

Ref. No: CA/SCM/PQ/06/2024-2025

April 10th, 2025,

Addendum No. 2

To All Bidders,

RE: PRE-QUALIFICATION FOR PROVISION OF REVENUE ASSURANCE SYSTEM (RAS)

Please refer to the above-mentioned tender.

Pursuant to ITT 9.1 of the tender document shared with bidders, the Authority wishes to respond to the clarifications sought out as follows:

	Clarification sought	CA's Response
1.	How many ICT Service Providers will fall under the scope of this Revenue Assurance solution ? Please provide the list of the ICT Service Providers under the scope	<p>The list of service providers are as follows:</p> <ul style="list-style-type: none"> • Airtel Kenya Limited • Equitel • Jamii Telecommunications Limited • Safaricom PLC • Telkom Kenya • Wananchi Group Kenya Limited (Zuku) • Liquid Intelligent Technologies • Dimension Data Solutions East Africa Ltd • Cable landing stations (EASSY, LION2 , TEAMS, SEACOM, PEACE, 2Africa, DARE 1 • Any other entrant(s) during the life of the project • The flist of ICT service providers can be found in a register published on our website (https://www.ca.go.ke/licensee-register)
2.	For each ICT Service Provider, please provide the subscriber base	The subscriber base for each ICT Service Provider in Kenya can be found in the Sector Statistics Reports published on the

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		<p>Communications Authority of Kenya website which can be accessed from the following link: https://www.ca.go.ke/statistics</p>
3.	<p>Please elaborate on scope of RA controls expected to determine the Revenue for each ICT Service Provider - E.g. Billing data analysis, Interconnect Settlement Analysis, Roaming Settlement Analysis</p>	<p>The Scope of Work covers Supply, Delivery, Installation, Commissioning and Maintenance of a Revenue Assurance Solution for purposes of monitoring, identifying any discrepancies and reconciling the revenues reported by ICT service providers. This will cover all RA controls that will enable the accurate determination of revenue for each ICT Service Provider.</p>
4.	<p>The scope of Revenue Assurance solution will be limited to analysis of only Direct Revenues of the ICT Service Providers (e.g. indirect sources of revenues like plant/property sales, shares sale etc will not be part of this analysis). Please confirm</p>	<p>The scope of the Revenue Assurance Solution will cover Supply, Delivery, Installation, Commissioning and Maintenance of a Revenue Assurance Solution for purposes of monitoring, identifying any discrepancies and reconciling the revenues reported by ICT service providers. The scope includes all ICT Service Providers revenue streams.</p>
5.	<p>It is assumed that the data from the ICT Service Providers will be enabled by CA Kenya. The scope of integration with any ICT Service Providers systems is not considered part of the scope. Please confirm / correct the understanding</p>	<p>Bidders are required to propose a turnkey solution for the Revenue Assurance System incorporating all relevant software, hardware, and related licences. This should include any networking, interconnectivity and integration with ICT Service Providers' systems .</p> <p>Integration with ICT service providers is therefore part of the scope of the Revenue Assurance System.</p>
6.	<p>Please confirm, if the Hardware for the proposed Revenue Assurance System will be provided by CA Kenya or should the same be included part of the proposal?</p>	<p>Bidders are required to propose a turnkey solution for the Revenue Assurance System incorporating all relevant software, hardware, and related licences. This should include any networking, interconnectivity and integration with ICT Service Providers' systems.</p> <p>Hardware for the proposed Revenue Assurance System must therefore be included as part of a bidder's proposal.</p>

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7.	Please confirm, if CA Kenya envisages the proposed Revenue Assurance system to be hosted on-premise or on cloud	Bidders are required to propose an appropriate deployment model (On-Premise, Hybrid, Cloud), and the rationale and justification of their proposed model while adhering to the Kenyan Data protection laws, Kenya Information and Communications Act (KICA), ICT cloud policy, industry best practice and any other relevant considerations.
8.	If on cloud, will the cloud infrastructure required to be hosted within Kenya or can the same be hosted in any other geography?	Bidders are required to propose an appropriate deployment model (On-Premise, Hybrid, Cloud), and the rationale and justification of their proposed model while adhering to the Kenyan Data protection laws, Kenya Information and Communications Act (KICA), ICT cloud policy, industry best practice and any other relevant considerations.
9.	<p>Please confirm the leniency on the below criteria as such criteria will limit the number of participants to get good quality and costs.</p> <p>A. The evaluation criteria of at least 3 telco RA implementation each having at least 140 million subscriber base</p> <p>B. The requirement of LOA/Contract of 3 RA implementation from government ICT/Telecommunication Regulatory Authority, or a similar government agency</p> <p>–</p>	<p>Mandatory Evaluation Criteria No. 11 & 12</p> <p>The requirement for experience in projects with a minimum subscriber base of 140 million is intended to ensure that bidders have demonstrated capability in handling large-scale, high-volume data environments. This criterion helps guarantee that the proposed solution can effectively manage the growing operational demands of Kenya's telecommunications sector especially with the exponential growth in demand for machine-to-machine services. In the meantime, bidders are required to provide details of projects where they have successfully implemented RAS solutions and the number of subscribers served in the deployed sites with a minimum subscriber base of 140 million, along with any supporting documentation.</p> <p>The tender requires two (2) sets of references as follows:</p> <p>i. Three (3) or more similar assignments/projects within the last five (5) years, with each assignment/project having a minimum subscriber base of at</p>

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		<p>least 140 million. These references are not specific to a government ICT/Telecommunication Regulatory Authority, or a similar government agency</p> <p>ii. Three (3) similar assignments/projects from a government ICT/Telecommunication Regulatory Authority, or a similar government agency. These references are specific to assignments/ projects implemented for a government agency and are meant to assess the vendors experience in projects of similar nature.</p> <p>Bidders are therefore required to provide comprehensive reference documents in line with the tender requirements.</p>
10.	<p>Joint Venture (JV).</p> <p>1. Under the mandatory evaluation criteria on page 16 of the Tender document, kindly clarify whether requirement description number 2 (highlighted in bold below) applies to only the lead of the JV (The bidder must provide a description of the proposed system including:</p> <ul style="list-style-type: none"> • General System features • Functional, technical and non-technical features • Solution architecture and sizing considerations) 	<p>Mandatory Evaluation Criteria No. 2</p> <p>The bidder must provide a description of the proposed system including:</p> <ul style="list-style-type: none"> • General System features. • Functional, technical and non-technical features. • Solution architecture and sizing considerations. <p>The above mandatory requirement applies to the Joint Venture partner providing the technical solution and technical expertise in case of a Joint Venture (JV).</p>
11.	<p>Under the mandatory evaluation criteria on page 16 of the Tender document, kindly clarify whether requirement description number 3 (highlighted in bold below) applies to only the lead of the JV (Submit a detailed company profile clearly indicating the business focus areas. Provide the address of the physical premises and contact details)</p>	<p>Mandatory Evaluation Criteria No. 3</p> <p>Submit a detailed company profile clearly indicating the business focus areas. Provide the address of the physical premises and contact details.</p> <p>The above mandatory requirement applies to all parties involved in the Joint Venture (JV).</p>

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12.	Under the mandatory evaluation criteria on page 16 of the Tender document, kindly clarify whether requirement description number 5 (highlighted in bold below) applies to only the lead of the JV (Provide proof of Tax Compliance in the country where the firm is registered and in countries of operations.)	Mandatory Evaluation Criteria No. 5 Provide proof of Tax Compliance in all countries of registration and operations. The above mandatory requirement applies to all parties involved in the Joint Venture (JV).
13.	Under the mandatory evaluation criteria on page 16 of the Tender document, kindly clarify whether requirement description number 5 (highlighted in bold below) on tax compliance applies to only the registered location of the firm. The Tender document includes tax compliance from countries of operations. If a firm operates in multiple jurisdictions, do you require multiple tax compliances? (Provide proof of Tax Compliance in the country where the firm is registered and in countries of operations.)	Mandatory Evaluation Criteria No. 5 Provide proof of Tax Compliance in all countries of registration and operations. The above mandatory requirement applies to all countries where a firm operates. Indeed, if a firm operates in multiple jurisdictions, we will require proof of Tax Compliance for each country of registration and operations.
14.	Under the mandatory evaluation criteria on page 17 of the Tender document, kindly clarify whether requirement description number 11 (highlighted in bold below) applies to only the lead of the JV (Must submit evidence (award letter or contract) of having undertaken three (3) or more similar assignments/projects within the last five (5) years, with each assignment/project having a minimum subscriber base of at least 140 million.)	Mandatory Evaluation Criteria No. 11 Must submit evidence (award letter or contract) of having undertaken three (3) or more similar assignments/projects within the last five (5) years, with each assignment/project having a minimum subscriber base of at least 140 million. The above mandatory requirement applies to the Joint Venture partner providing the technical solution and technical expertise in case of a Joint Venture (JV).
15.	- Under the mandatory evaluation criteria on page 17 of the Tender document, kindly clarify whether requirement description number 12 (highlighted in bold below) applies to only the lead of the JV (Must submit evidence (award letter or contract) from government ICT/Telecommunication Regulatory Authority, or a similar government agency, for three (3) similar assignments/projects using the following format)	Mandatory Evaluation Criteria No. 12 Must submit evidence (award letter or contract) from a government ICT/Telecommunication Regulatory Authority, or a similar government agency, for three (3) similar assignments/projects... The above mandatory requirement applies to the Joint Venture partner providing the technical solution and technical expertise in case of a Joint Venture (JV).
16.	- Under the mandatory evaluation criteria on page 17 of the Tender document, kindly clarify whether the power of attorney referenced in requirement	The power of attorney referenced in requirement description number 13 applies to a single bidder.

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	description number 13 applies to a single bidder or whether it is also applicable to a JV because description number 14 (highlighted below in bold) stipulates a teaming/JV agreement for a JV. Is a JV to produce only a teaming/JV agreement or should a JV produce both a power of attorney and a teaming/JV agreement? In case of a Joint Venture (JV), Consortium, or Association, all parties shall be jointly and severally liable and must provide a duly executed Joint Venture (JV)/Consortium/Teaming Agreement(s) Signed by all parties, clearly indicating the lead association/consortium/JV party that will sign and execute the contract on behalf of the association/consortium/JV. The JV /Consortium/Teaming Agreement(s) must be notarized by an Advocate of the High Court of Kenya or a Commissioner for Oaths from the domiciled country	The JV is to produce a Teaming/JV agreement which must be notarized by a Notary Public from the domiciled country.
17.	- Under the mandatory evaluation criteria on page 17 of the Tender document, kindly clarify whether the power of attorney referenced in requirement description number 13 (highlighted in bold below) can be notarized by an Advocate of the High Court of Kenya as this is allowed in requirement description number 14 (Provide a formal authorization confirming that the person signing the documents is duly empowered to act on behalf of the bidder. Attach a valid and officially signed Power of Attorney, commissioned by Commissioner for Oaths or notarized by a Notary Public in case the signatory is not the firm's Chief Executive Officer.	The power of attorney referenced in requirement description number 13 applies to a single bidder. The JV is to produce a Teaming/JV agreement which must be notarized by a Notary Public from the domiciled country.
18.	Date for submission of pre-qualification	The deadline for submission of pre-qualification has been extended for 16th April 2025 and to now close on 30th April 2025 at 10.30 A.M(East African Time) .

ALL other conditions of the initial tender and addendum 1 issued remain unchanged.

Yours Faithfully,



Peter Mwangi – D/SCM
FOR: DIRECTOR GENERAL /CEO