

CA /SCM/OT/08/2025-2026

February 27<sup>th</sup>, 2026

ADDENDUM No. 1

**OPEN NATIONAL TENDER FOR SUPPLY, DELIVERY, INSTALLATION, REFURBISHMENT AND COMMISSIONING OF LOCAL AREA NETWORK INSELECTED POSTAL CORPORATION OF KENYA OFFICES IN THE REPUBLIC OF KENYA.**

Reference is made to the above-mentioned subject matter.

The Authority has received requests for clarification following the pre-bid meeting held on 26 February 2026 regarding the above tender. The Authority hereby provides its responses as follows:

No.	Item	Clarification sought	Response
1.	<b>OEM Neutrality</b>	Kindly confirm whether the technical specifications are intended to be brand-neutral, and whether bidders are permitted to propose equivalent solutions from other internationally recognized OEMs, provided that all minimum functional and performance requirements are met or exceeded.	There is no preferred OEM; however, all items quoted must strictly comply with the prescribed minimum technical specifications. Bidders are permitted to propose equivalent solutions from any internationally recognized OEM, provided that the proposed equipment fully meets or exceeds all the stated minimum functional and performance requirements.
2.	<b>Equivalent Feature Terminology</b>	Where specific feature names or module references are mentioned, will the Procuring Entity accept functionally equivalent capabilities from alternative manufacturers even if the naming conventions differ?	The tender has detailed minimum technical specifications and all items quoted must strictly meet or exceed these specifications.
3.	<b>Existing Infrastructure Compatibility</b>	Where the document mentions seamless integration with existing infrastructure, please confirm whether there are specific existing OEM platforms currently	The Authority does not prescribe any specific existing OEM platforms for this requirement.  The PCK currently operates standardized enterprise platforms across its production environment. These platforms support core services including compute, storage,

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		deployed at the sites that bidders should take into consideration for interoperability.	networking, virtualization, security management, monitoring, backup and disaster recovery functions. The technical specifications in this tender were developed with due consideration of this standardized ecosystem and its lifecycle roadmap. Prospective bidders are invited to appreciate the environment during the site visits.
4.	<b>Supporting Documentation</b>	In the event alternative OEM equipment is proposed, kindly confirm that submission of official manufacturer datasheets, compliance mapping, and technical justification will be sufficient to demonstrate equivalence during evaluation	There is no preferred OEM; however, all items quoted must strictly comply with the prescribed minimum technical specifications  As per the tender document, bidders <b>MUST</b> attach manufacturer datasheets or bill of materials with the specific page number/s and section of the reference and all items quoted must strictly meet or exceed these specifications.
5.	<b>Lots</b>	Can bidders participate in multiple lots	Yes, a bidder can participate in multiple lots.  However, the award will be determined separately for each lot. The <b>lowest evaluated bidder for each individual lot</b> will be considered for award for that specific lot.
6.	<b>Site visits</b>	Are site visits mandatory	<b>Site visits are not mandatory</b> but highly encouraged. Please also refer to the ITT, the successful bidder will be required to meet the cost of any shortfall in materials. Bidders are encouraged to raise an alarm on any shortage of material after the site visits to facilitate an addendum before close of the tender.  To facilitate the site visits, prospective bidders who wish to conduct site inspections are required to send an email to <a href="mailto:eamugu@posta.co.ke">eamugu@posta.co.ke</a> , copying <a href="mailto:hpmrs@posta.co.ke">hpmrs@posta.co.ke</a> and provide the following details:  a) The specific site(s) to be visited b) The proposed date of the visit

No.	Item	Clarification sought	Response
			c) The National ID number and contact details of the technical personnel who will attend the site visit
7.	<b>OEM preference</b>	Are there preferred OEMs	There are no preferred OEMs.  Bidders are permitted to propose equivalent solutions from any internationally recognized OEM, provided that the proposed equipment fully meets or exceeds all the stated minimum functional and performance requirements.
8.	<b>Requirement of the Joint venture</b>	How does the requirement of Joint venture evaluated	The Joint Venture (JV) must be formally executed between the participating partners, clearly indicating the <b>Lead Partner</b> and the <b>other partner(s)</b> in the venture.  Evaluation will be conducted as follows: <ul style="list-style-type: none"> <li>• The <b>Lead Partner</b> will be evaluated on the <b>mandatory requirements</b> and <b>financial criteria</b>.</li> <li>• Both firms (all JV partners) will be evaluated <b>jointly on technical compliance and technical capacity</b>; compliance with a specific criterion will be deemed achieved if at least one of the JV partners satisfies that requirement.</li> </ul>

**ALL other conditions of the tender remain unchanged.**

Yours faithfully,



**Peter Mwangi**  
**FOR: DIRECTOR GENERAL**