Purchaser. To be eligible, a government-owned enterprise or institution shall establish to the Bank’s satisfaction, through all relevant documents, including its Charter and other information the Bank may request, that it: (i) is a legal entity separate from the government (ii) does not currently receive substantial subsidies or budget support; (iii) operates like any commercial enterprise, and, inter alia, is not obliged to pass on its surplus to the government, can acquire rights and liabilities, borrow funds and be liable for repayment of its debts, and can be declared bankrupt; and (iv) is not bidding for a contract to be awarded by the department or agency of the government which under their applicable laws or regulations is the reporting or supervisory authority of the enterprise or has the ability to exercise influence or control over the enterprise or institution.

4.6 A Bidder shall not be under suspension from bidding by the Purchaser as the result of the operation of a Bid–Securing Declaration.

4.7 Firms and individuals may be ineligible if so indicated in Section V and (a) as a matter of law or official regulations, the Borrower’s country prohibits commercial relations with that country, provided that the Bank is satisfied that such exclusion does not preclude effective competition for the supply of goods or the contracting of works or services required; or (b) by an act of compliance with a decision of the United Nations Security Council taken under Chapter VII of the Charter of the United Nations, the Borrower’s country prohibits any import of goods or contracting of works or services from that country, or any payments to any country, person, or entity in that country.

4.8 A Bidder shall provide such evidence of eligibility satisfactory to the Purchaser, as the Purchaser shall reasonably request.

5. Eligible Goods and Related Services

5.1 All the Goods and Related Services to be supplied under the Contract and financed by the Bank may have their origin in any country in accordance with Section V, Eligible Countries.

5.2 For purposes of this Clause, the term “goods” includes commodities, raw material, machinery, equipment, and industrial plants; and “related services” includes services such as
insurance, installation, training, and initial maintenance.

5.3 The term “origin” means the country where the goods have been mined, grown, cultivated, produced, manufactured or processed; or, through manufacture, processing, or assembly, another commercially recognized article results that differs substantially in its basic characteristics from its components.

B. Contents of Bidding Document

6. Sections of Bidding Document

6.1 The Bidding Documents consist of Parts 1, 2, and 3, which include all the Sections indicated below, and should be read in conjunction with any Addenda issued in accordance with ITB 8.

PART 1 Bidding Procedures

- Section I. Instructions to Bidders (ITB)
- Section II. Bidding Data Sheet (BDS)
- Section III. Evaluation and Qualification Criteria
- Section IV. Bidding Forms
- Section V. Eligible Countries
- Section VI. Bank Policy-Corrupt and Fraudulent Practices

PART 2 Supply Requirements

- Section VII. Schedule of Requirements

PART 3 Contract

- Section VIII. General Conditions of Contract (GCC)
- Section IX. Special Conditions of Contract (SCC)
- Section X. Contract Forms

6.2 The Invitation for Bids issued by the Purchaser is not part of the Bidding Document.

6.3 Unless obtained directly from the Purchaser, the Purchaser is not responsible for the completeness of the document, responses to requests for clarification, the Minutes of the pre-Bid meeting (if any), or Addenda to the Bidding Document in accordance with ITB 8. In case of any contradiction, documents obtained directly from the Purchaser shall prevail.

6.4 The Bidder is expected to examine all instructions, forms, terms, and specifications in the Bidding Documents and to furnish with
its Bid all information or documentation as is required by the Bidding Documents.

7. Clarification of Bidding Documents

7.1 A Bidder requiring any clarification of the Bidding Document shall contact the Purchaser in writing at the Purchaser’s address specified in the BDS. The Purchaser will respond in writing to any request for clarification, provided that such request is received prior to the deadline for submission of bids within a period specified in the BDS. The Purchaser shall forward copies of its response to all Bidders who have acquired the Bidding Documents in accordance with ITB 6.3, including a description of the inquiry but without identifying its source. If so specified in the BDS, the Purchaser shall also promptly publish its response at the web page identified in the BDS. Should the clarification result in changes to the essential elements of the Bidding Documents, the Purchaser shall amend the Bidding Documents following the procedure under ITB 8 and ITB 22.2.

8. Amendment of Bidding Document

8.1 At any time prior to the deadline for submission of bids, the Purchaser may amend the Bidding Documents by issuing addenda.

8.2 Any addendum issued shall be part of the Bidding Documents and shall be communicated in writing to all who have obtained the Bidding Documents from the Purchaser in accordance with ITB 6.3. The Purchaser shall also promptly publish the addendum on the Purchaser’s web page in accordance with ITB 7.1.

8.3 To give prospective Bidders reasonable time in which to take an addendum into account in preparing their bids, the Purchaser may, at its discretion, extend the deadline for the submission of bids, pursuant to ITB 22.2.

C. Preparation of Bids

9. Cost of Bidding

9.1 The Bidder shall bear all costs associated with the preparation and submission of its bid, and the Purchaser shall not be responsible or liable for those costs, regardless of the conduct or outcome of the bidding process.

10. Language of Bid

10.1 The Bid, as well as all correspondence and documents relating to the bid exchanged by the Bidder and the Purchaser, shall be written in the language specified in the BDS. Supporting documents and printed literature that are part of the Bid may be in another language provided they are accompanied by an accurate translation of the relevant passages into the language specified in the BDS, in which case, for purposes of
interpretation of the Bid, such translation shall govern.

11. Documents Comprising the Bid

11.1 The Bid shall comprise the following:

(a) Letter of Bid in accordance with ITB 12;
(b) completed schedules, in accordance with ITB 12 and 14
(c) Bid Security or Bid-Securing Declaration, in accordance with ITB 19.1;
(d) alternative bids, if permissible, in accordance with ITB 13;
(e) written confirmation authorizing the signatory of the Bid to commit the Bidder, in accordance with ITB 20.2;
(f) documentary evidence in accordance with ITB 17 establishing the Bidder’s qualifications to perform the contract if its bid is accepted;
(g) documentary evidence in accordance with ITB 17 establishing the Bidder’s eligibility to bid;
(h) documentary evidence in accordance with ITB 16, that the Goods and Related Services to be supplied by the Bidder are of eligible origin;
(i) documentary evidence in accordance with ITB 16 and 30, that the Goods and Related Services conform to the Bidding Documents;
(j) any other document required in the BDS.

11.2 In addition to the requirements under ITB 11.1, bids submitted by a JV shall include a copy of the Joint Venture Agreement entered into by all members. Alternatively, a letter of intent to execute a Joint Venture Agreement in the event of a successful bid shall be signed by all members and submitted with the bid, together with a copy of the proposed Agreement.

11.3 The Bidder shall furnish in the Letter of Bid information on commissions and gratuities, if any, paid or to be paid to agents or any other party relating to this Bid.

12. Letter of Bid

12.1. The Letter of Bid and Price Schedules shall be prepared using the relevant forms furnished in Section IV, Bidding Forms. The forms must be completed without any alterations to the text, and no substitutes shall be accepted except as provided under ITB 20.2. All blank spaces shall be filled in with the information requested.
13. Alternative Bids  

13.1. Unless otherwise specified in the BDS, alternative bids shall not be considered.

14. Bid Prices and Discounts  

14.1. The prices and discounts quoted by the Bidder in the Letter of Bid and in the Price Schedules shall conform to the requirements specified below.

14.2. All lots (contracts) and items must be listed and priced separately in the Price Schedules.

14.3. The price to be quoted in the Letter of Bid in accordance with ITB 12.1 shall be the total price of the bid, excluding any discounts offered.

14.4. The Bidder shall quote any discounts and indicate the methodology for their application in the Letter of Bid, in accordance with ITB 12.1.

14.5. Prices quoted by the Bidder shall be fixed during the Bidder’s performance of the Contract and not subject to variation on any account, unless otherwise specified in the BDS. A bid submitted with an adjustable price quotation shall be treated as nonresponsive and shall be rejected, pursuant to ITB 29. However, if in accordance with the BDS, prices quoted by the Bidder shall be subject to adjustment during the performance of the Contract, a bid submitted with a fixed price quotation shall not be rejected, but the price adjustment shall be treated as zero.

14.6. If so specified in ITB 1.1, bids are being invited for individual lots (contracts) or for any combination of lots (packages). Unless otherwise specified in the BDS, prices quoted shall correspond to 100% of the items specified for each lot and to 100% of the quantities specified for each item of a lot. Bidders wishing to offer discounts for the award of more than one Contract shall specify in their bid the price reductions applicable to each package, or alternatively, to individual Contracts within the package. Discounts shall be submitted in accordance with ITB 14.4 provided the bids for all lots (contracts) are opened at the same time.

14.7. The terms EXW, CIP, and other similar terms shall be governed by the rules prescribed in the current edition of Incoterms, published by The International Chamber of Commerce, as specified in the BDS.

14.8. Prices shall be quoted as specified in each Price Schedule included in Section IV, Bidding Forms. The dis-aggregation of price components is required solely for the purpose of facilitating the comparison of bids by the Purchaser. This shall not in any
way limit the Purchaser’s right to contract on any of the terms offered. In quoting prices, the Bidder shall be free to use transportation through carriers registered in any eligible country, in accordance with Section V, Eligible Countries. Similarly, the Bidder may obtain insurance services from any eligible country in accordance with Section V, Eligible Countries. Prices shall be entered in the following manner:

(a) For Goods manufactured in the Purchaser’s Country:

(i) the price of the Goods quoted EXW (ex-works, ex-factory, ex warehouse, ex showroom, or off-the-shelf, as applicable), including all customs duties and sales and other taxes already paid or payable on the components and raw material used in the manufacture or assembly of the Goods;

(ii) any Purchaser’s Country sales tax and other taxes which will be payable on the Goods if the contract is awarded to the Bidder; and

(iii) the price for inland transportation, insurance, and other local services required to convey the Goods to their final destination (Project Site) specified in the BDS.

(b) For Goods manufactured outside the Purchaser’s Country, to be imported:

(i) the price of the Goods, quoted CIP named place of destination, in the Purchaser’s Country, as specified in the BDS;

(ii) the price for inland transportation, insurance, and other local services required to convey the Goods from the named place of destination to their final destination (Project Site) specified in the BDS;

(c) For Goods manufactured outside the Purchaser’s Country, already imported:

(i) the price of the Goods, including the original import value of the Goods; plus any mark-up (or rebate); plus any other related local cost, and custom duties and other import taxes already paid or to be paid on the Goods already imported.

(ii) the custom duties and other import taxes already paid (need to be supported with documentary evidence) or to be paid on the Goods already
imported;

(iii) the price of the Goods, obtained as the difference between (i) and (ii) above;

(iv) any Purchaser’s Country sales and other taxes which will be payable on the Goods if the contract is awarded to the Bidder; and

(v) the price for inland transportation, insurance, and other local services required to convey the Goods from the named place of destination to their final destination (Project Site) specified in the BDS.

(d) for Related Services, other than inland transportation and other services required to convey the Goods to their final destination, whenever such Related Services are specified in the Schedule of Requirements:

(i) the price of each item comprising the Related Services (inclusive of any applicable taxes).

15. Currencies of Bid and Payment

15.1 The currency(ies) of the bid and the currency(ies) of payments shall be as specified in the BDS. The Bidder shall quote in the currency of the Purchaser’s Country the portion of the bid price that corresponds to expenditures incurred in the currency of the Purchaser’s country, unless otherwise specified in the BDS.

15.2 The Bidder may express the bid price in any currency. If the Bidder wishes to be paid in a combination of amounts in different currencies, it may quote its price accordingly but shall use no more than three foreign currencies in addition to the currency of the Purchaser’s Country.

16. Documents Establishing the Eligibility and Conformity of the Goods and Related Services

16.1 To establish the eligibility of the Goods and Related Services in accordance with ITB 5, Bidders shall complete the country of origin declarations in the Price Schedule Forms, included in Section IV, Bidding Forms.

16.2 To establish the conformity of the Goods and Related Services to the Bidding Documents, the Bidder shall furnish as part of its Bid the documentary evidence that the Goods conform to the technical specifications and standards specified in Section VII, Schedule of Requirements.

16.3 The documentary evidence may be in the form of literature, drawings or data, and shall consist of a detailed item by item description of the essential technical and performance characteristics of the Goods and Related Services, demonstrating substantial responsiveness of the Goods and Related Services to
the technical specification, and if applicable, a statement of deviations and exceptions to the provisions of the Section VII, Schedule of Requirements.

16.4 The Bidder shall also furnish a list giving full particulars, including available sources and current prices of spare parts, special tools, etc., necessary for the proper and continuing functioning of the Goods during the period specified in the BDS following commencement of the use of the goods by the Purchaser.

16.5 Standards for workmanship, process, material, and equipment, as well as references to brand names or catalogue numbers specified by the Purchaser in the Schedule of Requirements, are intended to be descriptive only and not restrictive. The Bidder may offer other standards of quality, brand names, and/or catalogue numbers, provided that it demonstrates, to the Purchaser’s satisfaction, that the substitutions ensure substantial equivalence or are superior to those specified in the Section VII, Schedule of Requirements.

17. Documents

17.1 To establish Bidder’s eligibility in accordance with ITB 4, Bidders shall complete the Letter of Bid, included in Section IV, Bidding Forms.

17.2 The documentary evidence of the Bidder’s qualifications to perform the contract if its bid is accepted shall establish to the Purchaser’s satisfaction:

(a) that, if required in the BDS, a Bidder that does not manufacture or produce the Goods it offers to supply shall submit the Manufacturer’s Authorization using the form included in Section IV, Bidding Forms to demonstrate that it has been duly authorized by the manufacturer or producer of the Goods to supply these Goods in the Purchaser’s Country;

(b) that, if required in the BDS, in case of a Bidder not doing business within the Purchaser’s Country, the Bidder is or will be (if awarded the contract) represented by an Agent in the country equipped and able to carry out the Supplier’s maintenance, repair and spare parts-stocking obligations prescribed in the Conditions of Contract and/or Technical Specifications; and

(c) that the Bidder meets each of the qualification criterion specified in Section III, Evaluation and Qualification Criteria.

18. Period of

18.1. Bids shall remain valid for the period specified in the BDS after
Validity of Bids

the bid submission deadline date prescribed by the Purchaser in accordance with ITB 22.1. A bid valid for a shorter period shall be rejected by the Purchaser as nonresponsive.

18.2. In exceptional circumstances, prior to the expiration of the bid validity period, the Purchaser may request bidders to extend the period of validity of their bids. The request and the responses shall be made in writing. If a Bid Security is requested in accordance with ITB Clause 19, it shall also be extended for a corresponding period. A Bidder may refuse the request without forfeiting its Bid Security. A Bidder granting the request shall not be required or permitted to modify its bid, except as provided in ITB 18.3.

18.3. If the award is delayed by a period exceeding fifty-six (56) days beyond the expiry of the initial bid validity, the Contract price shall be determined as follows:

(a) In the case of fixed price contracts, the Contract price shall be the bid price adjusted by the factor specified in the BDS.

(b) In the case of adjustable price contracts, no adjustment shall be made.

(c) In any case, bid evaluation shall be based on the bid price without taking into consideration the applicable correction from those indicated above.

19. Bid Security

19.1. The Bidder shall furnish as part of its bid, either a Bid-Securing Declaration or a bid security, as specified in the BDS, in original form and, in the case of a bid security, in the amount and currency specified in the BDS.

19.2. A Bid Securing Declaration shall use the form included in Section IV, Bidding Forms.

19.3. If a bid security is specified pursuant to ITB 19.1, the bid security shall be a demand guarantee in any of the following forms at the Bidder’s option:

(a) an unconditional guarantee issued by a bank or financial institution (such as an insurance, bonding or surety company);

(b) an irrevocable letter of credit;

(c) a cashier’s or certified check; or
(d) another security **specified in the BDS,**

from a reputable source from an eligible country. If the unconditional guarantee is issued by a financial institution located outside the Purchaser’s Country, the issuing financial institution shall have a correspondent financial institution located in the Purchaser’s Country to make it enforceable. In the case of a bank guarantee, the bid security shall be submitted either using the Bid Security Form included in Section IV, Bidding Forms, or in another substantially similar format approved by the Purchaser prior to bid submission. The bid security shall be valid for twenty-eight (28) days beyond the original validity period of the bid, or beyond any period of extension if requested under ITB 18.2.

19.4. If a Bid Security is specified pursuant to ITB 19.1, any bid not accompanied by a substantially responsive Bid Security shall be rejected by the Purchaser as non-responsive.

19.5. If a Bid Security is specified pursuant to ITB 19.1, the Bid Security of unsuccessful Bidders shall be returned as promptly as possible upon the successful Bidder’s signing the contract and furnishing the Performance Security pursuant to ITB 42.

19.6. The Bid Security of the successful Bidder shall be returned as promptly as possible once the successful Bidder has signed the contract and furnished the required performance security.

19.7. The Bid Security may be forfeited or the Bid Securing Declaration executed:

(a) if a Bidder withdraws its bid during the period of bid validity specified by the Bidder on the Letter of Bid, or any extension thereto provided by the Bidder; or

(b) if the successful Bidder fails to:

(i) sign the Contract in accordance with ITB 41; or

(ii) furnish a performance security in accordance with ITB 42.

19.8. The bid security or Bid-Securing Declaration of a JV must be in the name of the JV that submits the bid. If the JV has not been legally constituted into a legally enforceable JV at the time of bidding, the bid security or Bid-Securing Declaration shall be in the names of all future members as named in the letter of intent referred to in ITB 4.1 and ITB 11.2.

19.9. If a bid security is **not required in the BDS,** pursuant to ITB 19.1,
and
(a) if a Bidder withdraws its bid during the period of bid validity specified by the Bidder on the Letter of Bid, or
(b) if the successful Bidder fails to: sign the Contract in accordance with ITB 41; or furnish a performance security in accordance with ITB 42;
the Borrower may, if provided for in the BDS, declare the Bidder ineligible to be awarded a contract by the Purchaser for a period of time as stated in the BDS.

20. Format and Signing of Bid

20.1 The Bidder shall prepare one original of the documents comprising the bid as described in ITB 11 and clearly mark it “ORIGINAL.” Alternative bids, if permitted in accordance with ITB 13, shall be clearly marked “ALTERNATIVE.” In addition, the Bidder shall submit copies of the bid, in the number specified in the BDS and clearly mark them “COPY.” In the event of any discrepancy between the original and the copies, the original shall prevail.

20.2 The original and all copies of the bid shall be typed or written in indelible ink and shall be signed by a person duly authorized to sign on behalf of the Bidder. This authorization shall consist of a written confirmation as specified in the BDS and shall be attached to the bid. The name and position held by each person signing the authorization must be typed or printed below the signature. All pages of the bid where entries or amendments have been made shall be signed or initialed by the person signing the bid.

20.3 In case the Bidder is a JV, the Bid shall be signed by an authorized representative of the JV on behalf of the JV, and so as to be legally binding on all the members as evidenced by a power of attorney signed by their legally authorized representatives.

20.4 Any inter-lineation, erasures, or overwriting shall be valid only if they are signed or initialed by the person signing the bid.

D. Submission and Opening of Bids

21. Sealing and Marking of Bids

21.1. The Bidder shall enclose the original and all copies of the bid, including alternative bids, if permitted in accordance with ITB 13, in separate sealed envelopes, duly marking the envelopes as “ORIGINAL”, “ALTERNATIVE” and “COPY.” These envelopes containing the original and the copies shall then be enclosed in one single envelope.

21.2. The inner and outer envelopes shall:
Section I Instructions to Bidders

(a) bear the name and address of the Bidder;
(b) be addressed to the Purchaser in accordance with ITB 24.1;
(c) bear the specific identification of this bidding process indicated in ITB 1.1; and
(d) bear a warning not to open before the time and date for bid opening.

21.3. If all envelopes are not sealed and marked as required, the Purchaser will assume no responsibility for the misplacement or premature opening of the bid.

22. Deadline for Submission of Bids

22.1. Bids must be received by the Purchaser at the address and no later than the date and time specified in the BDS. When so specified in the BDS, bidders shall have the option of submitting their bids electronically. Bidders submitting bids electronically shall follow the electronic bid submission procedures specified in the BDS.

22.2. The Purchaser may, at its discretion, extend the deadline for the submission of bids by amending the Bidding Documents in accordance with ITB 8, in which case all rights and obligations of the Purchaser and Bidders previously subject to the deadline shall thereafter be subject to the deadline as extended.

23. Late Bids

23.1. The Purchaser shall not consider any bid that arrives after the deadline for submission of bids, in accordance with ITB 22. Any bid received by the Purchaser after the deadline for submission of bids shall be declared late, rejected, and returned unopened to the Bidder.

24. Withdrawal, Substitution, and Modification of Bids

24.1. A Bidder may withdraw, substitute, or modify its Bid after it has been submitted by sending a written notice, duly signed by an authorized representative, and shall include a copy of the authorization (the power of attorney) in accordance with ITB 20.2, (except that withdrawal notices do not require copies). The corresponding substitution or modification of the bid must accompany the respective written notice. All notices must be:

(a) prepared and submitted in accordance with ITB 20 and 21 (except that withdrawal notices do not require copies), and in addition, the respective envelopes shall be clearly marked “WITHDRAWAL,” “SUBSTITUTION,” or “MODIFICATION;” and

(b) received by the Purchaser prior to the deadline prescribed for submission of bids, in accordance with ITB 22.
24.2. Bids requested to be withdrawn in accordance with ITB 24.1 shall be returned unopened to the Bidders.

24.3. No bid may be withdrawn, substituted, or modified in the interval between the deadline for submission of bids and the expiration of the period of bid validity specified by the Bidder on the Letter of Bid or any extension thereof.

25. Bid Opening

25.1. Except as in the cases specified in ITB 23 and 24, the Purchaser shall publicly open and read out in accordance with ITB 25.3 all bids received by the deadline at the date, time and place **specified in the BDS** in the presence of Bidders’ designated representatives and anyone who choose to attend. Any specific electronic bid opening procedures required if electronic bidding is permitted in accordance with ITB 22.1, shall be as **specified in the BDS**.

25.2. First, envelopes marked “WITHDRAWAL” shall be opened and read out and the envelope with the corresponding bid shall not be opened, but returned to the Bidder. If the withdrawal envelope does not contain a copy of the “power of attorney” confirming the signature as a person duly authorized to sign on behalf of the Bidder, the corresponding bid will be opened. No bid withdrawal shall be permitted unless the corresponding withdrawal notice contains a valid authorization to request the withdrawal and is read out at bid opening. Next, envelopes marked “SUBSTITUTION” shall be opened and read out and exchanged with the corresponding Bid being substituted, and the substituted Bid shall not be opened, but returned to the Bidder. No Bid substitution shall be permitted unless the corresponding substitution notice contains a valid authorization to request the substitution and is read out at bid opening. Envelopes marked “MODIFICATION” shall be opened and read out with the corresponding Bid. No Bid modification shall be permitted unless the corresponding modification notice contains a valid authorization to request the modification and is read out at Bid opening. Only bids that are opened and read out at Bid opening shall be considered further.

25.3. All other envelopes shall be opened one at a time, reading out: the name of the Bidder and whether there is a modification; the total Bid Prices, per lot (contract) if applicable, including any discounts and alternative bids; the presence or absence of a Bid Security, if required; and any other details as the Purchaser may consider appropriate. Only discounts and alternative bids read out at Bid opening shall be considered for evaluation. The Letter of Bid and the Price Schedules are to be initialed by representatives of the Purchaser attending bid opening in the
manner specified in the BDS. The Purchaser shall neither discuss the merits of any bid nor reject any bid (except for late bids, in accordance with ITB 25.1).

25.4. The Purchaser shall prepare a record of the bid opening that shall include, as a minimum: the name of the Bidder and whether there is a withdrawal, substitution, or modification; the Bid Price, per lot (contract) if applicable, including any discounts, and alternative bids; and the presence or absence of a Bid Security, if one was required. The Bidders’ representatives who are present shall be requested to sign the record. The omission of a Bidder’s signature on the record shall not invalidate the contents and effect of the record. A copy of the record shall be distributed to all Bidders.

E. Evaluation and Comparison of Bids

26. Confidentiality 26.1 Information relating to the evaluation of bids and recommendation of contract award, shall not be disclosed to bidders or any other persons not officially concerned with the bidding process until information on Contract Award is communicated to all Bidders in accordance with ITB 40.

26.2 Any effort by a Bidder to influence the Purchaser in the evaluation or contract award decisions may result in the rejection of its Bid.

26.3 Notwithstanding ITB 26.2, from the time of bid opening to the time of Contract Award, if any Bidder wishes to contact the Purchaser on any matter related to the bidding process, it should do so in writing.
27. Clarification of Bids  
27.1 To assist in the examination, evaluation, comparison of the bids, and qualification of the Bidders, the Purchaser may, at its discretion, ask any Bidder for a clarification of its Bid. Any clarification submitted by a Bidder in respect to its Bid and that is not in response to a request by the Purchaser shall not be considered. The Purchaser’s request for clarification and the response shall be in writing. No change, including any voluntary increase or decrease, in the prices or substance of the Bid shall be sought, offered, or permitted, except to confirm the correction of arithmetic errors discovered by the Purchaser in the Evaluation of the bids, in accordance with ITB 31.

27.2 If a Bidder does not provide clarifications of its bid by the date and time set in the Purchaser’s request for clarification, its bid may be rejected.

28. Deviations, Reservations, and Omissions  
28.1 During the evaluation of bids, the following definitions apply:

(a) “Deviation” is a departure from the requirements specified in the Bidding Documents;

(b) “Reservation” is the setting of limiting conditions or withholding from complete acceptance of the requirements specified in the Bidding Documents; and

(c) “Omission” is the failure to submit part or all of the information or documentation required in the Bidding Documents.

29. Determination of Responsiveness  
29.1 The Purchaser’s determination of a bid’s responsiveness is to be based on the contents of the bid itself, as defined in ITB 11.

29.2 A substantially responsive Bid is one that meets the requirements of the Bidding Documents without material deviation, reservation, or omission. A material deviation, reservation, or omission is one that:

(a) if accepted, would

   (i) affect in any substantial way the scope, quality, or performance of the Goods and Related Services specified in the Contract; or

   (ii) limit in any substantial way, inconsistent with the Bidding Documents, the Purchaser’s rights or the
Bidder’s obligations under the Contract; or

(b) if rectified, would unfairly affect the competitive position of other bidders presenting substantially responsive bids.

29.3 The Purchaser shall examine the technical aspects of the bid submitted in accordance with ITB 16 and ITB 17, in particular, to confirm that all requirements of Section VII, Schedule of Requirements have been met without any material deviation or reservation, or omission.

29.4 If a bid is not substantially responsive to the requirements of Bidding Documents, it shall be rejected by the Purchaser and may not subsequently be made responsive by correction of the material deviation, reservation, or omission.

30. Non-conformities, Errors and Omissions

30.1 Provided that a Bid is substantially responsive, the Purchaser may waive any nonconformities in the Bid.

30.2 Provided that a bid is substantially responsive, the Purchaser may request that the Bidder submit the necessary information or documentation, within a reasonable period of time, to rectify nonmaterial nonconformities or omissions in the bid related to documentation requirements. Such omission shall not be related to any aspect of the price of the Bid. Failure of the Bidder to comply with the request may result in the rejection of its Bid.

30.3 Provided that a bid is substantially responsive, the Purchaser shall rectify quantifiable nonmaterial nonconformities related to the Bid Price. To this effect, the Bid Price shall be adjusted, for comparison purposes only, to reflect the price of a missing or non-conforming item or component.

31. Correction of Arithmetical Errors

31.1 Provided that the Bid is substantially responsive, the Purchaser shall correct arithmetical errors on the following basis:

(a) if there is a discrepancy between the unit price and the line item total that is obtained by multiplying the unit price by the quantity, the unit price shall prevail and the line item total shall be corrected, unless in the opinion of the Purchaser there is an obvious misplacement of the decimal point in the unit price, in which case the line item total as quoted shall govern and the unit price shall be corrected;

(b) if there is an error in a total corresponding to the addition or subtraction of subtotals, the subtotals shall prevail and the total shall be corrected; and

(c) if there is a discrepancy between words and figures, the amount in words shall prevail, unless the amount expressed
31.2 Bidders shall be requested to accept correction of arithmetical errors. Failure to accept the correction in accordance with ITB 31.1, shall result in the rejection of the Bid.

32. Conversion to Single Currency

32.1 For evaluation and comparison purposes, the currency(ies) of the Bid shall be converted in a single currency as specified in the BDS.

33. Margin of Preference

33.1 Unless otherwise specified in the BDS, a margin of preference shall not apply.

34. Evaluation of Bids

34.1 The Purchaser shall use the criteria and methodologies listed in this Clause. No other evaluation criteria or methodologies shall be permitted.

34.2 To evaluate a Bid, the Purchaser shall consider the following:

   (a) evaluation will be done for Items or Lots (contracts), as specified in the BDS; and the Bid Price as quoted in accordance with clause 14;

   (b) price adjustment for correction of arithmetic errors in accordance with ITB 31.1;

   (c) price adjustment due to discounts offered in accordance with ITB 14.3;

   (d) converting the amount resulting from applying (a) to (c) above, if relevant, to a single currency in accordance with ITB 32;

   (e) price adjustment due to quantifiable nonmaterial nonconformities in accordance with ITB 30.3;

   (f) the additional evaluation factors are specified in Section III, Evaluation and Qualification Criteria;

34.3 The estimated effect of the price adjustment provisions of the Conditions of Contract, applied over the period of execution of the Contract, shall not be taken into account in bid evaluation.

34.4 If these Bidding Documents allows Bidders to quote separate prices for different lots (contracts), the methodology to determine the lowest evaluated price of the lot (contract) combinations, including any discounts offered in the Letter of Bid Form, is specified in Section III, Evaluation and Qualification Criteria.
34.5 The Purchaser’s evaluation of a bid will exclude and not take into account:

(a) in the case of Goods manufactured in the Purchaser’s Country, sales and other similar taxes, which will be payable on the goods if a contract is awarded to the Bidder;

(b) in the case of Goods manufactured outside the Purchaser’s Country, already imported or to be imported, customs duties and other import taxes levied on the imported Good, sales and other similar taxes, which will be payable on the Goods if the contract is awarded to the Bidder;

(c) any allowance for price adjustment during the period of execution of the contract, if provided in the bid.

34.6 The Purchaser’s evaluation of a bid may require the consideration of other factors, in addition to the Bid Price quoted in accordance with ITB 14. These factors may be related to the characteristics, performance, and terms and conditions of purchase of the Goods and Related Services. The effect of the factors selected, if any, shall be expressed in monetary terms to facilitate comparison of bids, unless otherwise specified in the BDS from amongst those set out in Section III, Evaluation and Qualification Criteria. The criteria and methodologies to be used shall be as specified in ITB 34.2 (f).

35. Comparison of Bids

35.1 The Purchaser shall compare the evaluated prices of all substantially responsive bids established in accordance with ITB 34.2 to determine the lowest evaluated bid. The comparison shall be on the basis of CIP (place of final destination) prices for imported goods and EXW prices, plus cost of inland transportation and insurance to place of destination, for goods manufactured within the Borrower’s country, together with prices for any required installation, training, commissioning and other services. The evaluation of prices shall not take into account custom duties and other taxes levied on imported goods quoted CIP and sales and similar taxes levied in connection with the sale or delivery of goods.

36. Qualification of the Bidder

36.1 The Purchaser shall determine to its satisfaction whether the Bidder that is selected as having submitted the lowest evaluated and substantially responsive bid meets the qualifying criteria specified in Section III, Evaluation and Qualification Criteria.

36.2 The determination shall be based upon an examination of the documentary evidence of the Bidder’s qualifications submitted by the Bidder, pursuant to ITB 17.
36.3 An affirmative determination shall be a prerequisite for award of the Contract to the Bidder. A negative determination shall result in disqualification of the bid, in which event the Purchaser shall proceed to the next lowest evaluated bid to make a similar determination of that Bidder’s qualifications to perform satisfactorily.

37. Purchaser’s Right to Accept Any Bid, and to Reject Any or All Bids

37.1 The Purchaser reserves the right to accept or reject any bid, and to annul the bidding process and reject all bids at any time prior to contract award, without thereby incurring any liability to Bidders. In case of annulment, all bids submitted and specifically, bid securities, shall be promptly returned to the Bidders.

F. Award of Contract

38. Award Criteria

38.1 Subject to ITB 37.1, the Purchaser shall award the Contract to the Bidder whose bid has been determined to be the lowest evaluated bid and is substantially responsive to the Bidding Documents, provided further that the Bidder is determined to be qualified to perform the Contract satisfactorily.

39. Purchaser’s Right to Vary Quantities at Time of Award

39.1 At the time the Contract is awarded, the Purchaser reserves the right to increase or decrease the quantity of Goods and Related Services originally specified in Section VII, Schedule of Requirements, provided this does not exceed the percentages specified in the BDS, and without any change in the unit prices or other terms and conditions of the bid and the Bidding Documents.

40. Notification of Award

40.1 Prior to the expiration of the period of bid validity, the Purchaser shall notify the successful Bidder, in writing, that its Bid has been accepted. The notification letter (hereinafter and in the Conditions of Contract and Contract Forms called the “Letter of Acceptance”) shall specify the sum that the Purchaser will pay the Supplier in consideration of the supply of Goods (hereinafter and in the Conditions of Contract and Contract Forms called “the Contract Price”). At the same time, the Purchaser shall also notify all other Bidders of the results of the bidding and shall publish in UNDB online the results identifying the bid and lot (contract) numbers and the following information:

(i) name of each Bidder who submitted a Bid;

(ii) bid prices as read out at Bid Opening;

(iii) name and evaluated prices of each Bid that was evaluated;

(iv) name of bidders whose bids were rejected and the reasons for
their rejection; and

(v) name of the successful Bidder, and the Price it offered, as well as the duration and summary scope of the contract awarded.

40.2 Until a formal Contract is prepared and executed, the notification of award shall constitute a binding Contract.

40.3 The Purchaser shall promptly respond in writing to any unsuccessful Bidder who, after notification of award in accordance with ITB 40.1, requests in writing the grounds on which its bid was not selected.

41. Signing of Contract

41.1 Promptly after notification, the Purchaser shall send the successful Bidder the Contract Agreement.

41.2 Within twenty-eight (28) days of receipt of the Contract Agreement, the successful Bidder shall sign, date, and return it to the Purchaser.

41.3 Notwithstanding ITB 41.2 above, in case signing of the Contract Agreement is prevented by any export restrictions attributable to the Purchaser, to the country of the Purchaser, or to the use of the products/goods, systems or services to be supplied, where such export restrictions arise from trade regulations from a country supplying those products/goods, systems or services, the Bidder shall not be bound by its bid, always provided however, that the Bidder can demonstrate to the satisfaction of the Purchaser and of the Bank that signing of the Contract Agreement has not been prevented by any lack of diligence on the part of the Bidder in completing any formalities, including applying for permits, authorizations and licenses necessary for the export of the products/goods, systems or services under the terms of the Contract.

42. Performance Security

42.1 Within twenty eight (28) days of the receipt of notification of award from the Purchaser, the successful Bidder, if required, shall furnish the Performance Security in accordance with the GCC, subject to ITB 34.5, using for that purpose the Performance Security Form included in Section X, Contract Forms, or another Form acceptable to the Purchaser. If the Performance Security furnished by the successful Bidder is in the form of a bond, it shall be issued by a bonding or insurance company that has been determined by the successful Bidder to be acceptable to the Purchaser. A foreign institution providing a bond shall have a correspondent financial institution located in the Purchaser’s Country.

42.2 Failure of the successful Bidder to submit the above-mentioned Performance Security or sign the Contract shall constitute
sufficient grounds for the annulment of the award and forfeiture of the Bid Security. In that event the Purchaser may award the Contract to the next lowest evaluated Bidder, whose bid is substantially responsive and is determined by the Purchaser to be qualified to perform the Contract satisfactorily.
Section II. Bid Data Sheet (BDS)

The following specific data for the goods to be procured shall complement, supplement, or amend the provisions in the Instructions to Bidders (ITB). Whenever there is a conflict, the provisions herein shall prevail over those in ITB.

<table>
<thead>
<tr>
<th>ITB Clause Reference</th>
<th>A. General</th>
</tr>
</thead>
<tbody>
<tr>
<td>ITB 1.1</td>
<td>The reference number of the Invitation for Bids is: KALRO/KCSAP/NCB/007/2020-2021</td>
</tr>
<tr>
<td>ITB 1.1</td>
<td>The Purchaser is: Kenya Agricultural &amp; Livestock Research Organization – (KALRO)</td>
</tr>
<tr>
<td>ITB 1.1</td>
<td>The name of the NCB is: Supply, Installation, Configuration, Testing and Commissioning of Data Management, Security and Cloud Hosting Services</td>
</tr>
<tr>
<td></td>
<td>The identification number of the NCB is: KALRO/KCSAP/NCB/007/2020-2021</td>
</tr>
<tr>
<td></td>
<td>The number and identification of lots (contracts) comprising this NCB is:</td>
</tr>
<tr>
<td>Lot No.</td>
<td>Description</td>
</tr>
<tr>
<td>---------</td>
<td>-------------</td>
</tr>
<tr>
<td>1</td>
<td>Supply, Installation, Configuration, Testing and Commissioning of Data Management, and Cloud Hosting Services</td>
</tr>
<tr>
<td>2</td>
<td>Supply, Installation, Configuration, Testing and Commissioning of ICT Security Solution</td>
</tr>
<tr>
<td>3</td>
<td>Supply, Installation, Configuration, Testing and Commissioning of Security Solution for Disaster Recovery (DR) Site</td>
</tr>
<tr>
<td>4</td>
<td>Supply, Installation, Configuration, Testing and Commissioning of KALRO Geospatial Data Cube</td>
</tr>
</tbody>
</table>

| ITB 2.1 | The Borrower is: GOVERNMENT OF THE REPUBLIC OF KENYA |
| ITB 2.1 | Loan or Financing Agreement amount: USD250 MILLION EQUIVALENT |
| ITB 2.1 | The name of the Project is: KENYA CLIMATE SMART AGRICULTURE PROJECT (KCSAP) |
| ITB 4.1 | Maximum number of members in the JV shall be: Four (4) |
| IITB 4.4 | A list of debarred firms and individuals is available on the Bank’s external website: http://www.worldbank.org/debarr. |
## B. Contents of Bidding Documents

| ITB 7.1 | For **Clarification of bid purposes** only, the Purchaser’s address is:  
| Director General,  
| Kenya Agricultural & Livestock Research Organization  
| Kaptagat Road, Loresho  
|  
| P.O.BOX 57811-00200, Nairobi  
|  
| Tel. No.4183301-20/0722-206986/88  
| Att; Director Supply Chain Management  
|  
| Email:tenders@kalro.org  
|  
| City: **Nairobi**  
|  
| Country:**Kenya**  
|  
| Requests for clarification should be received by the Employer not later than **fourteen (14) days** to the date of tender closing |

### ITB 7.1 Web page: www.kalro.org

### C. Preparation of Bids

| ITB 10.1 | The language of the bid is: English  
|  
| All correspondence exchange shall be in English language. |

| ITB 11.1 (j) | The Bidder **MUST** submit the following additional documents in its bid:  
|  
| 1. Copy of Valid Business Registration Certificate.  
| 2. Copy of Valid Business Permit.  
| 3. Copy of Valid Tax Compliance Certificate  
| 4. Last three (3) years audited accounts for the firm.  
| 5. Proof of Service/ customer support desk accessible through ALL of the following: Telephone and Email contact.  
| 7. Duly filled in, signed and rubber stamped Letter of Bid  
| 8. A back to back contract for any subcontracted work must be submitted for any portion of work sub-contracted.  
| 9. After sales service. A list giving full particulars, including Names and addresses of local dealers/agents where support service can be obtained, available sources and locations of |
the spare parts, special tools, etc., necessary for the proper and continuing functioning of the services during the period following commencement of the contract by the Purchaser.

10. Confirmation of Responsibility for Integration and Interoperability of Information Technologies

ITB 13.1 Alternative Bids shall not be considered.

ITB 14.5 The prices quoted by the Bidder shall not be subject to adjustment during the performance of the Contract.

ITB 14.6 Prices quoted for each item of a lot shall correspond at least to 100 percent of the quantities specified for this item of a lot.

ITB 14.7 The Incoterms edition is: 2010

ITB 14.8 (a) (iii); (b)(ii) and (c)(v) “Final destination (Project Site)”: Kenya Agricultural & Livestock Research Organization – KALRO Headquarters at Loresho, Kaptagat Road, Nairobi

ITB 15.1 The prices shall be quoted by the bidder in Kenya Shillings.

ITB 16.4 Period of time the Goods are expected to be functioning (for the purpose of spare parts): At least Three (3) Years

ITB 17.2 (a) Manufacturer’s authorization is: required

ITB 17.2 (b) After sales service is: required

ITB 18.1 The bid validity period shall be 90 days.

ITB 18.3 (a) The bid price shall be adjusted by the following factor(s): None

ITB 19.1 A Bid Security in form of unconditional bank guarantee recognized by the Public Procurement Regulatory Authority shall be required as indicated below;

<table>
<thead>
<tr>
<th>Lot No.</th>
<th>Description</th>
<th>Amount of Bid Security in KES</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Supply, Installation, Configuration, Testing and Commissioning of Data Management, and Cloud Hosting Services</td>
<td>400,000.00</td>
</tr>
<tr>
<td>2</td>
<td>Supply, Installation, Configuration, Testing and Commissioning of ICT Security Solution</td>
<td>1,000,000.00</td>
</tr>
<tr>
<td>3</td>
<td>Supply, Installation, Configuration, Testing and Commissioning of Security Solution for Disaster Recovery (DR) Site</td>
<td>100,000.00</td>
</tr>
<tr>
<td>4</td>
<td>Supply, Installation, Configuration, Testing and Commissioning of KALRO Geospatial Data Cube</td>
<td>100,000.00</td>
</tr>
</tbody>
</table>

Note: Bid Security is required for each lot as per amounts indicated against each lot. Bidders have the option of submitting one Bid Security for all lots (for the combined total amount of all lots) for which Bids have been submitted, however if the amount of Bid Security is less than the total required amount, the Purchaser
**will determine for which lot or lots the Bid Security amount shall be applied.**

<table>
<thead>
<tr>
<th>ITB 19.3 (d)</th>
<th>Other types of acceptable securities: Not Applicable</th>
</tr>
</thead>
<tbody>
<tr>
<td>ITB 20.1</td>
<td>Submit the <strong>Original</strong> and <strong>One copy</strong> of the bid</td>
</tr>
<tr>
<td>ITB 20.2</td>
<td>The written confirmation of authorization to sign on behalf of the Bidder shall consist of: <strong>Letter of Authorization from the bidder or a Power of Attorney</strong></td>
</tr>
</tbody>
</table>

**D. Submission and Opening of Bids**

| ITB 22.1    | For Bid submission purpose only, the purchaser’s Address: the bid document shall be addressed to;  

*Director General*  
*Kenya Agricultural & Livestock Research Organization*  
*Address: P.O. BOX 57811-00200*  
*Kaptagat Road, Loresho*  
*City: Nairobi*  
*Country: Kenya*

So as to reach on or before 1st April 2021 at 11:00 a.m.  
**OR**  
 deposited into the Tender Box situated at the entrance to the main building of KALRO Headquarters on Kaptagat Road, off Waiyaki Way. Bulky documents that cannot go through the slot of the Tender box may be delivered to office of the Director, Supply Chain Management at KALRO Headquarters, ground floor Room 151

| ITB 25.1    | The bid opening shall take place at: **KALRO Headquarters, Kaptagat road, Loresho, Conference Room**  

*City: Nairobi*  
*Country: Kenya*  
*Date: 1st April 2021 at 11.00 a.m East African Time**

| ITB 25.3    | The Lot prices shall be read to bidders’ representatives, who choose to Attend.  

**E. Evaluation and Comparison of Bids**

| ITB 33.1    | A margin of domestic preference shall **not** apply.  

| ITB 34.2(a) | Evaluation will be done per lot and contact awarded to successful tenderer per lot |
### ITB 34.6
The adjustments shall be determined using the following criteria, from amongst those set out in Section III, Evaluation and Qualification Criteria:  
[refer to Schedule III, Evaluation and Qualification Criteria; insert complementary details if necessary]

(a) Deviation in Delivery schedule: **Yes**  
(b) Deviation in payment schedule: **No**  
(c) The cost of major replacement components, mandatory spare parts, and service: **No**  
(d) The availability in the Purchaser’s Country of spare parts and after-sales for the equipment offered in the bid: **Yes**  
(e) The projected operation and maintenance cost during the life of the equipment: **No**  
(f) The performance and productivity of the equipment offered: **No**

### F. Award of Contract

| ITB 39.1 | The maximum percentage by which quantities may be increased is: **10%**  
|          | The maximum percentage by which quantities may be decreased is: **10%** |
Section III. Evaluation and Qualification Criteria

This Section contains all the criteria that the Purchaser shall use to evaluate a bid and qualify the Bidders. in accordance with ITB 34 and ITB 36, no other factors, methods or criteria shall be used.

Contents

1. Margin of Preference (ITB 33) ........................................................................................................................................... 36

2. Evaluation (ITB 34) ......................................................................................................................................................... 36

3. Qualification (ITB 36) ......................................................................................................................................................... 36
1. Margin of Preference (ITB 33) – N/A

2. Evaluation (ITB 34)

2.1. Evaluation Criteria (ITB 34.6)
The Purchaser’s evaluation of a bid may take into account, in addition to the Bid Price quoted in accordance with ITB Clause 14.8, one or more of the following factors as specified in ITB 34.2(f) and in BDS referring to ITB 34.6, using the following criteria and methodologies.

(a) Delivery schedule. (as per Incoterms specified in the BDS)

The Goods specified in the List of Goods are required to be delivered within the acceptable time range (after the earliest and before the final date, both dates inclusive) specified in Section VII, Schedule of Requirements. No credit will be given to deliveries before the earliest date, and bids offering delivery after the final date shall be treated as nonresponsive. Within this acceptable period, an adjustment, as specified in BDS 34.6, will be added, for evaluation purposes only, to the bid price of bids offering deliveries later than the “Earliest Delivery Date” specified in Section VII, Schedule of Requirements.

(b) Availability in the Purchaser’s Country of spare parts and after sales services for equipment offered in the bid.

An adjustment equal to the cost to the Purchaser of establishing the minimum service facilities and parts inventories, as outlined in BDS 34.6, if quoted separately, shall be added to the bid price, for evaluation purposes only.

2.2. Multiple Contracts (ITB 34.4) N/A

2.3. Alternative Bids (ITB 13.1) N/A

3. Qualification (ITB 36)

3.1 Post-qualification Requirements (ITB 36.1)
After determining the substantially responsive Bid which offers the lowest-evaluated cost in accordance with ITB 34, and, if applicable, the assessment of any Abnormally Low Bid (in accordance with ITB 36) the Purchaser shall carry out the post-qualification of the Bidder in accordance with ITB 37, using only the requirements specified. Requirements not included in the text below shall not be used in the evaluation of the Bidder’s qualifications;
(a) If Bidder is Manufacturer:

(i) Financial Capability

The Bidder shall furnish documentary evidence that it meets the following financial requirement(s):

Certified audited accounts for a period of three years; the three years’ average business turnover should be minimum twice of the bid price offered by the bidder.

(ii) Experience and Technical Capacity

The Bidder shall furnish documentary evidence to demonstrate that it meets the following experience requirement(s):

- As specified in the technical requirement

(iii) Documentary Evidence

The Bidder shall furnish documentary evidence to demonstrate that the Goods/Services it offers meet the usage requirement by providing:

- Names and addresses of local dealers/agents where back-up service can be obtained indicating the location of workshop facilities.

(b) If Bidder is not manufacturer:

If a Bidder is not a manufacturer, but is offering the Goods on behalf of the Manufacturer under Manufacturer’s Authorization Form (Section IV, Bidding Forms), the Manufacturer shall demonstrate the above qualifications (i), (ii), (iii) and the Bidder shall demonstrate that it has successfully completed at least Five (5) contracts of similar goods in the past three years.
Section IV. Bidding Forms

Table of Forms

Letter of Bid ......................................................................................................................... 40
Bidder Information Form ....................................................................................................... 43
Bidder’s JV Members Information Form ................................................................................ 45
Price Schedule: Goods Manufactured Outside the Purchaser’s Country, to be Imported .... 47
Price Schedule: Goods Manufactured Outside the Purchaser’s Country, already imported* 48
Price Schedule: Goods Manufactured in the Purchaser’s Country ........................................ 49
Price and Completion Schedule - Related Services ................................................................. 50
Form of Bid Security ............................................................................................................. 51
Form of Bid Security (Bid Bond) .......................................................................................... 53
Form of Bid-Securing Declaration ....................................................................................... 55
Manufacturer’s Authorization ............................................................................................... 56
Letter of Bid

The Bidder must prepare the Letter of Bid on stationery with its letterhead clearly showing the Bidder’s complete name and address.

Note: All italicized text is for use in preparing these form and shall be deleted from the final products.

Date: [insert date (as day, month and year) of Bid Submission]
NCB No.: [insert number of bidding process]
Invitation for Bid No.: [insert identification]
Alternative No.: [insert identification No if this is a Bid for an alternative]

To: [insert complete name of Purchaser]

(a) We have examined and have no reservations to the Bidding Documents, including Addenda issued in accordance with Instructions to Bidders (ITB 8);

(b) We meet the eligibility requirements and have no conflict of interest in accordance with ITB 4;

(c) We have not been suspended nor declared ineligible by the Purchaser based on execution of a Bid Securing Declaration in the Purchaser’s country in accordance with ITB 4.6

(d) We offer to supply in conformity with the Bidding Documents and in accordance with the Delivery Schedules specified in the Schedule of Requirements the following Goods: [insert a brief description of the Goods and Related Services];

(e) The total price of our Bid, excluding any discounts offered in item (f) below is:

In case of only one lot, total price of the Bid [insert the total price of the bid in words and figures, indicating the various amounts and the respective currencies];

In case of multiple lots, total price of each lot [insert the total price of each lot in words and figures, indicating the various amounts and the respective currencies];

In case of multiple lots, total price of all lots (sum of all lots) [insert the total price of all lots in words and figures, indicating the various amounts and the respective currencies];

(f) The discounts offered and the methodology for their application are:

(i) The discounts offered are: [Specify in detail each discount offered.]
(ii) The exact method of calculations to determine the net price after application of discounts is shown below: **Specify in detail the method that shall be used to apply the discounts**;

(g) Our bid shall be valid for a period of **specify the number of calendar days** days from the date fixed for the bid submission deadline in accordance with the Bidding Documents, and it shall remain binding upon us and may be accepted at any time before the expiration of that period;

(h) If our bid is accepted, we commit to obtain a performance security in accordance with the Bidding Documents;

(i) We are not participating, as a Bidder or as a subcontractor, in more than one bid in this bidding process in accordance with ITB 4.2(e), other than alternative bids submitted in accordance with ITB 13;

(j) We, along with any of our subcontractors, suppliers, consultants, manufacturers, or service providers for any part of the contract, are not subject to, and not controlled by any entity or individual that is subject to, a temporary suspension or a debarment imposed by a member of the World Bank Group or a debarment imposed by the World Bank Group in accordance with the Agreement for Mutual Enforcement of Debarment Decisions between the World Bank and other development banks. Further, we are not ineligible under the Employer’s country laws or official regulations or pursuant to a decision of the United Nations Security Council;

(k) We are not a government owned entity/ We are a government owned entity but meet the requirements of ITB 4.5;\(^1\)

(l) We have paid, or will pay the following commissions, gratuities, or fees with respect to the bidding process or execution of the Contract: **[insert complete name of each Recipient, its full address, the reason for which each commission or gratuity was paid and the amount and currency of each such commission or gratuity]**

<table>
<thead>
<tr>
<th>Name of Recipient</th>
<th>Address</th>
<th>Reason</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

(If none has been paid or is to be paid, indicate “none.”)

(m) We understand that this bid, together with your written acceptance thereof included in your notification of award, shall constitute a binding contract between us, until a formal contract is prepared and executed; and

\(^1\) **Bidder to use as appropriate**
(n) We understand that you are not bound to accept the lowest evaluated bid or any other bid that you may receive.

(o) We hereby certify that we have taken steps to ensure that no person acting for us or on our behalf will engage in any type of fraud and corruption.

Name of the Bidder* [insert complete name of person signing the Bid]

Name of the person duly authorized to sign the Bid on behalf of the Bidder** [insert complete name of person duly authorized to sign the Bid]

Title of the person signing the Bid [insert complete title of the person signing the Bid]

Signature of the person named above [insert signature of person whose name and capacity are shown above]

Date signed [insert date of signing] day of [insert month], [insert year]

*: In the case of the Bid submitted by joint venture specify the name of the Joint Venture as Bidder

**: Person signing the Bid shall have the power of attorney given by the Bidder to be attached with the Bid Schedules.
# Bidder Information Form

[The Bidder shall fill in this Form in accordance with the instructions indicated below. No alterations to its format shall be permitted and no substitutions shall be accepted.]

Date: [insert date (as day, month and year) of Bid Submission]
NCB No.: [insert number of bidding process]
Alternative No.: [insert identification No if this is a Bid for an alternative]

Page ________ of ______ pages

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Bidder’s Name [insert Bidder’s legal name]</td>
</tr>
<tr>
<td>2.</td>
<td>In case of JV, legal name of each member: [insert legal name of each member in JV]</td>
</tr>
<tr>
<td>3.</td>
<td>Bidder’s actual or intended country of registration: [insert actual or intended country of registration]</td>
</tr>
<tr>
<td>4.</td>
<td>Bidder’s year of registration: [insert Bidder’s year of registration]</td>
</tr>
<tr>
<td>5.</td>
<td>Bidder’s Address in country of registration: [insert Bidder’s legal address in country of registration]</td>
</tr>
<tr>
<td>6.</td>
<td>Bidder’s Authorized Representative Information</td>
</tr>
<tr>
<td></td>
<td>Name: [insert Authorized Representative’s name]</td>
</tr>
<tr>
<td></td>
<td>Address: [insert Authorized Representative’s Address]</td>
</tr>
<tr>
<td></td>
<td>Telephone/Fax numbers: [insert Authorized Representative’s telephone/fax numbers]</td>
</tr>
<tr>
<td></td>
<td>Email Address: [insert Authorized Representative’s email address]</td>
</tr>
<tr>
<td>7.</td>
<td>Attached are copies of original documents of [check the box(es) of the attached original documents]</td>
</tr>
<tr>
<td></td>
<td>Articles of Incorporation (or equivalent documents of constitution or association), and/or documents of registration of the legal entity named above, in accordance with ITB 4.3.</td>
</tr>
<tr>
<td></td>
<td>In case of JV, letter of intent to form JV or JV agreement, in accordance with ITB 4.1.</td>
</tr>
<tr>
<td></td>
<td>In case of Government-owned enterprise or institution, in accordance with ITB 4.5 documents establishing:</td>
</tr>
<tr>
<td></td>
<td>- Legal and financial autonomy</td>
</tr>
<tr>
<td></td>
<td>- Operation under commercial law</td>
</tr>
</tbody>
</table>
• Establishing that the Bidder is not dependent agency of the Purchaser

2. Included are the organizational chart, a list of Board of Directors, and the beneficial ownership.
Bidder’s JV Members Information Form

[The Bidder shall fill in this Form in accordance with the instructions indicated below. The following table shall be filled in for the Bidder and for each member of a Joint Venture].

Date: [insert date (as day, month and year) of Bid Submission]
NCB No.: [insert number of bidding process]
Alternative No.: [insert identification No if this is a Bid for an alternative]

Page ________ of ______ pages

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Bidder’s Name: [insert Bidder’s legal name]</td>
</tr>
<tr>
<td>2.</td>
<td>Bidder’s JV Member’s name: [insert JV’s Member legal name]</td>
</tr>
<tr>
<td>3.</td>
<td>Bidder’s JV Member’s country of registration: [insert JV’s Member country of registration]</td>
</tr>
<tr>
<td>4.</td>
<td>Bidder’s JV Member’s year of registration: [insert JV’s Member year of registration]</td>
</tr>
<tr>
<td>5.</td>
<td>Bidder’s JV Member’s legal address in country of registration: [insert JV’s Member legal address in country of registration]</td>
</tr>
<tr>
<td>6.</td>
<td>Bidder’s JV Member’s authorized representative information Name: [insert name of JV’s Member authorized representative] Address: [insert address of JV’s Member authorized representative] Telephone/Fax numbers: [insert telephone/fax numbers of JV’s Member authorized representative] Email Address: [insert email address of JV’s Member authorized representative]</td>
</tr>
<tr>
<td>7.</td>
<td>Attached are copies of original documents of [check the box(es) of the attached original documents]</td>
</tr>
</tbody>
</table>

- Articles of Incorporation (or equivalent documents of constitution or association), and/or registration documents of the legal entity named above, in accordance with ITB 4.3.
- In case of a Government-owned enterprise or institution, documents establishing legal and financial autonomy, operation in accordance with commercial law, and absence of dependent status, in accordance with ITB 4.5.

2. Included are the organizational chart, a list of Board of Directors, and the beneficial ownership.
Price Schedule Forms

[The Bidder shall fill in these Price Schedule Forms in accordance with the instructions indicated. The list of line items in column 1 of the Price Schedules shall coincide with the List of Goods and Related Services specified by the Purchaser in the Schedule of Requirements.]
## Price Schedule: Goods Manufactured Outside the Purchaser’s Country, to be Imported

(Group C bids, goods to be imported)

Currencies in accordance with ITB 15

<table>
<thead>
<tr>
<th>Line Item No</th>
<th>Description of Goods</th>
<th>Country of Origin</th>
<th>Delivery Date as defined by Incoterms</th>
<th>Quantity and physical unit</th>
<th>Unit price CIP ([insert place of destination] in accordance with ITB 14.8(b)(i))</th>
<th>CIP Price per line item (Col. 5x6)</th>
<th>Price per line item for inland transportation and other services required in the Purchaser’s country to convey the Goods to their final destination specified in BDS</th>
<th>Total Price per Line item (Col. 7x8)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Line Item 1</td>
<td>[insert number of the item]</td>
<td>[insert name of good]</td>
<td>[insert country of origin of the Good]</td>
<td>[insert quoted Delivery Date]</td>
<td>[insert number of units to be supplied and name of the physical unit]</td>
<td>[insert unit price CIP per unit]</td>
<td>[insert the corresponding price per line item]</td>
<td>[insert total price of the line item]</td>
</tr>
<tr>
<td>Line Item 2</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Line Item 3</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Line Item 4</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Line Item 5</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Line Item 6</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Line Item 7</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Line Item 8</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Line Item 9</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Total Price

Name of Bidder [insert complete name of Bidder] Signature of Bidder [signature of person signing the Bid] Date [Insert Date]
## Price Schedule: Goods Manufactured Outside the Purchaser’s Country, already imported*

(Group C bids, Goods already imported)

Currencies in accordance with ITB 15

<table>
<thead>
<tr>
<th>Line Item N°</th>
<th>Description of Goods</th>
<th>Country of Origin</th>
<th>Delivery Date as defined by Incoterm</th>
<th>Quantity and physical unit</th>
<th>Unit price including Custom Duties and Import Taxes paid, in accordance with ITB 14.8(c)(i)</th>
<th>Custom Duties and Import Taxes paid per unit in accordance with ITB 14.8(c)(ii), [to be supported by documents]</th>
<th>Unit Price net of custom duties and import taxes, in accordance with ITB 148 (c) (iii) (Col. 6 minus Col.7)</th>
<th>Price per line item net of Custom Duties and Import Taxes paid, in accordance with ITB 14.8(c)(i) (Col. 5x8)</th>
<th>Price per line item for inland transportation and other services required in the Purchaser’s country to convey the goods to their final destination, as specified in BDS in accordance with ITB 14.8(c)(iv)</th>
<th>Sales and other taxes paid or payable per item if Contract is awarded (in accordance with ITB 14.8(c)(v))</th>
<th>Total Price per line item (Col. 9+10)</th>
</tr>
</thead>
<tbody>
<tr>
<td>[insert number of the item]</td>
<td>[insert name of Goods]</td>
<td>[insert country of origin of the Good]</td>
<td>[insert quoted Delivery Date]</td>
<td>[insert number of units to be supplied and name of the physical unit]</td>
<td>[insert unit price per unit]</td>
<td>[insert custom duties and taxes paid per unit]</td>
<td>[insert price per line item net of custom duties and import taxes]</td>
<td>[insert price per line item net of custom duties and import taxes]</td>
<td>[insert price per line item for inland transportation and other services required in the Purchaser’s country]</td>
<td>[insert sales and other taxes payable per item if Contract is awarded]</td>
<td>[insert total price per line item]</td>
</tr>
<tr>
<td>Name of Bidder</td>
<td>Signature of Bidder</td>
<td>Date</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* [For previously imported Goods, the quoted price shall be distinguishable from the original import value of these Goods declared to customs and shall include any rebate or mark-up of the local agent or representative and all local costs except import duties and taxes, which have been and/or have to be paid by the Purchaser. For clarity the bidders are asked to quote the price including import duties, and additionally to provide the import duties and the price net of import duties which is the difference of those values.]
## Price Schedule: Goods Manufactured in the Purchaser’s Country

<table>
<thead>
<tr>
<th>Line Item N°</th>
<th>Description of Goods</th>
<th>Delivery Date as defined by Incoterms</th>
<th>Quantity and physical unit</th>
<th>Unit price EXW</th>
<th>Total EXW price per line item (Col. 4×5)</th>
<th>Price per line item for inland transportation and other services required in the Purchaser’s Country to convey the Goods to their final destination</th>
<th>Cost of local labor, raw materials and components from with origin in the Purchaser’s Country % of Col. 5</th>
<th>Sales and other taxes payable per line item if Contract is awarded (in accordance with ITB 14.8(a)(ii))</th>
<th>Total Price per line item (Col. 6+7)</th>
</tr>
</thead>
<tbody>
<tr>
<td>[insert number of the item]</td>
<td>[insert name of Good]</td>
<td>[insert quoted Delivery Date]</td>
<td>[insert number of units to be supplied and name of the physical unit]</td>
<td>[insert EXW unit price]</td>
<td>[insert total EXW price per line item]</td>
<td>[insert the corresponding price per line item]</td>
<td>[Insert cost of local labor, raw material and components from within the Purchaser’s country as a % of the EXW price per line item]</td>
<td>[insert sales and other taxes payable per line item if Contract is awarded]</td>
<td>[insert total price per item]</td>
</tr>
</tbody>
</table>

Name of Bidder  [insert complete name of Bidder]  Signature of Bidder  [signature of person signing the Bid]  Date  [insert date]
### Price and Completion Schedule - Related Services

<table>
<thead>
<tr>
<th>Service No</th>
<th>Description of Services (excludes inland transportation and other services required in the Purchaser’s country to convey the goods to their final destination)</th>
<th>Country of Origin</th>
<th>Delivery Date at place of Final destination</th>
<th>Quantity and physical unit</th>
<th>Unit price</th>
<th>Total Price per Service (Col. 5*6 or estimate)</th>
</tr>
</thead>
<tbody>
<tr>
<td>[insert number of the Service]</td>
<td>[insert name of Services]</td>
<td>[insert country of origin of the Services]</td>
<td>[insert delivery date at place of final destination per Service]</td>
<td>[insert number of units to be supplied and name of the physical unit]</td>
<td>[insert unit price per item]</td>
<td>[insert total price per item]</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Total Bid Price**

Name of Bidder [insert complete name of Bidder] Signature of Bidder [signature of person signing the Bid] Date [insert date]
Form of Bid Security
(Bank Guarantee)

[The bank shall fill in this Bank Guarantee Form in accordance with the
instructions indicated.]

[Guarantor letterhead or SWIFT identifier code]

Beneficiary: [Purchaser to insert its name and address]

IFB No.: [Purchaser to insert reference number for the Invitation for Bids]

Alternative No.: [Insert identification No if this is a Bid for an alternative]

Date: [Insert date of issue]

BID GUARANTEE No.: [Insert guarantee reference number]

Guarantor: [Insert name and address of place of issue, unless indicated in the letterhead]

We have been informed that ______ [insert name of the Bidder, which in the case of a joint
venture shall be the name of the joint venture (whether legally constituted or prospective) or
the names of all members thereof] (hereinafter called "the Applicant") has submitted or will
submit to the Beneficiary its bid (hereinafter called "the Bid") for the execution of
________________ under Invitation for Bids No. ___________ (“the IFB”).

Furthermore, we understand that, according to the Beneficiary’s conditions, bids must be
supported by a bid guarantee.

At the request of the Applicant, we, as Guarantor, hereby irrevocably undertake to pay the
Beneficiary any sum or sums not exceeding in total an amount of ___________
(____________) upon receipt by us of the Beneficiary’s complying demand, supported by
the Beneficiary’s statement, whether in the demand itself or a separate signed document
accompanying or identifying the demand, stating that either the Applicant:

(a) has withdrawn its Bid during the period of bid validity set forth in the Applicant’s
Letter of Bid (“the Bid Validity Period”), or any extension thereto provided by the
Applicant; or

(b) having been notified of the acceptance of its Bid by the Beneficiary during the Bid
Validity Period or any extension thereto provided by the Applicant, (i) has failed to
execute the contract agreement, or (ii) has failed to furnish the performance security, in
accordance with the Instructions to Bidders ("ITB") of the Beneficiary’s bidding document.

This guarantee will expire: (a) if the Applicant is the successful bidder, upon our receipt of copies of the contract agreement signed by the Applicant and the performance security issued to the Beneficiary in relation to such contract agreement; or (b) if the Applicant is not the successful bidder, upon the earlier of (i) our receipt of a copy of the Beneficiary’s notification to the Applicant of the results of the bidding process; or (ii) twenty-eight days after the end of the Bid Validity Period.

Consequently, any demand for payment under this guarantee must be received by us at the office indicated above on or before that date.

This guarantee is subject to the Uniform Rules for Demand Guarantees (URDG) 2010 Revision, ICC Publication No. 758.

_____________________________
[Signature(s)]

Note: All italicized text is for use in preparing this form and shall be deleted from the final product.
Form of Bid Security (Bid Bond)

[The Surety shall fill in this Bid Bond Form in accordance with the instructions indicated.]

BOND NO. ______________________

BY THIS BOND [name of Bidder] as Principal (hereinafter called “the Principal”), and [name, legal title, and address of surety], authorized to transact business in [name of country of Purchaser], as Surety (hereinafter called “the Surety”), are held and firmly bound unto [name of Purchaser] as Obligee (hereinafter called “the Purchaser”) in the sum of [amount of Bond]2 [amount in words], for the payment of which sum, well and truly to be made, we, the said Principal and Surety, bind ourselves, our successors and assigns, jointly and severally, firmly by these presents.

WHEREAS the Principal has submitted or will submit a written Bid to the Purchaser dated the ___ day of ______, 20__, for the supply of [name of Contract] (hereinafter called the “Bid”).

NOW, THEREFORE, THE CONDITION OF THIS OBLIGATION is such that if the Principal:

(a) has withdrawn its Bid during the period of bid validity set forth in the Principal’s Letter of Bid (“the Bid Validity Period”), or any extension thereto provided by the Principal; or

(b) having been notified of the acceptance of its Bid by the Purchaser during the Bid Validity Period or any extension thereto provided by the Principal; (i) failed to execute the contract agreement; or (ii) has failed to furnish the Performance Security, in accordance with the Instructions to Bidders (“ITB”) of the Purchaser’s bidding document.

then the Surety undertakes to immediately pay to the Purchaser up to the above amount upon receipt of the Purchaser’s first written demand, without the Purchaser having to substantiate its demand, provided that in its demand the Purchaser shall state that the demand arises from the occurrence of any of the above events, specifying which event(s) has occurred.

The Surety hereby agrees that its obligation will remain in full force and effect up to and including the date 28 days after the date of expiration of the Bid Validity Period set forth in the Principal’s Letter of Bid or any extension thereto provided by the Principal.

IN TESTIMONY WHEREOF, the Principal and the Surety have caused these presents to be executed in their respective names this ____ day of ____________ 20__.

---

2 The amount of the Bond shall be denominated in the currency of the Purchaser’s country or the equivalent amount in a freely convertible currency.
Principal: _______________________
   Corporate Seal (where appropriate)

_______________________________
(Signature)
(Printed name and title)

Surety: _____________________________

_______________________________
(Signature)
(Printed name and title)
Form of Bid-Securing Declaration

[The Bidder shall fill in this Form in accordance with the instructions indicated.]

Date: [date (as day, month and year)]
Bid No.: [number of bidding process]
Alternative No.: [insert identification No if this is a Bid for an alternative]

To: [complete name of Purchaser]

We, the undersigned, declare that:

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

We accept that we will automatically be suspended from being eligible for bidding in any contract with the Purchaser for the period of time of [number of months or years] starting on [date], if we are in breach of our obligation(s) under the bid conditions, because we:

(a) have withdrawn our Bid during the period of bid validity specified in the Letter of Bid; or

(b) having been notified of the acceptance of our Bid by the Purchaser during the period of bid validity, (i) fail or refuse to execute the Contract; or (ii) fail or refuse to furnish the Performance Security, if required, in accordance with the ITB.

We understand this Bid Securing Declaration shall expire if we are not the successful Bidder, upon the earlier of (i) our receipt of your notification to us of the name of the successful Bidder; or (ii) twenty-eight days after the expiration of our Bid.

Name of the Bidder* ________________________________
Name of the person duly authorized to sign the Bid on behalf of the Bidder** ______
Title of the person signing the Bid ________________________________
Signature of the person named above ________________________________

Date signed ________________________________ day of ___________________, ______

*: In the case of the Bid submitted by joint venture specify the name of the Joint Venture as Bidder

**: Person signing the Bid shall have the power of attorney given by the Bidder attached to the Bid

[Note: In case of a Joint Venture, the Bid-Securing Declaration must be in the name of all members to the Joint Venture that submits the bid.]
Manufacturer’s Authorization

[The Bidder shall require the Manufacturer to fill in this Form in accordance with the instructions indicated. This letter of authorization should be on the letterhead of the Manufacturer and should be signed by a person with the proper authority to sign documents that are binding on the Manufacturer. The Bidder shall include it in its bid, if so indicated in the BDS.]

Date: [insert date (as day, month and year) of Bid Submission]

NCB No.: [insert number of bidding process]

Alternative No.: [insert identification No if this is a Bid for an alternative]

To: [insert complete name of Purchaser]

WHEREAS

We [insert complete name of Manufacturer], who are official manufacturers of [insert type of goods manufactured], having factories at [insert full address of Manufacturer’s factories], do hereby authorize [insert complete name of Bidder] to submit a bid the purpose of which is to provide the following Goods, manufactured by us [insert name and or brief description of the Goods], and to subsequently negotiate and sign the Contract.

We hereby extend our full guarantee and warranty in accordance with Clause 28 of the General Conditions of Contract, with respect to the Goods offered by the above firm.

Signed: [insert signature(s) of authorized representative(s) of the Manufacturer]

Name: [insert complete name(s) of authorized representative(s) of the Manufacturer]

Title: [insert title]

Dated on ____________ day of __________________, _______ [insert date of signing]
Section V. Eligible Countries

Eligibility for the Provision of Goods, Works and Non Consulting Services in Bank-Financed Procurement

In reference to ITB 4.7 and 5.1, for the information of the Bidders, at the present time firms, goods and services from the following countries are excluded from this bidding process:

Under ITB 4.7(a) and 5.1: none

Under ITB 4.7(b) and 5.1: none
Section VI. Bank Policy - Corrupt and Fraudulent Practices


“Fraud and Corruption:

1.16 It is the Bank’s policy to require that Borrowers (including beneficiaries of Bank loans), bidders, suppliers, contractors and their agents (whether declared or not), subcontractors, sub-consultants, service providers or suppliers, and any personnel thereof, observe the highest standard of ethics during the procurement and execution of Bank-financed contracts.\(^3\) In pursuance of this policy, the Bank:

(a) defines, for the purposes of this provision, the terms set forth below as follows:

(i) “corrupt practice” is the offering, giving, receiving, or soliciting, directly or indirectly, of anything of value to influence improperly the actions of another party;\(^4\);

(ii) “fraudulent practice” is any act or omission, including a misrepresentation, that knowingly or recklessly misleads, or attempts to mislead, a party to obtain a financial or other benefit or to avoid an obligation;\(^5\)

(iii) “collusive practice” is an arrangement between two or more parties designed to achieve an improper purpose, including to influence improperly the actions of another party;\(^6\)

(iv) “coercive practice” is impairing or harming, or threatening to impair or harm, directly or indirectly, any party or the property of the party to influence improperly the actions of a party;\(^7\)

\(^3\) In this context, any action to influence the procurement process or contract execution for undue advantage is improper.

\(^4\) For the purpose of this sub-paragraph, “another party” refers to a public official acting in relation to the procurement process or contract execution. In this context, “public official” includes World Bank staff and employees of other organizations taking or reviewing procurement decisions.

\(^5\) For the purpose of this sub-paragraph, “party” refers to a public official; the terms “benefit” and “obligation” relate to the procurement process or contract execution; and the “act or omission” is intended to influence the procurement process or contract execution.

\(^6\) For the purpose of this sub-paragraph, “parties” refers to participants in the procurement process (including public officials) attempting either themselves, or through another person or entity not participating in the procurement or selection process, to simulate competition or to establish bid prices at artificial, non-competitive levels, or are privy to each other’s bid prices or other conditions.

\(^7\) For the purpose of this sub-paragraph, “party” refers to a participant in the procurement process or contract execution.
(v) "obstructive practice" is:

(aa) deliberately destroying, falsifying, altering, or concealing of evidence material to the investigation or making false statements to investigators in order to materially impede a Bank investigation into allegations of a corrupt, fraudulent, coercive or collusive practice; and/or threatening, harassing or intimidating any party to prevent it from disclosing its knowledge of matters relevant to the investigation or from pursuing the investigation, or

(bb) acts intended to materially impede the exercise of the Bank’s inspection and audit rights provided for under paragraph 1.16(e) below.

(b) will reject a proposal for award if it determines that the bidder recommended for award, or any of its personnel, or its agents, or its sub-consultants, sub-contractors, service providers, suppliers and/or their employees, has, directly or indirectly, engaged in corrupt, fraudulent, collusive, coercive, or obstructive practices in competing for the contract in question;

(c) will declare misprocurement and cancel the portion of the loan allocated to a contract if it determines at any time that representatives of the Borrower or of a recipient of any part of the proceeds of the loan engaged in corrupt, fraudulent, collusive, coercive, or obstructive practices during the procurement or the implementation of the contract in question, without the Borrower having taken timely and appropriate action satisfactory to the Bank to address such practices when they occur, including by failing to inform the Bank in a timely manner at the time they knew of the practices;

(d) will sanction a firm or individual, at any time, in accordance with the prevailing Bank’s sanctions procedures, including by publicly declaring such firm or individual ineligible, either indefinitely or for a stated period of time: (i) to be awarded a Bank-financed contract; and (ii) to be a nominated;

(e) will require that a clause be included in bidding documents and in contracts financed by a Bank loan, requiring bidders, suppliers and contractors, and their sub-contractors, agents, personnel, consultants, service providers, or suppliers, to

---

8 A firm or individual may be declared ineligible to be awarded a Bank financed contract upon: (i) completion of the Bank’s sanctions proceedings as per its sanctions procedures, including, inter alia, cross-debarment as agreed with other International Financial Institutions, including Multilateral Development Banks, and through the application the World Bank Group corporate administrative procurement sanctions procedures for fraud and corruption; and (ii) as a result of temporary suspension or early temporary suspension in connection with an ongoing sanctions proceeding. See footnote 14 and paragraph 8 of Appendix 1 of these Guidelines.

9 A nominated sub-contractor, consultant, manufacturer or supplier, or service provider (different names are used depending on the particular bidding document) is one which has either been: (i) included by the bidder in its pre-qualification application or bid because it brings specific and critical experience and know-how that allow the bidder to meet the qualification requirements for the particular bid; or (ii) appointed by the Borrower.
permit the Bank to inspect all accounts, records, and other documents relating to the submission of bids and contract performance, and to have them audited by auditors appointed by the Bank.”
PART 2 – Supply Requirements
Section VII. Schedule of Requirements

Contents

1. List of Goods and Delivery Schedule ........................................................................... 66
2. List of Related Services and Completion Schedule ...................................................... 67
3. Technical Specifications ................................................................................................ 68
4. Drawings ......................................................................................................................... 72
5. Inspections and Tests ...................................................................................................... 73
# 1. List of Goods and Delivery Schedule

<table>
<thead>
<tr>
<th>Lot No.</th>
<th>Description of Goods</th>
<th>Quantity</th>
<th>Physical unit</th>
<th>Final Delivery (as per Incoterms) Destination as specified in BDS</th>
<th>Delivery (as per Incoterms) Date</th>
<th>Latest Delivery Date</th>
<th>Bidder’s offered Delivery date [to be provided by the bidder]</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Supply, Installation, Configuration, Testing and Commissioning of Data Management, and Cloud Hosting Services</td>
<td>1</td>
<td>0</td>
<td>KALRO Headquarters</td>
<td>14 days after award of contract</td>
<td>60 days after award of contract</td>
<td></td>
</tr>
<tr>
<td>2.</td>
<td>Supply, Installation, Configuration, Testing and Commissioning of ICT Security Solution</td>
<td>1</td>
<td>2</td>
<td>KALRO Headquarters</td>
<td>14 days after award of contract</td>
<td>60 days after award of contract</td>
<td></td>
</tr>
<tr>
<td>3.</td>
<td>Supply, Installation, Configuration, Testing and Commissioning of Security Solution for Disaster Recovery (DR) Site</td>
<td>2</td>
<td>2</td>
<td>KALRO Headquarters</td>
<td>14 days after award of contract</td>
<td>60 days after award of contract</td>
<td></td>
</tr>
<tr>
<td>4.</td>
<td>Supply, Installation, Configuration, Testing and Commissioning of KALRO Geospatial Data Cube</td>
<td>1</td>
<td>0</td>
<td>KALRO Headquarters</td>
<td>14 days after award of contract</td>
<td>60 days after award of contract</td>
<td></td>
</tr>
</tbody>
</table>
2. List of Related Services and Completion Schedule

<table>
<thead>
<tr>
<th>Service</th>
<th>Description of Service</th>
<th>Quantity</th>
<th>Physical Unit</th>
<th>Place where Services shall be performed</th>
<th>Final Completion Date(s) of Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Inspection and Testing of Data Management, and Cloud Hosting Services</td>
<td>1</td>
<td>0</td>
<td>KALRO Headquarters</td>
<td>Within fourteen (14) days after delivery</td>
</tr>
<tr>
<td>2</td>
<td>Inspection and Testing of ICT Security Solution</td>
<td>1</td>
<td>2</td>
<td>KALRO Headquarters</td>
<td>Within fourteen (14) days after delivery</td>
</tr>
<tr>
<td>3</td>
<td>Inspection and Testing of Security Solution for Disaster Recovery (DR) Site</td>
<td>2</td>
<td>2</td>
<td>KALRO Headquarters</td>
<td>Within fourteen (14) days after delivery</td>
</tr>
<tr>
<td>4</td>
<td>Inspection and Testing of KALRO Geospatial Data Cube</td>
<td>1</td>
<td>0</td>
<td>KALRO Headquarters</td>
<td>Within fourteen (14) days after delivery</td>
</tr>
</tbody>
</table>
Section VII. Schedule of Requirements

3. Technical Specifications

TECHNICAL REQUIREMENTS

Lot 1: Supply, Installation, Configuration, Testing and Commissioning of Data Management and Cloud Hosting Services

1. Introduction

KALRO seeks to deploy a hybrid cloud based platform that will support the One Million Farmer Platform (OMFP). The platform aims to accelerate the impact and return on investment from Disruptive Agricultural Technologies (DAT) Cohort partners as well as KALRO data lake and data infrastructure investments. Through the support of World Bank under the Kenya Climate Smart Agriculture Project (KCSAP), KALRO has established a private cloud environment and Big Data platform. KALRO further seek to dramatically increase the speed, agility, manageability and cost efficiency of diverse data assets of the DAT cohort partners. The data sets are to be collected, transformed, aggregated, shared and visualised by different agricultural ecosystem actors. The OMFP will provide a common, market facing management layer through which to standardise, control and accelerate interactions between diverse sets of agricultural ecosystem actors and the KALRO data management systems. This platform layer will be deployed utilising a hybrid model connecting KALRO’s Private Cloud Big Data Platform with a KALRO Public Cloud implementation. This initiative is expected to amplify the way KALRO executes on its primary data strategy objectives:

2. Background Information

Respondents should demonstrate how their proposed solution will support the following key principles of the platform:

i. Leverage consolidated data for partner innovation:
   By consolidating existing data sources from into a centralized data hub, KALRO will be able to utilize the data from across different initiatives for more comprehensive analysis and decision-making to support its innovation partners and regional activities.

ii. Encourage and incentivize open data sharing:
   All KALRO partners will be able to tap into the centralized data store for more accurate and relevant data and can contribute new data by utilizing the data hub for data storage via APIs. This sharing will be subject to appropriate data-sharing incentives, protocols and governance to support partners’ specific data requirements and needs in an equitable and accessible way. KALRO acknowledges that it will need to demonstrate clear value from data sharing.

iii. Position for open access to partners:
   The data hub is positioned as an open resource that can be leveraged by government ministries, private sector partners and other stakeholders in a variety of ways. It will be important to engage stakeholders at an early stage and continuously to take into account their different needs, particularly as they evolve over time.
iv. Phase and deploy based on results and impact:
The data hub’s implementation will be phased to promote continuous improvement and encourage learning from both successes and failures. The roadmap will be aligned with and prioritized for opportunities for practical results and high impact.

v. Empower, enable and connect people, partners and organizations:
The data hub strategy recognizes the pivotal role that people (staff, researchers, farmers, youth, women, policy makers, academics, partners, agricultural value chain actors) play in generating, disseminating, sharing and acting on data sets in pursuit of their different strategic objectives. Participatory approaches that consider their data needs, concerns and capacities to participate in the hub is paramount to ensure success of the platform.

vi. Leverage agile, open and standardize technologies:
The data hub will rely on innovative deployment of ICT technologies to implement its sharing, learning and collaboration functions. Tools, systems, approaches, platforms and data sets will be based on appropriate standards, protocols and technologies. This includes an infrastructure based on interchangeable data management, standardized hardware components, harmonized tooling and software development, and shared expertise and integral applications.

TECHNICAL REQUIREMENTS

a) Hybrid Cloud hosting Services and Development of OMFP system

<table>
<thead>
<tr>
<th>Minimum Requirements</th>
<th>Mandatory</th>
<th>Response</th>
</tr>
</thead>
<tbody>
<tr>
<td>The solution/platform must provide a Reporting, Analytics and Insights Engine offering standardized toolsets for ingestion, aggregation, presentation and visualization of data across the digital system.</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>The platform must provide a Low-code Environment for defining and building data-driven multi-sided digital systems.</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>The platform must provide centralized Identity Management Services, including but not limited to functions such as profile, authentication, authorization and access</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>The platform must provide centralized User Management, providing the ability to manage user bases by classifying, adding, editing, removing users and their service rights</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>The platform must inherently provide Role-based services with Role Management as a central attribute. This platform function must provide capability to define, create and manage separate roles with affiliated authorizations and services within the system</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>The platform must provide multiple user management Services, providing the ability to define, create and manage inclusive and exclusive sets of user data</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>Requirement</td>
<td>Status</td>
<td></td>
</tr>
<tr>
<td>----------------------------------------------------------------------------</td>
<td>--------</td>
<td></td>
</tr>
<tr>
<td>The platform must include an Intelligent Platform core that standardizes</td>
<td></td>
<td></td>
</tr>
<tr>
<td>and normalizes data interactions across all areas of the digital architecture</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>The platform must provide a Vertical Service Portfolio that enables the</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>provision and management of customized KALRO services, functions and features</td>
<td></td>
<td></td>
</tr>
<tr>
<td>The platform must provide a Horizontal Service Portfolio that accelerates</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>the provision and management of generic digital architecture functions,</td>
<td></td>
<td></td>
</tr>
<tr>
<td>such as: location, push notifications, forms, payment, mapping services,</td>
<td></td>
<td></td>
</tr>
<tr>
<td>etc.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>The platform must provide an Automation Framework that leverages advances</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>in digital engineering technology to automate the build and operation of the</td>
<td></td>
<td></td>
</tr>
<tr>
<td>digital architecture.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>The platform must provide a Data Driven Services and Extensibility Layer</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>comprising:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>a. Core Data Model declaring and defining the composition of the digital</td>
<td></td>
<td></td>
</tr>
<tr>
<td>platform</td>
<td></td>
<td></td>
</tr>
<tr>
<td>b. Meta Data Repository – Data store for every data interaction across the</td>
<td></td>
<td></td>
</tr>
<tr>
<td>platform</td>
<td></td>
<td></td>
</tr>
<tr>
<td>c. Data Interfaces: API, Standard Service Layer, Common API (Odata),</td>
<td></td>
<td></td>
</tr>
<tr>
<td>RESTful Web Services, Secure Flat File, Web Scraping, System Connectors,</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Etc.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>The platform must provide a baked-in end-to-end Security Management</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>framework spanning the digital architecture - across data subsystem</td>
<td></td>
<td></td>
</tr>
<tr>
<td>integrations, digital operations, through disparate networks, to the user</td>
<td></td>
<td></td>
</tr>
<tr>
<td>experiences at the edge.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>The platform must provide a System Operations capability offering</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>centralized control and management of digital ecosystem operations</td>
<td></td>
<td></td>
</tr>
<tr>
<td>The platform must Channel Detection &amp; Management Services that detects the</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>device, OS, channel, network access scenarios that the user engages</td>
<td></td>
<td></td>
</tr>
<tr>
<td>through. This capability should provide benefits such as the ability to</td>
<td></td>
<td></td>
</tr>
<tr>
<td>granularly manage access scenarios, and optimize or gracefully degrade</td>
<td></td>
<td></td>
</tr>
<tr>
<td>service experiences dependent on the user’s access scenarios</td>
<td></td>
<td></td>
</tr>
<tr>
<td>The platform must provide Network Optimization services that enable</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>optimal data interactions across disparate external networks; ensuring</td>
<td></td>
<td></td>
</tr>
<tr>
<td>best user experience, security and lowest</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Requirement</td>
<td>Implementation Status</td>
<td></td>
</tr>
<tr>
<td>-------------</td>
<td>-----------------------</td>
<td></td>
</tr>
<tr>
<td>Data usage for each digital workload.</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>The platform must provide a Communications Services capability that enables choreography of the ‘single golden thread’ of customer interactions across disparate digital channels.</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>The platform must provide a Configuration Services capability which centrally manages the configuration of the digital ecosystem set-up and composition, ensuring that all links in the digital technology chain are properly composed and maintained as the system evolves.</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>The platform must provide a Media Services capability which optimizes the setup, storage, distribution and management of media assets across the digital ecosystem.</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>The platform must provide a Universal CMS capability one centralized place to control and manage content across the digital platform.</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>The platform must provide Monitoring and Notification Services across the digital architecture to advise of system irregularities of failures.</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>The platform must provide an Infrastructure Management toolset for managing the underlying KALRO private cloud infrastructure as part of the broader digital architecture.</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>The platform must provide a Data Governance Framework ensuring that Privacy Management and Compliance is baked into digital platform. Must support GDPR and Kenyan Data Privacy and Protection legislation.</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>The platform must provide Software Development Life Cycle and Product Development Life Cycle Management Services for managing the end-to-end process digital platform build and evolution.</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>The platform must provide Advanced Digital Workload Extensibility, connecting easily to advanced digital workload services such as Artificial Intelligence Services; Serverless Infrastructure, Digital CRM; IOT Platform; Integrated Voice; Advanced Analytics; etc.</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>The platform must be able to generate, manage and support inclusive omni-channel digital experiences across the following channels:</td>
<td>YES</td>
<td></td>
</tr>
</tbody>
</table>
- One million Farmer platform (OMFP)-Web based Analytical system including a dashboard for presenting the performance of the DAT Cohorts partners and counties
- Multiple access by the counties and World Bank Staff
- Technical support for one year
- Native Apps (iOS, Android, Windows, KaiOS, Java)
- Data Analytics capabilities
- GIS Capabilities
- Integration with the OMFP website
- Database management capabilities

The bidder must provide the following requirements

- Provide a Prototype
- Provide sample system output
- Provide a proof of Concept (POC) demonstrating how the system will work

## b) Enablement of execution of the six key principles of the KALRO data hub

<table>
<thead>
<tr>
<th>Minimum Requirements</th>
<th>Mandatory</th>
<th>Response</th>
</tr>
</thead>
<tbody>
<tr>
<td>Describe how the proposed solution will enable KALRO to: Leverage consolidated data for partner innovation</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>Describe how the proposed solution will enable KALRO to: Encourage and incentivize open data sharing</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>Describe how the proposed solution will enable KALRO to: Position for open access to partners</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>Describe how the proposed solution will enable KALRO to: Phase and deploy based on results and impact</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>Describe how the proposed solution will enable KALRO to: Empower, enable and connect people, partners and organizations</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>Describe how the proposed solution will enable KALRO to: Leverage agile, open and standardize technologies</td>
<td>YES</td>
<td></td>
</tr>
</tbody>
</table>
c) Platform-as-a-Service Operating Model

<table>
<thead>
<tr>
<th>Minimum Requirements</th>
<th>Mandatory</th>
<th>Response</th>
</tr>
</thead>
<tbody>
<tr>
<td>It is a pre-requisite requirement that this hybrid solution should connect with and store data the KALRO Big Data Centre. Describe how the hybrid solution will be provided as a Platform-as-a-Service offering connecting and sharing data the KALRO private cloud Big Data Centre. Provide full details of the solution architecture, describing the role of each component of the solution.</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>Describe the system specification required to run the proposed platform solution as a hybrid PaaS offering, utilizing agile public cloud technologies in unison with the KALRO private cloud Big Data Centre. These requirements should include proposal on how the platform will address integration and compatibility on the following areas but not be limited to:</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>- Hardware</td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Software</td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Networking</td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Storage</td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Security</td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Compliance</td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Other Services (e.g. monitoring, notifications, integrations, workflow, advanced digital workload, etc)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Provide three (3) reference sites where the solution is being provided utilizing a Platform-as-a-Service model</td>
<td>YES</td>
<td></td>
</tr>
</tbody>
</table>

d) Ability to implement: Provision of Platform and Professional Services

<table>
<thead>
<tr>
<th>Minimum Requirements</th>
<th>Mandatory</th>
<th>Response</th>
</tr>
</thead>
<tbody>
<tr>
<td>Describe the Professional Services engagement model required to implement, support and evolve the proposed Platform at KALRO</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>Describe your plan to ensure transfer of skills to KALRO and its ecosystem partners for non-core technical platform support roles</td>
<td>YES</td>
<td></td>
</tr>
</tbody>
</table>
e) **Scalable Commercial Model** - KALRO is looking to deploy a consumption based model for Platform and Professional Services, enabling KALRO to start by addressing its immediate requirements and agilely scale to meet its evolving market objectives

<table>
<thead>
<tr>
<th>Minimum Requirements</th>
<th>Mandatory</th>
<th>Response</th>
</tr>
</thead>
<tbody>
<tr>
<td>Describe how the pricing model for your proposed Platform-as-a-Service solution will be provided to KALRO in line with the above stated Pricing Model requirements</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>Describe how the pricing model for your proposed Professional Services Portfolio will be provided to KALRO in line with the above stated Pricing Model requirements</td>
<td>YES</td>
<td></td>
</tr>
</tbody>
</table>

f) **Execution of Use Cases**

<table>
<thead>
<tr>
<th>Minimum Requirements</th>
<th>Mandatory</th>
<th>Response</th>
</tr>
</thead>
<tbody>
<tr>
<td>Describe how the different services will deliver localized information in local language by SMS, USSD, WhatsApp or mobile application, including how this information set can be managed and updated by KALRO.</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>Describe the modelling system (triggers and distribution lists) for different services and uses cases, including the data sets and accuracy of the model generating the alerts.</td>
<td>YES</td>
<td></td>
</tr>
</tbody>
</table>

g) **Pricing**

<table>
<thead>
<tr>
<th>Minimum Requirements</th>
<th>Year 1</th>
<th>Year 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Platform Licensing and Hosting for base system to serve up to 1,800 Users:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>▪ Platform Licensing</td>
<td></td>
<td></td>
</tr>
<tr>
<td>▪ Cloud Hosting services</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Professional Services – Blended professional services packages to include: system design, implementation, analysis, creative, support, project management, training</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
h) **Methodology**

<table>
<thead>
<tr>
<th>Minimum Requirements</th>
<th>Mandatory</th>
<th>Response</th>
</tr>
</thead>
<tbody>
<tr>
<td>Provide comprehensive solution architecture showing all the system logic and diagram</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>Provide Gantt Chart and Implementation Schedule.</td>
<td>YES</td>
<td></td>
</tr>
<tr>
<td>Successful bidders will be required to demonstrate their compliance to KALRO’s Requirements</td>
<td>YES</td>
<td></td>
</tr>
</tbody>
</table>

i) **Bidder’s Past Performance**

<table>
<thead>
<tr>
<th>Minimum Requirements</th>
<th>Mandatory</th>
<th>Response</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bidder’s own Competence and past performance on fulfillment of similar project (provide authentic documentary evidence in particular completion certificates or reference letters at least 3 in number).</td>
<td>YES</td>
<td></td>
</tr>
</tbody>
</table>

j) **Site Visit**

<table>
<thead>
<tr>
<th>Minimum Requirements</th>
<th>Mandatory</th>
<th>Response</th>
</tr>
</thead>
<tbody>
<tr>
<td>Filled, signed and Stamped site survey forms from KALRO Headquarters.</td>
<td>YES</td>
<td></td>
</tr>
</tbody>
</table>

The Security Solution will comprise of a Network Security Platform and Extended Detection and Response. Below is a summary of the required components:

Summary of Quantities:

<table>
<thead>
<tr>
<th>Description</th>
<th>Type</th>
<th>Qty</th>
</tr>
</thead>
<tbody>
<tr>
<td>Perimeter Machine Learning</td>
<td>Hardware Appliance - Including licenses</td>
<td>1</td>
</tr>
<tr>
<td>Powered NGFW</td>
<td>and support for 3yrs</td>
<td></td>
</tr>
<tr>
<td>Datacenter Machine Learning</td>
<td>Hardware Appliance - Including licenses</td>
<td>1</td>
</tr>
<tr>
<td>Powered NGFW</td>
<td>and support for 3yrs</td>
<td></td>
</tr>
<tr>
<td>Centralized Firewall</td>
<td>Virtual Appliance - Including licenses</td>
<td>1</td>
</tr>
<tr>
<td>Management</td>
<td>and support for 3yrs</td>
<td></td>
</tr>
<tr>
<td>Extended Detection and</td>
<td>Software based - Including licenses</td>
<td>200</td>
</tr>
<tr>
<td>Response</td>
<td>and support for 3yrs</td>
<td></td>
</tr>
<tr>
<td>Services</td>
<td>First level and handover training</td>
<td></td>
</tr>
<tr>
<td></td>
<td>One training session for two (2) staff</td>
<td></td>
</tr>
</tbody>
</table>

NETWORK SECURITY SOLUTION

The Network Security Platform will comprise of two protection gateways that will protect the internet perimeter and data center. The solution must have the capability to integrate with the proposed Extended Detection & Response solution and exchange threat intelligence. The proposed solution must meet ALL requirements to be considered successful. Any proposal that does not meet ALL requirements will be disqualified.

TECHNICAL REQUIREMENTS

1. Datacenter Firewall (Qty 1)

<table>
<thead>
<tr>
<th>Item Description</th>
<th>Minimum Requirement</th>
<th>Response</th>
</tr>
</thead>
<tbody>
<tr>
<td>Make</td>
<td>Declare</td>
<td></td>
</tr>
<tr>
<td>Model</td>
<td>Declare</td>
<td></td>
</tr>
<tr>
<td>Operation</td>
<td>- The NGFW platform must not experience performance degradation when all security</td>
<td></td>
</tr>
<tr>
<td></td>
<td>features turned on</td>
<td></td>
</tr>
<tr>
<td></td>
<td>- Decryption for TLSv1.3</td>
<td></td>
</tr>
<tr>
<td></td>
<td>- Visibility into applications using non-standard ports</td>
<td></td>
</tr>
<tr>
<td></td>
<td>- Must support App-ID, User-ID and Content-ID</td>
<td></td>
</tr>
<tr>
<td>Performance and Interface</td>
<td>- Threat prevention throughput of 24Gbps (Threat Prevention</td>
<td></td>
</tr>
<tr>
<td>Specifications</td>
<td>must be measured with Application Awareness, URL Filtering,</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Intrusion Prevention, Antivirus, Sandboxing, File Blocking and full logging</td>
<td></td>
</tr>
<tr>
<td></td>
<td>enabled simultaneously)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>- 800,000 concurrent decryption sessions</td>
<td></td>
</tr>
<tr>
<td></td>
<td>- 8,000,000 concurrent sessions</td>
<td></td>
</tr>
<tr>
<td>Feature</td>
<td>Specification</td>
<td></td>
</tr>
<tr>
<td>-------------------------------------</td>
<td>-------------------------------------------------------------------------------</td>
<td></td>
</tr>
<tr>
<td>- 380,000 new sessions per second</td>
<td></td>
<td></td>
</tr>
<tr>
<td>- 4x 100/1000/10G Copper RJ45</td>
<td></td>
<td></td>
</tr>
<tr>
<td>- 16x 1G/10G SFP/SFP+</td>
<td></td>
<td></td>
</tr>
<tr>
<td>- 4x 40G/100G QSFP28</td>
<td></td>
<td></td>
</tr>
<tr>
<td>- 1x 40G/100G QSFP28 for HA</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Credential Theft Prevention</td>
<td>- The firewall should block submission of corporate credentials to unknown or malicious sites.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>- The firewall must enforce multi-factor authentication (MFA), and integrate with common MFA vendors to protect critical apps – even legacy apps – that contain sensitive data</td>
<td></td>
</tr>
<tr>
<td></td>
<td>- Multifactor authentication should not require a client to be installed on the client machine</td>
<td></td>
</tr>
<tr>
<td>High Availability (HA)</td>
<td>- The proposed firewall solution shall support active-active and active/passive HA configuration</td>
<td></td>
</tr>
<tr>
<td></td>
<td>- The proposed firewalls must support HA Clustering of up to 16 firewalls across Multiple Data Centers</td>
<td></td>
</tr>
<tr>
<td></td>
<td>- The proposed firewalls must support HA Clustering of up to 16 firewalls for horizontal scaling of firewalls to provide seamless horizontal scalability of performance and capacity within a data center</td>
<td></td>
</tr>
<tr>
<td>Malware Prevention</td>
<td>- Inline machine learning based malware and phishing prevention to stop most unknown attacks.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>- Must identify unknown malware and zero-day exploits using advanced static and dynamic analysis techniques within the firewall without having to upload samples to the cloud or separate malware analysis platform</td>
<td></td>
</tr>
<tr>
<td></td>
<td>- Zero-delay (real time) signature updates, resulting in a 99.5% reduction in systems infected</td>
<td></td>
</tr>
<tr>
<td>Next Generation DNS Security</td>
<td>- Domain Generation Algorithms (DGA), DNS tunneling and Command &amp; Control (C2) detection made capable by machine learning, enabling identification of threats hidden within DNS traffic</td>
<td></td>
</tr>
<tr>
<td></td>
<td>- DGA analysis to determine whether a domain is likely to have been generated by a machine</td>
<td></td>
</tr>
<tr>
<td></td>
<td>- Identification and blocking of previously unknown DGA-based threats in real-time</td>
<td></td>
</tr>
<tr>
<td></td>
<td>- DNS sinkhole capability to aid in detecting a compromised host</td>
<td></td>
</tr>
<tr>
<td></td>
<td>- DNS tunnel detection using machine learning to analyze the behavioral qualities of DNS queries</td>
<td></td>
</tr>
<tr>
<td></td>
<td>- Must be able to detect C2 and data theft hidden in DNS tunnels and to automatically block it</td>
<td></td>
</tr>
<tr>
<td></td>
<td>- DNS signatures and protection must be cloud-based</td>
<td></td>
</tr>
<tr>
<td></td>
<td>- Next Generation DNS Security must be in addition to the DNS filtering capabilities offered</td>
<td></td>
</tr>
<tr>
<td></td>
<td>- This feature must be licensed separately</td>
<td></td>
</tr>
</tbody>
</table>
| **IOT Security** | - The proposed firewalls must dynamically discover and maintain a real-time inventory of the IoT devices on the network.  
- The firewalls must leverage artificial intelligence and machine learning to classifying IoT device types encountered for the first time  
- Automatic generation of policy recommendations to control IoT device traffic  
- The firewall must have the capability to collect metadata for detection and identification of devices on the network and obtain recommendations on how to secure them  
- This feature must be licensed separately |
| **Data Loss Prevention** | - 500+ Predefined Industry Standard Data Identifiers  
- Natively integrated into NGFW control points. No need for ICAP, proxies and additional infrastructure  
- Out of the box compliance templates like GDPR, CCPA, GLBA, Financial regulations etc.  
- Multiple confidence levels and proximity analysis for high detection accuracy  
- Flexible document properties for identification of third-party data classification tags  
- Support for advanced boolean operators for policy tuning  
- SOC 2 Type II certification |
| **Integration** | The Network Security Platform must be from the same OEM as the XDR solution |
| **Required Licenses** | Threat Prevention |
| **Additional Licenses** | Each of the following license subscriptions must be included in the quote as optional Items:  
- IOT Security  
- Enterprise DLP  
- DNS Security  
- Cloud based Sandbox |
| **Manufacturer Authorization** | Manufacturer’s letter Authorization (As Per Sample Specified in tender document) |
| **Supporting Document** | Technical literature/brochure supporting the supplied product |
| **Warranty** | 3 Year proactive & onsite Warranty from Original Equipment Manufacturer (OEM), and Next Business Day (NBD) response |
| **Deployment** | Provide Statement of Works (SoW) that shows how the OEM will deploy the solution |
## 2. **Perimeter Firewall for Primary Datacenter (Qty 1)**

<table>
<thead>
<tr>
<th>Item Description</th>
<th>Minimum Requirement</th>
<th>Response</th>
</tr>
</thead>
<tbody>
<tr>
<td>Make</td>
<td>Declare</td>
<td></td>
</tr>
<tr>
<td>Model</td>
<td>Declare</td>
<td></td>
</tr>
</tbody>
</table>
| **Operation**                   | - The NGFW platform must not experience performance degradation when all security features turned on  
- Decryption for TLSv1.3  
- Visibility into applications using non-standard ports  
- Detection and Prevention of credential theft  
- Must support App-ID, User-ID and Content-ID                                                                                                                                                                                                                   |          |
| **Performance and Interface Specifications** | - Threat prevention throughput of 3Gbps (Threat Prevention must be measured with Application Awareness, URL Filtering, Intrusion Prevention, Antivirus, Sandboxing, File Blocking and full logging enabled simultaneously)  
- 200,000 concurrent decryption sessions  
- 2,000,000 concurrent sessions  
- 70,000 new sessions per second  
- 3 Gbps IPSEC VPN throughput  
- 12x 100/1000/10G Copper RJ45  
- 8x 1G/10G SFP/SFP+  
- 1x 10G SFP/SFP+ for HA                                                                                                                                                                                                                                             |          |
| **Credential Theft Prevention** | - The firewall should block submission of corporate credentials to unknown or malicious sites.  
- The firewall must enforce multi-factor authentication (MFA), and integrate with common MFA vendors to protect critical apps – even legacy apps – that contain sensitive data  
- Multifactor authentication should not require a client to be installed on the client machine                                                                                                                                                                         |          |
| **High Availability (HA)**     | - The proposed firewalls solution shall support active/active and active/passive HA configuration  
- The proposed firewall must support HA Clustering of up to 6 firewalls across Multiple Data Centers  
- The proposed firewall must support HA Clustering of up to 6 firewalls for horizontal scaling of firewalls to provide seamless horizontal scalability of performance and capacity within a data center                                                                                                                                                          |          |
| **Malware Prevention**          | - Inline machine learning based malware and phishing prevention to stop most unknown attacks.  
- Must identify unknown malware and zero-day exploits using advanced static and dynamic analysis techniques within the firewall without having to upload samples to the cloud or separate malware analysis platform  
- Zero-delay (real time) signature updates, resulting in a 99.5% reduction in systems infected                                                                                                                                                                   |          |
| **Next Generation DNS Security** | - Domain Generation Algorithms (DGA), DNS tunneling, and Command & Control (C2) detection made capable by machine learning, enabling identification of threats hidden within DNS traffic  
- DGA analysis to determine whether a domain is likely to have been generated by a machine  
- Identification and blocking of previously unknown DGA-based threats in real-time  
- DNS sinkhole capability to aid in detecting a compromised host  
- DNS tunnel detection using machine learning to analyze the behavioral qualities of DNS queries  
- Must be able to detect C2 and data theft hidden in DNS tunnels and to automatically block it  
- DNS signatures and protection must be cloud-based  
- Next Generation DNS Security must be in addition to the DNS filtering capabilities offered  
- This feature must be licensed separately |
| **IOT Security** | - The proposed firewall must dynamically discover and maintain a real-time inventory of the IoT devices on the network.  
- The firewalls must leverage artificial intelligence and machine learning to classify IoT device types encountered for the first time  
- Automatic generation of policy recommendations to control IoT device traffic  
- The firewall must have the capability to collect metadata for detection and identification of devices on the network and obtain recommendations on how to secure them  
- This feature must be licensed separately |
| **Data Loss Prevention** | - 500+ Predefined Industry Standard Data Identifiers  
- Natively integrated into NGFW control points. No need for ICAP, proxies and additional infrastructure  
- Out of the box compliance templates like GDPR, CCPA, GLBA, Financial regulations etc.  
- Multiple confidence levels and proximity analysis for high detection accuracy  
- Flexible document properties for identification of third-party data classification tags  
- Support for advanced boolean operators for policy tuning  
- SOC 2 Type II certification |
| **Integration** | The Network Security Platform must be from the same OEM as the XDR solution |
| **Required Licenses** | Threat Prevention, DNS Security, Cloud based Sandboxing, URL Filtering |
| **Additional Licenses** | Each of the following license subscriptions must be included in the quote as optional Items:  
- IOT Security |
<table>
<thead>
<tr>
<th>Manufacturer Authorization</th>
<th>Manufacturer’s letter Authorization (As Per Sample Specified in tender document)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Supporting Document</td>
<td>Technical literature/brochure supporting the supplied product</td>
</tr>
<tr>
<td>Warranty</td>
<td>3 Year proactive &amp; onsite Warranty from Original Equipment Manufacturer (OEM), and Next Business Day (NBD) response</td>
</tr>
</tbody>
</table>

3. Extended Detection & Response Agents (Qty 200)

<table>
<thead>
<tr>
<th>Item Description</th>
<th>Minimum Requirement</th>
<th>Response</th>
</tr>
</thead>
<tbody>
<tr>
<td>Name of the Manufacturer</td>
<td>Declare</td>
<td></td>
</tr>
<tr>
<td>Name of the agent</td>
<td>Declare</td>
<td></td>
</tr>
<tr>
<td>License Duration</td>
<td>3 years Subscription</td>
<td></td>
</tr>
<tr>
<td>Integration with the proposed security solution</td>
<td>The solution must have the capability to integrate with the proposed Network Security Platform and exchange threat intelligence</td>
<td></td>
</tr>
</tbody>
</table>
| Next-Generation Antivirus Requirements | - Machine learning-based local analysis and threat prevention  
  - Behavior-based threat prevention for dynamic analysis of running processes  
  - Exploit prevention by exploit technique  
  - Automated integration with a cloud-based malware prevention service, with analysis reports and minimum 100 MB file size support  
  - Zero-delay signatures to rapidly deliver protection and share threat intelligence  
  - Reverse shell protection capability  
  - Transparent threat detection engine updates  
  - Protection against malware, ransomware, and fileless attacks  
  - Single lightweight agent for endpoint protection, detection, and response  
  - Vulnerability assessment  
  - Application visibility for asset management  
  - Supervised and unsupervised machine learning capabilities  
  - Predefined and customizable behavior-based detection rules  
  - Custom rules that can retroactively detect attacks |          |
| Detection                               | - Behavioral analytics to profile behavior and detect anomalies indicative of attack by analyzing network traffic, endpoint events, and user events over time  
  - Supervised and unsupervised machine learning capabilities  
  - Predefined and customizable behavior-based detection rules  
  - Custom rules that can retroactively detect attacks |          |
- Ability to consume threat intelligence feeds from third-party sources in JSON and CSV formats
- Detection of attack techniques across the attack lifecycle
- Demonstrated ability to detect attacker tactics and techniques through MITRE ATT&CK Evaluations
- Tagging of MITRE ATT&CK tactics and techniques in alerts and detection rules
- Must ingest data from firewall and cloud security solutions
- Must ingest logs from Checkpoint, Cisco, Fortinet and Palo Alto Networks firewalls
- Must ingest logs in syslog CEF format
- Must have cloud-based storage and analytics capacity of at least 5TB

### Investigation
- Automated root cause analysis of any alert, including network alerts, if endpoint data is available
- Ability to view chains of execution leading up to an alert
- Timeline analysis view to see all actions and alerts on a timeline
- Query capability for indicators of compromise (IOCs) and endpoint behaviors
- Query capability for network traffic logs from firewalls
- Identification of whether an event was blocked by an endpoint agent, firewall, or another prevention technology
- Automated stitching of security alerts, such as firewall alerts, to endpoint data
- Noise cancellation; removal of non-significant binaries and DLLs from chain

### Response
- Remote terminal capability
- Full CMD, PowerShell, and Python commands and scripts on Windows 7, 8, and 10
- Full Bash and Python commands on macOS and Linux
- Ability to execute custom Python scripts across multiple endpoints simultaneously on Windows, macOS, and Linux
- Pre-defined scripts to allow analysts of all experience levels to easily collect data and investigate and respond to threats
- Status window that displays script results, confirming whether scripts executed successfully
- Remote isolation of a single endpoint or multiple endpoints
- Ability to view, suspend, or terminate running processes or download binaries with a graphical task manager for Windows, macOS, and Linux
| Incident Management                                      | - Automated grouping of related alerts from various sources into a single incident  
|                                                        | - Listing of notable artifacts from alerts and their threat intelligence information  
|                                                        | - Listing of user and hosts involved in incidents to quickly determine the scope of an incident  
|                                                        | - Ability to assign incidents to team members  
|                                                        | - Automated notifications on incident assignment  
|                                                        | - Ability to add comments to incidents  
|                                                        | - End-to-end management of the incident lifecycle (new, investigation, closed, handled, etc.)  
|                                                        | - Optional merging of incidents  
|                                                        | - Ability to send incident data to third-party case management  
|                                                        | - Ability to change the severity of an incident  
| Integration                                             | The XDR solution must be from the same OEM as the Network Security Platform  
| Deployment and Management                               | - Scalable, cloud-based management and agent deployment  
|                                                        | - Single, web-based management console for endpoint security as well as extended detection and response  
|                                                        | - Role-based access control (RBAC) for granular permissions  
|                                                        | - Multi-factor authentication (MFA) for management  
|                                                        | - Support for all recent Windows versions, including Windows Server  
|                                                        | - Support for all recent macOS and Mac OS X versions  
|                                                        | - Support for Android and Chrome OS  
|                                                        | - Support for all major Linux distributions  
|                                                        | - Full auditing for all actions in the system  
|                                                        | - Average CPU usage of less than 3% with all services enabled  
|                                                        | - Agent installation size less than 50 MB  
|                                                        | - Optional peer-to-peer agent updates  
| Manufacturer Authorization                              | Manufacturer’s letter Authorization (As Per Sample Specified in tender document)  
| Supporting Document                                     | Technical literature/brochure supporting the supplied product |
## SERVICES

<table>
<thead>
<tr>
<th>Item Description</th>
<th>Minimum Requirement</th>
<th>Response</th>
</tr>
</thead>
<tbody>
<tr>
<td>Training</td>
<td>Training of 2 Delegates by OEM Trainer</td>
<td></td>
</tr>
<tr>
<td>Skilled Personnel</td>
<td>Demonstrate proof of in house skilled personnel for at least three (3) staff with professional competence in form of vendor certification for the supplied products.</td>
<td></td>
</tr>
<tr>
<td>Deployment Services</td>
<td>Provide Statement of Works (SoW) that shows how the OEM will deploy the solution</td>
<td></td>
</tr>
<tr>
<td>Working Plan</td>
<td>provide Gantt Chart and Implementation Schedule on how the solution will be deployed.</td>
<td></td>
</tr>
<tr>
<td>Past Performance</td>
<td>Provide documentary proof that shows how the OEM has deployed similar solution in at least three (3) sites.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Bidder’s own Competence and past performance on fulfillment of similar project (provide authentic documentary evidence in particular completion certificates or reference letters at least 3 in number).</td>
<td></td>
</tr>
<tr>
<td>Site visit</td>
<td>Filled, signed and Stamped site survey forms from KALRO Headquarters.</td>
<td></td>
</tr>
</tbody>
</table>

**Lot 3: Supply, Installation, Configuration, Testing and Commissioning of Security Solution for Disaster Recovery (DR) Site**

1. **Perimeter Firewall for DR Site (Qty 2)**

<table>
<thead>
<tr>
<th>Item Description</th>
<th>Minimum Requirement</th>
<th>Response</th>
</tr>
</thead>
<tbody>
<tr>
<td>Make</td>
<td>Declare</td>
<td></td>
</tr>
<tr>
<td>Model</td>
<td>Declare</td>
<td></td>
</tr>
<tr>
<td>Reassembly-Free Deep Packet Inspection (RFDPI)</td>
<td>The inspection engine must perform stream-based, bidirectional traffic analysis without proxying or buffering</td>
<td></td>
</tr>
<tr>
<td>Bi-directional inspection</td>
<td>The firewall must Scans for threats in both inbound and outbound traffic simultaneously.</td>
<td></td>
</tr>
<tr>
<td>Stream-based inspection</td>
<td>The firewall must use Proxy-less and non-buffering inspection technology</td>
<td></td>
</tr>
<tr>
<td>Highly parallel and scalable</td>
<td>The design of the firewall engine must be able to works with multi-core architecture to provide high throughput.</td>
<td></td>
</tr>
<tr>
<td>Single-pass inspection</td>
<td>The architecture must be able to simultaneously scans for malware, intrusions and application identification while reducing latencies</td>
<td></td>
</tr>
</tbody>
</table>
| DDoS/DoS attack protection | • Provide SYN flood protection  
• provides a defense against DoS attacks using both Layer 3 SYN proxy and Layer 2 SYN blacklisting technologies.  
• protects against DoS/DDoS through UDP/ICMP flood protection and connection rate limiting. |
|---|---|
| Content and Context Awareness | GeoIP country traffic identification  
User activity tracking |
| Advanced threat Protection | Support for multi-engine sandboxing including virtualized sandboxing  
Deep memory inspection in real-time  
Be able to prevent potentially malicious files from entering the network after analysis until a verdict is determined.  
Support rapid deployment of signature |
| Prevention of encrypted threat | Support TLS/SSL and SSH decryption and inspection |
| IPS | Support Intra-zone IPS protection  
Support Automatic signature updates  
Protects the network against zero-day attacks with  
Able to identifies and blocks attacks that abuse protocols in an attempt to sneak past the IPS.  
scans all inbound, outbound and intra-zone traffic for viruses, Trojans, key loggers and other malware in files of unlimited length and size across all ports and TCP streams |
| Content Filtering | Support URL filtering and keyword blocking  
Support unified policy model with app control |
| VPN | • Support auto-provision VPN  
• IPSec VPN for site-to-site connectivity  
• SSL VPN and IPSec client remote access  
• Redundant VPN gateway |
| Anti-malware | • Support stream-based malware scanning  
• Gateway anti-virus  
• Gateway anti-spyware  
• Bi-directional inspection  
• No file size limitation  
• Cloud malware database |
<p>| Networking | Support |</p>
<table>
<thead>
<tr>
<th>Feature</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>DNS security</td>
<td></td>
</tr>
<tr>
<td>DHCP server</td>
<td></td>
</tr>
<tr>
<td>Bandwidth management</td>
<td></td>
</tr>
<tr>
<td>NATing</td>
<td></td>
</tr>
<tr>
<td>Traffic visualization and analytics</td>
<td>Able to analyze user activity</td>
</tr>
<tr>
<td></td>
<td>Analyze application/bandwidth/threat usage</td>
</tr>
<tr>
<td></td>
<td>Support Cloud-based analytics</td>
</tr>
<tr>
<td>Firewall inspection throughput</td>
<td>3.5 – 4.0Gbps</td>
</tr>
<tr>
<td>Threat Prevention throughput</td>
<td>1.7 – 2Gbps</td>
</tr>
<tr>
<td>VPN throughput</td>
<td>1.5 – 2Gbps</td>
</tr>
<tr>
<td>User Training</td>
<td>Bidder to conduct handover and basic operation training of the solution provided</td>
</tr>
<tr>
<td>Site Visit</td>
<td>Filled, signed and Stamped site survey forms from KALRO DR Site.</td>
</tr>
<tr>
<td>Skilled Personnel</td>
<td>Demonstrate proof of in house skilled personnel for at least three (3) staff with professional competence in form of vendor certification for the supplied products.</td>
</tr>
<tr>
<td>Manufacturer Authorization</td>
<td>Manufacturer’s letter Authorization (As Per Sample Specified in tender document)</td>
</tr>
<tr>
<td>Supporting Document</td>
<td>Technical literature/brochure supporting the supplied product</td>
</tr>
<tr>
<td>Warranty</td>
<td>3 Year proactive &amp; onsite Warranty from Original Equipment Manufacturer (OEM), and Next Business Day (NBD) /24 hours response</td>
</tr>
<tr>
<td>Working Plan</td>
<td>Bidders to provide Gantt Chart and Implementation Schedule on how the solution will be deployed.</td>
</tr>
<tr>
<td>Deployment Services</td>
<td>Provide Statement of Works (SoW) that shows how the OEM will deploy the solution</td>
</tr>
<tr>
<td>Past Experience</td>
<td>Bidder’s own Competence and past performance on fulfillment of similar project (provide authentic documentary evidence in particular completion certificates or reference letters at least 3 in number).</td>
</tr>
<tr>
<td>Site Visit</td>
<td>Filled, signed and Stamped site survey forms from KALRO Headquarters.</td>
</tr>
</tbody>
</table>
Lot 4: Supply, Installation, Configuration, Testing and Commissioning of KALRO Geospatial Data Cube

Background

KALRO intend to setup an infrastructure for the KALRO Earth Observation Data Cube (KALRO EODC). The purpose of KALRO EODC is to monitor environmental variables using remotely sensed Earth Observations (EO) data that are increasingly available from a number of freely and openly accessible repositories. KALRO seeks an approach to enable rapid data access and pre-processing to generate Analyzed Ready Data (ARD) using interoperable services chains. KALRO intend to use its big data infrastructure to provide access to large volumes of spatio-temporal data in an analysis ready form.

Objectives

1. To establish KALRO infrastructure for EODC.
2. To generate ARD data sets from medium-resolution remote sensing images.
3. To develop model for ARD data sets as multidimensional data cubes with three or more dimensions that include space, time and properties.
4. To provide a centralized Open agricultural data cube with the ability to include user-specific datasets.
5. To build human capacity in KALRO for accessing, analyzing and manipulating satellite imagery within the concept and framework of a data cube.
6. To implement a mini data cube within KALRO for execution of the organizations themes and alignment on climate change, crop productivity assessments and monitoring and soil and related biophysical resources management.

<table>
<thead>
<tr>
<th>Item Description</th>
<th>Minimum Requirement</th>
<th>Response</th>
</tr>
</thead>
<tbody>
<tr>
<td>Target Use Cases</td>
<td>Bidders to demonstrate in their methodology how target users (Research Institutions, farmers and other agricultural value chain actors including national and county government stakeholders) will be benefiting from the data products and services.</td>
<td></td>
</tr>
<tr>
<td>Reflectance Products</td>
<td>Create surface reflectance products from Sentinel 2A/2B and Landsat 7/8 (OLI) for the national territory.</td>
<td></td>
</tr>
<tr>
<td>Algorithm</td>
<td>Develop scripts in Python or equivalent to generate the data cube from the surface reflectance products for the national territory.</td>
<td></td>
</tr>
<tr>
<td>Data generation</td>
<td>Create the data cube using the developed script</td>
<td></td>
</tr>
<tr>
<td>Configuration of Open Data Cube</td>
<td>Install and configure an Open Data Cube (ODC) instance using cloud services and create scripts for automatically</td>
<td></td>
</tr>
</tbody>
</table>
indexing the metadata files of the surface reflectance and data cube produced in this project.

<table>
<thead>
<tr>
<th>Earth Observation Data Package</th>
<th>Documentary evidence of the bidder’s own capacity to provide Earth Observation data package of reliable and accurate data cubes (ARD) at high spatial and temporal resolution that enables entrepreneurial efforts to benefit from ground stations, satellite platforms, and derived weather data. This package should also provide innovation support and resources that can be accessed by a wide range of institutions and individuals.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Decision Support System</td>
<td>Documentary evidence of the bidder’s own capacity to transform EO data into data cubes that represent data along different measures of interest (e.g. Crops/Livestock drought/frost risk, crop phenology, fertilizer application, yield estimates etc) for quick decision making.</td>
</tr>
<tr>
<td>System output</td>
<td>Documentary evidence of the bidder’s own capacity to generate different outputs from the Data cubes that will be used to develop various information and knowledge Products and services (e.g. policy index, agricultural science technology and innovation parameters, capacity development index, policy briefs, commutation briefs etc.)</td>
</tr>
<tr>
<td>Data Analytical and processing tools / systems</td>
<td>Documentary evidence of the bidder’s own capacity to develop data cubes with minimal dimensions that extract information from a stack of data to facilitate improved access to accurate information on science and agriculture in Kenya, improve access to planning and implementation frameworks using agricultural research data, improve access to policy making tools as captured by the Policy Practice Index (PPI) for policy makers and other agricultural stakeholders, increased access to planning data from mega trends/foresight by stakeholders, etc. Some of the data sets to be processed and analyzed include data on rural farming such as crop varieties, acreage cultivated, faced challenges, number and types of livestock, household data, productivity levels, agricultural technologies adopted and adapted and farming systems among others.</td>
</tr>
<tr>
<td>Data sets and metrics</td>
<td>Documentary evidence of the bidder’s own capacity to process and manage data sets using data cube techniques that will help to identify the different stakeholders needs and expectations. Classify different types of data sets and metrics that are critical in decision making and policy direction.</td>
</tr>
<tr>
<td>GIS Tools</td>
<td>Documentary evidence of the bidder’s own capacity to use GIS tools to integrate multiple data sets with agricultural ecological requirements for generating crop suitability that will help find what is relevant and</td>
</tr>
</tbody>
</table>
important to farm under different scenarios aiming at improving agricultural productivity in Kenya.

<table>
<thead>
<tr>
<th>Interface</th>
<th>Setup a web-based user interface and a JupyterHub environment or equivalent to allow researchers and other experts to access, process, and analyze previously indexed data using cloud computing resources.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Skilled Personnel</td>
<td>Demonstrate proof of in house skilled personnel for at least three (3) staff with professional competence in form of vendor certification for the supplied products.</td>
</tr>
<tr>
<td>Working Plan</td>
<td>Bidders to provide Gantt Chart and Implementation Schedule on how the solution will be deployed.</td>
</tr>
<tr>
<td>Training</td>
<td>Bidder to conduct human, institutional and infrastructural capacity building for the provided solution</td>
</tr>
<tr>
<td>Supporting Document</td>
<td>Technical literature supporting the supplied product</td>
</tr>
<tr>
<td>Support</td>
<td>3 Year proactive support for the deployed solution</td>
</tr>
<tr>
<td>Past Experience</td>
<td>Bidder’s own Competence and past performance on fulfillment of similar project (provide authentic documentary evidence in particular completion certificates or reference letters at least 3 in number).</td>
</tr>
<tr>
<td>Site Visit</td>
<td>Filled, signed and Stamped site survey forms from KALRO Headquarters.</td>
</tr>
</tbody>
</table>

4. Drawings

These Bidding Documents includes NO drawings.
5. Inspections and Tests

The following inspections and tests shall be performed:

<table>
<thead>
<tr>
<th>No</th>
<th>Item</th>
<th>Description Of Inspection And Test</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Technical Requirements</td>
<td>As per the technical specification</td>
</tr>
<tr>
<td>2.</td>
<td>Warranties</td>
<td>As per the technical specification</td>
</tr>
<tr>
<td>3</td>
<td>Trainings</td>
<td>As per the technical specification</td>
</tr>
</tbody>
</table>
PART 3 - Contract
# Section VIII. General Conditions of Contract

## Table of Clauses

1. Definitions.......................................................................................................................... 79
2. Contract Documents.......................................................................................................... 80
3. Fraud and Corruption........................................................................................................ 80
4. Interpretation...................................................................................................................... 80
5. Language ............................................................................................................................ 81
6. Joint Venture, Consortium or Association.......................................................................... 82
7. Eligibility.............................................................................................................................. 82
8. Notices................................................................................................................................. 82
9. Governing Law................................................................................................................... 82
10. Settlement of Disputes ...................................................................................................... 83
11. Inspections and Audit by the Bank .................................................................................. 83
12. Scope of Supply................................................................................................................ 84
13. Delivery and Documents .................................................................................................. 84
14. Supplier’s Responsibilities .............................................................................................. 84
15. Contract Price .................................................................................................................. 84
16. Terms of Payment ............................................................................................................. 84
17. Taxes and Duties.............................................................................................................. 84
18. Performance Security ...................................................................................................... 85
19. Copyright .......................................................................................................................... 85
20. Confidential Information ............................................................................................... 85
21. Subcontracting .................................................................................................................. 86
22. Specifications and Standards .......................................................................................... 87
23. Packing and Documents .................................................................................................. 87
24. Insurance .......................................................................................................................... 87
25. Transportation and Incidental Services ........................................................................... 88
26. Inspections and Tests ...................................................................................................... 88
27. Liquidated Damages ........................................................................................................ 89
28. Warranty ........................................................................................................................... 90
29. Patent Indemnity ........................................................................................................ 90
30. Limitation of Liability ................................................................................................. 92
31. Change in Laws and Regulations ............................................................................ 92
32. Force Majeure ............................................................................................................ 92
33. Change Orders and Contract Amendments ............................................................ 93
34. Extensions of Time ...................................................................................................... 93
35. Termination ................................................................................................................ 94
36. Assignment ................................................................................................................ 95
37. Export Restriction ...................................................................................................... 95
Section VIII. General Conditions of Contract

1. Definitions

1.1 The following words and expressions shall have the meanings hereby assigned to them:

(a) “Bank” means the World Bank and refers to the International Bank for Reconstruction and Development (IBRD) or the International Development Association (IDA).

(b) “Contract” means the Contract Agreement entered into between the Purchaser and the Supplier, together with the Contract Documents referred to therein, including all attachments, appendices, and all documents incorporated by reference therein.

(c) “Contract Documents” means the documents listed in the Contract Agreement, including any amendments thereto.

(d) “Contract Price” means the price payable to the Supplier as specified in the Contract Agreement, subject to such additions and adjustments thereto or deductions therefrom, as may be made pursuant to the Contract.

(e) “Day” means calendar day.

(f) “Completion” means the fulfillment of the Related Services by the Supplier in accordance with the terms and conditions set forth in the Contract.

(g) “GCC” means the General Conditions of Contract.

(h) “Goods” means all of the commodities, raw material, machinery and equipment, and/or other materials that the Supplier is required to supply to the Purchaser under the Contract.

(i) “Purchaser’s Country” is the country specified in the Special Conditions of Contract (SCC).

(j) “Purchaser” means the entity purchasing the Goods and Related Services, as specified in the SCC.

(k) “Related Services” means the services incidental to the supply of the goods, such as insurance, installation, training and initial maintenance and other such obligations of the Supplier under the Contract.
(l) “SCC” means the Special Conditions of Contract.

(m) “Subcontractor” means any person, private or government entity, or a combination of the above, to whom any part of the Goods to be supplied or execution of any part of the Related Services is subcontracted by the Supplier.

(n) “Supplier” means the person, private or government entity, or a combination of the above, whose bid to perform the Contract has been accepted by the Purchaser and is named as such in the Contract Agreement.

(o) “The Project Site,” where applicable, means the place named in the SCC.

2. Contract Documents

2.1 Subject to the order of precedence set forth in the Contract Agreement, all documents forming the Contract (and all parts thereof) are intended to be correlative, complementary, and mutually explanatory. The Contract Agreement shall be read as a whole.

3. Corrupt and Fraudulent Practices

3.1 The Bank requires compliance with its policy in regard to corrupt and fraudulent practices as set forth in Appendix to the GCC.

3.2 The Purchaser requires the Supplier to disclose any commissions or fees that may have been paid or are to be paid to agents or any other party with respect to the bidding process or execution of the Contract. The information disclosed must include at least the name and address of the agent or other party, the amount and currency, and the purpose of the commission, gratuity or fee.

4. Interpretation

4.1 If the context so requires it, singular means plural and vice versa.

4.2 Incoterms

(a) Unless inconsistent with any provision of the Contract, the meaning of any trade term and the rights and obligations of parties thereunder shall be as prescribed by Incoterms.

(b) The terms EXW, CIP, FCA, CFR and other similar terms, when used, shall be governed by the rules prescribed in the current edition of Incoterms specified in the SCC and published by the International Chamber of Commerce in Paris, France.
4.3 Entire Agreement

The Contract constitutes the entire agreement between the Purchaser and the Supplier and supersedes all communications, negotiations and agreements (whether written or oral) of the parties with respect thereto made prior to the date of Contract.

4.4 Amendment

No amendment or other variation of the Contract shall be valid unless it is in writing, is dated, expressly refers to the Contract, and is signed by a duly authorized representative of each party thereto.

4.5 Nonwaiver

(a) Subject to GCC Sub-Clause 4.5(b) below, no relaxation, forbearance, delay, or indulgence by either party in enforcing any of the terms and conditions of the Contract or the granting of time by either party to the other shall prejudice, affect, or restrict the rights of that party under the Contract, neither shall any waiver by either party of any breach of Contract operate as waiver of any subsequent or continuing breach of Contract.

(b) Any waiver of a party’s rights, powers, or remedies under the Contract must be in writing, dated, and signed by an authorized representative of the party granting such waiver, and must specify the right and the extent to which it is being waived.

4.6 Severability

If any provision or condition of the Contract is prohibited or rendered invalid or unenforceable, such prohibition, invalidity or unenforceability shall not affect the validity or enforceability of any other provisions and conditions of the Contract.

5. Language

5.1 The Contract as well as all correspondence and documents relating to the Contract exchanged by the Supplier and the Purchaser, shall be written in the language specified in the SCC. Supporting documents and printed literature that are part of the Contract may be in another language provided they are accompanied by an accurate translation of the relevant passages in the language specified, in which case, for purposes of interpretation of the Contract, this translation shall govern.

5.2 The Supplier shall bear all costs of translation to the governing language and all risks of the accuracy of such translation, for
documents provided by the Supplier.

6. **Joint Venture, Consortium or Association**

6.1 If the Supplier is a joint venture, consortium, or association, all of the parties shall be jointly and severally liable to the Purchaser for the fulfillment of the provisions of the Contract and shall designate one party to act as a leader with authority to bind the joint venture, consortium, or association. The composition or the constitution of the joint venture, consortium, or association shall not be altered without the prior consent of the Purchaser.

7. **Eligibility**

7.1 The Supplier and its Subcontractors shall have the nationality of an eligible country. A Supplier or Subcontractor shall be deemed to have the nationality of a country if it is a citizen or constituted, incorporated, or registered, and operates in conformity with the provisions of the laws of that country.

7.2 All Goods and Related Services to be supplied under the Contract and financed by the Bank shall have their origin in Eligible Countries. For the purpose of this Clause, origin means the country where the goods have been grown, mined, cultivated, produced, manufactured, or processed; or through manufacture, processing, or assembly, another commercially recognized article results that differs substantially in its basic characteristics from its components.

8. **Notices**

8.1 Any notice given by one party to the other pursuant to the Contract shall be in writing to the address specified in the SCC. The term “in writing” means communicated in written form with proof of receipt.

8.2 A notice shall be effective when delivered or on the notice’s effective date, whichever is later.

9. **Governing Law**

9.1 The Contract shall be governed by and interpreted in accordance with the laws of the Purchaser’s Country, unless otherwise specified in the SCC.

9.2 Throughout the execution of the Contract, the Contractor shall comply with the import of goods and services prohibitions in the Purchaser’s country when

(a) as a matter of law or official regulations, the Borrower’s country prohibits commercial relations with that country; or

(b) by an act of compliance with a decision of the United Nations Security Council taken under Chapter VII of the Charter of the United Nations, the Borrower’s Country prohibits any import of goods from that country or any payments to any country, person,
or entity in that country.

10 Settlement of Disputes

10.1 The Purchaser and the Supplier shall make every effort to resolve amicably by direct informal negotiation any disagreement or dispute arising between them under or in connection with the Contract.

10.2 If, after twenty-eight (28) days, the parties have failed to resolve their dispute or difference by such mutual consultation, then either the Purchaser or the Supplier may give notice to the other party of its intention to commence arbitration, as hereinafter provided, as to the matter in dispute, and no arbitration in respect of this matter may be commenced unless such notice is given. Any dispute or difference in respect of which a notice of intention to commence arbitration has been given in accordance with this Clause shall be finally settled by arbitration. Arbitration may be commenced prior to or after delivery of the Goods under the Contract. Arbitration proceedings shall be conducted in accordance with the rules of procedure specified in the SCC.

10.3 Notwithstanding any reference to arbitration herein,

(a) the parties shall continue to perform their respective obligations under the Contract unless they otherwise agree; and

(b) the Purchaser shall pay the Supplier any monies due the Supplier.

11. Inspections and Audit by the Bank

11.1 The Supplier shall keep, and shall make all reasonable efforts to cause its Subcontractors to keep, accurate and systematic accounts and records in respect of the Goods in such form and details as will clearly identify relevant time changes and costs.

11.2 The Supplier shall permit, and shall cause its Subcontractors to permit, the Bank and/or persons appointed by the Bank to inspect the Supplier’s offices and all accounts and records relating to the performance of the Contract and the submission of the bid, and to have such accounts and records audited by auditors appointed by the Bank if requested by the Bank. The Supplier’s and its Subcontractors and consultants’ attention is drawn to Clause 3 [Fraud and Corruption], which provides, inter alia, that acts intended to materially impede the exercise of the Bank’s inspection and audit rights provided for under this Sub-Clause 11.1 constitute a prohibited practice subject to contract termination (as well as to a determination of ineligibility pursuant to the Bank’s prevailing sanctions procedures)
12. **Scope of Supply**

12.1 The Goods and Related Services to be supplied shall be as specified in the Schedule of Requirements.

13. **Delivery and Documents**

13.1 Subject to GCC Sub-Clause 33.1, the Delivery of the Goods and Completion of the Related Services shall be in accordance with the Delivery and Completion Schedule specified in the Schedule of Requirements. The details of shipping and other documents to be furnished by the Supplier are specified in the SCC.

14. **Supplier’s Responsibilities**

14.1 The Supplier shall supply all the Goods and Related Services included in the Scope of Supply in accordance with GCC Clause 12, and the Delivery and Completion Schedule, as per GCC Clause 13.

15. **Contract Price**

15.1 Prices charged by the Supplier for the Goods supplied and the Related Services performed under the Contract shall not vary from the prices quoted by the Supplier in its bid, with the exception of any price adjustments authorized in the SCC.

16. **Terms of Payment**

16.1 The Contract Price, including any Advance Payments, if applicable, shall be paid as specified in the SCC.

16.2 The Supplier’s request for payment shall be made to the Purchaser in writing, accompanied by invoices describing, as appropriate, the Goods delivered and Related Services performed, and by the documents submitted pursuant to GCC Clause 13 and upon fulfillment of all other obligations stipulated in the Contract.

16.3 Payments shall be made promptly by the Purchaser, but in no case later than sixty (60) days after submission of an invoice or request for payment by the Supplier, and after the Purchaser has accepted it.

16.4 The currencies in which payments shall be made to the Supplier under this Contract shall be those in which the bid price is expressed.

16.5 In the event that the Purchaser fails to pay the Supplier any payment by its due date or within the period set forth in the SCC, the Purchaser shall pay to the Supplier interest on the amount of such delayed payment at the rate shown in the SCC, for the period of delay until payment has been made in full, whether before or after judgment or arbitrage award.

17. **Taxes and**

17.1 For goods manufactured outside the Purchaser’s Country, the Supplier shall be entirely responsible for all taxes, stamp
Duties
duties, license fees, and other such levies imposed outside the Purchaser’s Country.

17.2 For goods Manufactured within the Purchaser’s country, the Supplier shall be entirely responsible for all taxes, duties, license fees, etc., incurred until delivery of the contracted Goods to the Purchaser.

17.3 If any tax exemptions, reductions, allowances or privileges may be available to the Supplier in the Purchaser’s Country, the Purchaser shall use its best efforts to enable the Supplier to benefit from any such tax savings to the maximum allowable extent.

18. Performance Security
18.1 If required as specified in the SCC, the Supplier shall, within twenty-eight (28) days of the notification of contract award, provide a performance security for the performance of the Contract in the amount specified in the SCC.

18.2 The proceeds of the Performance Security shall be payable to the Purchaser as compensation for any loss resulting from the Supplier’s failure to complete its obligations under the Contract.

18.3 As specified in the SCC, the Performance Security, if required, shall be denominated in the currency (ies) of the Contract, or in a freely convertible currency acceptable to the Purchaser; and shall be in one of the format stipulated by the Purchaser in the SCC, or in another format acceptable to the Purchaser.

18.4 The Performance Security shall be discharged by the Purchaser and returned to the Supplier not later than twenty-eight (28) days following the date of Completion of the Supplier’s performance obligations under the Contract, including any warranty obligations, unless specified otherwise in the SCC.

19. Copyright
19.1 The copyright in all drawings, documents, and other materials containing data and information furnished to the Purchaser by the Supplier herein shall remain vested in the Supplier, or, if they are furnished to the Purchaser directly or through the Supplier by any third party, including suppliers of materials, the copyright in such materials shall remain vested in such third party.

20. Confidential Information
20.1 The Purchaser and the Supplier shall keep confidential and shall not, without the written consent of the other party hereto, divulge to any third party any documents, data, or other information furnished directly or indirectly by the other party.
Section VIII. General Conditions of Contract

hereto in connection with the Contract, whether such information has been furnished prior to, during or following completion or termination of the Contract. Notwithstanding the above, the Supplier may furnish to its Subcontractor such documents, data, and other information it receives from the Purchaser to the extent required for the Subcontractor to perform its work under the Contract, in which event the Supplier shall obtain from such Subcontractor an undertaking of confidentiality similar to that imposed on the Supplier under GCC Clause 20.

20.2 The Purchaser shall not use such documents, data, and other information received from the Supplier for any purposes unrelated to the contract. Similarly, the Supplier shall not use such documents, data, and other information received from the Purchaser for any purpose other than the performance of the Contract.

20.3 The obligation of a party under GCC Sub-Clauses 20.1 and 20.2 above, however, shall not apply to information that:

(a) the Purchaser or Supplier need to share with the Bank or other institutions participating in the financing of the Contract;

(b) now or hereafter enters the public domain through no fault of that party;

(c) can be proven to have been possessed by that party at the time of disclosure and which was not previously obtained, directly or indirectly, from the other party; or

(d) otherwise lawfully becomes available to that party from a third party that has no obligation of confidentiality.

20.4 The above provisions of GCC Clause 20 shall not in any way modify any undertaking of confidentiality given by either of the parties hereto prior to the date of the Contract in respect of the Supply or any part thereof.

20.5 The provisions of GCC Clause 20 shall survive completion or termination, for whatever reason, of the Contract.

21. Subcontracting

21.1 The Supplier shall notify the Purchaser in writing of all subcontracts awarded under the Contract if not already specified in the bid. Such notification, in the original bid or later shall not relieve the Supplier from any of its obligations, duties, responsibilities, or liability under the Contract.

21.2 Subcontracts shall comply with the provisions of GCC Clauses
22. Specifications and Standards

22.1 Technical Specifications and Drawings

(a) The Goods and Related Services supplied under this Contract shall conform to the technical specifications and standards mentioned in Section VI, Schedule of Requirements and, when no applicable standard is mentioned, the standard shall be equivalent or superior to the official standards whose application is appropriate to the Goods’ country of origin.

(b) The Supplier shall be entitled to disclaim responsibility for any design, data, drawing, specification or other document, or any modification thereof provided or designed by or on behalf of the Purchaser, by giving a notice of such disclaimer to the Purchaser.

(c) Wherever references are made in the Contract to codes and standards in accordance with which it shall be executed, the edition or the revised version of such codes and standards shall be those specified in the Schedule of Requirements. During Contract execution, any changes in any such codes and standards shall be applied only after approval by the Purchaser and shall be treated in accordance with GCC Clause 33.

23. Packing and Documents

23.1 The Supplier shall provide such packing of the Goods as is required to prevent their damage or deterioration during transit to their final destination, as indicated in the Contract. During transit, the packing shall be sufficient to withstand, without limitation, rough handling and exposure to extreme temperatures, salt and precipitation, and open storage. Packing case size and weights shall take into consideration, where appropriate, the remoteness of the goods’ final destination and the absence of heavy handling facilities at all points in transit.

23.2 The packing, marking, and documentation within and outside the packages shall comply strictly with such special requirements as shall be expressly provided for in the Contract, including additional requirements, if any, specified in the SCC, and in any other instructions ordered by the Purchaser.

24. Insurance

24.1 Unless otherwise specified in the SCC, the Goods supplied under the Contract shall be fully insured—in a freely convertible currency from an eligible country—against loss or damage incidental to manufacture or acquisition, transportation, storage, and delivery, in accordance with the
applicable Incoterms or in the manner specified in the SCC.

25. Transportation and Incidental Services

25.1 Unless otherwise specified in the SCC, responsibility for arranging transportation of the Goods shall be in accordance with the specified Incoterms.

25.2 The Supplier may be required to provide any or all of the following services, including additional services, if any, specified in SCC:

(a) performance or supervision of on-site assembly and/or start-up of the supplied Goods;

(b) furnishing of tools required for assembly and/or maintenance of the supplied Goods;

(c) furnishing of a detailed operations and maintenance manual for each appropriate unit of the supplied Goods;

(d) performance or supervision or maintenance and/or repair of the supplied Goods, for a period of time agreed by the parties, provided that this service shall not relieve the Supplier of any warranty obligations under this Contract; and

(e) training of the Purchaser’s personnel, at the Supplier’s plant and/or on-site, in assembly, start-up, operation, maintenance, and/or repair of the supplied Goods.

25.3 Prices charged by the Supplier for incidental services, if not included in the Contract Price for the Goods, shall be agreed upon in advance by the parties and shall not exceed the prevailing rates charged to other parties by the Supplier for similar services.

26. Inspections and Tests

26.1 The Supplier shall at its own expense and at no cost to the Purchaser carry out all such tests and/or inspections of the Goods and Related Services as are specified in the SCC.

26.2 The inspections and tests may be conducted on the premises of the Supplier or its Subcontractor, at point of delivery, and/or at the Goods’ final destination, or in another place in the Purchaser’s Country as specified in the SCC. Subject to GCC Sub-Clause 26.3, if conducted on the premises of the Supplier or its Subcontractor, all reasonable facilities and assistance, including access to drawings and production data, shall be furnished to the inspectors at no charge to the Purchaser.

26.3 The Purchaser or its designated representative shall be entitled to attend the tests and/or inspections referred to in GCC Sub-Clause 26.2, provided that the Purchaser bear all of its own
costs and expenses incurred in connection with such attendance including, but not limited to, all traveling and board and lodging expenses.

26.4 Whenever the Supplier is ready to carry out any such test and inspection, it shall give a reasonable advance notice, including the place and time, to the Purchaser. The Supplier shall obtain from any relevant third party or manufacturer any necessary permission or consent to enable the Purchaser or its designated representative to attend the test and/or inspection.

26.5 The Purchaser may require the Supplier to carry out any test and/or inspection not required by the Contract but deemed necessary to verify that the characteristics and performance of the Goods comply with the technical specifications codes and standards under the Contract, provided that the Supplier’s reasonable costs and expenses incurred in the carrying out of such test and/or inspection shall be added to the Contract Price. Further, if such test and/or inspection impedes the progress of manufacturing and/or the Supplier’s performance of its other obligations under the Contract, due allowance will be made in respect of the Delivery Dates and Completion Dates and the other obligations so affected.

26.6 The Supplier shall provide the Purchaser with a report of the results of any such test and/or inspection.

26.7 The Purchaser may reject any Goods or any part thereof that fail to pass any test and/or inspection or do not conform to the specifications. The Supplier shall either rectify or replace such rejected Goods or parts thereof or make alterations necessary to meet the specifications at no cost to the Purchaser, and shall repeat the test and/or inspection, at no cost to the Purchaser, upon giving a notice pursuant to GCC Sub-Clause 26.4.

26.8 The Supplier agrees that neither the execution of a test and/or inspection of the Goods or any part thereof, nor the attendance by the Purchaser or its representative, nor the issue of any report pursuant to GCC Sub-Clause 26.6, shall release the Supplier from any warranties or other obligations under the Contract.

27. Liquidated Damages

27.1 Except as provided under GCC Clause 32, if the Supplier fails to deliver any or all of the Goods by the Date(s) of delivery or perform the Related Services within the period specified in the Contract, the Purchaser may without prejudice to all its other remedies under the Contract, deduct from the Contract Price, as liquidated damages, a sum equivalent to the percentage specified in the SCC of the delivered price of the delayed
Section VIII. General Conditions of Contract

Goods or unperformed Services for each week or part thereof of delay until actual delivery or performance, up to a maximum deduction of the percentage specified in those SCC. Once the maximum is reached, the Purchaser may terminate the Contract pursuant to GCC Clause 35.

28. Warranty

28.1 The Supplier warrants that all the Goods are new, unused, and of the most recent or current models, and that they incorporate all recent improvements in design and materials, unless provided otherwise in the Contract.

28.2 Subject to GCC Sub-Clause 22.1(b), the Supplier further warrants that the Goods shall be free from defects arising from any act or omission of the Supplier or arising from design, materials, and workmanship, under normal use in the conditions prevailing in the country of final destination.

28.3 Unless otherwise specified in the SCC, the warranty shall remain valid for twelve (12) months after the Goods, or any portion thereof as the case may be, have been delivered to and accepted at the final destination indicated in the SCC, or for eighteen (18) months after the date of shipment from the port or place of loading in the country of origin, whichever period concludes earlier.

28.4 The Purchaser shall give notice to the Supplier stating the nature of any such defects together with all available evidence thereof, promptly following the discovery thereof. The Purchaser shall afford all reasonable opportunity for the Supplier to inspect such defects.

28.5 Upon receipt of such notice, the Supplier shall, within the period specified in the SCC, expeditiously repair or replace the defective Goods or parts thereof, at no cost to the Purchaser.

28.6 If having been notified, the Supplier fails to remedy the defect within the period specified in the SCC, the Purchaser may proceed to take within a reasonable period such remedial action as may be necessary, at the Supplier’s risk and expense and without prejudice to any other rights which the Purchaser may have against the Supplier under the Contract.

29. Patent Indemnity

29.1 The Supplier shall, subject to the Purchaser’s compliance with GCC Sub-Clause 29.2, indemnify and hold harmless the Purchaser and its employees and officers from and against any and all suits, actions or administrative proceedings, claims, demands, losses, damages, costs, and expenses of any nature, including attorney’s fees and expenses, which the Purchaser
may suffer as a result of any infringement or alleged infringement of any patent, utility model, registered design, trademark, copyright, or other intellectual property right registered or otherwise existing at the date of the Contract by reason of:

(a) the installation of the Goods by the Supplier or the use of the Goods in the country where the Site is located; and

(b) the sale in any country of the products produced by the Goods.

Such indemnity shall not cover any use of the Goods or any part thereof other than for the purpose indicated by or to be reasonably inferred from the Contract, neither any infringement resulting from the use of the Goods or any part thereof, or any products produced thereby in association or combination with any other equipment, plant, or materials not supplied by the Supplier, pursuant to the Contract.

29.2 If any proceedings are brought or any claim is made against the Purchaser arising out of the matters referred to in GCC Sub-Clause 29.1, the Purchaser shall promptly give the Supplier a notice thereof, and the Supplier may at its own expense and in the Purchaser’s name conduct such proceedings or claim and any negotiations for the settlement of any such proceedings or claim.

29.3 If the Supplier fails to notify the Purchaser within twenty-eight (28) days after receipt of such notice that it intends to conduct any such proceedings or claim, then the Purchaser shall be free to conduct the same on its own behalf.

29.4 The Purchaser shall, at the Supplier’s request, afford all available assistance to the Supplier in conducting such proceedings or claim, and shall be reimbursed by the Supplier for all reasonable expenses incurred in so doing.

29.5 The Purchaser shall indemnify and hold harmless the Supplier and its employees, officers, and Subcontractors from and against any and all suits, actions or administrative proceedings, claims, demands, losses, damages, costs, and expenses of any nature, including attorney’s fees and expenses, which the Supplier may suffer as a result of any infringement or alleged infringement of any patent, utility model, registered design, trademark, copyright, or other intellectual property right registered or otherwise existing at the date of the Contract arising out of or in connection with any design, data, drawing,
specification, or other documents or materials provided or designed by or on behalf of the Purchaser.

30 Limitation of Liability

30.1 Except in cases of criminal negligence or willful misconduct,

(a) the Supplier shall not be liable to the Purchaser, whether in contract, tort, or otherwise, for any indirect or consequential loss or damage, loss of use, loss of production, or loss of profits or interest costs, provided that this exclusion shall not apply to any obligation of the Supplier to pay liquidated damages to the Purchaser and

(b) the aggregate liability of the Supplier to the Purchaser, whether under the Contract, in tort or otherwise, shall not exceed the total Contract Price, provided that this limitation shall not apply to the cost of repairing or replacing defective equipment, or to any obligation of the supplier to indemnify the purchaser with respect to patent infringement.

31. Change in Laws and Regulations

31.1 Unless otherwise specified in the Contract, if after the date of 28 days prior to date of Bid submission, any law, regulation, ordinance, order or bylaw having the force of law is enacted, promulgated, abrogated, or changed in the place of the Purchaser’s country where the Site is located (which shall be deemed to include any change in interpretation or application by the competent authorities) that subsequently affects the Delivery Date and/or the Contract Price, then such Delivery Date and/or Contract Price shall be correspondingly increased or decreased, to the extent that the Supplier has thereby been affected in the performance of any of its obligations under the Contract. Notwithstanding the foregoing, such additional or reduced cost shall not be separately paid or credited if the same has already been accounted for in the price adjustment provisions where applicable, in accordance with GCC Clause 15.

32. Force Majeure

32.1 The Supplier shall not be liable for forfeiture of its Performance Security, liquidated damages, 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.

32.2 For purposes of this Clause, “Force Majeure” means an event or situation beyond the control of the Supplier that is not foreseeable, is unavoidable, and its origin is not due to negligence or lack of care on the part of the Supplier. Such events may include, but not be limited to, acts of the Purchaser.
in its sovereign capacity, wars or revolutions, fires, floods, epidemics, quarantine restrictions, and freight embargoes.

32.3 If a Force Majeure situation arises, the Supplier shall promptly notify the Purchaser in writing of such condition and the cause thereof. Unless otherwise directed by the Purchaser in writing, the Supplier shall continue to perform its obligations under the Contract as far as is reasonably practical, and shall seek all reasonable alternative means for performance not prevented by the Force Majeure event.

33. Change Orders and Contract Amendments

33.1 The Purchaser may at any time order the Supplier through notice in accordance GCC Clause 8, to make changes within the general scope of the Contract in any one or more of the following:

(a) drawings, designs, or specifications, where Goods to be furnished under the Contract are to be specifically manufactured for the Purchaser;

(b) the method of shipment or packing;

(c) the place of delivery; and

(d) the Related Services to be provided by the Supplier.

33.2 If any such change causes an increase or decrease in the cost of, or the time required for, the Supplier’s performance of any provisions under the Contract, an equitable adjustment shall be made in the Contract Price or in the Delivery/Completion Schedule, or both, and the Contract shall accordingly be amended. Any claims by the Supplier for adjustment under this Clause must be asserted within twenty-eight (28) days from the date of the Supplier’s receipt of the Purchaser’s change order.

33.3 Prices to be charged by the Supplier for any Related Services that might be needed but which were not included in the Contract shall be agreed upon in advance by the parties and shall not exceed the prevailing rates charged to other parties by the Supplier for similar services.

33.4 Subject to the above, no variation in or modification of the terms of the Contract shall be made except by written amendment signed by the parties.

34. Extensions of Time

34.1 If at any time during performance of the Contract, the Supplier or its subcontractors should encounter conditions impeding timely delivery of the Goods or completion of Related Services
pursuant to GCC Clause 13, the Supplier shall promptly notify the Purchaser in writing of the delay, its likely duration, and its cause. As soon as practicable after receipt of the Supplier’s notice, the Purchaser shall evaluate the situation and may at its discretion extend the Supplier’s time for performance, in which case the extension shall be ratified by the parties by amendment of the Contract.

34.2 Except in case of Force Majeure, as provided under GCC Clause 32, a delay by the Supplier in the performance of its Delivery and Completion obligations shall render the Supplier liable to the imposition of liquidated damages pursuant to GCC Clause 26, unless an extension of time is agreed upon, pursuant to GCC Sub-Clause 34.1.

35. Termination

35.1 Termination for Default

(a) The Purchaser, without prejudice to any other remedy for breach of Contract, by written notice of default sent to the Supplier, may terminate the Contract in whole or in part:

(i) if the Supplier fails to deliver any or all of the Goods within the period specified in the Contract, or within any extension thereof granted by the Purchaser pursuant to GCC Clause 34;

(ii) if the Supplier fails to perform any other obligation under the Contract; or

(iii) if the Supplier, in the judgment of the Purchaser has engaged in fraud and corruption, as defined in GCC Clause 3, in competing for or in executing the Contract.

(b) In the event the Purchaser terminates the Contract in whole or in part, pursuant to GCC Clause 35.1(a), the Purchaser may procure, upon such terms and in such manner as it deems appropriate, Goods or Related Services similar to those undelivered or not performed, and the Supplier shall be liable to the Purchaser for any additional costs for such similar Goods or Related Services. However, the Supplier shall continue performance of the Contract to the extent not terminated.

35.2 Termination for Insolvency.

(a) The Purchaser may at any time terminate the Contract by giving notice to the Supplier if the Supplier becomes
bankrupt or otherwise insolvent. In such event, termination will be without compensation to the Supplier, provided that such termination will not prejudice or affect any right of action or remedy that has accrued or will accrue thereafter to the Purchaser.

35.3 Termination for Convenience.

(a) The Purchaser, by notice sent to the Supplier, may terminate the Contract, in whole or in part, at any time for its convenience. The notice of termination shall specify that termination is for the Purchaser’s convenience, the extent to which performance of the Supplier under the Contract is terminated, and the date upon which such termination becomes effective.

(b) The Goods that are complete and ready for shipment within twenty-eight (28) days after the Supplier’s receipt of notice of termination shall be accepted by the Purchaser at the Contract terms and prices. For the remaining Goods, the Purchaser may elect:

(i) to have any portion completed and delivered at the Contract terms and prices; and/or

(ii) to cancel the remainder and pay to the Supplier an agreed amount for partially completed Goods and Related Services and for materials and parts previously procured by the Supplier.

36. Assignment

36.1 Neither the Purchaser nor the Supplier shall assign, in whole or in part, their obligations under this Contract, except with prior written consent of the other party.

37. Export Restriction

37.1 Notwithstanding any obligation under the Contract to complete all export formalities, any export restrictions attributable to the Purchaser, to the country of the Purchaser, or to the use of the products/goods, systems or services to be supplied, which arise from trade regulations from a country supplying those products/goods, systems or services, and which substantially impede the Supplier from meeting its obligations under the Contract, shall release the Supplier from the obligation to provide deliveries or services, always provided, however, that the Supplier can demonstrate to the satisfaction of the Purchaser and of the Bank that it has completed all formalities in a timely manner, including applying for permits, authorizations and licenses necessary for the export of the products/goods, systems or services under the terms of the
Contract. Termination of the Contract on this basis shall be for the Purchaser’s convenience pursuant to Sub-Clause 35.3.
APPENDIX TO GENERAL CONDITIONS Bank’s Policy- Corrupt and Fraudulent Practices

(text in this Appendix shall not be modified)

Guidelines for Procurement of Goods, Works, and Non-Consulting Services under IBRD Loans and IDA Credits & Grants by World Bank Borrowers, dated January 2011:

“Fraud and Corruption:

1.16 It is the Bank’s policy to require that Borrowers (including beneficiaries of Bank loans), bidders, suppliers, contractors and their agents (whether declared or not), sub-contractors, sub-consultants, service providers or suppliers, and any personnel thereof, observe the highest standard of ethics during the procurement and execution of Bank-financed contracts. In pursuance of this policy, the Bank:

(a) defines, for the purposes of this provision, the terms set forth below as follows:

(i) “corrupt practice” is the offering, giving, receiving, or soliciting, directly or indirectly, of anything of value to influence improperly the actions of another party;

(ii) “fraudulent practice” is any act or omission, including a misrepresentation, that knowingly or recklessly misleads, or attempts to mislead, a party to obtain a financial or other benefit or to avoid an obligation;

(iii) “collusive practice” is an arrangement between two or more parties designed to achieve an improper purpose, including to influence improperly the actions of another party;

(iv) “coercive practice” is impairing or harming, or threatening to impair or harm, directly or indirectly, any party or the property of the party to influence improperly the actions of a party.

10 In this context, any action to influence the procurement process or contract execution for undue advantage is improper.

11 For the purpose of this sub-paragraph, “another party” refers to a public official acting in relation to the procurement process or contract execution. In this context, “public official” includes World Bank staff and employees of other organizations taking or reviewing procurement decisions.

12 For the purpose of this sub-paragraph, “party” refers to a public official; the terms “benefit” and “obligation” relate to the procurement process or contract execution; and the “act or omission” is intended to influence the procurement process or contract execution.

13 For the purpose of this sub-paragraph, “parties” refers to participants in the procurement process (including public officials) attempting either themselves, or through another person or entity not participating in the procurement or selection process, to simulate competition or to establish bid prices at artificial, non-competitive levels, or are privy to each other’s bid prices or other conditions.
Section VIII – General Conditions of Contract

(v) "obstructive practice" is:

(aa) deliberately destroying, falsifying, altering, or concealing of evidence material to the investigation or making false statements to investigators in order to materially impede a Bank investigation into allegations of a corrupt, fraudulent, coercive or collusive practice; and/or threatening, harassing or intimidating any party to prevent it from disclosing its knowledge of matters relevant to the investigation or from pursuing the investigation, or

(bb) acts intended to materially impede the exercise of the Bank’s inspection and audit rights provided for under paragraph 1.16(e) below.

(b) will reject a proposal for award if it determines that the bidder recommended for award, or any of its personnel, or its agents, or its sub-consultants, subcontractors, service providers, suppliers and/or their employees, has, directly or indirectly, engaged in corrupt, fraudulent, collusive, coercive, or obstructive practices in competing for the contract in question;

(c) will declare misprocurement and cancel the portion of the loan allocated to a contract if it determines at any time that representatives of the Borrower or of a recipient of any part of the proceeds of the loan engaged in corrupt, fraudulent, collusive, coercive, or obstructive practices during the procurement or the implementation of the contract in question, without the Borrower having taken timely and appropriate action satisfactory to the Bank to address such practices when they occur, including by failing to inform the Bank in a timely manner at the time they knew of the practices;

(d) will sanction a firm or individual, at any time, in accordance with the prevailing Bank’s sanctions procedures, including by publicly declaring such firm or individual ineligible, either indefinitely or for a stated period of time: (i) to be awarded a Bank-financed contract; and (ii) to be a nominated

---

14 For the purpose of this sub-paragraph, “party” refers to a participant in the procurement process or contract execution.

15 A firm or individual may be declared ineligible to be awarded a Bank financed contract upon: (i) completion of the Bank’s sanctions proceedings as per its sanctions procedures, including, inter alia, cross-debarment as agreed with other International Financial Institutions, including Multilateral Development Banks, and through the application the World Bank Group corporate administrative procurement sanctions procedures for fraud and corruption; and (ii) as a result of temporary suspension or early temporary suspension in connection with an ongoing sanctions proceeding. See footnote 14 and paragraph 8 of Appendix 1 of these Guidelines.

16 A nominated sub-contractor, consultant, manufacturer or supplier, or service provider (different names are used depending on the particular bidding document) is one which has either been: (i) included by the bidder in its pre-qualification application or bid because it brings specific and critical experience and know-how that allow the bidder to meet the qualification requirements for the particular bid; or (ii) appointed by the Borrower.
(e) will require that a clause be included in bidding documents and in contracts financed by a Bank loan, requiring bidders, suppliers and contractors, and their sub-contractors, agents, personnel, consultants, service providers, or suppliers, to permit the Bank to inspect all accounts, records, and other documents relating to the submission of bids and contract performance, and to have them audited by auditors appointed by the Bank.”
Section IX. Special Conditions of Contract

The following Special Conditions of Contract (SCC) shall supplement and/or amend the General Conditions of Contract (GCC). Whenever there is a conflict, the provisions herein shall prevail over those in the GCC.

[The Purchaser shall select insert the appropriate wording using the samples below or other acceptable wording, and delete the text in italics]

<table>
<thead>
<tr>
<th>GCC 1.1(i)</th>
<th>The Purchaser’s country is: <strong>Kenya</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>GCC 1.1(j)</td>
<td>The Purchaser is: <strong>Kenya Agricultural &amp; Livestock Research Organization</strong></td>
</tr>
<tr>
<td>GCC 1.1(o)</td>
<td>The Project Final Destination(s) is: <strong>Kenya Agricultural &amp; Livestock Research Organization – (KALRO) Headquarters; Loresho, Kaptagat Road, Nairobi</strong></td>
</tr>
<tr>
<td>GCC 4.2(b)</td>
<td>The version edition of Incoterms shall be: <strong>2010</strong></td>
</tr>
<tr>
<td>GCC 5.1</td>
<td>The language shall be: <strong>English</strong></td>
</tr>
</tbody>
</table>
| GCC 8.1   | For **notices**, the Purchaser’s address shall be:  
  
  **Director General,**  
  **Kenya Agricultural & Livestock Research Organization**  
  **Kaptagat Road, Loresho**  
  **P.O.BOX 57811-00200, Nairobi**  
  **Tel. No.4183301-20/0722-206986/88**  
  **Att; Director Supply Chain Management**  
  **Email:tenders@kalro.org**  
  **City: Nairobi**  
  **Country: Kenya**  
  **Email: tenders@kalro.org** |
| GCC 9.1   | The governing law shall be the law of: **Kenya** |
| GCC 10.2  | The rules of procedure for arbitration proceedings shall be as below; |
(a) **Contract with foreign Supplier:**

For contracts entered into with foreign suppliers, International commercial arbitration may have practical advantages over other dispute settlement methods. The World Bank should not be named as arbitrator, nor should it be asked to name an arbitrator. Among the rules to govern the arbitration proceedings, the Purchaser may wish to consider the United Nations Commission on International Trade Law (UNCITRAL) Arbitration Rules of 1976, the Rules of Conciliation and Arbitration of the International Chamber of Commerce (ICC), the Rules of the London Court of International Arbitration or the Rules of Arbitration Institute of the Stockholm Chamber of Commerce.

GCC 10.2 (a)—Any dispute, controversy or claim arising out of or relating to this Contract, or breach, termination or invalidity thereof, shall be settled by arbitration in accordance with the UNCITRAL Arbitration Rules as at present in force

(b) **Contracts with Supplier national of the Purchaser’s country:**

In the case of a dispute between the Purchaser and a Supplier who is a national of the Purchaser’s country, the dispute shall be referred to adjudication or arbitration in accordance with the laws of Kenya.

| GCC 13.1 | Details of Shipping and other Documents to be furnished by the Supplier are;
|          | Manufacturer’s warranty certificate, inspection certificate issued by nominated inspection agency, Supplier’s factory shipping details etc.
|          | The above documents shall be received by the Purchaser before arrival of the Goods and, if not received, the Supplier will be responsible for any consequent expenses.

| GCC 15.1 | The prices charged for the Goods supplied and the related Services performed shall not be adjustable.

| GCC 16.1 | GCC 16.1—The method and conditions of payment to be made to the Supplier under this Contract shall be as
|          | Payment for Goods and Services supplied from within the Purchaser’s Country:
|          | Payment for Goods and Services supplied from within the Purchaser’s Country shall be made in Kenya Shillings, and full payment will be made
within 30 days from the date of receipt of invoice subject to inspection and acceptance by the purchaser.

| GCC 16.5 | The payment-delay period after which the Purchaser shall pay interest to the supplier shall be 120 days. The interest rate that shall be applied is the prevailing interest rate as provided by the Central Bank of Kenya |
| GCC 18.1 | A Performance Security shall be required. The Performance Security shall be ten percent (10%) of the Contract amount to be reduced to five (5%) percent upon acceptance of goods. |
| GCC 18.3 | The Performance Security shall be in the form of a Bank Guarantee. The Performance security shall be denominated in Kenya shilling. |
| GCC 18.4 | The discharge of the Performance Security shall take place upon the expiry of the Supplier’s warranty obligations. |
| GCC 23.2 | The packing, marking and documentation within and outside the packages shall be: **Not Applicable** |
| GCC 24.1 | The insurance coverage shall be as specified in the Incoterms. |
| GCC 25.1 | Responsibility for transportation of the Goods shall be as specified in the Incoterms. |
| GCC 25.2 | Incidental services to be provided are: **Not Applicable** |
| GCC 26.1 | The inspections and tests shall be: practical testing of the supplied API and licenses against the provided requirement in the Bidding Document |
| GCC 26.2 | The inspections and tests shall be conducted at the Purchaser’s site as specified |
| GCC 27.1 | The liquidated damage shall be: **0.5% per week of part thereof** |
| GCC 27.1 | The maximum amount of liquidated damages shall be: **10%** |
| GCC 28.3 | The period of validity of the Warranty shall be: as specified in the technical specification For purposes of the Warranty, the place(s) of final destination(s) shall be: **Kenya Agricultural & Livestock Research Organization – KALRO Headquarters; Loresho, Kaptagat Road** |
| GCC 28.5 | The period for repair or replacement shall be: **Within the next business day** |
Section X. Contract Forms

This Section contains forms which, once completed, will form part of the Contract. The forms for Performance Security and Advance Payment Security, when required, shall only be completed by the successful Bidder after contract award.

Table of Forms

Letter of Acceptance ................................................................. 106
1. Contract Agreement ................................................................. 107
2. Performance Security ................................................................. 109
3. Advance Payment Security ......................................................... 113
Letter of Acceptance

[letterhead paper of the Purchaser]

To: [name and address of the Supplier]  

Subject: Notification of Award Contract No. . . . . . .

This is to notify you that your Bid dated . . . [insert date] . . . for execution of the . . . . . . . [insert name of the contract and identification number, as given in the SCC] . . . . . . . for the Accepted Contract Amount of . . . . . . . [insert amount in numbers and words and name of currency], as corrected and modified in accordance with the Instructions to Bidders is hereby accepted by our Agency.

You are requested to furnish the Performance Security within 28 days in accordance with the Conditions of Contract, using for that purpose the of the Performance Security Form included in Section X, Contract Forms, of the Bidding Document.

Authorized Signature: ____________________________________________
Name and Title of Signatory: _________________________________________
Name of Agency: ___________________________________________________

Attachment: Contract Agreement
Contract Agreement

[The successful Bidder shall fill in this form in accordance with the instructions indicated]

THIS AGREEMENT made

the [insert: number] day of [insert: month], [insert: year].

BETWEEN

(1) [insert complete name of Purchaser], a [insert description of type of legal entity, for example, an agency of the Ministry of .... of the Government of [insert name of Country of Purchaser], or corporation incorporated under the laws of [insert name of Country of Purchaser]] and having its principal place of business at [insert address of Purchaser] (hereinafter called “the Purchaser”), of the one part, and

(2) [insert name of Supplier], a corporation incorporated under the laws of [insert: country of Supplier] and having its principal place of business at [insert: address of Supplier] (hereinafter called “the Supplier”), of the other part :

WHEREAS the Purchaser invited bids for certain Goods and ancillary services, viz., [insert brief description of Goods and Services] and has accepted a Bid by the Supplier for the supply of those Goods and Services

The Purchaser and the Supplier agree as follows:

1. In this Agreement words and expressions shall have the same meanings as are respectively assigned to them in the Contract documents referred to.

2. The following documents shall be deemed to form and be read and construed as part of this Agreement. This Agreement shall prevail over all other contract documents.

(a) the Letter of Acceptance
(b) the Letter of Bid
(c) the Addenda Nos.____ (if any)
(d) Special Conditions of Contract
(e) General Conditions of Contract
(f) the Specification (including Schedule of Requirements and Technical Specifications)
(g) the completed Schedules (including Price Schedules)
(h) any other document listed in GCC as forming part of the Contract

3. In consideration of the payments to be made by the Purchaser to the Supplier as specified in this Agreement, the Supplier hereby covenants with the Purchaser to provide the Goods and Services and to remedy defects therein in conformity in all respects with the provisions of the Contract.

4. The Purchaser hereby covenants to pay the Supplier in consideration of the provision of the Goods and 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 the laws of [insert the name of the Contract governing law country] on the day, month and year indicated above.

For and on behalf of the Purchaser

Signed: [insert signature]
in the capacity of [insert title or other appropriate designation]
in the presence of [insert identification of official witness]

For and on behalf of the Supplier

Signed: [insert signature of authorized representative(s) of the Supplier]
in the capacity of [insert title or other appropriate designation] in the presence of [insert identification of official witness]
Performance Security

Option 1: (Bank Guarantee)

[The bank, as requested by the successful Bidder, shall fill in this form in accordance with the instructions indicated]

[Guarantor letterhead or SWIFT identifier code]

Beneficiary: [insert name and Address of Purchaser]

Date: _ [Insert date of issue]

PERFORMANCE GUARANTEE No.: [Insert guarantee reference number]

Guarantor: [Insert name and address of place of issue, unless indicated in the letterhead]

We have been informed that _ [insert name of Supplier, which in the case of a joint venture shall be the name of the joint venture] (hereinafter called "the Applicant") has entered into Contract No. [insert reference number of the contract] dated [insert date] with the Beneficiary, for the supply of _ [insert name of contract and brief description of Goods and related Services] (hereinafter called "the Contract").

Furthermore, we understand that, according to the conditions of the Contract, a performance guarantee is required.

At the request of the Applicant, we as Guarantor, hereby irrevocably undertake to pay the Beneficiary any sum or sums not exceeding in total an amount of [insert amount in figures]

(__________) [insert amount in words], such sum being payable in the types and proportions of currencies in which the Contract Price is payable, upon receipt by us of the Beneficiary’s complying demand supported by the Beneficiary’s statement, whether in the demand itself or in a separate signed document accompanying or identifying the demand, stating that the Applicant is in breach of its obligation(s) under the Contract, without the Beneficiary needing to prove or to show grounds for your demand or the sum specified therein.

This guarantee shall expire, no later than the …. Day of …., and any demand for payment under it must be received by us at this office indicated above on or before that date.

---

1 The Guarantor shall insert an amount representing the percentage of the Accepted Contract Amount specified in the Letter of Acceptance, and denominated either in the currency(ies) of the Contract or a freely convertible currency acceptable to the Beneficiary.

2 Insert the date twenty-eight days after the expected completion date as described in GC Clause 18.4. The Purchaser should note that in the event of an extension of this date for completion of the Contract, the Purchaser would need to request an extension of this guarantee from the Guarantor. Such request must be in writing and must be made prior to the expiration date established in the guarantee. In preparing this guarantee, the Purchaser might consider adding the following text to the form, at the end of the penultimate
This guarantee is subject to the Uniform Rules for Demand Guarantees (URDG) 2010 Revision, ICC Publication No. 758, except that the supporting statement under Article 15(a) is hereby excluded.

_____________________
[signature(s)]

Note: All italicized text (including footnotes) is for use in preparing this form and shall be deleted from the final product.
Option 2: Performance Bond

By this Bond [insert name of Principal] as Principal (hereinafter called “the Supplier”) and [insert name of Surety] as Surety (hereinafter called “the Surety”), are held and firmly bound unto [insert name of Purchaser] as Obligee (hereinafter called “the Supplier”) in the amount of [insert amount in words and figures], for the payment of which sum well and truly to be made in the types and proportions of currencies in which the Contract Price is payable, the Supplier and the Surety bind themselves, their heirs, executors, administrators, successors and assigns, jointly and severally, firmly by these presents.

WHEREAS the Contractor has entered into a written Agreement with the Purchaser dated the __________ day of __________, 20__, for [name of contract and brief description of Goods and related Services] in accordance with the documents, plans, specifications, and amendments thereto, which to the extent herein provided for, are by reference made part hereof and are hereinafter referred to as the Contract.

NOW, THEREFORE, the Condition of this Obligation is such that, if the Supplier shall promptly and faithfully perform the said Contract (including any amendments thereto), then this obligation shall be null and void; otherwise, it shall remain in full force and effect. Whenever the Supplier shall be, and declared by the Purchaser to be, in default under the Contract, the Purchaser having performed the Purchaser’s obligations thereunder, the Surety may promptly remedy the default, or shall promptly:

(1) complete the Contract in accordance with its terms and conditions; or

(2) obtain a Bid or bids from qualified Bidders for submission to the Purchaser for completing the Contract in accordance with its terms and conditions, and upon determination by the Purchaser and the Surety of the lowest responsive Bidder, arrange for a Contract between such Bidder and Purchaser and make available as work progresses (even though there should be a default or a succession of defaults under the Contract or Contracts of completion arranged under this paragraph) sufficient funds to pay the cost of completion less the Balance of the Contract Price; but not exceeding, including other costs and damages for which the Surety may be liable hereunder, the amount set forth in the first paragraph hereof. The term “Balance of the Contract Price,” as used in this paragraph, shall mean the total amount payable by Purchaser to Supplier under the Contract, less the amount properly paid by Purchaser to Contractor; or

(3) pay the Purchaser the amount required by Purchaser to complete the Contract in accordance with its terms and conditions up to a total not exceeding the amount of this Bond.

The Surety shall not be liable for a greater sum than the specified penalty of this Bond.
Any suit under this Bond must be instituted before the expiration of one year from the date of the issuing of the Taking-Over Certificate.

No right of action shall accrue on this Bond to or for the use of any person or corporation other than the Purchaser named herein or the heirs, executors, administrators, successors, and assigns of the Purchaser.

In testimony whereof, the Supplier has hereunto set his hand and affixed his seal, and the Surety has caused these presents to be sealed with his corporate seal duly attested by the signature of his legal representative, this __________ day of ______________ 20__.

SIGNED ON __________________ on behalf of ________________________________

By ___________________________ in the capacity of ____________________________

In the presence of ________________________________

SIGNED ON __________________ on behalf of ________________________________

By ___________________________ in the capacity of ____________________________

In the presence of ________________________________
Advance Payment Security

[Guarantor letterhead or SWIFT identifier code]

Beneficiary: [Insert name and Address of Purchaser]

Date: [Insert date of issue]

ADVANCE PAYMENT GUARANTEE No.: [Insert guarantee reference number]

Guarantor: [Insert name and address of place of issue, unless indicated in the letterhead]

We have been informed that [insert name of Supplier, which in the case of a joint venture shall be the name of the joint venture] (hereinafter called “the Applicant”) has entered into Contract No. [insert reference number of the contract] dated [insert date] with the Beneficiary, for the execution of [insert name of contract and brief description of Goods and related Services] (hereinafter called "the Contract").

Furthermore, we understand that, according to the conditions of the Contract, an advance payment in the sum [insert amount in figures] () [insert amount in words] is to be made against an advance payment guarantee.

At the request of the Applicant, we as Guarantor, hereby irrevocably undertake to pay the Beneficiary any sum or sums not exceeding in total an amount of [insert amount in figures] () [insert amount in words]1 upon receipt by us of the Beneficiary’s complying demand supported by the Beneficiary’s statement, whether in the demand itself or in a separate signed document accompanying or identifying the demand, stating either that the Applicant:

(b) has used the advance payment for purposes other than toward delivery of Goods; or

(c) has failed to repay the advance payment in accordance with the Contract conditions, specifying the amount which the Applicant has failed to repay.

---

1 The Guarantor shall insert an amount representing the amount of the advance payment and denominated either in the currency(ies) of the advance payment as specified in the Contract, or in a freely convertible currency acceptable to the Purchaser.
A demand under this guarantee may be presented as from the presentation to the Guarantor of a certificate from the Beneficiary’s bank stating that the advance payment referred to above has been credited to the Applicant on its account number [insert number] at [insert name and address of Applicant’s bank].

The maximum amount of this guarantee shall be progressively reduced by the amount of the advance payment repaid by the Applicant as specified in copies of interim statements or payment certificates which shall be presented to us. This guarantee shall expire, at the latest, upon our receipt of a copy of the interim payment certificate indicating that ninety (90) percent of the Accepted Contract Amount, has been certified for payment, or on the [insert day] day of [insert month], 2 [insert year], whichever is earlier. Consequently, any demand for payment under this guarantee must be received by us at this office on or before that date.

This guarantee is subject to the Uniform Rules for Demand Guarantees (URDG) 2010 Revision, ICC Publication No.758, except that the supporting statement under Article 15(a) is hereby excluded.

____________________
[signature(s)]

Note: All italicized text (including footnotes) is for use in preparing this form and shall be deleted from the final product.
SAMPLE FORMAT:

Invitation for Bids

[COUNTRY]
[NAME OF PROJECT]
Loan No./Credit No./Grant No.: _______________________________________

Contract Title: ______________
Reference No. (as per Procurement Plan): ____________________

1. The [insert name of Borrower/Beneficiary/Recipient] [has received/has applied for/intends to apply for] financing from the World Bank toward the cost of the [insert name of project or grant], and intends to apply part of the proceeds toward payments under the contract for [insert title of contract].

2. The [insert name of implementing agency] now invites sealed bids from eligible bidders for [insert brief description of Goods required, including quantities, location, delivery period, margin of preference if applicable, etc.].

3. Bidding will be conducted through the International Competitive Bidding procedures as specified in the World Bank’s Guidelines: Procurement of Goods, Works and Non-Consulting Services under IBRD Loans and IDA Credits & Grants by World Bank Borrowers [insert correct title and date of applicable Guidelines edition as per legal agreement] (“Procurement Guidelines”), and is open to all eligible bidders as defined in the Procurement Guidelines. In addition, please refer to paragraphs 1.6 and 1.7 setting forth the World Bank’s policy on conflict of interest.

4. Interested eligible bidders may obtain further information from [insert name of implementing agency, insert name and e-mail of officer in charge] and inspect the bidding documents.

---

17 Substitute “contracts” where bids are called concurrently for multiple contracts. Add a new para. 3 and renumber paras 3-8 as follows: “Bidders may bid for one or several contracts, as further defined in the bidding document. Bidders wishing to offer discounts in case they are awarded more than one contract will be allowed to do so, provided those discounts are included in the Letter of Bid.”

18 Insert if applicable: “This contract will be jointly financed by [insert name of cofinancing agency]. Bidding process will be governed by the World Bank’s rules and procedures.”

19 A brief description of the type(s) of Goods should be provided, including quantities, location of Project, delivery/construction period, application of margin of preference and other information necessary to enable potential bidders to decide whether or not to respond to the Invitation. Bidding Documents may require bidders to have specific experience or capabilities; such qualification requirements should also be included in this paragraph.
documents during office hours [insert office hours if applicable i.e. 0900 to 1700 hours] at the address given below [state address at the end of this invitation].

5. A complete set of bidding documents in [insert name of language] may be purchased by interested eligible bidders upon the submission of a written application to the address below and upon payment of a nonrefundable fee [insert amount in Borrower’s currency or in a convertible currency]. The method of payment will be [insert method of payment]. The document will be sent by [insert delivery procedure].

6. Bids must be delivered to the address below [state address at the end of this invitation] on or before [insert time and date]. Electronic bidding will [will not] be permitted. Late bids will be rejected. Bids will be publicly opened in the presence of the bidders’ designated representatives and anyone who choose to attend at the address below [state address at the end of this invitation] on [insert time and date].

7. All bids must be accompanied by a [insert “Bid Security” or “Bid-securing Declaration,” as appropriate] of [insert amount and currency in case of a Bid Security].

8. The address(es) referred to above is(are): [insert detailed address(es)]

[insert name of office, room number]
Attn: [insert name of officer & title]
[insert postal address and/or street address]
[insert postal code, city, country]
Tel: [include the country and city code]
Fax: [include the country and city code]
E-mail: [insert electronic address if electronic bidding is permitted]
Web site:

---

20 The office for inquiry and issuance of bidding documents and that for bid submission may or may not be the same.

21 The fee chargeable should only be nominal to defray reproduction and mailing costs. An amount between US$50 and US$300 or equivalent is deemed appropriate.

22 For example, cashier’s check, direct deposit to specified account number, etc.

23 The delivery procedure is usually airmail for overseas delivery and surface mail or courier for local delivery. If urgency or security dictates, courier services may be required for overseas delivery. With the agreement of the World Bank, documents may be distributed by e-mail.

24 Substitute the address for bid submission if it is different from address for inquiry and issuance of bidding documents.