



RESTRICTED TENDER NOTICE

**SUPPLY, INSTALLATION AND CONFIGURATION OF
NETAPP AND VMWARE SOLUTIONS FOR AMREF HEALTH
AFRICA**

AMREF HEALTH AFRICA IN KENYA

TENDER NUMBER: AMREF/01/11/2021/017

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SECTION 1: INVITATION TO TENDER

1. Amref Health Africa invites sealed bids from eligible candidates for supply, installation and configuration of NetApp (Gold level) and VMware (Partner Connect - Principal/Advanced levels).
2. Interested eligible bidders may obtain further information from the Amref Health Africa website; www.amref.org
3. Complete sets of tender documents can be downloaded by eligible bidders from Amref Health Africa website; <http://amref.org/tenders/> upon payment of a non-refundable fee of **Kshs. 2,000**. The payment should be made through the Bank account(s) as detailed below: **Kenya Commercial Bank, Kipande House Branch, Account No: 1111429243** or **National Bank of Kenya, Wilson Branch, Account No: 01020058235400**.
4. Candidates will then attach the original banking/deposit slip to the tender documents as proof of purchase.
5. Completed tender documents for preliminary and technical requirements are to be enclosed in a plain envelope marked with the tender reference number and tender name (**The financial bid should be in a separate envelope marked with the tender reference number and tender name. The financial bid will only be opened for those bidders who will have qualified in the technical evaluation**). Please note that only one complete tender document is required (Do not provide additional copies). Tenders must be delivered to the address below not later than **Monday, 8th November, 2021 at 12.00 noon**.
6. Tenders must be delivered to the address below not later than **Monday, 8th November, 2021 at 12 noon** and must be accompanied by a tender security of **USD 1,300** of the tender price in the currency specified in the tender document in the form of a bank guarantee from a reputable bank and must be delivered with the Tender Document in the technical bid, (**bid bonds from insurance companies will NOT be accepted**). The tender security validity period from date of closing tender should also be indicated.
7. Tenders should be dropped at the **Amref Health Africa in Kenya - KCO** in the **Big Tender Box** at the **Main Reception**. Tenders will be opened at 12 noon on the closing date in the presence of the Tenderers' representatives who choose to attend at the Amref Health Africa in Kenya Large Lecture room. Electronic bidding will not be permitted. **No bids will be accepted after 12 noon on the closing day.**
8. Prices quoted should be inclusive of VAT and all other applicable taxes and must be in **U.S. Dollars** and shall remain valid for 90 days from the closing date of the tender. The prices in your financial quotation should be broken down as follows: (**Do not key in your financial quotation in this section**)

- (i) Unit cost: _____
- (ii) 16% VAT: _____
- (iii) Other applicable taxes: _____
- (iv) Total Cost: _____

SECTION 2: INSTRUCTIONS TO TENDERERS

2.1 Eligible Tenderers

- 2.1.1 This Invitation for Tender is restricted to bidders who are BOTH **NetApp (Gold level)** and **VMware (Partner Connect - Principal/Advanced levels)**
- 2.1.2 Tenderers shall not be under a declaration of ineligibility for corrupt or fraudulent practices.
- 2.1.3 Bidders whose bids are wrongly marked /labeled shall be disqualified.

2.2 Cost of tendering

- 2.2.1 The tenderer shall bear all costs associated with the preparation and submission of its bid. Amref Health Africa or its agents will under no circumstance be responsible or liable for those costs regardless of the conduct or outcome of the tendering process.

2.3 Specific Instructions

- 2.3.1 Bidders must quote for all items and quantities as indicated order to qualify for evaluation.
- 2.3.2 The final bound tender document must be serially paginated (**All pages in the document from top page (immediately after top cover) to the last page (one before back cover) including table of content, separators, brochures, bank deposit slip and any other attachments) in a continuous ascending order from the first page to the last in this format; 1,2,3.....n where n is the last page.**)
- 2.3.3 The document shall be written in English

2.4 Amendment of documents

- 2.4.1 At any time prior to the deadline for submission of tenders, Amref Health Africa for any reasons, whether at its initiative or in response to a clarification requested by a prospective tenderer, may modify the tender documents by amendments.
- 2.4.2 All prospective candidates that have received the tender documents will be notified of the amendment in writing or by post and will be binding on them.

2.4:3 In order to allow prospective tenderers reasonable time in which to take the amendment into account in preparing their tenders, Amref Health Africa at its discretion may extend the deadline for the submission of tenders.

2.5 Tender Prices and Currencies

2.5.1 The tenderer shall indicate on the appropriate Price Schedule, **the unit prices inclusive of all taxes and the total tender price** of the items proposed to be purchased under the contract.

2.5.2 Prices quoted by the tenderer shall be fixed during the tender validity period and not subjected to variation on any account. A tender submitted with an adjustable price quotation will be treated as non-responsive and will be rejected.

2.5.3 The price quoted shall be in **U.S. Dollars**.

2.6 Validity of Tenders

2.6.1 Tenders shall remain valid for 90 days after date of tender opening prescribed by Amref Health Africa, pursuant to paragraph 2.10. Tender valid for a shorter period shall be rejected by Amref Health Africa as non-responsive.

2.6.2 In exceptional circumstances, Amref Health Africa may solicit the tenderers consent to an extension of the period of validity. The request and the responses thereto shall be made in writing. The tenderer may refuse the request. A tenderer granting the request will not be required nor permitted to modify its tender.

2.7 Sealing and Marking of tenders

2.7.1 The tenderer shall seal the tender and mark it with the number and name of the tender and **“DO NOT OPEN BEFORE 12 noon on “Monday, 8th November, 2021”**.

2.8 Deadline for Submission of Tenders

2.8.1 Tenders must be received by Amref Health Africa at the address specified not later than **12 noon, on Monday, 8th November, 2021**.

2.9 Modification of Tenders

2.9:1 The tenderer may modify or withdraw its tender after the tender’s submission provided that written notice of the modification, including substitution of withdrawal of the tenders, is received by Amref Health Africa prior to the deadline prescribed for submission of tenders.

2.9:2 The tenderer modification or withdrawal notice shall be prepared, sealed, marked, and dispatched in accordance with the provisions of paragraph 2.10:1. A withdrawal notice may

be sent by email but followed by a signed confirmation copy, postmarked no later than the deadline for submission of tender

2.9:3 No tenderer may be contacted after the deadline for submission of tenders.

2.10 Withdrawals of tender

2.10:1 No tender may be withdrawn in the interval between the deadline for submission of tenders and the expiration of the period of tender validity specified by the tenderer.

2.10.2 A bidder who withdraws its tender after the deadline for submission will forfeit its bid security deposit

2.11 Opening of tenders

2.11:1 Amref Health Africa will open all tenders in the presence of tenderers' representatives who choose to attend at **12 noon, Monday, 8th November, 2021** and in the location specified in the tender. The tenderers or representatives who are present shall sign a register evidencing their attendance.

2.11:2 The tenderers' names, tender modifications or withdrawals, and the presence or absence of requisite tender security and such other details as Amref Health Africa, at its discretion may consider appropriate, will be announced at the opening.

2.11:3 Amref Health Africa will prepare a tender opening report.

2.12 Clarification of tenders

2.12:1 To assist in the examination, evaluation and comparison of tenders Amref Health Africa, at its discretion, may ask the tenderer for a clarification of its tender. The request for clarification and the response shall be in writing, and no change in the prices or Substance of the tender shall be sought, offered, or permitted.

2.12:2 Any effort by the tenderer to influence Amref Health Africa in the tender evaluation, tender comparison or contract award decisions may result in the rejection of the tenderers' tender.

2.13 Evaluation and Comparison of tenders

2.13:1 Amref Health Africa will examine the tenders to determine whether they are complete, whether any computation errors have been made, whether required securities/tender purchase have been furnished, whether documents have been properly signed and whether the tenders are generally in order. After examination a tender that will be determined to be substantially non-responsive, will be rejected by Amref Health Africa.

2.13:2 Amref Health Africa will evaluate and compare the tenders, which have been determined to be substantially responsive.

2.14 Notification of Award

- 2.14:1 Prior to the expiration of the period of tender validity, Amref Health Africa will notify the successful tenderer in writing that the tender has been accepted.
- 2.14:2 Simultaneously the other tenderers shall be notified that their tenders have been unsuccessful.

2.15 Appeal Period

- 2.15:1 Any vendor/service provider who wishes to appeal against the outcome of the tender shall do so in writing within 3 days of the date of the notification/regret letter. Any letter received after the third day shall not be responded to and shall be treated as null and void. Amref Health Africa shall have dispensed with this procurement.

2.16 Contacting Amref Health Africa

- 2.16:1 No tenderer shall contact Amref Health Africa on any matter relating to its tender, from the time of the tender opening to the time the contract is awarded.
- 2.16:2 Any effort by a tenderer to influence Amref Health Africa in its decisions on tender evaluation, tender evaluation committee, or contract award will result in the rejection of the tenderer's tender.

2.17 Leadtime and delivery details

- 2.17:1 The supplier should be able to deliver the items they have quoted for as specified in this tender document.
- 2.17:2 The supplier should include delivery schedule with lead times.
- 2.17:3 On arrival the supplies should be free from damage. The supplier shall be liable for all losses due to insufficient or unsuitable packing and delivery arrangements, and shall be liable for the cost of returning any unacceptable supplies.
- 2.17:4 The supplies must be free from objectionable matter and any substances that would represent a hazard to health.

SECTION 3: ELIGIBILITY REQUIREMENTS AND TECHNICAL SPECIFICATIONS

A: Preliminary Evaluation Criteria

Bids will be evaluated based on the below criteria.

Bids **lacking any of the documents** below will be considered as non-responsive and therefore will be eliminated at this stage.

PRELIMINARY EVALUATION OF MANDATORY REQUIREMENTS				
Mandatory Requirements				
No.	Particulars	Marks	Compliant	Non-compliant
1.	Must provide a copy of certificate of incorporation/certificate of registration, memorandum and articles of association.	1 or 0		
2.	Must provide a copy of valid KRA Tax Compliance Certificate.	1 or 0		
3.	Must provide a copy of valid business Trading License relevant to this tender.	1 or 0		
4.	Must attach original deposit/banking slip as proof of purchase of tender document.	1 or 0		
5.	Must provide tender security of USD 1,300 of the tender price from a reputable bank in the form of a bank guarantee. <i>(Original tender security must be attached)</i>	1 or 0		
6.	Must submit copies of 2 audited financial reports (2019 and 2020) and each must be signed by both Auditor and firms Director(s).	1 or 0		
7.	Must provide complete certified bank statements for 12 months (October 2020 – September 2021) <i>(signed and stamped by the bank on each and every page)</i>	1 or 0		
8.	Must provide manufacturer's/dealer/distributor certificate or proof of partnership.	1 or 0		
9.	Proof of at least 2 technical staff certified in NetApp solutions -And- Proof of at least 2 technical staff certified in VMware solutions	1 or 0		
10.	ENSURE that all pages are sequentially paginated in the format 1, 2,3 starting with 1 on top page <i>(see details of pagination and binding on sections 2.3.2 and 2.3.3 of the tender document)</i> .	1 or 0		

Note: All the above documents numbered 1 to 10 should be packaged and arranged in that order under the preliminary evaluation criteria section of the tender document.

B: Technical Requirements

No.	Particulars	Marks	Score	Comments
1.	Bidders are expected to provide detailed specifications of the equipment quoted. <i>(including brochures and catalogue of the equipment)</i>	10		
2.	Bidders must indicate provision of warranty and support for the supplied equipment.	10		
3.	Must provide lead time for delivery of the equipment and licenses; a) 2-4 weeks (10 marks) b) 4-6 weeks (5 marks) c) 6-10 weeks (2 marks)	10		
4.	Bidders must provide a proof of experience in supply delivery of both NetApp and VMware solutions. <ul style="list-style-type: none"> • Provide proof of supply of VMware solutions from at least two different firms over the last four years (2017 – 2021) • Provide proof of supply of NetApp from at least two different firms over the last four years (2017 – 2021) • (Provide LPO and invoice copies) 	20		
5.	Bidders must provide proof of at least 4 technical staff certifications in setup, configuration and support of NetApp and VMware solutions. <ul style="list-style-type: none"> • 2 technical staff for NetApp solutions -And- • 2 technical staff for VMware solutions 	20		

Note: Bidders who do not meet any of the above conditions will be considered as non-responsive and therefore will not proceed to the next stage of evaluation.

C: Technical Specifications

VMware Specifications: -

	Academic VMware Specifications: -	Qty
1	Vsphere Enterprise Plus 7.0 with 8 Licenses	8
1.1	Basic Support for Vsphere Enterprise Plus 3 Years	8
2	VMware vCenter Standard Instance	1
2.1	Basic Support for VMware vCenter Standard for 3 Years	1
3	VMware Site Recovery Manager Standard (25 VM pack)	1
3.1	Basic Support for VMware Site Recovery Manager Standard (25 VM pack) 3 years	1
4	Supply, setup, install, Features deployment - Professional fee	1

NetApp specifications: -

NetApp Storage FAS2750A CORE + DP Bundle			
	Product-Code	Product - Description	Qty
1	FAS2750A-005	FAS2750 HA System, CNA	2
2	SW-2-2750A-TPM-C	SW, Trusted Platform Module Enabled,2750A,-C	2
3	SW-2-2750A-NVE-C	SW, Data at Rest Encryption Enabled,2750A,-C	2
4	X6596-R6-N-C	SFP+ FC Optical 16Gb,-C	4
5	DOC-2750-C	Documents, FAS2750,-C	1
6	DATA-AT-REST-ENCRYPTION	Data at Rest Encryption Capable Operating Sys	2
7	SW-CORE-BNDLE-SAS-F01-C	SW, Core Bundle, Per-0.1TB, SAS, F01,-C	144
8	X66250-5-N-C	Cable, LC-LC, OM4,5m,-C	4
9	X6566B-05-N-C	Cable, Direct Attach CU SFP+ 10G,0.5M,-C	2
10	X-SFP-H10GB-CU5M-R6-N-C	Cable,10GBase Copper SFP+ 5m,-C	4
11	X-02659-00-N-C	Rail Kit,4-Post, Rnd/Sq-Hole, Adj,24-32,-C	1
12	X1558A-R6-C	Power Cable, In-Cabinet,48-IN, C13-C14,-C	2
13	FAS2750-103-C	FAS2750,24x1.2TB,10K,-C	1
14	SW-DATA-PRO-BDL-SAS-F01-C	SW, Data Protection Bdl, Per-0.1TB,SAS,F01,-C	144
15	CS-G1-BASIC-SUPPORT	Basic Support	1
16	300 Brocade 8Gbps switch with 8 Licensed ports (24 Port, 8 SFP's and cables) +All Required Accessories which come with NetApp appliance		2
17	Supply, setup, install, configuration and colocation - Professional fee		

Bidders who score below 75% will be considered as non-response and therefore will be eliminated at this stage.

Other requirements to be included:

1. Professional Services (Delivery, Installation, configuration, commissioning and knowledge transfer during installation, and Documentation.)
2. Detailed project plan.
3. All required accessories for the whole project.
4. After Sales/Implementation support

DISCLAIMER:

1. Bidder **MUST** be NetApp **Gold and VMware Partners connect Principal/Advanced**.
2. Must have proof of completed project of similar magnitude.
3. All prices **MUST** be quoted in USD and **MUST** be VAT inclusive.
4. Vendors should include all required accessories in their quote.

CONDITIONS:

1. Please note that this is not an order.
2. The prices should be valid for **90** days from the date of the quotations. Prices should be inclusive of 16% VAT.
3. Indicate the delivery time/stock availability.
4. Suppliers **MUST** make full delivery before invoicing.

SECTION 4: CONFIDENTIAL BUSINESS QUESTIONNAIRE

You are requested to give the particulars indicated in part 1, either part 2; (a), 2(b) or (c) whichever applies to your type of business.

PART 1: GENERAL

Business Name:

Location of Business premises:

Country/Town:

Postal Address:

Code: Town:

Tel No.:

E-mail: Fax:

Nature of Business:

PART 2 (A): INDIVIDUALS

Your Name (in full):

Nationality: Country of Origin:

Citizenship details:

PART 2 (B) – PARTNERSHIP

	Name:	Nationality:	Citizenship Details:	Shares
1.
2.
3.

PART 2 (C) – REGISTERED COMPANY

Private or Public:

State the nominal and issue capital of the company:

.....

Nominal Kshs:

Issued Kshs:

Give details of all directors as follows:

	Name:	Nationality:	Citizenship Details:	Shares
1.			
2.			
3.			

SECTION 5: TENDER SECURITY FORM

Tender no. Amref

SUPPLY, INSTALLATION AND CONFIGURATION OF NETAPP AND VMWARE SOLUTIONS

To: Amref Health Africa

WHEREAS *[insert: name of Tenderer]* (hereinafter called “the Tenderer”) has submitted its tender dated *[insert: date of tender]* for the performance of the above-named Contract (hereinafter called “the Tender”)

KNOW ALL PERSONS by these present that WE *[insert: name of bank]* of *[insert: address of bank]* (hereinafter called “the Bank”) are bound unto *[insert: name of Purchaser]* (hereinafter called “the Purchaser”) in the sum of: *[insert: amount]*, for which payment well and truly to be made to the said Purchaser, the Bank binds itself, its successors and assigns by these presents.

Sealed with the Common Seal of the said Bank this *[insert: number]* day of *[insert: month]*, *[insert: year]*.

THE CONDITIONS of this obligation are the following:

1. If, after the tender submission deadline, the Tenderer
 - i. withdraws its tender during the period of tender validity specified by the Tenderer in the Tender Form, or
 - ii. does not accept the Purchaser’s corrections of arithmetic errors in accordance with the Instructions to Tenderers; or
 - iii. does not at all reply to the Purchaser’s requests for clarification
2. If the Tenderer, having been notified of the acceptance of its tender by the Purchaser during the period of tender validity
 - (a) fails or refuses to sign the Contract Agreement when required; or
 - (b) Fails or refuses to issue the performance security in accordance with the Instructions to Tenderers.

We undertake to pay to the Purchaser up to the above amount upon receipt of its first written demand, without the Purchaser having to substantiate its demand, provided that in its demand the Purchaser will note that the amount claimed by it is due it, owing to the occurrence of any one of the two above-named CONDITIONS, and specifying the occurred condition or conditions.

This guarantee will remain in full force up to and including *[insert: the date that is 90 days after the period of tender validity]*, and any demand in respect thereof must reach the Bank not later than the above date.

Note: A bidder who withdraws its tender after the deadline for submission will forfeit its bid security deposit

For and on behalf of the Bank

Signed: _____ Date: _____

SECTION 6: REFERENCES**BANK REFERENCES****BANK HOLDING MAIN ACCOUNT**

Bank name and address:	
Name of account:	
Account number:	How long open?

COMMERCIAL REFERENCES

Provide names and contract details of two customers who may be approached to verify your capacity to perform against similar contracts

INTERNATIONAL TRADE REFERENCE – CUSTOMER 1

Name and address:	
Activity:	Period of relationship:
Contact name:	Fax No.:
Telephone No.:	

INTERNATIONAL TRADE REFERENCE – CUSTOMER 2

Activity:	Period of relationship:
Contact name:	Fax No.:
Telephone No.:	

SECTION 7: FINANCIAL REQUIREMENTS

Please provide this in a different envelope

PART 1: PRICE SCHEDULE

TENDERERS NAME	SPECIFICATIONS	TENDER NUMBER	QTY	UNIT PRICE	VAT	TOTAL	REMARKS
	TOTAL						

PART 2: DELIVERY LEADTIME

TENDERERS NAME	SPECIFICATIONS	TENDER NUMBER	QTY	DELIVERY LEAD TIME	REMARKS
	TOTAL				

Note. In case of discrepancy between the unit price and total, the unit price shall prevail.

DATE:	BIDDER'S NAME:	BIDDER'S ADDRESS:
GRAND TOTAL BID PRICE	CURRENCY:	
	AMOUNT IN FIGURES:	
	AMOUNT IN WORDS:	
SIGNATURE & STAMP:		

Note: Please indicate breakdown of all taxes.

DECLARATION

I/We have completed this form (s) accurately at the time of reply and it is agreed that all responses can be substantiated, if requested to do so, any inaccuracy in the information filled herein will lead to disqualification of the tenderer.

For and behalf of:

Name:

Date: **Signature:**

ANNEX 1: EVALUATION CRITERIA

PART A

- A. Preliminary Evaluation of Mandatory Requirements
- B. Technical Evaluation
 - Documents Examination

PART B

- Financial Evaluation & Delivery lead time evaluation

ANNEX 2: STAGES OF TENDER AND EVALUATION CRITERIA

A. Preliminary Evaluation

Tenderers are required to comply with the following;

- Bids will be evaluated based on the below criteria.
- Bids **lacking any of the documents** below will be considered as non-responsive and therefore will be eliminated at this stage.

PRELIMINARY EVALUATION OF MANDATORY REQUIREMENTS				
Mandatory Requirements				
No.	Particulars	Marks	Compliant	Non-compliant
1.	Must provide a copy of certificate of incorporation/certificate of registration, memorandum and articles of association.	1 or 0		
2.	Must provide a copy of valid KRA Tax Compliance Certificate.	1 or 0		
3.	Must provide a copy of valid business Trading License relevant to this tender.	1 or 0		
4.	Must attach original deposit/banking slip as proof of purchase of tender document.	1 or 0		
5.	Must provide tender security of USD 1,300 of the tender price from a reputable bank in the form of a bank guarantee. <i>(Original tender security must be attached)</i>	1 or 0		
6.	Must submit copies of 2 audited financial reports (2019 and 2020) and each must be signed by both Auditor and firms Director(s).	1 or 0		
7.	Must provide complete certified bank statements for 12 months (October 2020 – September 2021) <i>(signed and stamped by the bank on each and every page)</i>	1 or 0		
8.	Must provide manufacturer's/dealer/distributor certificate or proof of partnership.	1 or 0		
9.	Proof of at least 2 technical staff certified in NetApp solutions -And- Proof of at least 2 technical staff certified in VMware solutions	1 or 0		
10.	ENSURE that all pages are sequentially paginated in the format 1, 2,3 starting with 1 on top page <i>(see details of pagination and binding on sections 2.3.2 and 2.3.3 of the tender document)</i> .	1 or 0		

Note: All the above documents numbered 1 to 10 should be packaged and arranged in that order under the preliminary evaluation criteria section of the tender document.

B. Technical Evaluation

- **Documents Examination**

- ✓ Only bidders who will score 75% shall proceed to the next stage of evaluation.
- ✓ Bidders who will not meet the pass mark will be considered non-responsive and will not proceed to the next stage of evaluation.

C. Financial Evaluation & Delivery Lead Time Evaluation

- ✓ Tenderers who are successful at proceeding stages will have their prices compared and award recommended to the lowest evaluated responsive bid.