



KENYA REVENUE AUTHORITY

ISO 9001:2015 CERTIFIED

ADDENDUM SET 3

4th February 2025.

To all Prospective bidders,

REF: RENEWAL OF VMWARE LICENSES AND SUPPORT SUBSCRIPTIONS FOR A PERIOD OF THREE (3) YEARS TENDER NO. KRA/HQS/NCB-019/2024-2025

Kenya Revenue Authority wishes to inform prospective bidders of the following clarification/ addendum:

NO.	CLARIFICATION REQUEST	KRA RESPONSE/ ADDENDUM
1.	<p>As stated in the addendum, VMware has rejected the request for an annual payment model and insists on a 3-year upfront pricing model for their subscription-based software. This presents a considerable financial burden for partners, as we would be required to pay VMware upfront for the entire 3-year period while billing KRA on an annual basis.</p> <p>Given this situation, we kindly request KRA to engage directly with VMware to advocate for an annual pricing model that aligns with KRA's budgetary constraints.</p> <p>Specifically, we propose that KRA requests VMware to offer annual pricing to partners bidding for this tender while maintaining the same prices for the 3-year contract period. This would ensure that:</p> <ol style="list-style-type: none">Financial Viability for Partners: Partners would not be required to bear the financial burden of paying VMware upfront for 3 years while receiving annual payments from KRA.Alignment with KRA's Budgetary Constraints: The annual payment model would align with KRA's budgetary requirements, as outlined in the addendum.Compliance with VMware's Policies: VMware's pricing structure would remain intact, as the same prices would be maintained for the 3-year period, but payments would be made annually. <p>We kindly request KRA to consider this approach and engage with VMware to facilitate this arrangement.</p>	<p>Bidders are advised that based on consultation with the OEM the following shall apply:</p> <ol style="list-style-type: none">The subscription to be delivered in year one (1) will cover a period of three (3) years.Payment for the subscription will be made within the first year upon confirmation of delivery.This will cover the Vware Software Licenses and Technical Adoption Manager Services' <p>A revised price schedule shall be communicated.</p>
TENDER CLOSING/OPENING EXTENSION		
	<p>Bidders are advised that the tender closing/opening date has extended from 5th February 2025 to 13th February 2025 at 11:00am</p> <p>Bidders are advised to align their bid security to the new tender closing date ie bid security to be valid until 12th February 2026</p>	

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

Regards,

Martha Wakio

For: Deputy Commissioner - Supply Chain Management