



MINISTRY OF AGRICULTURE AND LIVESTOCK DEVELOPMENT
STATE DEPARTMENT FOR AGRICULTURE
ADDENDUM 2

The State department for Agriculture, wishes to inform prospective bidders that the under listed tender **KE-MOALF-533754-NC-RFB; Design, supply, installation and commissioning of an Integrated Enterprise Resource System and Automation for Farmer Producer Organizations in Kenya-FSRP** received a number of requests for clarifications. We wish to provide responses as tabulated below:

| Bidder's Request for Clarification | | | | | |
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| Sl. No. | Subject | Document Reference | Clarification Sought | Response | Tender Submission date |
| 1 | Bid submission deadline and clarification window | BDS ITB 23.1 (deadline: 17 June 2026) BDS ITB 7.1 (clarifications due 14 days prior) | Given the materiality of the ambiguities below, please confirm the current deadline for submission of Bids and, if necessary, issue an addendum extending it, together with a revised date by which requests for clarification will be received and answered under ITB 7.1. | The tender submission deadline extended to 2 nd July 2026 at 11.00 am East African so as to response to clarifications received. The responses are provided herein. | 2nd July 2026 at 11.00am. East African Time |

| 2 | Time for Achieving Operational Acceptance is undefined | Section III – Evaluation & Qualification Criteria, factor 2(a) Time Schedule (pp.48–49) SCC GCC 8.1 (p.258); GCC 8.2 (p.187) | The maximum number of weeks to achieve Operational Acceptance is left as “[insert the number of weeks…]” and the early-completion credit as “[specify: shall not / shall].” SCC GCC 8.1 fixes only commencement (7 days), and GCC 8.2 refers to the Implementation Schedule, which is expressed in months. Please state the binding Time for Operational Acceptance (from the Effective Date) and confirm whether early completion attracts evaluation credit and, if so, the per-week price adjustment and cap. | The implementation schedule and operational acceptance timelines shall be as specified in the final approved project plan and contract documents. Bidders should propose realistic implementation schedules consistent with the project requirements. | | | | | | | | | | | |
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| 3. | Economic Evaluation marked “Not Applicable” yet factors are stated | Section III – Evaluation & Qualification Criteria, item 2 (pp.48–49) BDS ITB 35.4 (discount rate “[insert]”) | Item 2 is headed “Economic Evaluation – Not Applicable” but then sets out Time Schedule and Recurrent Cost evaluation factors, and the net-present-value discount rate is left blank. Please confirm whether Economic Evaluation (Time Schedule and Recurrent Costs) applies and, if so, provide the discount rate. | Not Applicable as stated under ITB 35.4 of the Bid data sheet. | | | | | | | | | | | |
| 4. | Two conflicting payment regimes | Section VII – Purchaser’s Requirements, PAYMENT SCHEDULE (p.150) SCC GCC 12.1, Terms of Payment (pp.258–260) | The Purchaser’s Requirements pay against five deliverables (Inception 10%, Interim 30%, functioning system 40%, two support reports 10% + 10%), whereas SCC GCC 12.1 structures payment around categories (Advance Payment, Goods, Custom Software, Services, Training, Complete System Integration, Recurrent Costs). Please confirm which payment structure governs the Contract and, if the SCC categories apply, how they reconcile with the Section VII schedule. | <p>This is payment schedule;</p> <table border="1" data-bbox="1447 778 1798 1385"> <thead> <tr> <th data-bbox="1447 778 1675 922">Deliverable</th> <th data-bbox="1675 778 1798 922">Payment % of contract amount</th> </tr> </thead> <tbody> <tr> <td data-bbox="1447 922 1675 1031">Submission and acceptance of the Inception Report</td> <td data-bbox="1675 922 1798 1031">10%</td> </tr> <tr> <td data-bbox="1447 1031 1675 1139">Submission and acceptance of the Interim Report</td> <td data-bbox="1675 1031 1798 1139">30%</td> </tr> <tr> <td data-bbox="1447 1139 1675 1318">Submission and acceptance of a functioning Information system</td> <td data-bbox="1675 1139 1798 1318">40%</td> </tr> <tr> <td data-bbox="1447 1318 1675 1385">1st System Support Report – Year 1</td> <td data-bbox="1675 1318 1798 1385">10%</td> </tr> </tbody> </table> | Deliverable | Payment % of contract amount | Submission and acceptance of the Inception Report | 10% | Submission and acceptance of the Interim Report | 30% | Submission and acceptance of a functioning Information system | 40% | 1 st System Support Report – Year 1 | 10% | |
| Deliverable | Payment % of contract amount | | | | | | | | | | | | | | |
| Submission and acceptance of the Inception Report | 10% | | | | | | | | | | | | | | |
| Submission and acceptance of the Interim Report | 30% | | | | | | | | | | | | | | |
| Submission and acceptance of a functioning Information system | 40% | | | | | | | | | | | | | | |
| 1 st System Support Report – Year 1 | 10% | | | | | | | | | | | | | | |

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| | | | | <table border="1"> <tr> <td>post operationalization</td> <td></td> </tr> <tr> <td>2nd System Support Report – Year 2 post operationalization</td> <td>10%</td> </tr> </table> | post operationalization | | 2 nd System Support Report – Year 2 post operationalization | 10% | |
| post operationalization | | | | | | | | | |
| 2 nd System Support Report – Year 2 post operationalization | 10% | | | | | | | | |
| 5. | Advance Payment – contradictory provisions | SCC GCC 12.1(a) (pp.258–259) Contract Agreement, Article 3.1 (pp.284–285) | SCC GCC 12.1(a) states “Advance Payment – Not Applicable” and, in the same clause, “ten percent (10%) of the entire Contract Price... shall be paid... accompanied by the Advance Payment Security.” The Contract Agreement (Article 3.1) also treats payment of the advance as a condition for the Effective Date. Please confirm whether a 10% Advance Payment applies. | Payment will be done as per the payment schedule provided. 10% Advance payment does not apply . | | | | | |
| 6. | Support-report payment label | Section VII – Purchaser’s Requirements, PAYMENT SCHEDULE (p.150), rows 4 and 5 | Both the “1st System Support Report” and the “2nd System Support Report” are described as “Year 1 post operationalization.” Please confirm whether the second support report should read “Year 2 post operationalization.” | The second support report should read 'Year 2 Post-Operationalization Support Report'. | | | | | |
| 7. | Warranty / Defect Liability Period length not fixed | Section VII – Service Specifications (“minimum of 1 year from Operational Acceptance”) SCC GCC 29.1 and 29.4 (“no Special Conditions”, pp.269–270) | The Purchaser’s Requirements specify a software warranty of “minimum 1 year,” while the SCC leaves the Defect Liability (Warranty) Period without a Special Condition. Please state the exact contractual Warranty Period and its commencement. | The warranty period shall be a minimum of one (1) year from the date of Operational Acceptance. | | | | | |
| 8. | Three-year support and perpetual licensing within a 24-month contract | Section VII – Service Specifications (3 years’ support; perpetual licences) Section VII (“executed and completed within 24 months”) | The assignment is to be completed within 24 months, yet post-implementation support is required for three years and licensing is perpetual. Please clarify whether support years 2–3 and perpetual licences are within the Contract scope, a separate Recurrent-Cost line, or a separate enforceable contract, and how they are to be priced and paid. | The system shall be licensed on a perpetual basis. Support services shall be provided during the contract period, after which SACCs may enter into separate support arrangements with the successful bidder. | | | | | |

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| 9. | Treatment and pricing of Recurrent Cost Items | BDS ITB 17.2 GCC/Conditions on Recurrent Costs; Section III item 2(b) Price Schedules 3.3 and 3.5 | The bidding document requires Recurrent Cost Items (software licences, updates, post-warranty support, help-desk) to be priced separately in the Recurrent Cost Sub-Table, while the Section VII schedule pays support via milestone reports. Please confirm where the 3-year support and licences are to be priced (Recurrent Cost Table vs. deliverable milestones) and whether they are added to the Bid price for evaluation. | Recurrent costs shall be priced in accordance with the applicable price schedules and bidding requirements. | |
| 10. | Number of Farmer Producer Organizations (FPOs) | Section VII – assignment narrative (“130 targeted FPOs”) Section VII – Implementation Schedule Table (p.149): 275 FPOs (diagnostic/training) and 259 primary FPOs (CBS deployment) | The targeted number of FPOs differs between the narrative (130) and the binding Implementation Schedule Table (259/275). Please confirm the definitive number of FPOs for (i) the diagnostic assessment, (ii) the core-system deployment, and (iii) the ~2,500-staff training estimate. | The implementation scope shall cover up to 275 institutions for automation and digitization. Detailed onboarding information shall be provided to the successful bidder during implementation. | |
| 11. | Basis of the Implementation Schedule timeline | Section VII – Implementation Schedule Table (p.149) | Please confirm that the stated deliverable durations (1, 2, 6, 7 and 24 months) are measured cumulatively from the contract commencement/Effective Date, and reconcile the use of months here with the “number of weeks” requested in the evaluation Time Schedule factor. | The implementation schedule durations are measured from the contract commencement/effective date. | |
| 12. | Hosting environment – supply responsibility (KALRO Data Centre) | Section VII – Technical Infrastructure / Hosting requirements | Please clarify the split of responsibility for the hosting environment at the KALRO Data Centre – servers, firewall, load balancer, virtualization, VPN, backup/DR and connectivity – i.e. which items are provided by the Purchaser/KALRO and which are to be supplied and priced by the Supplier. | The successful bidder shall provide and manage the hosting infrastructure, hardware, software, database, networking, security, backup, and operational environment. KALRO Data Centre shall serve as the Disaster Recovery site. | |
| 13. | Third-party integration credentials and costs | Section VII – Integration requirements (M-Pesa, Airtel Money, USSD, PesaLink, RTGS/EFT, bank B2C/C2B/B2B) | Please clarify who is responsible for obtaining and meeting the cost of integration codes, sandbox/production credentials, paybill/till and USSD short-codes, and any aggregator or bank fees required for the specified payment integrations. | The successful bidder shall propose and implement the required integrations. Costs associated with APIs, credentials, and integration codes shall be addressed in the bidder’s proposal. | |

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| 14. | Unfilled fields and qualification thresholds to be confirmed | BDS (Bid validity period; ITB 35.4 discount rate) Section III – Qualification Criteria (similar contracts; average annual turnover) | Several Purchaser-side fields appear incomplete or require confirmation, in particular the Bid validity period and the NPV discount rate (ITB 35.4). Please also confirm the exact qualification thresholds (the number and value of similar completed contracts and the minimum average annual turnover) so that eligibility can be verified before submission. | Under ITB 35.4: The discount rate /NPV is not Applicable as stated on the BDS The bid validity period is 30th September 2026 as stated in ITB 19.1 of the BDS Minimum average annual turnover of Kes.8 Million as per the bidding document as indicated in section III-Evaluation and Qualification section 5.3.2 The number and value of similar completed contracts is as stated in the bid document Section III – Evaluation and Qualification Criteria-Financial situation section 5.4.2 | |
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State Department for Agriculture

For: Principal Secretary