



ADDENDUM SET "1"

11th December 2025

To all Prospective bidders,

REF: TENDER NO. KRA/HQS/RFP-001/2025-2026 PROPOSAL FOR SUPPLY, DELIVERY, INSTALLATION, COMMISSIONING AND MAINTENANCE OF AN INTEGRATED EXCISABLE GOODS MANAGEMENT SYSTEM (EGMS) FOR A PERIOD OF FIVE (5) YEARS

Kenya Revenue Authority wishes to inform prospective bidders of the following clarifications:

NO.	REFERENCE TO THE TENDER DOCUMENT	TENDER DOCUMENT REQUIREMENT	ACTIVITY/ QUERY	KRA RESPONSE
1.	Invitation to Tender – Pg. 1	Closing date and Time: 16th December 2025 11:00AM East Africa Time	Please provide 2 weeks extension so that we can prepare the effective and comprehensive proposal which fulfil all the requirements of KRA	Prospective bidders are advised that the Proposal Closing/ Opening date has been rescheduled from 16th December 2025 to Wednesday, 7th January 2026 at 11:00AM East Africa Time. The Proposal submission address is: KRA E-Procurement Portal, as provided for under ITT 17.5 page 18 of RFP
2.	SECTION 5 - Terms Of Reference	1.5 Technical Requirements Comprehensive Specification, No 7 Production-Line Performance KPIs: Minimum throughput capability: a. Beverage lines: ≥ 15,000 units/min* b. Water PET: ≥ 1,200 units/min c. Spirits: ≥ 400 units/min d. Cosmetics: ≥ 250 units/min	Can you please clarify if it should be 1,500 units/min instead of 15,000 units/min?	Bidders are advised that Requirement 1.5 – Technical Requirements (Comprehensive Specification), Item No. 7: Production-Line Performance KPIs – Minimum Throughput Capability has been amended. The specification: a. Beverage lines: ≥ 15,000 units/min has been expunged and replaced with: a. Beverage lines: ≥ 1,500 units/min


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3.	SECTION 2 (B). Data Sheet	C) Submission, Opening and Evaluation, 22.1 d) FINANCIAL REQUIREMENTS - OVERALL RFP TECHNICAL EVALUATION	Could you kindly confirm the OVERALL RFP TECHNICAL EVALUATION table from page 23? Maximum score allocated to the Technical Requirements section is 50 but we have seen references suggesting it could be 50, 80, or 100 points. Please clarify?	Bidders are advised that the Overall Technical Evaluation (80 marks) consists of the following: <ol style="list-style-type: none"> 1. Firm and Consultants' Requirements (Pages 21–22): 20 marks. 2. Technical Requirements Evaluation (Pages 53–69): 50 marks 3. Demonstration of Solution – Functional and Technology Requirements: 10 marks <p>NOTE: Bidders who do not meet the cut-off scores in each item (1 to 3) above will not proceed to the next stage of evaluation.</p>
4.	SECTION 5. Terms Of Reference	1.4 Current Landscape of the Stamp Regime in Kenya Kenya's excisable goods market comprises over 1,800 manufacturers and 1,200 importers. Approximately 3 billion stamps are currently issued annually; however, market intelligence suggests potential for over 6 billion legitimate stamps once the illicit market is formalized TABLE. NOTES: 1. The manufacturers and importers are spread out across the country. 2. <i>The current estimated number of excise stamps is 3.5 billion annually.</i> 3. The numbers provided above are based on the current estimates and, therefore, may be subject to change.	In this section there is a mention of 3B stamps annually and also 3.5B stamps annually. Which one is correct?	Bidders are advised that SECTION 5: TERMS OF REFERENCE, 1.4 – Current Landscape of the Stamps Regime in Kenya, under Notes, item 2, is hereby amended. The statement: "The current estimated number of excise stamps is 3.5 billion annually" has been expunged and replaced with: "The current estimated number of excise stamps is 3 billion annually."
5.	SECTION 4. Financial Proposal - Standard Forms	2. FORM FIN-2 (page 45) A) Secure marks table Estimated Quantity for Five (5) Years: 6.1 Billion Digital Codes 2.8 Billion Paper Stamps	The estimated quantity for 5 years is 6.1 billion digital and 2.8 billion paper stamps - this is not in line with 3 to 3.5B per annum. Could you please clarify the numbers?	Bidders are advised that FORM FIN-2A: Secure Marks has been amended. The Estimated Quantity for Five (5) Years shall now be as follows: 11 billion Digital Codes and 4 billion Paper Stamps. The amended Form FIN-2 is attached hereto as ANNEX 1.
6.	SECTION 2 (B). Data Sheet	6.2 A maximum number of members in the Joint Venture (JV) or consortiums shall be: [Three (3)]	Could you please confirm if it is acceptable for one company to act as the prime bidder and include additional companies as subcontractors or named partners—resulting in more than three (3) entities involved in	Joint Venture (JV) or consortium should comply with Section 2 (B) Data Sheet page 16 (ITC clause 6.2) of the RFP



			delivery, even though only one bidder is formally submitting the proposal?	
7.	-	-	Clarification on Project Duration: Please clarify whether the five-year contract term starts after full deployment or from award, as this affects the business case and ramp-up period?	Bidders are advised that a Milestone Achievement threshold to be defined in the contract to include product category, commissioning of lines and KRA acceptance of formal deployment to commence the contract period
8.	SECTION 5 - Terms Of Reference	1.5 Technical Requirements Comprehensive Specification, No 29 GIS & Logistics Monitoring Operational KPIs - Describe how the solution will achieve the following:	Please confirm whether this requirement applies specifically to stamp deliveries or to other goods.	Prospective bidders are advised that the requirement applies to stamp deliveries.
9.	SECTION 5 - Terms Of Reference	1.5 Technical Requirements Comprehensive Specification, No 01 End-to-End Track & Trace -Real-time tracking from production to consumption. -Factory, warehouse, logistics, retail, and consumer authentication. The system must track each unit and batch throughout its lifecycle: 1. Manufacturing Stage a. Real-time reconciliation of produced vs stamped quantities b. Automated alarms for deviations c. Full audit trail 2. Distribution Stage a. GPS-based tracking b. Sealed digital manifests (immutable) c. Geo-fenced delivery routes 3. Retail Stage a. Stamp authentication at retail b. Real-time reporting of stock movement 4. Consumer Stage a. Public anti-counterfeit verification tools	Could you please confirm whether this requirement also applies to the beverage category?	Bidders are advised that Section 1.5 – Technical Requirements (Comprehensive Specification) under End-to-End Track & Trace is clarified as follows: <i>The system must track each unit and batch throughout its lifecycle across all product categories.</i>
10.	SECTION 5 - Terms Of Reference	1.5 Technical Requirements Comprehensive Specification, No 18 GIS & Geospatial: Demonstrate how the system will enable national excise heat maps, route-movement telemetry, geo-fenced compliance.	1.Does this requirement apply only to stamp logistics (movement from production to warehouse and distribution) or also to product-level tracking throughout the supply chain? 2. For geo-fenced compliance, should the solution restrict stamp usage to specific	Bidders are advised that Section 1.5 – Technical Requirements (Comprehensive Specification) under GIS & Geospatial: 1. The requirement applies to product-level tracking throughout the supply chain. 2. The requirement is intended for monitoring and reporting purposes.

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			geographic zones, or is it primarily for monitoring and reporting purposes? 3. Are there any specific guidelines or limitations regarding the use of smartphone-based geolocation for field authentication and verification?	3. There are no guidelines or limitations regarding the use of smartphone-based geolocation.																												
11.	SECTION 5 - Terms Of Reference	1.5 Technical Requirements Comprehensive Specification, No 24 Integration with KRA and Government Systems and Support for Open Standards Protocols: 6. Open Standards Compliance The EGMS SHALL implement and demonstrate compliance with: a. ISO/IEC 15459 (unique identifiers) b. ISO/IEC 16022 (DataMatrix) c. ISO/IEC 18004 (QR Code) d. GS1 Standards (GS1 Digital Link...	We note that ISO 16022 applies to Data Matrix codes and ISO 18004 to QR codes. Please clarify whether there is an ISO that applies to DotCodes.	Prospective bidders are advised that there is no ISO/IEC standard for DotCode.																												
12.	SECTION 5 - Terms Of Reference	1.4 Current Landscape of the stamps regime in Kenya	Could you please confirm the estimated annual volumes for each product category (e.g., tobacco, beverage, banderol) split by: 1. Physical stamps (manual vs. automated application) 2. Digital marks? If possible, please provide this breakdown for the initial year and any projected growth over the next five years. For your convenience, you may use the table on the right to make edits.	Bidders are advised that SECTION 5: TERMS OF REFERENCE, 1.4 – Current Landscape of the Stamps Regime in Kenya per product and type. <table><tr><th>Products</th><th>Annual (Approx)</th></tr><tr><td>TBCO - Tobacco</td><td>100,250.96</td></tr><tr><td>BEVG_01 - Mineral Waters</td><td>318,646.00</td></tr><tr><td>BEVG_02 - Soft drinks</td><td>107,449.92</td></tr><tr><td>BEVG_03 - Beer</td><td>24,478.66</td></tr><tr><td>BEVG_04 - Wine</td><td>6,767.88</td></tr><tr><td>BEVG_05 - Spirits</td><td>238,182.08</td></tr><tr><td>BEVG_05 - RTD</td><td>43,964.46</td></tr><tr><td>Paper Stamps</td><td>839,739.96</td></tr><tr><td>BEVG_01 - Mineral Waters</td><td>275,826.51</td></tr><tr><td>BEVG_02 - Soft drinks</td><td>1,691,961.13</td></tr><tr><td>BEVG_03 - Beer</td><td>248,434.75</td></tr><tr><td>BEVG_04 - Wine</td><td>1,552.55</td></tr><tr><td>Digital Stamps</td><td>2,217,774.94</td></tr></table>	Products	Annual (Approx)	TBCO - Tobacco	100,250.96	BEVG_01 - Mineral Waters	318,646.00	BEVG_02 - Soft drinks	107,449.92	BEVG_03 - Beer	24,478.66	BEVG_04 - Wine	6,767.88	BEVG_05 - Spirits	238,182.08	BEVG_05 - RTD	43,964.46	Paper Stamps	839,739.96	BEVG_01 - Mineral Waters	275,826.51	BEVG_02 - Soft drinks	1,691,961.13	BEVG_03 - Beer	248,434.75	BEVG_04 - Wine	1,552.55	Digital Stamps	2,217,774.94
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13.	SECTION 5 - Terms Of Reference	1.5 Technical Requirements Comprehensive Specification, No 20 Manufacturer Certification Timeline & Clustering: High-volume manufacturers (>1B stamps/year) must be certified within 6 months, medium-volume (100M-1B) within 12 months, and low-volume (<100M) within 18 months	Could you confirm whether this alternative plan based on our industrial experience and on the hardware availability / lead time would be acceptable: - the low volumes (importers & manual lines) within 12 months. - the semi-automated and automated lines within 24 months.	Prospective bidders are advised to refer to the requirements outlined on RFP Page 62 – Manufacturer Readiness Certification Program. NOTE: Prospective bidders are requested to clearly state how their proposed system will implement the required features.																												
14.	SECTION 5 - Terms Of Reference	1.3 Justification The proposed solution must provide the following minimum requirements: a) A track and trace technology that meets the	Could you please confirm whether the requirement for FCTC compliance applies to all tobacco products, including imports? Specifically, should imported products be	Bidders are advised that the requirements apply to all tobacco products, including imported products. Imported products are not required to be marked at the country of origin; however, they must be																												

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		requirements of EGMS regulations, tracking excisable products from production to point of sale and the Framework Convention on Tobacco Control (FCTC) Protocol to Eliminate Illicit Trade in Tobacco Products	marked at the original manufacturer before entering the country?	marked within the specified timeline provided in the EGMS regulation.
15.	SECTION 2 (B). Data Sheet	<p>22.1 a) MANDATORY REQUIREMENTS #16 (page 20) Commercial & Operational Model</p> <ul style="list-style-type: none"> •The envisaged solution is expected to be self-funding and the cost of implementation to be recovered through sale of stamps during the duration of the contract period. •The hardware and software provided shall be on lease basis over the period of the contract. •The bidders should provide an outline of how the proposed solution will work under self-funding model. (Attach a statement of commitment) 	Please confirm whether the scope of work requires the replacement of all existing hardware and software with new hardware and software for each product category. If partial reuse or integration with existing infrastructure is permitted, kindly specify the extent of such reuse.	Bidders are advised that the scope of work requires the replacement of all existing hardware and software with new hardware and software for each product category. The integration with the manufacturers' systems will be permitted but not guaranteed based on other factors.
	SECTION 5 - Terms Of Reference	<p>The proposed solution must provide the following minimum requirements:</p> <p>a) A track and trace technology that meets the requirements of EGMS regulations, tracking excisable products from production to point of sale and the Framework Convention on Tobacco Control (FCTC) Protocol to Eliminate Illicit Trade in Tobacco Products.</p> <p>b) A secure marking of excisable goods with support for both digital and physical markings.</p> <p>c) The solution should include the requisite equipment, hardware, software, and consumables that are necessary for the implementation of the system.</p>		
	SECTION 5 - Terms Of Reference	<p>1.5 Technical Requirements Comprehensive Specification, No 22 Describe how the solution supports secure, modern, and scalable solution(s), interoperable with existing and future factory monitoring equipment and agnostic to hosting hardware, with end-to-end encryption at all points of integration and data transmission and supports the features</p>		

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16.	SECTION 5 - Terms Of Reference	1.5 Technical Requirements Comprehensive Specification, No 01 A track and trace technology that meets the requirements of the EGMS Regulations, tracking products from production to the point of sale, and the Framework Convention on Tobacco Control (FCTC) Protocol to Eliminate Illicit Trade in Tobacco Products	Please clarify whether the requirements for product tracking from production to point of sale also include aggregation for all products?	Bidders are advised to refer to the requirements outlined on RFP Page 55 – 1.5 Technical Requirements Comprehensive Specification, No.1 - NOTE: Prospective bidders are requested to describe how the proposed system will provide a track and trace technology to track products from production to the point of sale, including aggregation for all products.
17.	Pages 46	Additional Notes to Fin 2 Ratcheting structure explained	The revenue tiering says price can be ratcheted up basis excise revenue collected - how do we compute excise revenues collected by KRA basis stamp volumes?	Bidders are advised to refer to the requirements outlined on RFP Page 46 – 1. ADDITIONAL NOTES TO FORM FIN-2, No. 2. NOTE: The sale of excise stamps is directly linked to revenue mobilisation and provides a reliable basis for computing excise revenue.
18.	Pages 47-50	Remuneration for consultants and Breakdown of Reimbursable. Forms for declaring remuneration and reimbursements	If this is a self-funded project where vendor incurs all costs including remuneration and reimbursement and KRA is not charged anything, what is the purpose of this declaration?	KRA envisaged solution is expected to be self-funding and the cost of implementation to be recovered through sale of stamps during the duration of the contract period, the hardware and software provided shall be on lease basis over the period of the contract..
19.	Sec 1.4 Page 54	Estimated Production plants: 1814 nos. We assume that 50% of the production plants will integrate with the Production Management System (PMS) to capture batch, expiry, and line-level metadata.	Please confirm if this split is acceptable for estimation purposes	Bidders are advised that SECTION 5: TERMS OF REFERENCE, 1.4 – Current Landscape of the Stamps Regime: NOTE: Kenya's excisable goods market comprises over 1,800 manufacturers and 1,200 importers, with an estimated 3 billion excise stamps annually, at a ratio of 2:1 (digital vs. paper) and bidders are supposed to use this information for estimation purposes
20.	Sec 1.4 Page 54	The remaining 50% will simply apply stamps through applicators without integration	Please confirm if this split is acceptable for estimation purposes	Bidders are advised that SECTION 5: TERMS OF REFERENCE, 1.4 – Current Landscape of the Stamps Regime: NOTE: Kenya's excisable goods market comprises over 1,800 manufacturers and 1,200 importers, with an estimated 3 billion excise stamps issued annually at a ratio of 2:1 (digital vs. paper). Bidders should use this information for estimation purposes.
21.	Sec 1.4 Page 54	Automated Production Lines – 212 Lines •We assume all automated lines will require the maximum level of hardware and software, including cameras, controllers, line servers,	Please confirm if automated lines will be fully automated, or whether some lines will still require manual intervention.	Prospective bidders are advised that the automated production lines are fully automated.



		and digital stamp processing. •We also assume all automated lines will use digital stamps.		
22.	Sec 1.4 Page 54	Importers – Manual Tagging (1,218) •Since it is a manual process, we assume all these importers will use paper stamps, not digital stamps. •They will use stock-taking guns, where they load the rolls, scan the first and last serial number, and the range in between counts as applied.	Please confirm if we can use this assumption for our HW & SW sizing.	Bidders are advised that SECTION 5: TERMS OF REFERENCE, 1.4 – Current Landscape of the Stamps Regime: NOTE: Kenya's excisable goods market comprises over 1,800 manufacturers and 1,200 importers, with an estimated 3 billion excise stamps issued annually at a ratio of 2:1 (digital vs. paper). Bidders should use this information for estimation purposes.
23.	Page 68	-	Is payment collection from manufacturers and importers for stamps directly into the bank account of the vendor or the funds need to go through a KRA bank account?	Bidders are advised that the sale of secure marks is paid directly into the KRA bank account
24.	Page 72	Integration with KRA & Govt Systems System must work with all KRA systems	Please share the full list of KRA systems the new EGMS must connect to (iTax, Customs, Risk Engine, Data Warehouse, etc.).	Bidders are advised that the proposed system must integrate with KRA systems, including but not limited to iTax, iCMS, Data Warehouse, and iSupport.
25.	Page 72–73	API Catalogue Requirements Vendor must give full API documentation	Does KRA already have APIs for integration, or should the bidder design the complete API layer?	Bidders are advised that KRA has an Enterprise API gateway.
26.	Page 75	POS & Mobile Money Integration Connect to POS and mobile money platforms	During implementation, can KRA share technical contacts or API documents for Pesapal, iPay, M-Pesa, Airtel Money, and T-Kash?	Bidders are advised to consult the API documentation of the various solution providers
27.	Page 75–76	GIS & Logistics GPS tracking, maps, traffic data	Which digital map provider does KRA prefer? Who will handle licensing costs?	Bidders are advised that KRA does not prescribe or endorse any specific digital map provider for this assignment. NOTE: Bidders are required to propose a suitable, commercially supported digital mapping service that meets the functional, technical, and security requirements of the EGMS solution. All licensing, subscription, and usage costs related to the proposed digital mapping service shall be borne entirely by the bidder.
28.	Page 76	Multi-Agency API Integration with NPS, DCI, EACC, ODPP, KEBS, ACA	Will these agencies provide their APIs, or will integration flow through KRA?	Bidders are advised that KRA will engage the Multi-Agency to provide the requisite APIs.
29.	Page 71	Factory Interoperability Must work with existing and future factory equipment	Can KRA share the list of factory devices installed today (counters, cameras, PLCs, etc.)?	Bidders are advised that the information is protected and can only be disclosed upon an official

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				request submitted for each specific factory after contracting
30.	Page 65	Production Line Integration OPC, MVS, PLC, IoT devices	For each factory, should the new bidder reuse incumbent equipment or replace it?	Bidders are advised to use their own infrastructure for production line integration.
31.	Page 71	MFA & User Authentication MFA via SMS, email, authenticator app	Should the MFA system be provided by the vendor, or does KRA plan to adopt a national digital identity later?	Prospective bidders are advised that the MFA and User Authentication are provided by the vendor
32.	Page 71	Encryption Standards AES-128+, FIPS-140-2/3	Does KRA require FIPS-certified HSMs at the start, or will a phased upgrade be acceptable?	Prospective bidders are advised that the proposed solution should support AES128+ and any proprietary encryption algorithm must be FIPS-140 certified.
33.	P Page 71-72	Audit Trails System and database logs	Should EGMS logs integrate with KRA's SIEM? If yes, which SIEM platform is currently in use?	Bidders are advised that the proposed solution must integrate with KRA's SIEM and KRA use QRadar.
34.	Page 71-72	Cybersecurity Requirements Zero-Trust, TLS1.3, PAM, SIEM, SAST/DAST	What cybersecurity controls are running in the current SICPA system, and which ones remain in place?	Bidders are advised that the current security information are vendor-dependent
35.	Page 74	Red Team Testing Mandatory 5-day penetration test	Will KRA appoint the penetration testing firm, or is the bidder expected to propose options?	Prospective bidders are advised the proposed solution will undergo Pre-Go-Live Cybersecurity Red Team Test By a KRA-approved independent firm
36.	Page 74-75	IoT & Firmware Test IoT firmware and insider-threat testing	Will SICPA share firmware details for the devices currently installed?	Bidders are advised that the current firmware details for the devices are vendor-dependent.
37.	Page 64-65	Digital Security Serialization keys, GS1 codes, signatures	Will KRA provide the existing root keys, or should new cryptographic keys be created?	Bidders are advised that the new cryptographic keys are supposed to be created by the bidder
38.	Page 59-60	Forensic Stamp Features Chemical/physical forensic features	Can KRA confirm the forensic features used today so that the new vendor does not duplicate them?	Bidders are advised to state the forensic features in their proposed solution.
39.	Page 76	Migration from Current EGMS Takeover from existing SICPA system	Will SICPA hand over full system documentation, database structure, APIs, and hardware inventory for migration?	Bidders are advised that this is a new tender and not tied to the existing vendor infrastructure.
40.	Page 59-60	Hardware Requirements Equipment at factories and data centres	Does KRA want the new bidder to reuse existing incumbent hardware or plan for a full refresh?	Bidders are advised that this is a new tender and is not linked to, dependent on, or restricted by any existing vendor infrastructure
41.	Page 65	Production-Line Devices OPC, MVS, PLC, IoT devices	Can KRA share the number and model of devices currently deployed by the incumbent?	Bidders are advised that the current vendor number and model of devices are vendor-dependent
42.	Page 72-73	Open Standards – No Proprietary Code Ban on proprietary systems	Will KRA provide access to convert SICPA's proprietary data into open-standard formats?	Bidders are advised to provide a data migration strategy to convert the proprietary data into open-standard formats
43.	Page 72	Serialization Standards ISO/GS1 requirement	Should the new vendor re-serialize products already in the market, or only handle future production?	Bidders are advised that the serialization of the products will apply to future production.



44.	Page 71	Cryptographic Root-of-Trust Keys must stay in Kenya	Where is SICPA's root key hosted today, and will key-transfer support be provided?	Bidders are advised the root key(s) is/are vendor-dependent and not transferable.
45.		Terms of Reference, Page 53	The listed product categories include "cosmetics" which we understand are no longer classified as excisable goods under the Kenya Finance Bill 2025. Can the Authority confirm.	Prospective bidders are advised that the cosmetics were removed from excisable goods. NOTE: The proposed solution should have capability to track and trace both excisable and non-excisable goods.
46.	Page 18 item 3	Bid Security An original hard copy of the Bid Security of not less than Kenya Shillings One Million (Kshs.1,000,000.00) or equivalent amount in a freely convertible currency valid for Three hundred and sixty-five (365) days from the date of tender closing/ opening. A digital tender security MUST be verifiable in form of QR code or an online portal and must be submitted in the notes and attachments. NB: Original tender security MUST be deposited on the TENDER SECURITY BOX Located at Times Tower Building Ground Floor.	Can the Authority confirm that the Bidder should submit the Bid Security in its original hard copy? Can the Authority further confirm that QR code or online portal verification is relevant in case the Bidder proceeds with Digital Bid Security, and in case the security is submitted in original (paper-based) format, this requirement is not applicable	Prospective bidders are advised to refer to the requirements in RFP page 18 Mandatory Requirements No. 3. NOTE: Prospective bidders are requested to align tender Security validity date to the reschedule Proposal opening date i.e. bid Security MUST be valid up to 6 th January 2027.
47.	-	KRA Suppliers portal	On the KRA supplier's portal, the submission date is set as 16 December. The opening of Technical envelope is also set as 16 December. However an additional line is set as "Opening on 23 December" - can the Authority clarify on this date	Prospective bidders are advised that the Proposal Opening date has been rescheduled from 16th December 2025 to Wednesday 7th January 2026 at 11:00AM East Africa Time. The Proposal submission address is: KRA E-Procurement Portal
48.	-	System User & Licensing – Not in RFP No user numbers mentioned	Can KRA provide the total number of internal users for the new EGMS, including operational, enforcement, IT, and admin staff?	Bidder should indicate whether the solution has a licensing model and provide details on how it operates.
49.	-	Inspector & Field User Count Field inspectors and enforcement teams	How many KRA inspectors and enforcement users need mobile access for verification and field audits?	Bidders are advised that the estimated number of inspectors and enforcement officers requiring mobile access is one thousand (1,000)
50.	-	Multi-Agency Users NPS, DCI, EACC, ODPP, KEBS, ACA	How many users from each agency will require system logins or dashboard access?	Bidders are advised that the number of multi-agency users will vary depending on the size, role, and the MOU between KRA and the respective agency
51.	-	Stamp Issuance Centers Five issuance centers	How many staff per issuance center will need EGMS user accounts?	Bidders are advised that the estimated number of issuance centres is five (5).

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52.	-	Importers & Distributors Order management and stock movement	How many importer, distributor, and wholesaler accounts should the system support?	Bidders are advised that the proposed system should be scalable to accommodate the current landscape as well as future expansion needs
53.	-	Factory Users Operators and supervisors	How many factory users per production line will need logins?	Bidders are advised that the estimated number of operators and supervisors per production line requiring logins is five (5).
54.	-	Retail Users POS-based verification	Will retailers need user accounts, or will POS systems authenticate automatically?	Bidders are advised that the proposed system should integrate with POS systems for automatic authentication.
55.	-	Consumer Access Mobile app, SMS, USSD, web	Should consumers have optional user accounts, or only anonymous verification?	Prospective bidders are advised that the consumers will have optional user accounts
56.	-	System Administrators IT operations, security, audit teams	How many KRA system administrators and security staff will require high-level access?	Bidders are advised that the estimated number of KRA system administrators and security staff that require high-level access are five (5).
57.	-	-	Please confirm whether Online Production Counters, Machine Vision Systems, PLC/SCADA integration, and IoT telemetry are mandatory for all production lines, or whether vendors may propose alternatives that achieve the same functional outcomes.	Prospective bidders are advised to demonstrate how the Online Production Counters, Machine Vision Systems, PLC/SCADA integration, and IoT telemetry requirements will be implemented across all production lines.
58.	-	-	Please clarify whether the vendor is expected to build full integrations with each listed enforcement agency, or to provide an open API framework that agencies may consume based on their needs.	Bidders are advised that KRA will engage the Multi-Agency to provide requisite APIs.
59.	-	-	Should the National Excise Data Lake be deployed fully on-premise, as a hybrid architecture, or fully cloud-based?	Bidders are advised that the proposed system may be deployed on-premises, cloud-based, or using a hybrid architecture
60.	-	-	Please clarify whether integration with DACoE requires bidirectional data exchange, or if data push only is sufficient.	Bidders are advised that integration with DACoE will involve bidirectional data exchange.
61.	-	-	Please confirm whether GS1 Digital Link, EPCIS, ISO 15459, and OpenAPI 3.x are mandatory or recommended standards.	Bidders are required to demonstrate how the proposed solution will support GS1 Digital Link, EPCIS, ISO 15459, and OpenAPI 3.x standards.
62.	-	-	Please confirm whether cryptographic signatures must be applied per-stamp or at batch level where appropriate.	Bidders are advised that cryptographic signatures must be applied to each stamp
63.	-	-	Please confirm whether quarterly machine-learning retraining is a mandatory KPI or a guideline.	Bidders are advised that all AI/ML models must be retrained quarterly, or immediately if accuracy falls below 90% or a significant policy change occurs



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64.	-	-	Please confirm whether SHAP/LIME explainability frameworks are mandatory, or if equivalent methods are acceptable.	Bidders are required to demonstrate how the proposed system will support SHAP and LIME explainable AI frameworks.
65.	-	-	Please clarify whether the vendor is evaluated based on system integrity and accuracy, or absolute revenue uplift.	Bidders will be evaluated based on their Technical and Financial submissions
66.	-	-	Please confirm whether KRA can share an expected ratio of digital vs physical stamps over the 5-year period to support sizing and cost modelling.	Bidders are advised that the estimated ratio of digital to physical stamps is 2.75:1.
67.	-	-	Please confirm whether KRA expects a parallel run with the existing system during transition, and the expected duration.	Prospective bidders are advised that this matter will be addressed as part of the transition strategy to be developed in collaboration with the winning bidder.
68.	-	-	Please confirm how many locations in Kenya process more than 1 billion stamps per year, as these must be implemented within the first six months.	Bidders are informed that the estimated number of locations processing more than 1 billion stamps per year is three (3).
69.	-	-	What happens if the incumbent wins? do they still need to rip and replace the equipment in the same timelines?	Bidders are advised that this is a new tender and is not linked to the existing vendor infrastructure
70.	Page 19 item 8.	Average Annual Turnover Minimum average annual turnover of Kshs.1 billion per year calculated as total certified payments received for contracts in progress and/or completed within the last 5 years, divided by 5 years.	Please confirm whether this turnover should be calculated based on the prime bidder only, or if it can be combined across all Joint Venture (JV) members to meet the requirement?	Bidders are advised to refer to the requirements on RFP page 19, Mandatory Requirements No. 8. This requirement applies only to the prime bidder.
71.	-	-	If there are any identified problems with the existing solution (if any)	Bidders are hereby advised to review the requirements detailed on page 54 of the RFP under Section 1.3 – Justification, item (o), which outlines the challenges to be addressed
72.	-	-	If there are any identified problems with the existing solution (if any)	Bidders are advised to refer to the requirements on page 54 of the RFP under Section 1.3 – Justification, item (o), where the challenges to be addressed are listed.
73.	-	-	If there are any identified problems with the existing solution (if any)	Bidders are advised to refer to the requirements on page 54 of the RFP under Section 1.3 – Justification, item (o), where the challenges to be addressed are listed
74.	-	-	Is KRA looking to integrate the solution with an existing KRA (mobile) app?	Bidders are advised to demonstrate how the proposed system will utilize mobile capability to authenticate excisable products.

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75.	-	-	Will KRA need the solution to support track and trace functionality as well?	Bidders are advised that Section 1.5 – Technical Requirements (Comprehensive Specification) under End-to-End Track & Trace is clarified as follows: The system must track each unit and batch throughout its lifecycle across all product categories
76.	-	-	Will KRA be needing the real-time scanned data (item scanned, results location and time), all on a real-time basis as a report/alert?	Bidders are advised to demonstrate how the scanned information will be transmitted in real time to the Database Management System (DMS) and how the corresponding reports will be generated.
77.	-	-	What kind of information is the KRA looking to display once the label is scanned	Bidders are advised to demonstrate how the scanned information will be transmitted to the Database Management System (DMS).
78.	-	-	Will the displayed information for all labels remain the same or change as per the product?	Bidders are advised that the information displayed on the labels is dependent on the specific products.
79.	-	-	Will the information displayed also change as per the user scanning the label (For example, an officer scanning vis-à-vis a consumer)	Bidders are advised to refer to the requirements outlined in the RFP on page 69 under Operational Requirements and to commit to the Service Level Agreement.
80.	-	-	What kind of error margins are acceptable to KRA? (1 in 1000, 1 in million, 1 in a billion or even less)	Bidders are advised to refer to the requirements outlined in the RFP on page 69 under Operational Requirements and to commit to the Service Level Agreement
81.	-	-	What is the tenure of the contract?	Bidders are advised that the Proposal for Supply, Delivery, Installation, Commissioning and Maintenance of an Integrated Excisable Goods Management System (EGMS) is for a period of five (5) years
82.	-	-	Does the app need to be GDPR compliant?	Prospective bidders are advised that the application must be GDPR compliant.
83.	-	-	-	The score under Table 1.5 titled Technical Requirements Comprehensive Specifications (item No. 3C and 3D, page 57) has been revised. Each criterion, previously allocated 1 mark, is hereby amended to 0.5 marks.

Additionally, Bidders are hereby notified of the following amendments/ additions to the Mandatory Requirements section of the tender document:

1. Tender Security Submission (Mandatory Requirement No. 3)

In case of submission of a digital tender security, the issuer must provide a verifiable mechanism to authenticate the security, such as a QR code or an online verification portal.

2. Company Registration Documents (Mandatory Requirement No. 6)

For foreign firms, an equivalent official registration document issued by the competent authority in the bidder's country of registration shall be accepted in place of CR12/CR13, provided it serves the same purpose.

3. Proof of Financial Resources (Mandatory Requirement No. 7)

Submit audited financial statements or, if not required by the laws of the Bidder's country, other financial statements acceptable to KRA, for the last 3 years (2021/2022, 2022/2023 & 2023/2024) shall be submitted and must demonstrate the current soundness of the Bidder's financial position and indicate its prospective long-term profitability.

The addendum forms part of the bidding document and is binding to the bidder. All other terms and conditions of the tender remain the same. You are therefore required to immediately acknowledge the receipt of this addendum.

Regards,



Benson Kiruja,
Ag. Deputy Commissioner - Supply Chain Management
DO

ANNEX 1

AMMENDED FORM FIN-2: SUMMARY OF COSTS - "KRA/HQS/RFP-001/2025-2026: PROPOSAL FOR SUPPLY, DELIVERY, INSTALLATION, COMMISSIONING AND MAINTENANCE OF AN INTEGRATED EXCISABLE GOODS MANAGEMENT SYSTEM (EGMS) FOR A PERIOD OF FIVE (5) YEARS.

The Prices schedule must include all components and licenses required to implement all the sought specification features. The components indicated serve as a guide and the bidder is required to populate the table with the proposed solution components.

- The envisaged solution is expected to be self-funding and the cost of implementation to be recovered through sale of secure marks during the of duration the contract.
- KRA shall adopt a **leasing model** for the **hardware and software** for the duration of the contract.
- The cost of the entire solution shall be **aggregated into the cost of the secure marks**. Bidders are however required to **provide typical cost breakdown** of what constitutes the aggregated price quoted.

A) Secure marks

#	Item	Estimated Quantity for Five (5) Years	Unit Price per 1,000 secure marks in Kenya Shillings - inclusive of all applicable taxes	Total cost in Kenya Shillings - inclusive of all applicable taxes	Notes
1	Secure Marking	11 Billion Digital Codes			a) The current annual consumption of excise stamps is approximately 3 billion.
		4 Billion Paper Stamps			b) Quantities are not fixed and are likely to change if additional products are introduced into the stamps regime or if the consumption patterns for the excisable goods change.
					c) The stamps should be delivered to the stamps issuing centres DDP (Delivered Duty Paid).
					d) The ratio of digital codes and paper stamps will vary depending on the levels of automation and the product categories under the excise regime. The quantities provided in this table are therefore estimates based on the current stamp consumption patterns.
GRAND TOTAL INCLUSIVE OF ALL APPLICABLE TAXES TO BE MOVED TO FINANCIAL PROPOSAL SUBMISSION FORM					

Notes:

1. All prices should be in Kenya Shillings inclusive of all applicable taxes.
2. No escalation of prices during the Contract period.
3. KRA estimates that currently there are about 212 automated production lines (this estimate includes all automated lines regardless of the speed of the line). The number of lines is likely to increase during the duration of the contract. In the event of an increase in production lines, the quoted unit price above shall apply.
4. The current stamps consumption is about 3 billion excise stamps per year.
5. Quantities are not fixed and are likely to change if additional products are introduced into the stamps regime or if the consumption patterns for the excisable goods change.
6. The stamps should be delivered to the stamps issuing centres DDP (Delivery duty paid).
7. The ratio of digital codes and paper stamps will vary depending on the levels of automation and the product categories under the excise regime. The quantities provided in this table are therefore estimates based on the current stamps consumption patterns.

