



KENYA REINSURANCE CORPORATION LTD

ADDENDUM 1

The Kenya Reinsurance Corporation Ltd has found it necessary to issue addenda to further clarify various aspects of the tender for KENYA-RE ICT SERVER INFRASTRUCTURE UPGRADE TENDER No. **KRC/2021/024** as stated below. The tender was advertised on the Kenya Re website www.kenyare.co.ke on 26th February 2021.

NB: Kindly note that the reference no. for this tender is **KRC/2021/024** not KRC/2021/023

S/ N	KENYA-RE ICT SERVER INFRASTRUCTURE UPGRADE TENDER No. KRC/2021/024"				Bidder's Query	Kenya Re's Response
	Page No	Clause no:	Sub-Title	Description in the RFP		
1	25	SOLUTION SPECIFICATIONS	Servers for Windows workload	Oracle Server X8-2: model family	Oracle Server X8-2 is a propriery technology of one vendor (namely Oracle). X8-2 is based INTEL x86 architecture. Hence limiting to ORACLE make of servers is a vendor specific tender requirement. Kindly confirm wherever proprietary or	Kenya RE core systems runs on Oracle Technology. For compatibility and easier (cheaper) model of licensing the corporation decided to work with the specified

					Vendor specific feature/technology are mentioned in the tender document, can bidder propose equivalent or better one which support Oracle OVM and VMware virtualization and Linux platform?	model of server. The bidder cannot propose another OEM except oracle.
2	26	SOLUTION SPECIFICATION S	Servers for Windows workload	Cisco MDS SAN Switches	<p>Cisco MDS SAN Switches is a propriery technology of one vendor (namely Cisco).</p> <p>Kindly confirm wherever proprietary or Vendor specific feature/technology are mentioned in the tender document, can bidder propose equivalent or better one which support SAN switch functionality?</p>	Kenya Re's main hardware infrastructure is cisco. Further as specified in the TOR the corporation is doing a vertical upgrade to the current infrastructure hence for compatibility purpose Corporation chose that specific model.

3	26	SOLUTION SPECIFICATIONS	Servers workload for Windows	All Flash Unified Storage	<p>AFF A250 HA System Storage is a proprietary technology of one vendor (namely Netapp).</p> <p>Kindly confirm wherever proprietary or Vendor specific feature/technology are mentioned in the tender document, can bidder propose equivalent or better one which support All storage functionality & features ?</p>	<p>As mentioned above the corporation is doing an upgrade and the current storage is from the same vendor where the corporation has pre-existing support contract which we would like to take advantage of.</p> <p>The bidder cannot propose any other model.</p>
4	25	SOLUTION SPECIFICATIONS	Servers workload for Windows	Servers workload for Windows	<p>UCS C240 M5 blades is a proprietary technology of one vendor (namely Cisco). We understand that Kenya Re might have existing UCS Blade Chassis within which you want to populate using these new blades.</p>	<p>Same as explained in bullet number 2.</p>

					Kindly confirm can we supply you Rack Servers of same /equivalent Specs?	
--	--	--	--	--	--	--

5	31	TECHNICAL EVALUATION CRITERIA	Required Certifications Engineer Certificates Technical Provide	Two engineers with experience in Actifio backup solution for at least 3 years. 4 Marks..	<p>Actifio is less known in the market and only one System Integrator deals (resells , implements and support).</p> <p>By insisting that Kenya Re want bidder to have Actifio engineer is skewing this tender opportunity to a specific bidder.</p> <p>Additionally, Actifio is an existing Backup solution of Kenya Re. Probably it is supported by a support provider who supplied it and have engineers with them . The incumbent Actifio support provider can easily configure the backup of these new system (to be supplied against this tender) environment.</p> <p>Therefore the requirement of Kenya Re that the new systems supplier must have Actifio practices is technically and</p>	<p>the explanation was well captured within the tender document.</p> <p>The corporation uses actifio for its backup and recovery purposes hence the corporation wished to have a vendor with wide knowledge of actifio solution.</p> <p>Actifio was acquired through a competitive process and has best features required by the corporation.</p> <p>A bidder can opt to seek</p>
---	----	-------------------------------	--	--	---	---

				<p>logically irrelevant .</p> <p>If Kenya Re's analogy is drawn to other associated applications, then the new systems bidder must also have integration capability of your existing Core Insurance Application, ERP, CRM etc, which is practically and logically incorrect.</p> <p>Backup system need to be only configured at the Backup Server / Media Server and there is no specific integration at the other end.</p> <p>Kindly impart the requirement of configuring existing Actifio backup system to new backup loads (including the new systems) to the incumbent service provider .</p>	<p>ways to acquire the missing skills.</p>
--	--	--	--	--	--

6	31	TECHNICAL EVALUATION CRITERIA	Verifiable reference sites	<p>A minimum of three sites in Kenya with integration of a Backup solution (Actifio) which offers rapid incremental forever backup and a scalable instant recovery solution for database, NAS and file workloads in VMs, physical machines and in the cloud. 4 mark per site.</p>	<p>Actifio is less known in the market and only one System Integrator deals (resells , implements and support) in East Africa.</p> <p>Th remarks/response put against previous row entry (query) holds good for this also.</p> <p>By insisting that Kenya Re want the reference sites for Actifio and then extending higher marks to it can only stitch the deal and opportunity skewed towards one bidder</p>	<p>Actifio is integrated within all servers both from DB, application, and hardware level</p>
7	31	TECHNICAL EVALUATION CRITERIA	Minimum Partnership level	ICTA -2 Data Centre certification	<p>ICTA - 1 certification is bigger than ICTA -2 DC certification. Hope Kenya Re will consider bids with ICTA -1 DC as equivalent to ICTA -2 DC certification.</p>	<p>Yes, ICTA - 1 certification will be accepted.</p>

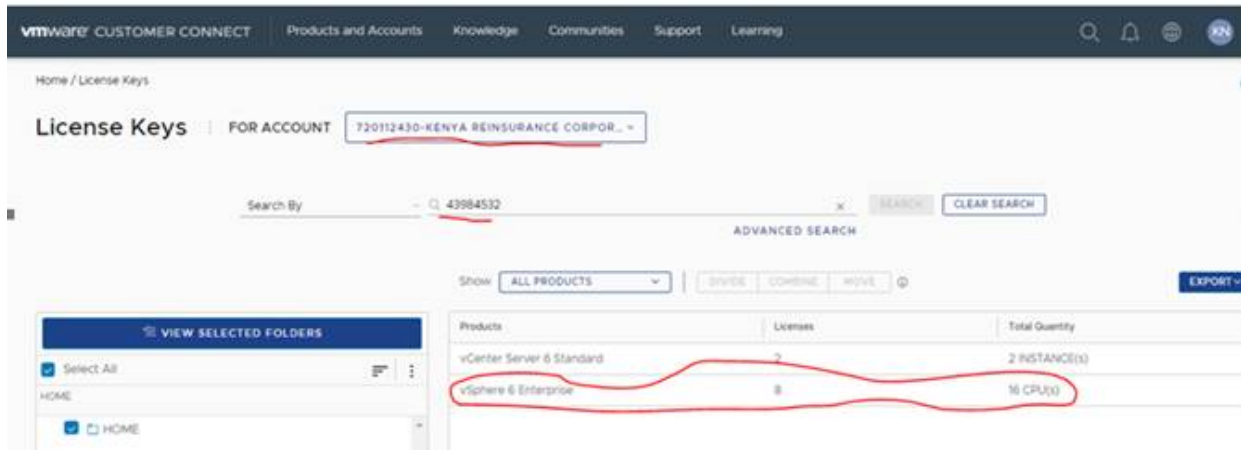
8		GENERAL	Proprietary and Vendor Specific Technical Requirement in Open Tender	All the Technical specifications mentioned in the tender is vendor specific.	<p>This deprives the bidder community of:- (a) an healthy competition and (b) spirit of open and transparent tender .</p> <p>Kindly underline & stress upon the mandatory technical specification/technology feature but not (a) the vendor/OEM name and (b) vendor specific technology feature</p>	We believe we have addressed this in the above responses.
9		GENERAL	Choice of Vendor Specific Technical requirement, the vendor specific Partnership levels and Actifio specific Reference sites	All the Technical specifications mentioned in the tender is vendor specific. The Partnership level of each of the specific OEM is mentioned categorically in the tender document The requirement specific to ACTIFIO is mentioned in the form of reference sites & engineers.	<p>All these put together and stitched together narrows down and skew this opportunity (tender) towards a predefined 'succesfull bidder ' and hence deprives us of a transparent & open tender system.</p> <p>Kindly provide open, transparent, healthy and competitive tender system by removing (a) the vendor/OEM specific requirements and</p>	<p>Kenya Re only wish is to end up with a vendor who understand her requirement, who will implement the solution without many hitches and in the shortest time possible.</p> <p>The evaluation criteria are designed to</p>

					(b) vendor specific technology feature	<p>identify a firm that understands the Corporation's architecture and who has the capacity to upgrade it competently.</p> <p>The Corporation also wishes to state that it has invested in a DR setup which is a replica of the PR setup hence, the need to maintain same technology.</p>
--	--	--	--	--	--	---

1. Based on install report received from VMware for the contract IDs provided, there is a difference in quantities from what was shared in the tender for the license renewals. Please see below variation and advise.

Note that should you want to renew less licenses than those initially covered under your VMware contract, KenyaRe will need to share a letter or an email addressed to the VMware team instructing them to vary the renewal as required. We will share the same with them so that the bill of materials and pricing can be adjusted accordingly. Otherwise, KenyaRe would be required to renew all licenses under the specified contract IDs.

Contract ID	License Name	License Quantity based on VMware Reports	License Quantity based on Tender Requirement
44357024	Production Support Coverage VMware Site Recovery Manager 8 Standard (25 VM Pack)	1	1
43984532	Production Support Coverage VMware vSphere 6 Enterprise for 1 processor	14	8
	Production Support Coverage VMware vCenter Server 6 Standard for vSphere 6 (Per Instance)	1	1



This is what is reflected on our account with VMware website. The bidder can reach out to VMware to check the discrepancy with the cited reports. What we have been paying for is 8 licenses.

- NetApp is currently only offering virtual training until further notice. However, the tender requires physical classes as part of the response, please advise on the way forward.
If NetApp is only offering virtual training please quote for the online and state in your bid why you have quoted for virtual training.
- Please confirm the exact End Date the VMware renewals should have.

The End Date will be determined by when the purchase will take place after award. Currently the licenses have lapsed. Kindly note that we are purchasing for a three (3) years period.

The addendum has been sent to all bidders who have so far downloaded the respective tender documents. Any bidder who has not received their relevant addendum may download the same from the Kenya Re website www.kenyare.co.ke. All other conditions and requirements in the respective principal tender documents remain the same.

Prospective bidders may download the principal tender document from the Kenya Re website www.kenyare.co.ke free of charge.

Tenders in sealed envelopes bearing the correct **tender number** should be deposited in the Tender Box located on the 16th floor of Reinsurance Plaza Aga Khan Walk Nairobi or be sent to:-

**Managing Director
Kenya Reinsurance Corporation, Ltd
Reinsurance Plaza, Nairobi
Aga Khan Walk
P.O. Box 30271 - 00100
NAIROBI**

To be received by **16th March 2021 at 10.00 a.m.** Technical tenders will be opened the same day and time in the Corporation's Boardroom in the presence of bidders or their representatives who choose to attend.