

CLARIFICATION/ADDENDUM “SET 2”

09th April, 2025

To all bidders,

KRA wishes to inform prospective bidders of the following clarifications for **Tender No. KRA/HQS/NCB-030/2024-2025 Supply, Delivery, Installation and Support of Software Defined Wide Area Network (SD-WAN) Solution for a Period of Three (3) Years.**

Kenya Revenue Authority wishes to inform prospective bidders of the clarification for the above tender as detailed below.

SN	Specifications	Query	KRA Response
TECHNICAL EVALUATION CRITERIA (TABLE 1: SD – WAN CONTROLLER)			
1.	The bidder must provide an on premise Centralized Orchestration management and monitoring appliance is	Can we propose SDWAN controller (Orchestrator) which is based on virtual appliance model which can run on any hypervisor platform/or cloud as a service? Can we propose Cloud as a service Controller Option?	Bidders are advised that only on premise Hardware/appliance is acceptable
2.	The proposed SDWAN Management solution must provision a single centralized management of all proposed network equipment such as routers, switches, access points, firewalls and CPEs	There is mention of proposed SDWAN Management should centrally manage routers, switches, access points, firewalls and CPEs for this to be achieved via the management pane must be of the same brand. Kindly clarify?	Bidders are advised that the proposed SDWAN Management solution must provide a single centralized management of all SDWAN Devices it does not have to be same brand but it should be able to integrate with third party network devices such as cisco routers and switches

3.	Proposed solution should have Support for third-party SD-WAN, firewalls, and cloud platforms	Please expound on the scope of the "Support" required for third party platforms.	Proposed solution should be able to integrate with third party network equipment (switches, routers) and firewalls
4.	The proposed SD-WAN management solution can detect rogue APs and terminals in WIDS/WIPS mode and force them to go offline. Can collect statistics on rogue APs and terminals, defend against attacks, and suppress wireless storms	These requirements are not SDWAN related and require a different platform under wireless management. Can we set them aside and propose a solution that addresses all other requirements?	This requirement has been expunged
5.	Can manage at least 5000 devices CPU: 48 cores, 2.6 GHz Memory: 256 GB Hard disk: 1.92T Interface: 2*4GE+4*10/25GE SFP28, LTE/5G Support:	Under the Hardware specification and controller specifications there is mention of LTE/5G Support: kindly clarify as here it's confusing should the controller manage LTE/5G Supported appliances or is it an inbuilt feature on the management pane?	Bidders are advised that the controller should be able to manage LTE/4G/5G branch equipment where necessary
6.	Can manage at least 5000 devices CPU: 48 cores, 2.6 GHz Memory: 256 GB Hard disk: 1.92T Interface: 2*4GE+4*10/25GE SFP28 LTE/5G Support:	These (CPU, Memory, Disk) are very high end spec requirements for specific OEM's. Can we Propose management and monitoring Appliance able to support initial 10 branches as per RFP and can scale on demand as per KRA requirements as stated {113 stations or a realistic maximum no. of devices}? Can we propose hardware specifications that can handle the requirement without necessary going with the "hard coded" OEM specific hardware specifications?	The proposed solution should be scalable enough to support anticipated future growth however it should be able to support all the 113 branch offices from day one requirement is retained <i>Chirwa</i> 09/04/2025

TECHNICAL EVALUATION CRITERIA (TABLE 2 CORE/HUB DEVICE)

7.	2*25GE SFP28,4*10GE SFP+ and 4*GE RJ45 ports All ports should fully populated with optical transceivers where applicable	Currently, 10G interfaces are sufficient to cater for the highlighted number of branches. However, to ensure better performance and to offer better investment protection for future growth, 2*40/100G ports are a better alternative. Please advise.	Bidders are advised that this are the minimum requirement. Bidders can propose higher or better alternatives
8.	The proposed SD-WAN appliance MUST be recognized in the Gartner Magic Quadrant for SD-WAN in 2024.	Kindly clarify if the requirement is that the vendor must be a leader in the Gartner Magic Quadrant for SD-WAN 2024	Vendor MUST be recognized in the Gartner Magic Quadrant for SD-WAN in 2024. The requirement is retained.
9.	The proposed SD-WAN appliance must support at least 5 expansion slots	These requirements are specific to a vendor leading to vendor locking. Considering the role of SDWAN devices, additional expansion slots are not required as the available built in .ports adequately provide connectivity to the existing devices hence 5 expansion slots should not be a requirement.	This is minimum requirement bidders can propose higher features
10.	Integrated Firewall: Next-gen firewall (NGFW) capabilities for threat prevention	What is the minimum required throughput for NGFW and threat prevention? Do we include licenses for the Security inspection?	Minimum is 10Gbps any necessary license should be included

TECHNICAL EVALUATION CRITERIA (TABLE 3 BRANCH DEVICE)

		Does this include security inspection throughput? i.e. IPS Inspection, NGFW throughput?	Yes
11.	The proposed SDWAN appliance should support a Throughput Capacity: Minimum: 1 Gbps		
12.	The proposed SDWAN appliance must support Ipsec VPN, GRE VPN, DSVPN, A2A VPN, L2TP VPN, L2TPv3	A2A, DSVPN is specific to Huawei which is not an industry standard. Could remove this requirement or allow us to provide an equivalent? It says proposed SDWAN appliance must support Ipsec VPN, GRE VPN, DSVPN, A2A VPN, L2TP VPN, L2TPv3 VPN. Is it mandatory to have all these support on the platform or can it be any of these? Not all SD-WAN solutions support all these types. Each vendor supports different protocols.	Bidders are advised that equivalent protocols are acceptable Bidders are advised that alternative equivalent protocols are acceptable
13.	The proposed SDWAN appliances must support SD-WAN service performance not less than 1Gbps	Does this include security inspection throughput with licenses included? i.e. IPS Inspection, NGFW throughput? Do we include licenses for the Security inspection?	Refer to item number 6&7 above.
15.	The proposed SD-WAN appliance should have a rack size of minimum 1U	Can we propose appliance with rack mount kit equal to 1 U and not necessary 1 U appliance?	Yes -Minimum is 1U for appliance and mounting KIT
15.	The proposed SDWAN appliance must support Operating temperature: 0°C to 45°C and Operating humidity: 5% to 95% (non-condensing)	These requirements are specific to a vendor We propose a change of the requirement to that supports an operating temperature of 0°C to 40°C and humidity 10%- 85% which is supported by many vendors	Bidders are advised that the range for temperature is 0°C to 45°C The Humidity Range is 5% to 95% 0°C to 40°C temperature and humidity 10%-85% is acceptable

GENERAL CLARIFICATION

16.	Scope of project	Please share information of inventory on WAN Links in scope as per following: a) Circuit Type b) Number of Circuits c) Fully Managed by WAN Service Provider (WAN Router Ownership) or managed internally d) Who perform L2 change and service request, is it WAN provider or managed internally please specify the LINK Type and Link Bandwidth details	The scope of the project is as outlined in Technical Evaluation Criteria Table 1,2&3.
17.	Technical Evaluation Criteria (Tables 1,2&3)	We have to be very specific about the hardware specs mentioned in the document? Would you be willing to accept the hardware specs appropriately sized for the requirements and SD-WAN bandwidth at each site as per SD-WAN design?	Bidders are advised to propose a solution that meets the minimum technical requirements as stipulated in the tender document
18.	Technical Evaluation Criteria (Tables 1,2&3)	Could you please provide all the details like Aggregated WAN Bandwidth details required for all sites in order to do the sizing of our SD-WAN solution?	Sizing for Hub and branch appliances/devices have been provided in Technical Evaluation Criteria table 2 and 3 respectively.
19.	ITT 24.1 Page 26 of 113	Talks of The deadline for Tender submission & opening. We assume its typo error? Date: Thursday, 6th March, 2025 Time: 11.00 a.m. (Local time)	The Tender opening shall take place at: Physical Address: Meeting room 1, located at 21st Floor, Times Tower Building, Haile Selassie Avenue, Nairobi. Date: Wednesday, 30th April, 2025 Time: 11.00 a.m.

20..	Page 39 of 113	Provide for addition hardware devices on a need basis subject to availability of funds - Could you please clarify what does it implies?	The proposed solution should include the Hub solution to be installed in the data centres and devices to support 10 Branches additional branch devices will be procured on an need basis subject to availability of funds
21.	Price schedule page 39 of 113	The PPRA Levy % on the Price schedule seems incorrect i.e. 0.0003%. Please correct/advise.	Bidders are advised that the PPRA Levy is 0.03% of the tender sum before taxes.
22.	Price schedule page 39 of 113	In the section indicated 'Provide itemized list of product elements', can we itemize installation and training as well, since they do not have their own individual line items on the Price Schedule.	Bidders are advised that the price schedule has been revised to accommodate all the requirements. The earlier price schedule has therefore been expunged and replaced with Amended price schedule herein attached.

The clarification/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.



Dominic Oporo, HSC
For: Ag. Deputy Commissioner - Supply Chain Management

AMMENDED PRICE SCHEDULE

The prices cover a period of three years inclusive of all Taxes and Levies.

Description	Year 1 KES	Year 2 KES	Year 3 KES
Supply, Delivery and Installation of a defined wide area Network (SD-WAN) solution <i>Provide itemized list of the product elements</i>			
Training Fee		N/A	N/A
OEM SUPPORT	N/A		
Annual cost VAT exclusive			
Total cost for three (3) years exclusive of VAT	[A]		
VAT (0.16 X A)	[B]		
Capacity building levy (0.03% X A)	[C]		
Three years Grand Total Costs (A+ B + C) in KES to be carried to the Form of Tender			

Note:

The tenderers are hereby notified of **PPRA circular No. 01/2024 dated 30th August, 2024 and Legal notice No. 206 of 6th November, 2023** which introduces a Capacity Building Levy to be **paid/borne by a supplier** on all procurement contracts signed between the supplier and the procuring entity at a rate of **0.03% of the value of contract exclusive of applicable taxes**. The procuring entity shall deduct and remit the levy to PPRA

Signature.....Stamp.....Date.....

Provision for additional hardware devices on a need basis subject to availability of funds.

Hardware Device	Unit Cost
Branch SD-WAN devices	

John M. Mwangi
09/04/2025

