



## **TERMS OF REFERENCE FOR SUPPLY, DELIVERY, COMMISSIONING, MAINTENANCE AND REPAIR OF MARINE PATROL BOATS**

### **1. EXECUTIVE SUMMARY**

This document outlines the Terms of Reference (TOR) for delivery, commissioning, support and maintenance of fifteen (15) marine boats that will be deployed along the Kenyan Coastline and Lake Victoria. The Kenya Revenue Authority (KRA) seeks to address critical capacity gaps in its marine patrol and enforcement operations through the procurement of marine speed patrol and tender boats. The initiative aims to combat illicit trade, reduce tax evasion, enhance revenue collection, reduce smuggling through our marine borders thus strengthening national and supply-chain security. The key objectives are to increase operational efficiency in our marine borders, enhance detection and termination of illicit trade while securing our marine borders. This will lead to a boost in revenue collection and national security, by reducing the availability of contraband and counterfeit goods. The project comprises the delivery, commissioning, support and maintenance of eight (8) marine speed patrol boats and seven (7) tender boats.

### **2. BACKGROUND**

The Kenya Revenue Authority (KRA) uses a fleet of marine speed patrol boats, to combat illicit trade, smuggling (contraband, narcotics, weapons), and enhance border security, especially on Lake Victoria and at coastal ports, by intercepting illegal goods, boosting revenue collection, and ensuring trade compliance through increased visibility and coordinated operations with other agencies. These vessels, including speed boats and larger patrol craft, are key to protecting Kenya's economic sovereignty and ensuring legitimate trade flows smoothly.

### **3. OBJECTIVES FOR MARINE PATROL BOATS:**

- i. Enhancement of contraband detection capability
- ii. Revenue and regulatory protection
- iii. Improvement of national and supply chain security
- iv. Enhanced enforcement capability
- v. Multi-agency cooperation

### **4. EXPECTED DELIVERABLES FOR THE MARINE PATROL BOATS:**

- i. **Eight (8) Marine speed Patrol Boats for operations in the following locations:**



- a. Kenyan Coast line – 4 Speed boats (Kilindini, Lamu, Malindi/Ngomoni, Kilifi)
- b. Lake Victoria – 4 Speed boats (Muhuru Bay, Kisumu, Usenge, Port Victoria)

**ii. Seven (7) Marine Tender boats (Smaller boats to provide crucial access and extend the functionality of the patrol boats) for operations in the following locations:**

- a. Kenyan Coast line – 2 tender boats (Kilindini, Shimoni)
- b. Lake Victoria – 5 tender boats (Muhuru Bay, Kisumu, Usenge, Port Victoria, Mbita)

**5. SCOPE OF WORK:**

The scope of the project will comprise the following:

- a) Supply, Delivery, Commissioning, Support and Maintenance of eight (8) Marine Speed Patrol Boats and seven (7) Marine Tender Boats.

**6. METHODOLOGY**

- a) The vendor should clearly demonstrate a comprehensive understanding of the Terms of Reference (TOR) and all outlined requirements for the Supply, Delivery, Commissioning, Support and Maintenance of eight (8) Marine Speed Patrol Boats and seven (7) Marine Tender Boats.

In addition, they should present a well-defined delivery methodology that explains how they intend to execute the assignment.

**7. IMPLEMENTATION TEAM AND RESPONSIBILITY**

The vendor should clearly demonstrate the firm's overall experience, as well as present a detailed breakdown of the proposed team structure. This should include the qualifications, roles and relevant experience of all key experts who will be assigned to the project.

**8. IMPLEMENTATION SCHEDULE WORK PLAN**

Bidders shall propose an implementation schedule with clear milestones to which they will be contractually bound. The vendor is expected to complete the entire assignment within a maximum period of 18 months and a warranty period of two years.



## **9. MARINE SPEED PATROL AND TENDER BOATS PROCUREMENT GUIDELINES**

Following are the guidelines for procurement of boats:

### **a) Warranty and Maintenance**

The vendor shall provide a warranty for two (2) years for the Marine Patrol boats and tender boats outboard engines, accessories and associated spare parts and other installations and provide maintenance spares for 400 engine hours. The warranty shall cover support, repair, maintenance and any other required deliverables to ensure smooth and seamless performance of the marine patrol boats for the warranty duration. The warranty shall include parts, labour, material and any other accessories required to ensure smooth operation of the Marine Patrol Boats.

### **b) Delivery and installation expenses**

The vendor shall be responsible for all delivery expenses including shipping, transportation, testing and commissioning of the Marine Speed Patrol boats at the client's premises. The vendor shall deliver and client shall acknowledge delivery and commissioning of the marine patrol boats after inspection and testing to confirm that the marine patrol boats are working satisfactorily in every respect.

### **c) Work permits and Access Passes**

The vendor shall ensure they provide work permits for their local employees/technicians and meet all fees and charges required to provide such documents from time to time to the relevant agencies. These include all the vendor personnel, contractors and subcontractors on both short term and long term engagements. The vendor will ensure timely applications and the established laws and procedures to ensure their personnel are facilitated effectively and timely their services meet the client's SLA requirements.

### **d) Service Level Agreement**

The parties shall enter into a Service Level Agreement to clearly define allowed availability of local engineers, accidents, repair time, additional support, etc. The service level should be part and parcel of the contract.

### **e) Training**

The Vendor shall ensure that all KRA personnel operating the marine boats are properly trained in the use thereof. For every boat supplied, the vendor shall train



the personnel deployed to operate the boat and equipment therein. For subsequent deployments, the vendor shall provide client with the cost of training per head for every relevant subject area.

**f) Licenses and permits**

The Vendor shall obtain all permits and licenses necessary for the installation, Commissioning, client ownership and use of the Marine Patrol Boats. The Vendor shall comply with all laws, rules, regulations and other governmental directives applicable to the installation, use, and operation of the boats and, if compliance with such law, rule, regulation or other governmental directive requires changes or additions to be made to the marine patrol boats, such changes or additions shall be made by Vendor at their own cost.

**10. EVALUATION CRITERIA**

The evaluation of tenders shall be carried out as follows;

- i. Tender Responsiveness/Mandatory documents
- ii. Technical Evaluation
  - a) Vendor Qualifications
  - b) Technical Mandatory Requirements
- iii. Financial Proposal
- iv. Post Qualification Evaluation/Due Diligence

**A. TECHNICAL EVALUATION**

***The bidder will be evaluated based on the following parameters***

- i. Understanding of the TORs/assignment
- ii. Competencies in the area of supply, delivery, Commissioning, maintenance and repairs of marine speed patrol and tender boats.
- iii. The bids must conform to the specific technical requirements as provided in the Schedules of requirements.
- iv. Experience of the vendor
- v. Experience of maintenance/support engineers
- vi. References - Organizations of KRA size where a similar assignment was undertaken
- vii. Cost

**B. OVERALL EVALUATION**

The bid evaluation will take into account technical factors in addition to cost factors. The weight for Technical Evaluation is 80% while Financial Evaluation will be 20%.



## 11. DETAILED TECHNICAL SPECIFICATIONS/ REQUIREMENTS

### TECHNICAL MANDATORY EVALUATION

Bidders MUST provide a substantive response for all features irrespective of any attached technical documents. **Use of Yes, No, tick, compliant etc. will be considered non-responsive.** (Bidders to provide their responses in the table format below.)

### THE MINIMUM REQUIREMENTS FOR THE MARINE SPEED PATROL AND MARINE TENDER BOAT WILL INCLUDE THE FOLLOWING

**All technical requirements will be evaluated on pass or fail basis**

Specifications for the Marine Speed Patrol Boats				
S/No.	Feature	Minimum Requirement	Bidders Response	Pass/Fail
A.	General			
	Hull material	GRP		
	Superstructure material	Open Aluminium cabin		
	Fenders	Heavy duty/Hypalon 1670 Dtex Tube Color Black or other		
		Fender strakes on tubes		
		Straight line rope with rubber eyes		
		Moulded rubber handles		
		Stainless steel Transom strip		
	Navigation lights	Led Navigation and Anchor light		
	Basic functions	Patrol & surveillance		
B.	Dimensions			
	Length overall	9.7 m		
	Beam overall	3.17 m		
	Lightship weight	2,580 Kgs		
	Payload	1,950 Kgs		
	Tube diameter	0.56 m		
	No. of chambers	7		
C.	Tank capacities			
	Fuel capacity	0.6 m3		
	Fresh water	0.2 m3		



<b>D.</b>	Performances			
	Min Speed		33.0 kn	
	Range at max speed		150 nm	
<b>E.</b>	Propulsion & power system			
	Engines	Twin Yamaha 4 stroke F250HETX outboard engines or equivalent with Hydraulic Steering, Gauges, top mount remote control, battery, Fuel and water separator 4 stroke petrol engines		
	Electrical	24v DC		
	Protection	Full bow rails		

<b>F.</b>	<b>Main Deck</b>		<b>Bidders Response</b>	<b>Pass/Fail</b>
	Cabin	ASIS Straddle seats with top handle		
	Deck	Self-Draining and Non Slip Deck		
	Bilge Pump	2pcs Automatic Bilge pump with float switch		
	Anchor	1x anchor		
		1 Set Air pump and pair Paddels		
<b>G.</b>	<b>Nautical and communication equipment</b>			
	Searchlight	LED Search light with Joystick Remote control		
	Radar	GARMIN GMR 18HD +18NM marine Radar Scanner		
	GPS, Chart plotter & Echo sounder	GARMIN GPS map 923 XSV 9" with Sonar Combo, multi- function display, chart plotter WIFI connectivity, In Hull transducer & Blue chart G2 Vision		
	AIS	Garmin 215 AIS VHF Radio with Antenna		
	Compass	1x magnetic		
	VHF	2x		
	Camera	FLIR M232 Thermal IP Camera 9Hz 320 X 240		



<b>H.</b>	<b>Safety Equipment</b>			
	Life jackets	12pcs		
	Life rings	2pcs		
	First aid kit	1pc		
	Fire extinguisher	1x2kgs		
	Orange smoke signal	2pcs		
	Hand flares	2pcs		
	Parachute rockets red	2pcs		
	Manual bilge pump	1pc		

<b>Specifications for the Marine Tender Boats</b>				
<b>S/No</b>	<b>Feature</b>	<b>Minimum Requirement</b>	<b>BIDDERS RESPONS E</b>	<b>PASS/FAIL</b>
A.	General			
1.	Hull material	GRP		
2.	Navigation lights	Led Navigation and Anchor light		
3.	Basic functions	Patrol & surveillance		
B.	Dimensions			
4.	Length overall	4.2 m		
5.	Beam overall	1.67 m		
6.	Depth	0.68m		
7.	draft	0.16m		
8.	weight	235kg		
9.	Pay load	900kg		
C.	Tank capacities			
10.	Portable Fuel tanks	2 x 25 lts		
D.	Propulsion & power system			
11.	Engines	Single 2 stroke Yamaha 40 HP outboard engines		
12.	Paddles	2 pairs		
13.	Boat hook	1 piece each		
14.	Life Jackets 100N	4 pieces each		
15.	Marine VHF Radio	2 pieces each		
Bidders who do not meet any of the above requirements will <b>NOT</b> be considered for further evaluation				

## **12. VENDOR EVALUATION**



<b>Bidder Experience</b>		<b>Maximum score</b>
No.	Requirement Description	
	<p><u>Firm's Experience</u></p> <p>At least Five (5) years' Experience in Marine Speed Patrol boats supply and maintenance &amp; repairs</p> <p>The bidder to provide a Company profile demonstrating ability to Supply, Deliver, Commission, maintain and repair Marine Speed Patrol and Tender Boats</p> <p>Provide proof of satisfactory services for contracts of similar nature executed within the last ten (10) years to the tender opening date in the form of Purchase order or a signed contract document accompanied by corresponding Reference/Recommendation letters or Completion certificates from five (5) clients.</p> <p>Scoring for Firm Experience</p> <ul style="list-style-type: none"><li>• Above (5) years (15 marks – 3 marks for each client)</li><li>• Between 3 to 5 years (5 marks - 1 mark for each client)</li></ul> <p>Scoring for Proof of satisfactory services Contracts of similar nature:</p> <ol style="list-style-type: none"><li>1. Evidence of LPO/Contract</li><li>2. Reference/ Recommendation letter/ Completion Certificates</li></ol> <p>Contracts Value (Total contracts value for the references of the (Contracts of similar nature above)</p> <p>Total Contracts Value above Ksh. 200 Million.... (5 marks)</p> <p>Total Contracts Value below Ksh. 200 Million, and above 100 million.... 2 marks.</p>	20
<b>2</b>	<p><b>Project Team</b></p> <p><u>Managerial and Key Personnel Competency Profiles</u></p> <p>The bidder shall provide Curriculum Vitae (CVs) demonstrating relevant technical experience for:</p> <ul style="list-style-type: none"><li>• One (1) Team Leader, and</li><li>• At least two (2) Key Technical Staff</li></ul> <p>The personnel must have experience related to the operation, maintenance, repair, commissioning, and servicing of marine boats, specifically Marine Speed Patrol and Tender Boats.</p> <p>Each CV must be supported by copies of relevant academic and/or professional certificates.</p> <p>(Attach academic/professional certificates to each CV.)</p> <p><u>Personnel's Qualifications and Experience</u></p>	30



	<p><b>Team Leader Qualifications</b></p> <p>The Team Leader shall:</p> <ul style="list-style-type: none"><li>• Possess a Degree, Diploma, or Certificate in Marine Engineering, Mechanical Engineering, Electrical Engineering, or any other relevant field; and</li></ul> <p>Have a minimum of six (6) years' relevant technical experience in the supply, delivery, commissioning, operation, maintenance, and repair of Marine Speed Patrol and Tender Boats.</p> <p><b>Academic Qualification</b></p> <ul style="list-style-type: none"><li>• Degree - <b>5 marks</b></li><li>• Diploma - <b>3 marks</b></li><li>• Certificate - <b>2 marks</b></li></ul> <p><b>Relevant Technical Experience</b></p> <ul style="list-style-type: none"><li>• Six (6) years and above - <b>5 marks</b></li><li>• Below Six (6) years- <b>0 marks</b></li></ul>	
	<p><b>Key Experts</b></p> <p>The bidder shall propose <b>two (2) Technical Experts</b> with proven competence in the supply, delivery, commissioning, operation, maintenance, and repair of Marine Speed Patrol and Tender Boats.</p> <p>Each proposed Technical Expert shall:</p> <ul style="list-style-type: none"><li>• Possess a Degree, Diploma, or Certificate <b>in</b> Marine Engineering, Mechanical Engineering, Electrical Engineering, or any other relevant field; and</li><li>• Have a minimum of three (3) years' relevant technical experience in the supply, delivery, commissioning, maintenance, and repair of Marine Speed Patrol and Tender Boats.</li></ul> <p>Each CV must be supported by copies of relevant academic and/or professional certificates.</p> <p>1. Academic Qualification</p> <ul style="list-style-type: none"><li>• Degree - <b>10 marks</b> (<i>5 marks per expert</i>)</li><li>• Diploma - <b>6 marks</b> (<i>3 marks per expert</i>)</li><li>• Certificate - <b>4 marks</b> (<i>2 marks per expert</i>)</li></ul> <p>2. Relevant Technical Experience</p> <ul style="list-style-type: none"><li>• Above Five (5) years - <b>10 marks</b> (<i>5 marks per expert</i>)</li><li>• Three (3) to five (5) years - <b>6 marks</b> (<i>3 marks per expert</i>)</li></ul>	



	<b>Total Scores</b>	<b>45</b>
3.	<p><b>Methodology</b></p> <p>The bidder shall demonstrate a <b>clear and in-depth understanding of the Terms of Reference (TORs)</b>. Evaluation will be based on the <b>adequacy, clarity, and quality of the proposed methodology and technical implementation approach</b> in responding to the TORs.</p> <p>Bidders shall submit a <b>detailed implementation methodology</b> for the project, including:</p> <ul style="list-style-type: none"><li>• An explanation of the proposed approach;</li><li>• The duration for which the bidder has applied the methodology in similar assignments; and</li><li>• Justification for recommending the methodology for this project.</li></ul> <p>Bidders must clearly demonstrate their <b>capacity to undertake the assignment</b>, their understanding of the project requirements, and how they propose to deliver the respective <b>initiatives, domains, solutions, and service components</b> as stipulated in the scope of work.</p> <p>Evaluation Criteria for Methodology</p> <p>The Vendor shall:</p> <ol style="list-style-type: none"><li>1. Define the <b>key phases of the assignment</b>, including a description of project activities and their respective durations - <b>5 marks</b></li><li>2. List and describe the <b>information collection tools</b> to be used - <b>2 marks</b></li><li>3. Specify the <b>engagements and/or interviews with KRA staff</b> required - <b>2 marks</b></li><li>4. Specify the <b>level of stakeholder involvement</b> and identify the <b>documents for review and reference</b> - <b>1 mark</b></li></ol> <p>Bidders may propose any <b>other key success factors</b> relevant to effective project delivery</p>	10
4	Work Plan	5



	<p>Bidders shall submit a <b>conceptual Project Work Plan</b> that clearly reflects the proposed <b>methodology, approach, tasks, services, deliverables, timelines, and staffing arrangements</b>.</p> <p>The Work Plan shall include:</p> <ol style="list-style-type: none"><li>1. Provision of a <b>detailed activity schedule</b> covering supply, delivery, commissioning, maintenance, and repair activities, including estimated resource inputs and timeframes, aligned with the Terms of Reference - <b>3 marks</b></li><li>2. Submission of a <b>Gantt Chart</b> clearly illustrating the sequencing, dependencies, and duration of all proposed activities - <b>2 marks</b></li></ol> <p><i>Note: The Work Plan shall be refined jointly with KRA during contract negotiations and project initiation.</i></p>	
5	<p>Transfer of knowledge is a <b>critical component of the assignment</b>. Bidders will be evaluated on the relevance, effectiveness, and sustainability of the proposed knowledge transfer and training programme.</p> <p>Evaluation Criteria for Transfer of Knowledge &amp; Training</p> <p>(a) Relevance and adequacy of the proposed training programme - <b>1 mark</b></p> <p>(b) Training approach and methodology - <b>2 marks</b></p> <p>(c) Qualifications and experience of the proposed trainers and experts - <b>2 marks</b></p>	5
	<b>TOTAL SCORE</b>	<b>70</b>
	<b>CUT OFF SCORE</b>	<b>50</b>

**NOTE:**

**The minimum score required to pass is: 50 out of 70 Marks**

**The total score for all initiatives will be prorated at a maximum Technical score of 70%**

### **13. DEMO**

Bidders who are successful in the Technical Requirements will be invited for a live presentation/demo that will form additional assessment of the marine speed patrol and tender boats capabilities and vendor experience.

**The Components of the presentation/demo to broadly include:**



i) The vendor should provide a comprehensive demonstration that highlights the marine speed patrol and tender boats functionalities, communication, and convenience features. The Demo should showcase working marine patrol boats with its various components, e.g, navigation and cabin features, engine performance and boat speed.

The vendor should also show case maneuverability and safety features on the both type of boats.

### **13. Demonstration (Demo)**

Bidders who **successfully meet the Technical Requirements** shall be invited to participate in a **live presentation and demonstration (Demo)**. The Demo shall form part of the **additional technical assessment** of the **marine speed patrol boats and tender boats**, as well as the bidder's **technical capability and experience**.

Scope of the Presentation/Demo

The presentation and demonstration shall, at a minimum, cover the following components:

1. A **comprehensive demonstration of the marine speed patrol and tender boats**, highlighting:
  - Overall functionality and operational capabilities;
  - Communication systems; and
  - User convenience and ergonomic features.
2. A practical showcase of **fully operational marine patrol boats**, including but not limited to:
  - Navigation systems and controls;
  - Cabin layout and features;
  - Engine performance, acceleration, and maximum operating speed.
3. Demonstration of **maneuverability and safety features** for both the **marine speed patrol boats and tender boats**, including stability, handling, and safety equipment.

The Demo shall enable the procuring entity to assess the **performance, reliability, safety, and suitability** of the boats for the intended operational environment.

### **14. FINANCIAL PROPOSAL FORM**



No.	Item	Sub-item	QTY	UNIT COST (KSH)	TOTAL COST (KSH) Taxes inclusive
1.	Marine Speed Patrol Boats	Marine Speed Patrol Boats complete with all its accessories	8		
2.	Marine Tender Boats	Marine Tender Boats complete with all its accessories	7		
3.	Support and Maintenance	Supply of patrol boat and outboard engine maintenance and assorted spares for 1000hours for each patrol boat	15		
Grand Total Cost –To be carried Forward to the Form of Tender – Form FIN 2					

Provide a breakdown of financial proposal

Vendors are required to provide a breakdown to how they arrived at the total costs.

## **15. SUMMARY OF THE EVALUATION SCORES**

Criteria	Maximum Score / Requirement	Cut-off Score
Tender Responsiveness (Mandatory Requirements)	Mandatory	Met
Technical Evaluation	70	50
Vendor/Bidder Evaluation		
Technical requirements/Specifications	Mandatory	Met
Solution Simulation Demo	10	8
Total Scores	80	58
Financial Evaluation	Lowest Evaluated Tender	
Award	The Award criteria shall be to the lowest evaluated tenderer	
Due diligence / Post Qualification	KRA may conduct due diligence to any or all the provided reference sites to ascertain past performance.	
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Award	The Award criteria shall be to the lowest evaluated tenderer	
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