

March 13th, 2026,

ADDENDUM No. 2

To All Bidders,

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 regarding the above-mentioned tender. The Authority hereby provides responses to the clarifications sought as detailed below:

Item Description	Requirements	Clarification Sought	CA Response
Access Point Management & SDWAN	SDWAN support & Device management	There's notably no mention of management platform for the devices. To cover Access routers, Switches, and access points management and guarantee network optimization, Application ready network, while ensuring technology evolution it is recommended that a management platform that supports SDWAN is included. Most of the industry vendors support this. Please provide specifications for SDWAN platform.	The Authority does not require a SDWAN platform under the current scope of works. However, bidders may propose solutions that include access point management capabilities as part of the overall architecture, provided that such proposals meet the minimum technical requirements specified in the tender document.
Processor	8-core CPU with 16GB DRAM memory (expandable to 32GB)	This requirement locks the tender to a specific vendor i.e. CISCO catalyst-8200 see the link; https://www.cisco.com/c/en/us/products/collateral/routers/catalyst-8200-series-edge-platforms/nb-06-cat8200-series-edge-plat-ds-cte-en.pdf The required functionality	The Authority Maintains the requirement of minimum 8-core CPU with 16GB DRAM memory (expandable to 32GB) to ensure optimal system performance, scalability and ability to support future network demands. The specifications represent the minimum

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		<p>for a standard WAN/LAN router can still be achieved by most of the industry at 4 Core,4GB DRAM by such vendors as Juniper SRX300 series, Huawei AR5700 Series and H3C MSR3600 series.</p> <p>Kindly update the requirement to Minimum 4 Core,4GB DRAM. This allows vendors with higher to still meet and exceed. This is compatible with the principle for value for money.</p>	<p>performance requirements and is not intended to restrict participation to any specific manufacturer or model. Bidders are therefore free to propose any solution that meets or exceeds the model performance standards.</p>
Flash memory	8-GB (expandable to 16GB)	<p>This requirement locks the tender to a specific vendor i.e. CISCO catalyst-8200 see the link; https://www.cisco.com/c/en/us/products/collateral/routers/catalyst-8200-series-edge-platforms/nb-06-cat8200-series-edge-plat-ds-cte-en.pdf</p> <p>Most of the Industry vendors utilize different levels of OS compression to achieve the same result therefore require significantly less flash memory at just about 2 GB of Flash.</p> <p>Kindly update the requirement to Minimum 2 GB DRAM. This allows vendors with higher to still meet and exceed. This is compatible with the principle for value for money.</p>	<p>The Authority maintains the requirement of minimum 8GB flash memory (expandable to 16GB) to support system functionality, operating system requirements, and future scalability.</p> <p>This requirement represents the minimum acceptable specification, and bidders may propose equipment with equal or higher specifications from any manufacturer provided the stated requirements are met.</p>

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Storage Disk	16 GB (Expandable 32 GB)	<p>This requirement locks the tender to a specific vendor i.e., CISCO catalyst-8200 see the link;</p> <p>https://www.cisco.com/c/en/us/products/collateral/routers/catalyst-8200-series-edge-platforms/nb-06-cat8200-series-edge-plat-ds-cte-en.pdf</p> <p>Older architectures that require extensive internal logging usually require high storage disks. For POSTA use case, this is not optimal and industry vendors have since adapted to providing similar functionality at Minimum 2 GB Flash memory delivering higher throughput and routing capability that is much more than necessary.</p>	<p>The Authority maintains the requirement of minimum 16GB storage disk (expandable to 32GB) to support system logging, diagnostics, firmware storage, and future operational requirements.</p> <p>This specification reflects the minimum acceptable performance requirement and is not intended to limit participation to any manufacturer or model.</p>
Digital Signal Processing	PVDM-256-Channel DSP module support	<p>The "PVDM-256" is a proprietary hardware part number belonging to Cisco Systems see the link;</p> <p>https://www.cisco.com/c/en/us/products/collateral/routers/catalyst-8200-series-edge-platforms/nb-06-cat8200-series-edge-plat-ds-cte-en.pdf</p> <p>In modern environments industry vendors such as Juniper SRX300 series, Huawei AR5700 Series and H3C MSR3600 series handle voice services via Software-Defined</p>	<p>Technical Requirement No. 7 under the Branch Router specification has been revised from “PVDM-256-Channel DSP module support” to “Support for at least 256 simultaneous voice/media processing channels.”</p> <p>This revision ensures that the requirement remains vendor-neutral while maintaining the required functional capacity.</p>

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		Signaling and SIP Trunking.	
Compliance	FIPS 140-2, Common Criteria, and DoDIN APL certified.	<p>DoDIN APL is a specific administrative list for the United States Department of Defense. Including this as a mandatory requirement for a non-U.S. military project inadvertently limits the tender to a small subset of vendors based on geographic and political criteria, rather than technical or security excellence.</p> <p>Can this requirement be adjusted to focus on International Standards such as International Standards ISO/IEC 15408, IEEE and EMC standards</p>	<p>The Authority has reviewed the requirement and revised the compliance criteria from: “FIPS 140-2, Common Criteria, and DoDIN APL certified” to “FIPS 140-2 and Common Criteria certified.”</p> <p>This revision aligns the requirement with widely recognized international security standards while ensuring broader participation by qualified vendors.</p>
	Manufacturers Authorization Form (MAF)	<p>Which specific active equipment’s requires submission of a Manufacturers Authorization Form (MAF) under the supply, delivery, installation, refurbishment and commissioning of local area network in selected postal corporation of Kenya offices in the Republic of Kenya.</p> <p>We respectfully ask that the Manufacturer's Authorization Form</p>	<p>Manufacturers Authorization Forms (MAF) shall be required for the following active equipment proposed under this tender:</p> <ul style="list-style-type: none"> •Wireless Access Points •LAN Switches •Branch Routers •2KVA UPS • UPS (800VA Tower) <p>The authorization must be issued by the equipment manufacturer confirming that the bidder is duly Authorized to supply, install, and support the proposed equipment.</p> <p>The Manufacturer's Authorization Form for</p>

Item Description	Requirements	Clarification Sought	CA Response
		provided to any JV member be regarded as legitimate for assessment reasons	the lead partner only will be subjected to the mandatory Evaluation and not of any JV member.
	Site Visits	We are sending teams this week for site visits for the following lots: 2, 3 & 4. Please confirm the contact for the lots to enable us to engage directly and get the dates confirmed.	<p>The details of the contact persons for the respective sites were provided in Addendum No. 1 and further attached herein in Annex 1.</p> <p>For clarity, prospective bidders who wish to conduct site visits are required to send an email to eamugu@posta.co.ke, copying hpmrs@posta.co.ke, and provide the following details:</p> <ul style="list-style-type: none"> • The specific site(s) to be visited • Proposed date of the visit • National ID number and contact details of the technical personnel attending the site visit
Request for Extension of closing date		Since we are having challenges with site survey coordination with Postal Authorities, we humbly request for the closing date to be extended by a further 2 weeks. Most of the sites are remote locations and will require some time.	<p>The Authority has reviewed the request and wishes to inform all bidders that the tender closing date has been extended by one (1) week.</p> <p>The new closing date and time for submission will be March 25th, 2026, at 10:30 AM (EAT).</p>

REVIEW OF TECHNICAL CRITERIA:

Equipment	Requirement No.	Previous Requirement	New requirement
Branch router	16. Compliance	FIPS 140-2, Common Criteria, and DoDIN APL certified.	FIPS 140-2, Common Criteria

Equipment	Requirement No.	Previous Requirement	New requirement
Wireless Access Points	13. Compliance	RoHS, WEEE, Reach, and other regional standards; FIPS 140-2 and Common Criteria certified.	RoHS, WEEE, Reach and FIPS140-2 and Common Criteria certified.

ALL other conditions of the tender remain unchanged.

Yours faithfully,



Philip Kiplagat
FOR: DIRECTOR GENERAL

CONTACTS FOR BRANCH MANAGERS/ POSTMASTERS

No.	Office	Branch Manager/Postmaster
1.	Wajir Post Office	Nuria Abdi Abdille 0720370334
2.	Mandera Post Office Ref. No. 195055/11/53	Kassim Abdullah Mohamed 0720869727
3.	Namanga Post Office Lr. No.1692/88	Emily Toroitich 0722147058
4.	Dadaab Post Office	Hassan Mohammed Sugwo 0727 259 192
5.	Malindi Post Office Lr. No. 1726	Mwinyimkuu Hussein 0726161843/0736666760
6.	Hola Post Office Lr. No. 23392/1	Precious Kaseme 0111564530
7.	Faza Post Office	Bwana Bakari Ali 0728028558/0787660608
8.	Lunga Lunga Post Office 23179 (C.R. 31214)	Suleiman Mwachuo 0748353103
9.	Kitui Post Office Lr.No. 4096/214	Everlyne Kisiangani 0723 501 323, 0788 334 562
10.	Narok Post Office Lr. No. 167	David Lemuiya 0706255350
11.	Lodwar Post Office Lr. No. 1469/408	Joseph Rotich 0725616279
12.	Iten Post Office Elegeyo Marakwet /163	Everlyn Kembio 0723 493812
13.	Eldama Ravine Post Office Lr. No. 498/136	Celestine Keter 0722490095
14.	Moyale Post Office Lr. No. 12255/2	Duba Qalicha 0725 263 780
15.	Maralal Post Office Blk 1/194	Mary Sanganyi - 0712 012619, 0725 436697, 0755 467943
16.	Dol Dol Post Office	Pauline Putunoi 0780 328580
17.	Isiolo Post Office Isiolo Township Blk 4/184	Qabale Roba 0727 790 172

