

Ref. No: CA/SCM/IOT/01/2025-2026

March 11th, 2026,

Addendum No. 2

To All Bidders,

OPEN INTERNATIONAL TENDER FOR SUPPLY, DELIVERY, INSTALLATION, CONFIGURATION AND MAINTENANCE OF A REVENUE ASSURANCE SYSTEM TENDER NO: CA/SCM/IOT/01/2025-2026

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:

NO.	BIDDER'S QUERY	CA RESPONSE
1.	In the technical evaluation, the experience of the firm requirement requires the bidder to provide: Bidders must demonstrate having successfully undertaken and implemented at least one (1) Revenue Assurance System (RAS) of similar magnitude (for the last 10 years for Regulatory institutions or any other Government institutions). Details of similar project implemented shall include the following information (Name of the project, organization, project scope, actual value of the project, stipulated time for completion, the actual time taken for completion, contact person and designation, email address of contact person, address and telephone number Minimum of three (3) projects of similar magnitude for the offered RA System in the last five (5) years. Question 1: does the requirement of at least 3 similar projects refer to only government/regulators or is it open to operators (MNOs) as well?	The three (3) similar projects may include implementations undertaken for operators (MNOs). However, at least (1) of the three (3) projects must have been implemented for a government institution or a regulatory body.

NO.	BIDDER'S QUERY	CA RESPONSE
2.	Question 2: please note that some of the government projects are sensitive in nature and we have non-disclosure agreements with some of our clients hence we will not be able to provide all the above details. We will specify which information we are bound by non-disclosure agreements. We hope this will be acceptable.	Where information is restricted by non-disclosure agreements (NDAs), bidders may redact confidential details in the project references. However, bidders must still provide sufficient information to allow the Authority to reasonably verify the project experience.
3.	The financial Capability requirement requests for audited accounts for 2022, 2023 and 2024. Please note that in 2024, we were going through a change of ownership that led to financial restructure that lasted for close to 10 months in the year 2024. We did not have audited accounts in 2024 due to this and we can attach evidence of the financial restructuring. We hope this documentation will be acceptable.	Under IAS 1 – Presentation of Financial Statements: An entity is required to present a complete set of financial statements at least annually. If the entity changes its reporting period or year-end, it may present financial statements for a period longer or shorter than one year, but it must clearly disclose: The reason for using a shorter or longer reporting period (in this case restructuring); Statement indicating that the amounts presented are not entirely comparable with prior periods. Accordingly, FY 2024 cannot be omitted without appropriate disclosure, nor can FY 2025 be presented as though FY 2024 did not exist.
4.	Submit audited accounts for the years 2022, 2023 and 2024. The audited accounts MUST be duly signed, stamped and dated by an Auditor with a valid Practicing Number in the domiciled country. The Practicing Number must be indicated and a valid certificate of membership attached. For joint ventures, the accounts to be submitted shall be for the Lead Firm.	The requirement has been revised to read as follows: <i>Submit audited accounts for the years 2022 , 2023 and 2024. For joint ventures, the accounts to be submitted shall be for the Lead Firm.</i>
5.	Number of telecom operators in scope.	Bidders are expected to propose a solution whose scope covers CA licensed service providers. The current licensed service providers are listed on the Authority's website on the link below; https://www.ca.go.ke/licensee-register
6.	Operator-wise subscriber count: 1. Mobile users 2. Internet users 3. Fixed line users 4. Mobile money users	The statistics on number of subscribers can be found on the Authority's website link below. https://www.ca.go.ke/statistics

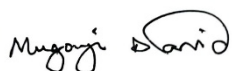
NO.	BIDDER'S QUERY	CA RESPONSE
7.	Number of Lines of Business (LoBs) in scope (e.g., Mobile, Fixed Line, Data, SMS, Interconnect, Roaming, Mobile Money, etc.).	The statistics on number of subscribers can be found on the Authority's website link below. https://www.ca.go.ke/statistics
8.	Estimated daily CDR volume across all sources combined.	Please refer to the tender document and addendum dated March 6 th , 2026.
9.	Architecture preference: ○ Will there be a centralized server infrastructure, or ○ An individual server per operator?	Please refer to the tender document and addendum dated March 6 th , 2026.
10.	Operator-wise number of reports to be configured under the RAS.	Please refer to the tender document and addendum dated March 6 th , 2026.
11.	We request an extension of 4 weeks to enable adequate preparation of the bid.	The closing date and time remains unchanged i.e. March 16th, 2026, 10:30am EAT.
	ITT 18.4 states: For major items of the Information System as listed by the Procuring Entity in Section III, Evaluation and Qualification Criteria, which the Tenderer intends to purchase or subcontract, the Tenderer shall give details of the name and nationality of the proposed subcontractors, including manufacturers, for each of those items. In addition, the Tenderer shall include in its Tender information establishing compliance with the requirements specified by the Procuring Entity for these items. Quoted rates and prices will be deemed to apply to whichever subcontractor is appointed, and no adjustment of the rates and prices will be permitted. This allows subcontractors to also be evaluated. From point number 8 in your addendum 1, it limits evaluation to only the JV partners and excludes subcontractors. Kindly clarify whether subcontractors will also be evaluated as per ITT 18.4 or if the tender is only going to evaluate JV members	Subcontracting is not allowed for the subject tender. The tender only allows for Joint Ventures for a maximum of three (3) members as per Instructions to Tenderers (ITT) 4.1.
12.	Could CAK please confirm its preferred deployment model for the solution: a. Multi-tenant architecture – where separate logical tenants are created for different operator groups, with strict data isolation and independent access control per tenant.	Please refer to the tender document and addendum dated March 6 th , 2026.

NO.	BIDDER'S QUERY	CA RESPONSE
	b. Unified tenant architecture with role-based access control – where a single platform instance hosts data from multiple operators, and access to dashboards and datasets is controlled through role-based permissions and data filtering mechanisms. This will help determine whether CAK prefers strict tenant-level isolation or a centralized analytical environment that allows consolidated cross-operator visibility while still enforcing controlled user access. 2. Considering the five-year data retention requirement, could CAK please confirm its preferred approach for data storage within the platform: a. Full Online Retention - All data remains stored online within the application environment and is immediately accessible for the entire five-year retention period. b. Tiered Retention Approach - Data is retained online within the application for an initial operational period (e.g., three months), after which it is automatically moved to archival or cold storage for the remainder of the five-year retention period. Archived data would remain retrievable but may require additional time to restore for analysis. The tiered retention model can significantly optimize infrastructure requirements and reduce storage costs while still maintaining compliance with the five-year retention obligation. If the tiered approach is acceptable, please confirm the preferred duration for online data availability (e.g., three months or an alternative period). A housekeeping process will be implemented to manage the archived data within the offline/lower-performance storage	

ALL other terms and conditions of the tender remain unchanged.

This addendum forms part of the tender document and shall be read together with the original tender document.

Yours Faithfully,



David Mugonyi, EBS
DIRECTOR GENERAL /CEO