COUNTY GOVERNMENT OF MERU

NEGOTIATION NO. 706548-2018/2019

REQUEST FOR PROPOSAL TO CARRY OUT DEBT COLLECTION SERVICES AND REVENUE STREAMS MAPPING

CLOSING DATE: 14th FEB 2019 AT 10.00A.M
# TABLE OF CONTENTS

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>INTRODUCTION</td>
<td>3</td>
</tr>
<tr>
<td><strong>SECTION I.</strong> Letter of Invitation</td>
<td>4</td>
</tr>
<tr>
<td><strong>SECTION II.</strong> Information to consultants</td>
<td>5</td>
</tr>
<tr>
<td>Appendix to information to Consultants</td>
<td>12</td>
</tr>
<tr>
<td><strong>SECTION III</strong> Technical Proposal</td>
<td>13</td>
</tr>
<tr>
<td><strong>SECTION IV.</strong> Financial Proposal</td>
<td>22</td>
</tr>
<tr>
<td><strong>SECTION V</strong> Terms of Reference</td>
<td>26</td>
</tr>
</tbody>
</table>
INTRODUCTION

1. This Standard Request for Proposals (SRFP) has been prepared for use by public entities in Kenya in the procurement of consultancy services and selection of consultants.

2. The SRFP includes Standard form of Contract for Large Assignments and small assignment which are for lump sum or time based payments.

3. A separate SRFP has been provided for selection of individual professional consultants.

4. The General Conditions of Contract should not be modified and instead the Special Conditions of Contract should be used to reflect the unique circumstances of the particular assignment. Similarly the information to consultants should only be clarified or amended through the Appendix to information to Consultants.
SECTION I - INVITATION TO CONSULTANT

Date 31st JAN 2019
NEGOTIATION NO 706548-2018/2019

RE: REQUEST FOR PROPOSAL TO CARRY OUT DEBT COLLECTION SERVICES AND REVENUE STREAMS MAPPING

1.1 County Government of Meru invites sealed bids from eligible candidates for Consultancy Services to Carry out debt collection services and revenue streams mapping

1.2 Interested eligible candidates may obtain further information from and inspect the tender documents at County Government of Meru Headquarters P.O BOX 120-60200 MERU, Ground floor Municipal Building at the County Head Supply Chain Management office during normal working hours.

1.3 A complete set of tender documents may be obtained by interested candidates for free by downloading from County Government of Meru website www.meru.go.ke

1.4 Complete set of proposal documents with detailed information and requirements can be obtained by interested candidates for free by downloading from Kenya supplier IFMIS portal: supplier.treasury.go.ke or County Government of Meru website: www.meru.go.ke

Complete set of proposal document MUST be submitted through Kenya supplier IFMIS portal and also original of technical and financial proposals should be enclosed in a plain sealed envelopes marked with proposal name and reference number and be deposited in the Tender Box located at the reception of the county government of Meru headquarters and addressed to:

The County Secretary,
County government of Meru
P.O box 120-60200
so as to be received on or before 14th Feb 2019 at 10.00 a.m.

1.5 Prices quoted should be net inclusive of all taxes and delivery must be in Kenya Shillings and shall remain valid for (90) days from the closing date of the tender.

1.6 Tenders will be opened immediately thereafter in the presence of the Candidates or their representatives who choose to attend at Meru County Headquarter Chamber Hall.

Head of Supplies Chain Management
For (County Secretary County Government of Meru)
SECTION II: - INFORMATION TO CONSULTANTS (ITC)

2.1 Introduction

2.1.1 The Client named the Appendix to “ITC” will select a firm among those invited to submit a proposal, in accordance with the method of selection detailed in the appendix. The method of selection shall be as indicated by the procuring entity in the Appendix.

2.1.2 The consultants are invited to submit a Technical Proposal and a Financial Proposal, as specified in the Appendix “ITC” for consulting services required for the assignment named in the said Appendix. A Technical Proposal only may be submitted in assignments where the Client intends to apply standard conditions of engagement and scales of fees for professional services which are regulated as is the case with Building and Civil Engineering Consulting services. In such a case the highest ranked firm of the technical proposal shall be invited to negotiate a contract on the basis of scale fees. The proposal will be the basis for Contract negotiations and ultimately for a signed Contract with the selected firm.

2.1.3 The consultants must familiarize themselves with local conditions and take them into account in preparing their proposals. To obtain first-hand information on the assignment and on the local conditions, consultants are encouraged to liaise with the Client regarding any information that they may require before submitting a proposal and to attend a pre-proposal conference where applicable. Consultants should contact the officials named in the Appendix “ITC” to arrange for any visit or to obtain additional information on the pre-proposal conference. Consultants should ensure that these officials are advised of the visit in adequate time to allow them to make appropriate arrangements.

2.1.4 The Procuring entity will provide the inputs specified in the Appendix “ITC”, assist the firm in obtaining licenses and permits needed to carry out the services and make available relevant project data and reports.

2.1.5 Please note that (i) the costs of preparing the proposal and of negotiating the Contract, including any visit to the Client are not reimbursable as a direct cost of the assignment; and (ii) the Client is not bound to accept any of the proposals submitted.

2.1.6 The procuring entity’s employees, committee members, board members and their relative (spouse and children) are not eligible to participate.

2.1.7 The price to be changed for the tender document shall not exceed Kshs. 1,000/=.

2.1.8 The procuring entity shall allow the tenderer to review the tender document free of charge before purchase.
2.2 Clarification and Amendment of RFP Documents

2.1.9 Consultants may request a clarification of any of the RFP documents only up to seven [7] days before the proposal submission date. Any request for clarification must be sent in writing by paper mail, cable, telex, facsimile or electronic mail to the Client’s address indicated in the Appendix “ITC”. The Client will respond by cable, telex, facsimile or electronic mail to such requests and will send written copies of the response (including an explanation of the query but without identifying the source of inquiry) to all invited consultants who intend to submit proposals.

2.1.10 At any time before the submission of proposals, the Client may for any reason, whether at his own initiative or in response to a clarification requested by an invited firm, amend the RFP. Any amendment shall be issued in writing through addenda. Addenda shall be sent by mail, cable, telex or facsimile to all invited consultants and will be binding on them. The Client may at his discretion extend the deadline for the submission of proposals.

2.3 Preparation of Technical Proposal

2.3.1 The Consultants proposal shall be written in English language

2.3.2 In preparing the Technical Proposal, consultants are expected to examine the documents constituting this RFP in detail. Material deficiencies in providing the information requested may result in rejection of a proposal.

2.3.3 While preparing the Technical Proposal, consultants must give particular attention to the following:

(i) If a firm considers that it does not have all the expertise for the assignment, it may obtain a full range of expertise by associating with individual consultant(s) and/or other firms or entities in a joint venture or sub-consultancy as appropriate. Consultants shall not associate with the other consultants invited for this assignment. Any firms associating in contravention of this requirement shall automatically be disqualified.

(ii) For assignments on a staff-time basis, the estimated number of professional staff-time is given in the Appendix. The proposal shall however be based on the number of professional staff-time estimated by the firm.

(iii) It is desirable that the majority of the key professional staff proposed be permanent employees of the firm or have an extended and stable working relationship with it.

(iv) Proposed professional staff must as a minimum, have the experience indicated in Appendix, preferably working under conditions similar to those prevailing in Kenya.

(v) Alternative professional staff shall not be proposed and only one Curriculum Vitae (CV) may be submitted for each position.
2.3.4 The Technical Proposal shall provide the following information using the attached Standard Forms:

(i) A brief description of the firm’s organization and an outline of recent experience on assignments of a similar nature. For each assignment the outline should indicate *inter alia*, the profiles of the staff proposed, duration of the assignment, contract amount and firm’s involvement.

(ii) Any comments or suggestions on the Terms of Reference, a list of services and facilities to be provided by the Client.

(iii) A description of the methodology and work plan for performing the assignment.

(iv) The list of the proposed staff team by specialty, the tasks that would be assigned to each staff team member and their timing.

(v) CVs recently signed by the proposed professional staff and the authorized representative submitting the proposal. Key information should include number of years working for the firm/entity and degree of responsibility held in various assignments during the last five (5) years.

(vi) Estimates of the total staff input (professional and support staff staff-time) needed to carry out the assignment supported by bar chart diagrams showing the time proposed for each professional staff team member.

(vii) A detailed description of the proposed methodology, staffing and monitoring of training, if Appendix “A” specifies training as a major component of the assignment.

(viii) Any additional information requested in Appendix “A”.

2.3.5 The Technical Proposal shall not include any financial information.

2.4 Preparation of Financial Proposal

2.4.1 In preparing the Financial Proposal, consultants are expected to take into account the requirements and conditions outlined in the RFP documents. The Financial Proposal should follow Standard Forms (Section D). It lists all costs associated with the assignment including: (a) remuneration for staff (in the field and at headquarters), and; (b) reimbursable expenses such as subsistence (per diem, housing), transportation (international and local, for mobilization and demobilization), services and equipment (vehicles, office equipment, furniture, and supplies), office rent, insurance,
printing of documents, surveys, and training, if it is a major component of the assignment. If appropriate these costs should be broken down by activity.

2.4.2 The Financial Proposal should clearly identify as a separate amount, the local taxes, duties, fees, levies and other charges imposed under the law on the consultants, the sub-consultants and their personnel, unless Appendix “A” specifies otherwise.

2.4.3 Consultants shall express the price of their services in Kenya Shillings.

2.4.4 Commissions and gratuities, if any, paid or to be paid by consultants and related to the assignment will be listed in the Financial Proposal submission Form.

2.4.5 The Proposal must remain valid for 90 days after the submission date. During this period, the consultant is expected to keep available, at his own cost, the professional staff proposed for the assignment. The Client will make his best effort to complete negotiations within this period. If the Client wishes to extend the validity period of the proposals, the consultants shall agree to the extension.

2.5 Submission, Receipt, and Opening of Proposals

2.5.1 The original proposal (Technical Proposal and, if required, Financial Proposal) shall be prepared in indelible ink. It shall contain no interlineation or overwriting, except as necessary to correct errors made by the firm itself. Any such corrections must be initialed by the persons or person authorized to sign the proposals.

2.5.2 For each proposal, the consultants shall prepare the number of copies indicated in Appendix “A”. Each Technical Proposal and Financial Proposal shall be marked “ORIGINAL” or “COPY” as appropriate. If there are any discrepancies between the original and the copies of the proposal, the original shall govern.

2.5.3 The original of the Technical Proposal shall be placed in a sealed envelope clearly marked "TECHNICAL PROPOSAL," and the original of the Financial Proposal in a sealed envelope clearly marked “FINANCIAL PROPOSAL” and warning: “DO NOT OPEN WITH THE TECHNICAL PROPOSAL”. Both envelopes shall be placed into an outer envelope and sealed. This outer envelope shall bear the submission address and other information indicated in the Appendix “ITC” and be clearly marked, “DO NOT OPEN, EXCEPT IN PRESENCE OF THE OPENING COMMITTEE.”

2.5.4 The completed Technical and Financial Proposals must be delivered at the submission address on or before the time and date stated in the Appendix “ITC”. Any proposal received after the closing time for submission of proposals shall be returned to the respective consultant unopened.
2.5.5 After the deadline for submission of proposals, the Technical Proposal shall be opened immediately by the opening committee. The Financial Proposal shall remain sealed and deposited with a responsible officer of the client department up to the time for public opening of financial proposals.

2.6 Proposal Evaluation General

2.6.1 From the time the bids are opened to the time the Contract is awarded, if any consultant wishes to contact the Client on any matter related to his proposal, he should do so in writing at the address indicated in the Appendix “ITC”. Any effort by the firm to influence the Client in the proposal evaluation, proposal comparison or Contract award decisions may result in the rejection of the consultant’s proposal.

2.6.2 Evaluators of Technical Proposals shall have no access to the Financial Proposals until the technical evaluation is concluded.

2.7 Evaluation of Technical Proposal

<table>
<thead>
<tr>
<th>The minimum technical score required to pass: <strong>Technical score of 80%</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>The weights given to the Technical and Financial Proposals are:</td>
</tr>
<tr>
<td>T= __________ 0.80</td>
</tr>
<tr>
<td>P= __________ 0.20</td>
</tr>
</tbody>
</table>

**EVALUATION CRITERIA**

a) **Mandatory documents**

The following requirements must be met by the tenderer not withstanding other requirements in the tender documents:-

<table>
<thead>
<tr>
<th>No.</th>
<th>Requirements</th>
</tr>
</thead>
<tbody>
<tr>
<td>MR1</td>
<td>Must Submit a copy of certificate of Registration/Incorporation</td>
</tr>
<tr>
<td>MR2</td>
<td>Must Submit a copy of a valid Tax Compliance certificate</td>
</tr>
<tr>
<td>MR3</td>
<td>Must submit a copy of PIN and VAT certificate</td>
</tr>
<tr>
<td>MR3</td>
<td>Must submit proposal in prescribed format</td>
</tr>
<tr>
<td>MR4</td>
<td>Must submit insurance indemnity certificate</td>
</tr>
<tr>
<td>MR5</td>
<td>Must attach at least last 2 years audited accounts</td>
</tr>
<tr>
<td>MR6</td>
<td>Must submit a bank letter of satisfactory conduct of account</td>
</tr>
<tr>
<td>MR7</td>
<td>Must submit a valid business premise license</td>
</tr>
<tr>
<td>MR8</td>
<td>Must Fill the Price schedule and Reimbursable costs in the format provided</td>
</tr>
<tr>
<td>MR9</td>
<td>Copy of current CR12</td>
</tr>
<tr>
<td>MR10</td>
<td>Fully filled Confidential questionnaire</td>
</tr>
</tbody>
</table>

At this stage, the tenderer’s submission will either be Responsive in the entire mandatory requirements above or non-responsive. The non-responsive submission will be eliminated from the entire evaluation process and will not be considered further.
b)  **Technical Evaluation**  
Minimum technical score to progress will be 85 out of 100 marks (85%). The technical score will carry a weighted total of 80%.

<table>
<thead>
<tr>
<th>NO.</th>
<th>PARAMETERS</th>
<th>MAXIMUM SCORES</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>RELEVANT EXPERIENCE</td>
<td></td>
</tr>
<tr>
<td>i</td>
<td>Number of years in debt collection services industry at least 10 Years</td>
<td>10</td>
</tr>
<tr>
<td>ii</td>
<td>Provide a list of clients and references to which the company has offered similar services in the last 3 years. (Experience with a county government in similar capacity will score extra marks.)</td>
<td>15</td>
</tr>
<tr>
<td>2</td>
<td>STATUTORY COMPLIANCE</td>
<td></td>
</tr>
<tr>
<td>i</td>
<td>Submit copy of 2018 NSSF Compliance Certificate</td>
<td>5</td>
</tr>
<tr>
<td>ii</td>
<td>Submit Copy of 2018 NHIF Compliance Certificate or Evidence of Remittance of Employees NHIF Contributions for October 2018</td>
<td>5</td>
</tr>
<tr>
<td>3</td>
<td>CAPACITY</td>
<td></td>
</tr>
<tr>
<td>i</td>
<td>Financial Strength:</td>
<td>10</td>
</tr>
<tr>
<td>4</td>
<td>PHYSICAL ADDRESS</td>
<td></td>
</tr>
<tr>
<td>i</td>
<td>Physical Facilities: Provide details of physical address and contacts – attach evidence</td>
<td>5</td>
</tr>
<tr>
<td>5</td>
<td>MANAGEMENT PROFILE</td>
<td></td>
</tr>
</tbody>
</table>
| i   | Managerial and Key Personnel Competency Profile;  
1. Project leader must be a graduate with a demonstrable minimum of 15 years of experience in debt collection;  
2. Deputy Project Leader must be a graduate with a minimum of 7 years of experience in debt collection  
3. Surveyor must be a graduate with a minimum of 7 years of experience and registered with the Institute of Surveyor of Kenya  
3. Highly demonstrate ability and capacity to undertake the assignment. | 15 |
| ii  | Adequately staffed organizational Chart | 5 |
| 6   | METHODOLOGY |                |
| ii  | Responsive and appropriate methodology  
10 marks  
Use of appropriate technology 5 marks  
Adequacy of proposed Work plan 5 marks | 30 |
| TOTAL | | 100 |
The above will be weighted to 80% of the combined score.

Note: The evaluation team may at its own discretion conduct physical inspection of premises or other due diligence checks on the bidders as part of the evaluation process.

c) Financial Evaluation
The formula for determining the financial score is as follows

\[ S_f = 100 \times \frac{F_M}{F} \]

Where:
- \( S_f \) is the financial Score
- \( F_M \) is the lowest priced evaluated Financial Proposal
- \( F \) is the price of the proposal under consideration or another proportional linear formula

d) Combined Technical and Financial Scores
The following formula shall be used

\[ T.S (80%) + F.S (20%) = T.T.L (100\%) \]

\( T.S \) = Technical Score = (Technical Evaluation) as evaluated against the technical criteria
\( F.S \) = Computed financial score for each tenderer. \( T.T.L = \) Total Score

*The table below summarizes the overall evaluation process and the proposed weighting of each stage.*

<table>
<thead>
<tr>
<th>Area</th>
<th>Rating/Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>Preliminary evaluation (Compliance Evaluation)</td>
<td>Elimination</td>
</tr>
<tr>
<td>Technical Evaluation</td>
<td>80%</td>
</tr>
<tr>
<td>Financial Evaluation</td>
<td>20%</td>
</tr>
<tr>
<td>Total</td>
<td>100%</td>
</tr>
</tbody>
</table>

e) Award Criteria

Award will be made to the Highest ranked

Proposals should be submitted in **English Language**.

Proposals must remain valid for **120 days** after the submission.

Consultants shall express the costs in **Kenya Shillings**.

Expected commencement date for the assignment is within **45 days** after tender opening.
Each responsive proposal will be given a technical score (St). A proposal shall be rejected at this stage if it does not respond to important aspects of the Terms of Reference or if it fails to achieve the minimum technical score indicated in the Appendix “ITC”.

2.8 Public Opening and Evaluation of Financial Proposal

2.8.1 After Technical Proposal evaluation, the Client shall notify those consultants whose proposals did not meet the minimum qualifying mark or were considered non-responsive to the RFP and Terms of Reference, indicating that their Financial Proposals will be returned after completing the selection process. The Client shall simultaneously notify the consultants who have secured the minimum qualifying mark, indicating the date and time set for opening the Financial Proposals and stating that the opening ceremony is open to those consultants who choose to attend. The opening date shall not be sooner than seven (7) days after the notification date. The notification may be sent by registered letter, cable, telex, facsimile or electronic mail.

2.8.2 The Financial Proposals shall be opened publicly in the presence of the consultants’ representatives who choose to attend. The name of the consultant, the technical. Scores and the proposed prices shall be read aloud and recorded when the Financial Proposals are opened. The Client shall prepare minutes of the public opening.

2.8.3 The evaluation committee will determine whether the financial proposals are complete (i.e. whether the consultant has cost all the items of the corresponding Technical Proposal and correct any computational errors. The cost of any unpriced items shall be assumed to be included in other costs in the proposal. In all cases, the total price of the Financial Proposal as submitted shall prevail.

2.8.4 While comparing proposal prices between local and foreign firms participating in a selection process in financial evaluation of Proposals, firms incorporated in Kenya where indigenous
Kenyans own 51% or more of the share capital shall be allowed a 10% preferential bias in proposal prices. However, there shall be no such preference in the technical evaluation of the tenders. Proof of local incorporation and citizenship shall be required before the provisions of this sub-clause are applied. Details of such proof shall be attached by the Consultant in the financial proposal.

2.8.5 The formulae for determining the Financial Score (St) shall, unless an alternative formulae is indicated in the Appendix “ITC”, be as follows: \( Sf = 100 \times \frac{Fm}{F} \) where Sf is the financial score; Fm is the lowest priced financial proposal and F is the price of the proposal under consideration. Proposals will be ranked according to their combined technical (St) and financial (Sf) scores using the weights \( T = \) the weight given to the Technical Proposal; \( P = \) the weight given to the Financial Proposal; \( T + P = 1 \) indicated in the Appendix. The combined technical and financial score, S, is calculated as follows: \( S = St \times T \% + Sf \times P \% \). The firm achieving the highest combined technical and financial score will be invited for negotiations.

2.8.6 The tender evaluation committee shall evaluate the tender within 30 days of from the date of opening the tender.

2.8.7 Contract price variations shall not be allowed for contracts not exceeding one year (12 months).

2.8.8 Where contract price variation is allowed, the variation shall not exceed 10% of the original contract price.

2.8.9 Price variation requests shall be processed by the procuring entity within 30 days of receiving the request.

2.9 Negotiations

2.9.1 Negotiations will be held at the same address as “address to send information to the Client” indicated in the Appendix “ITC”. The aim is to reach agreement on all points and sign a contract.

2.9.2 Negotiations will include a discussion of the Technical Proposal, the proposed methodology (work plan), staffing and any suggestions made by the firm to improve the Terms of Reference. The Client and firm will then work out final Terms of Reference, staffing and bar charts indicating activities, staff periods in the field and in the head office, staff-months, logistics and reporting. The agreed work plan and final Terms of Reference will then be incorporated in the “Description of Services” and form part of the Contract. Special attention will be paid to getting the most the firm can offer within the available budget and to clearly defining the inputs required from the Client to ensure satisfactory implementation of the assignment.

2.9.3 Unless there are exceptional reasons, the financial negotiations will not involve the remuneration rates for staff (no breakdown of fees).

2.9.4 Having selected the firm on the basis of, among other things, an evaluation of proposed key professional staff, the Client expects to negotiate a contract on the basis of the experts named in the
proposal. Before contract negotiations, the Client will require assurances that the experts will be actually available. The Client will not consider substitutions during contract negotiations unless both parties agree that undue delay in the selection process makes such substitution unavoidable or that such changes are critical to meet the objectives of the assignment. If this is not the case and if it is established that key staff were offered in the proposal without confirming their availability, the firm may be disqualified.

2.9.5 The negotiations will conclude with a review of the draft form of the Contract. To complete negotiations the Client and the selected firm will initial the agreed Contract. If negotiations fail, the Client will invite the firm whose proposal received the second highest score to negotiate a contract.

2.9.6 The procuring entity shall appoint a team for the purpose of the negotiations.

2.10 Award of Contract

2.10.1 The Contract will be awarded following negotiations. After negotiations are completed, the Client will promptly notify other consultants on the shortlist that they were unsuccessful and return the Financial Proposals of those consultants who did not pass the technical evaluation.

2.10.2 The selected firm is expected to commence the assignment on the date and at the location specified in Appendix “A”.

2.10.3 The parties to the contract shall have it signed within 30 days from the date of notification of contract award unless there is an administrative review request.

2.10.4 The procuring entity may at any time terminate procurement proceedings before contract award and shall not be liable to any person for the termination.

2.10.5 The procuring entity shall give prompt notice of the termination to the tenderers and on request give its reasons for termination within 14 days of receiving the request from any tenderer.

2.10.6 To qualify for contract awards, the tenderer shall have the following:
(a) Necessary qualifications, capability experience, services, equipment and facilities to provide what is being procured.
(b) Legal capacity to enter into a contract for procurement
(c) Shall not be insolvent, in receivership, bankrupt or in the process of being wound up and is not the subject of legal proceedings relating to the foregoing.
(d) Shall not be debarred from participating in public procurement.
2.11 Confidentiality

2.11.1 Information relating to evaluation of proposals and recommendations concerning awards shall not be disclosed to the consultants who submitted the proposals or to other persons not officially concerned with the process, until the winning firm has been notified that it has been awarded the Contract.

2.12 Corrupt or fraudulent practices

2.12.1 The procuring entity requires that the consultants observe the highest standards of ethics during the selection and award of the consultancy contract and also during the performance of the assignment. The tenderer shall sign a declaration that he has not and will not be involved in corrupt or fraudulent practices.

2.12.2 The procuring entity will reject a proposal for award if it determines that the consultant recommended for award has engaged in corrupt or fraudulent practices in competing for the contract in question.

2.12.3 Further a consultant who is found to have indulged in corrupt or fraudulent practices risks being debarred from participating in public procurement in Kenya.
2.12 Appendix to Information to Consultants

The following information for procurement of consultancy services and selection of consultants shall complement or amend the provisions of the information to consultants, wherever there is a conflict between the provisions of the information and to consultants and the provisions of the appendix, the provisions of the appendix herein shall prevail over those of the information to consultants.

Clause Reference

2.1 The name of the Client is: County Government of Meru

2.1.1 The method of selection is: Open Tendering.

2.1.2 Technical and Financial Proposals are requested: Yes ___No ____

The name, objectives, and description of the assignment are: Technical and Financial Proposals are requested and the name, objectives, and description of the assignment are as per TOR

2.1.3 A pre-proposal conference will not be held:

The name(s), address(es) and telephone numbers of the Client’s official(s) are:

_______________________________________________________________________________

_______________________________________________________________________________

2.1.4 The Client will provide the following inputs: TOR

2.1.6 (vii) Training is a specific component of this assignment: Yes____ in application and use of GIS technology in the planning and implementation process of the plan

(viii) Additional information in the Technical Proposal includes:

_______________________________________________________________________________

2.1.7 Taxes: [Specify firm’s liability: nature, sources of information]:

_______________________________________________________________________________

2.5.2 Consultants must submit an original copy of each proposal and upload the same in the ifmis system
2.5.3 The proposal submission address is: _as per TOR___ Information on the outer envelope should also include: tender number and addressed to the County Secretary P.O box 120-60200 Meru

2.5.4 Proposals must be submitted no later than the following date and time **14th Feb 2019 at 10:00 a.m.**

2.6.1 The address to send information to the Client is: County Secretary County Government of Meru P.O Box 120-60200 Meru

2.6.3 The minimum technical score required to pass is **70% of the technical score**

2.7.1 Alternative formulae for determining the financial scores is the following: __________________________

The weights given to the Technical and Financial Proposals are:

T=___________ 0.80
P=___________ 0.20

2.9.2 The assignment is expected to commence soonest after tender award.
3.1. TECHNICAL PROPOSAL SUBMISSION FORM

[___________ Date]

To:______________________ [Name and address of Client]

Ladies/Gentlemen:

We, the undersigned, offer to provide the consulting services for ____________________________ [Title of consulting services] in accordance with your Request for Proposal dated _____________________ [Date] and our Proposal. We are hereby submitting our Proposal, which includes this Technical Proposal, [and a Financial Proposal sealed under a separate envelope-where applicable].

We understand you are not bound to accept any Proposal that you receive.

We remain,

Yours sincerely,

________________________________ [Authorized Signature]:

________________________________ [Name and Title of Signatory]:

________________________________ [Name of Firm]:

________________________________ [Address:]


### 3.2. FIRM’S REFERENCES

**Relevant Services Carried Out in the Last Five Years That Best Illustrate Qualifications**

Using the format below, provide information on each assignment for which your firm either individually, as a corporate entity or in association, was legally contracted.

<table>
<thead>
<tr>
<th>Assignment Name:</th>
<th>Country</th>
</tr>
</thead>
<tbody>
<tr>
<td>Location within Country:</td>
<td>Professional Staff provided by Your Firm/Entity(profiles):</td>
</tr>
<tr>
<td>Name of Client:</td>
<td>Clients contact person for the assignment.</td>
</tr>
<tr>
<td>Address:</td>
<td>No of Staff-Months; Duration of Assignment:</td>
</tr>
<tr>
<td>Start Date (Month/Year):</td>
<td>Completion Date (Month/Year):</td>
</tr>
<tr>
<td></td>
<td>Approx. Value of Services (Kshs)</td>
</tr>
<tr>
<td>Name of Associated Consultants. If any:</td>
<td>No of Months of Professional Staff provided by Associated Consultants:</td>
</tr>
<tr>
<td>Name of Senior Staff (Project Director/Coordinator, Team Leader) Involved and Functions Performed:</td>
<td></td>
</tr>
<tr>
<td>Narrative Description of project:</td>
<td></td>
</tr>
<tr>
<td>Description of Actual Services Provided by Your Staff:</td>
<td></td>
</tr>
</tbody>
</table>

**Firm’s Name:** ________________________________

**Name and title of signatory:** ________________________
3.3. COMMENTS AND SUGGESTIONS OF CONSULTANTS ON THE TERMS OF REFERENCE AND ON DATA, SERVICES AND FACILITIES TO BE PROVIDED BY THE CLIENT.

On the Terms of Reference:

1.

2.

3.

4.

5.

On the data, services and facilities to be provided by the Client:

1.

2.

3.

4.

5.
3.4 DESCRIPTION OF THE METHODOLOGY AND WORK PLAN FOR PERFORMING THE ASSIGNMENT
### 3.5. TEAM COMPOSITION AND TASK ASSIGNMENTS

#### 3.5.1 Technical/Managerial Staff

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
<th>Task</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

#### 3.5.2 Support Staff

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
<th>Task</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
3.7. FORMAT OF CURRICULUM VITAE (CV) FOR PROPOSED PROFESSIONAL STAFF

Proposed Position: ________________________________________________________________

Name of Firm: __________________________________________________________________

Name of Staff: __________________________________________________________________

Profession: _____________________________________________________________________

Date of Birth: __________________________________________________________________

Years with Firm: ____________________________ Nationality: _______________________

Membership in Professional Societies: _____________________________________________

Detailed Tasks Assigned: _________________________________________________________

Key Qualifications:

[Give an outline of staff member’s experience and training most pertinent to tasks on assignment. Describe degree of responsibility held by staff member on relevant previous assignments and give dates and locations].

Education:

[Summarize college/university and other specialized education of staff member, giving names of schools, dates attended and degree[s] obtained].

Employment Record:

[Starting with present position, list in reverse order every employment held. List all positions held by staff member since graduation, giving dates, names of employing organizations, titles of positions held, and locations of assignments].
Certification:

I, the undersigned, certify that these data correctly describe me, my qualifications, and my experience.

________________________________________________________________________ Date: __________
[Signature of staff member]

________________________________________________________________________ Date: __________
[Signature of authorized representative of the firm]

Full name of staff member: ______________________________________

Full name of authorized representative: ________________________________
### 3.8 TIME SCHEDULE FOR PROFESSIONAL PERSONNEL

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
<th>Reports Due/ Activities</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
<th>6</th>
<th>7</th>
<th>8</th>
<th>9</th>
<th>10</th>
<th>11</th>
<th>12</th>
<th>Number of months</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Reports Due:  
Activities Duration:  

**Signature:**

________________________

(Authorized representative)

**Full Name:** ________________________

**Title:** ______________________________

**Address:** ___________________________
### 3.9 ACTIVITY (WORK) SCHEDULE

(a). Field Investigation and Study Items

(\textit{1^{st}, 2^{nd}, etc. are months from the start of assignment})

<table>
<thead>
<tr>
<th>Activity (Work)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
</tr>
<tr>
<td></td>
</tr>
<tr>
<td></td>
</tr>
</tbody>
</table>

(b). Completion and Submission of Reports

<table>
<thead>
<tr>
<th>Reports</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Inception Report</td>
<td></td>
</tr>
<tr>
<td>4. Interim Progress Report</td>
<td></td>
</tr>
<tr>
<td>(a) First Status Report</td>
<td></td>
</tr>
<tr>
<td>(b) Second Status Report</td>
<td></td>
</tr>
<tr>
<td>3. Draft Report</td>
<td></td>
</tr>
<tr>
<td>4. Final Report</td>
<td></td>
</tr>
</tbody>
</table>
SECTION IV: - FINANCIAL PROPOSAL

4.1. FINANCIAL PROPOSAL SUBMISSION FORM

________________________ [Date]

To: ______________________________________
   ______________________________________
   ______________________________________
   [Name and address of Client]

Ladies/Gentlemen:

We, the undersigned, offer to provide the consulting services for (__________) [Title of consulting services] in accordance with your Request for Proposal dated (______________) [Date] and our Proposal. Our attached Financial Proposal is for the sum of (______________________________) [Amount in words and figures] inclusive of the taxes.

We remain,

Yours sincerely,

____________________________ [Authorized Signature]

:_________________________ [Name and Title of Signatory]:

_________________________ [Name of Firm]

_________________________ [Address]
### SECTION IV - FINANCIAL PROPOSAL STANDARD FORMS

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>FINANCIAL PROPOSAL SUBMISSION FORM</td>
</tr>
<tr>
<td>2.</td>
<td>PRICE SCHEDULE OF SERVICES</td>
</tr>
<tr>
<td>3.</td>
<td>REIMBURSABLE COSTS</td>
</tr>
</tbody>
</table>
1. **FINANCIAL PROPOSAL SUBMISSION FORM**

<table>
<thead>
<tr>
<th>Date</th>
</tr>
</thead>
</table>

To: ________________________________

______________________________

______________________________

[Name and address of Client]

Ladies/Gentlemen:

We, the undersigned, offer to provide the consulting services for (___________) [Title of consulting services] in accordance with your Request for Proposal dated (______________) [Date] and our Proposal. Our attached Financial Proposal is split into:

1. Price Schedule of Services that is inclusive of taxes; and
2. All other reimbursable costs associated with the consultancy that are also inclusive of taxes.

We remain,

Yours sincerely,

______________________________ [Authorized Signature]

______________________________ [Name and Title of Signatory]

______________________________ [Name of Firm]

______________________________ [Address]
2. PRICE SCHEDULE OF SERVICES

The supplier should respond to the listed services that are deemed necessary to meet the requirements of Kisumu County.

<table>
<thead>
<tr>
<th>NO.</th>
<th>SERVICES REQUIRED</th>
<th>Unit of Measure</th>
<th>Rate Charged</th>
<th>REMARKS (as necessary)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Debt Collection</td>
<td>%age of amount collected</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Data clean up</td>
<td>% of amounts reconciled net of outstanding debt amount</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Business Census</td>
<td>Lump sum Amount</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Digitization of Records</td>
<td>Lump Sum</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>Revenue Mapping</td>
<td>Lump Sum</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

3. REIMBURSABLE COSTS

The supplier should respond to the listed costs that are deemed necessary to meet the requirements of Kisumu County.

<table>
<thead>
<tr>
<th>NO.</th>
<th>COST</th>
<th>Unit of Measure</th>
<th>Rate Charged</th>
<th>REMARKS (as necessary)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Transportation</td>
<td>Car hire/ Km</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Training</td>
<td>Per participant in Nairobi</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Training</td>
<td>Per Participant in Mombasa</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Training</td>
<td>Per Participant in Meru, Nakuru, Naivasha</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>Training</td>
<td>Per Participant in all other towns in Kenya</td>
<td></td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>Any other Cost</td>
<td>Specify unit of measure</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

3. Miscellaneous Costs

<table>
<thead>
<tr>
<th>No.</th>
<th>Description</th>
<th>Unit</th>
<th>Quantity</th>
<th>Unit Price</th>
<th>Total Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Communication costs</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

(telephone, telegram, telex)
<table>
<thead>
<tr>
<th>No.</th>
<th>Description</th>
<th>Unit</th>
<th>Quantity</th>
<th>Unit Price</th>
<th>Total Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>Drafting and reproduction of reports</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Equipment: Computers</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Software</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td><strong>Subtotal</strong></td>
<td></td>
<td></td>
<td></td>
<td><strong>30</strong></td>
</tr>
</tbody>
</table>
5.1 DEBT COLLECTION SERVICES FOR MERU COUNTY BACKGROUND

The constitution of the Republic of Kenya 2010 lays the basis of devolution of funds in Kenya to the 47 County Governments. This constitution empowers counties to collect revenue locally and incur expenses locally on economic development and improved service delivery, without relying on the National Government. County Governments collect revenue by way of tax instruments applied through business licensing, Land rates, rents and other services.

Many studies indicate that the challenges in revenue collection rotate around the revenue collection system. The basic data or the inventory of Local taxpayers is outdated and there is lack of geographical mapping of properties/businesses to ascertain locality. Revenue leakages are rampant through explicit corrupt practices that facilitate collusion between staff and taxpayers. There is generally weak enforcement and lack of clear work structures, procedures and training.

This coupled with their inability to audit and map the number of businesses and the potential revenue from each of these business makes it impossible to plan and allocate funds for growth strategies. It is very difficult to ascertain the potential of revenue if there is no clear sight of revenue streams.

The above has resulted in significant debtor balances for the County of Meru County

A. MERU COUNTY

As at 2018, County was projected to grow to 1,635,264, one of the fastest growing populations in the country. Currently, the county’s population is dominated by young people who need to be supported by those in the workforce. Three quarters of the population is under 30 years old and 46.8 percent is under 15 years. This young population and high unemployment as threats to development. This young age structure also means that the population will continue to grow for several generations.

According to the KNBS household survey of 2015/16 released in 2017, the overall National unemployment rate was 7.4%. Out of the unemployed, 85% were aged below 35 with the largest unemployment rate of 19.2% recorded in the “20 – 24” age cohort. The county’s unemployment rate is estimated nearly to the National figure, trend and dimension. This means that a sizable number of the county’s population suffers from joblessness. The rate is attributed to low absorption rate in the economic sectors the key being agriculture and commerce.

PROBLEM STATEMENT:

The above factors can only be tackled if there is a clear strategy and demonstrated commitment from the County government that will aid to reverse the effects of

1. A growing Debt book
2. Lack of documented procedures
3. Lack of digitized records to ascertain businesses in the County
4. Lack of clearly defined revenue streams
The County Government through the Ministries of Finance & Business, Industry and Energy is seeking to undertake Revenue collection and ascertain revenue sources for the County.

2. OBJECTIVES
The project seeks the services of a debt collection company to collect the outstanding debts and in the process to also undertake a business census that will provide a clear picture of revenue streams held by the county as well as training the county revenue officers on collection.

3. SCOPE OF WORK
- Debt collection services
- Business Census
- Revenue Mapping
- Revenue Digitization
- Tracing services
- Staff training and capacity building

As part of the above services it is also expected that the successful entity will also support the county in the following tasks to be undertaken by the county staff:
- Drafting of Revenue Collection Operational structures and process
- Advise on an automated debt collection system to be adopted by the county
- Advise on debt portfolio analysis and management

Offer advisory and training of county officials on efficient debt collection methods which will include protocol, customer service, leadership and ethics.

4. SPECIFIC OBJECTIVES
The following expectations should be taken into account by the debt collector:

i. **Debt Collection**: A comprehensive approach aimed towards maximizing debtor contact and payments. early identification of at-risk accounts to enhance performance, productivity and portfolio quality

ii. **Business Census**: Face to face engagement of all businesses in the county with a view of collecting information that will assist in creating a digital database of businesses in the county

iii. **Revenue Digitization**: A Detailed process of digitalizing all revenue streams and coming up with a comprehensive database management system (DMS) for revenue within a given jurisdiction, say a sub county, county or even the entire country.

iv. **Tracing Services**: Manually investigate trace cases and locate absconders, skip tracing services with highly trained trace agents with advanced questioning skills in order to locate debtors.

v. **Staff Training and Capacity Building**: Credit management training to credit controllers, loans officers, accountants and debt collectors.

5. METHODOLOGY/EXPERTISE REQUIRED
Describe in sufficient details the methodology and different tools to be used in delivery of the above mentioned services. In addition provide a work plan in line with the key tasks provided in your methodology.

6. EXPECTATIONS FROM THE COUNTY
For the consultant to commence this assignment the County Government will be required to provide;

- List of debts and current register of businesses
- County security as and when required for field visits.
- Reimbursement of disbursement costs in line with the Request for proposal document.
• Adequate functional office space for the collections team
• A liaison officer at Finance Office for the purposes of generation of demand notices for unpaid land rates as and when required.

7. QUALIFICATION AND EXPERIENCE OF THE CONSULTANT

A. CONSULTANCY FIRM QUALIFICATIONS
The specific firm expertise required for this assignment includes but is not limited to the following:

• Should be a registered firm in Kenya which is tax compliant
• Should have professional membership from a recognized body as necessary
• Should have been in existence for at least 15 years
• Should have experience in debt collection for at least 15 years
• Should demonstrate a track record of working with county Governments with extensive knowledge of debt collection and debt management.
• Should have experience in training and implementation debt collection systems
• Should have expertise in carrying out financial, commercial, human resource and legal due diligence and advising on related issues;
• Should have experience in mapping out revenue streams and carrying out business census

B. SPECIFIC QUALIFICATIONS OF THE KEY PROPOSED TEAM MEMBERS

i. Project Lead
• Be a graduate with professional qualification of over 15 years post registration;
• At least 15 years of experience in debt collection;
• Have experience in related similar assignments in Kenya or the region internationally;
• Have experience in managing a pool of debt account managers (Min 50)
• Have extensive experience working with and collaborating with stakeholders in governments;
• Have an understanding of relevant legislation in Kenya in regards to debt collection, management and training, global best practice and reporting
• Be familiar with computerized financial management systems or information technology systems for government bodies; and
• Demonstrable experience in development of strategic plans
• Poses a current certificate of good conduct
• Meet the requirements of Chapter Six of the Constitution of Kenya

ii. Deputy Project Lead
• Be a graduate with professional qualification of over 7 years post registration;
• At least 7 years of experience in debt collection/ financial management or other related field;
• Have experience in managing a pool of debt account managers (Min 50)
• Have experience in related similar assignments in Kenya county government engagement is an added advantage
• Have extensive experience working with and collaborating with stakeholders in governments;
• Have an understanding of relevant legislation in Kenya in regards to debt collection, management and training, global best practice and reporting
• Be conversant with developing review reports and proposing solutions for public sector players
• Meet the requirements of Chapter Six of the Constitution of Kenya
iii. **Lead surveyor**
- Possess a Bachelor’s Degree in any of the following disciplines;
  (a) Geo-Spatial Engineering
  (b) Geomatics Engineering from a University recognized in Kenya;
- Familiarity with GIS software i.e. ArcGIS, QGIS and AutoCAD.
- Demonstrate registration with institute of quantity surveyors of Kenya - IQSK
- Have a minimum of 7 years experience in surveying and GIS fields
- Have demonstrated professional competence, administrative ability and integrity as required in the work performance and results;
- Have exhibited a thorough understanding of land laws, policies and objectives and the ability to relate them to the survey functions; and
- Has proper understanding of Meru County geographies
- Meet the requirements of Chapter Six of the Constitution of Kenya

iv. **SUPPORT TEAM OF CONSULTANTS**
The Support Consultants will be subject matter specialists in all anticipated areas of support to be provided to the County Government of Meru. They must have degrees and should be professionally qualified with a minimum of 2 years’ experience in similar work. They must demonstrate experience in their areas of expertise.

Specific experience in Kenya government systems will be an added advantage. They should also have excellent writing and communication skills & ability to write and speak fluently in English.

8. **REPORTING REQUIREMENTS AND ASSIGNMENT TIMELINES**

A. **ASSIGNMENT TIMELINES**
It is expected that the assignment will last for 36 months from the signing of the contract. Specifically:

- Debt collection will last for 36 Months
- Business Census will last for 6 months
- Revenue Mapping will last for 12 months

B. **REPORTING REQUIREMENTS**
An inception report detailing the proposed work program, strategy, methodology, timetable and expected outcome of the assignment will be submitted to the appointed contact person for county. The report shall be issued within 2 weeks upon assessment of the scope of work and signing of the contract.

<table>
<thead>
<tr>
<th>Objective</th>
<th>Reports</th>
<th>Timelines</th>
</tr>
</thead>
<tbody>
<tr>
<td>Debt Collection</td>
<td>Monthly Report</td>
<td>5 days after the end of each month for 36 months</td>
</tr>
<tr>
<td></td>
<td>End of assignment report</td>
<td>At the end of the assignment after 36 months</td>
</tr>
<tr>
<td>Business Census</td>
<td>Monthly Report</td>
<td>5 days after the end of each month within six months</td>
</tr>
<tr>
<td></td>
<td>End of task Report</td>
<td>At the end of the task</td>
</tr>
<tr>
<td>Revenue mapping</td>
<td>Monthly Report</td>
<td>5 days after the end of each month within twelve months</td>
</tr>
<tr>
<td>End of task Report</td>
<td>At the end of the task</td>
<td></td>
</tr>
<tr>
<td>--------------------</td>
<td>------------------------</td>
<td></td>
</tr>
</tbody>
</table>

The consult will submit for approval the contents of the Monthly reports and End of assignment/task reports to the contracting authority.

The Consultant will be required to submit all deliverables electronically and in hard copy to the appointed contact person.
This Agreement, [hereinafter called “the Contract”) is entered into this ___________[Insert starting date of assignment], by and between _______________________[Insert Client’s name] of _______________[insert Client’s address](hereinafter called “the Client”) of the one part AND___________________________[Insert Consultant’s name] of _______________[insert Consultant’s address] (hereinafter called “the Consultant”) of the other part.

WHEREAS the Client wishes to have the Consultant perform the services [hereinafter referred to as “the Services”, and

WHEREAS the Consultant is willing to perform the said Services,

NOW THEREFORE THE PARTIES hereby agree as follows:

1. Services
   (i) The Consultant shall perform the Services specified in Appendix A, “Terms of Reference and Scope of Services,” which is made an integral part of this Contract.

   (ii) The Consultant shall provide the personnel listed in Appendix B, “Consultant’s Personnel,” to perform the Services.

   (iii) The Consultant shall submit to the Client the reports in the form and within the time periods specified in Appendix C, “Consultant’s Reporting Obligations.”

2. Term
   The Consultant shall perform the Services during the period commencing on_____________[Insert starting date] and continuing through to_____________[Insert completion date], or any other period(s) as may be subsequently agreed by the parties in writing.

(i)

3. Payment
   A. Ceiling
      For Services rendered pursuant to Appendix A, the Client shall pay the Consultant an amount not to exceed___________________________[Insert amount]. This amount has been established based on the
understanding that it includes all of the Consultant’s costs and profits as well as any tax obligation that may be imposed on the Consultant.

B. Schedule of Payments

The schedule of payments is specified below (Modify in order to reflect the output required as described in Appendix C.)

Kshs______________________ upon the Client’s receipt of a copy of this Contract signed by the Consultant;

Kshs______________________ upon the Client’s receipt of the draft plan and report, acceptable to the Client; and

Kshs______________________ upon the Client’s receipt of the final plan and report, acceptable to the Client.

Kshs______________________ Total

C. Payment Conditions

Payment shall be made in Kenya Shillings unless otherwise specified not later than thirty [30] days following submission by the Consultant of invoices in duplicate to the Coordinator designated in Clause 4 herebelow. If the Client has delayed payments beyond thirty (30) days after the due date hereof, simple interest shall be paid to the Consultant for each day of delay at a rate three percentage points above the prevailing Central Bank of Kenya’s average rate for base lending.

4. Project Administration

A. Coordinator.

The Client designates _______________[insert name] as Client’s Coordinator; the Coordinator will be responsible for the coordination of activities under this Contract, for acceptance and approval of the reports and of other deliverables by the Client and for receiving and approving invoices for payment.

B. Reports.

The reports listed in Appendix C, “Consultant’s Reporting Obligations,” shall be submitted in the course of the (ii)
assignment and will constitute the basis for the payments to be made under paragraph 3.

5. Performance Standards
The Consultant undertakes to perform the Services with the highest standards of professional and ethical competence and integrity. The Consultant shall promptly replace any employees assigned under this Contract that the Client considers unsatisfactory.

6. Confidentiality
The Consultant shall not, during the term of this Contract and within two years after its expiration, disclose any proprietary or confidential information relating to the Services, this Contract or the Client’s business or operations without the prior written consent of the Client.

7. Ownership of Material
Any studies, reports or other material, graphic, software or otherwise prepared by the Consultant for the Client under the Contract shall belong to and remain the property of the Client. The Consultant may retain a copy of such documents and software.

8. Consultant Not to be Engaged in certain Activities
The Consultant agrees that during the term of this Contract and after its termination the Consultant and any entity affiliated with the Consultant shall be disqualified from providing goods, works or services (other than the Services and any continuation thereof) for any project resulting from or closely related to the Services.

9. Insurance
The Consultant will be responsible for taking out any appropriate insurance coverage.

10. Assignment
The Consultant shall not assign this Contract or sub-contract any portion of it without the Client’s prior written consent.

11. Law Governing Contract and Language
The Contract shall be governed by the laws of Kenya and the language of the Contract shall be English Language.

12. Dispute Resolution
Any dispute arising out of the Contract which cannot be amicably settled between the parties shall be referred by either party to the arbitration and final decision of a person to be agreed between the parties. Failing agreement to concur in the appointment of an Arbitrator, the Arbitrator shall be appointed by the chairman of the Chartered Institute of Arbitrators, Kenya branch, on the request of the applying party.
FOR THE CLIENT

Full name: ____________________________ Full name: ____________________________

Title: ________________________________ Title: ________________________________

Signature: __________________________ Signature: __________________________

Date: ________________________________ Date: ________________________________

FOR THE CONSULTANT
LIST OF APPENDICES

Appendix A:   Terms of Reference and Scope of Services

Appendix B:   Consultant’s Personnel

Appendix C:   Consultant’s Reporting Obligations
6.1 LETTER OF NOTIFICATION OF AWARD

Address of Procuring Entity

To:

RE: Tender No._____________________

Tender Name_____________________

This is to notify that the contract/s stated below under the above mentioned tender have been awarded to you.

________________________________________

1. Please acknowledge receipt of this letter of notification signifying your acceptance.

2. The contract/contracts shall be signed by the parties within 30 days of the date of this letter but not earlier than 14 days from the date of the letter.

3. You may contact the officer(s) whose particulars appear below on the subject matter of this letter of notification of award.

(FULL PARTICULARS)________________________________________

________________________________________

SIGNED FOR ACCOUNTING OFFICER
6.2 FORM OF TENDER

Date ______________
Tender No. ______________

To: ______________________

[name and address of procuring entity]

Gentlemen and/or Ladies:

1. Having examined the tender documents including Addenda Nos. ………………………………… [insert numbers], the receipt of which is hereby duly acknowledged, we, the undersigned, offer to supply deliver, install and commission (…………………………………………………… insert equipment description) in conformity with the said tender documents for the sum of …………………………………………………………………………………………………………………………………………………. (total tender amount in words and figures) or such other sums as may be ascertained in accordance with the Schedule of Prices attached herewith and made part of this Tender.

2. We undertake, if our Tender is accepted, to deliver install and commission the equipment in accordance with the delivery schedule specified in the Schedule of Requirements.

3. If our Tender is accepted, we will obtain the guarantee of a bank in a sum of equivalent to ____ __________ percent of the Contract Price for the due performance of the Contract, in the form prescribed by ……………………………………………………………………………………………………………………………………………………………………….. (Procuring entity).

4. We agree to abid by this Tender for a period of …… [number] days from the date fixed for tender opening of the Instructions to tenderers, and it shall remain binding upon us and may be accepted at any time before the expiration of that period.

5. This Tender, together with your written acceptance thereof and your notification of award, shall constitute a Contract, between us. Subject to signing of the Contract by the parties.

6. We understand that you are not bound to accept the lowest or any tender you may receive.

Dated this ______________ day of ________________ 2015 _______

______________________________  ______________________________
[signature]  [in the capacity of]

Duly authorized to sign tender for an on behalf of __________________________
6.3 CONFIDENTIAL BUSINESS QUESTIONNAIRE FORM

You are requested to give the particulars indicated in Part 1 and either Part 2(a), 2(b) or 2 (c) whichever applied to your type of business
You are advised that it is a serious offence to give false information on this form

**Part 1 – General:**

Business Name  ………………………………………………………………………………………………………………………………..

Location of business premises.  ………………………………………………………………………………………………………………..

Plot No………………………………………………… Street/Road
……………………………………………………………………………………………

Postal Address …………………… Tel No. …………………… Fax ………………. Email ………………

Nature of Business  …………………………………………………………………………………………………………………

Registration Certificate No.  ……………………………………………………………………………………………………………………..

Maximum value of business which you can handle at any one time – Kshs.

Name of your bankers ……………………………………………………. Branch
……………………………………………………………………………………………………………………………………………………

<table>
<thead>
<tr>
<th>Part 2 (a) – Sole Proprietor</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Your name in full</td>
<td></td>
</tr>
<tr>
<td>Age</td>
<td></td>
</tr>
<tr>
<td>Nationality</td>
<td></td>
</tr>
<tr>
<td>Country of origin</td>
<td></td>
</tr>
<tr>
<td>Citizenship details</td>
<td></td>
</tr>
</tbody>
</table>

| Part 2 (b) Partnership |
|------------------------|---|
| Given details of partners as follows: |
| Name | Nationality | Citizenship |
| Details | Shares | |
| 1. | ………………………………………………………………………………………………………………………….. | ………….. |
| 2. | ………………………………………………………………………………………………………………………….. | ………….. |
| 3. | ………………………………………………………………………………………………………………………….. | ………….. |
| 4. | ………………………………………………………………………………………………………………………….. | ………….. |

**Part 2 (c ) – Registered Company**
Private or Public

State the nominal and issued capital of company-
  Nominal Kshs. ........................................
  Issued   Kshs. ........................................

Given details of all directors as follows
<table>
<thead>
<tr>
<th>Name</th>
<th>Nationality</th>
<th>Citizenship Details</th>
</tr>
</thead>
</table>
| Shares
1. ........................................................................................................
  .................................
2. ........................................................................................................
  .................................
3. ........................................................................................................
  .................................
4. ........................................................................................................
  .................................
5. ........................................................................................................
  .................................

Date .................................................. Signature of Candidate

• If a Kenya Citizen, indicate under “Citizenship Details” whether by Birth, Naturalization or registration.
6.4 TENDER SECURITY FORM

Whereas ………………………………………. [Name of the tenderer]
(herinafter called “the tenderer”) has submitted its tender dated ……….. [Date of submission of tender] for the supply, installation and commissioning of ………………………. [Name and/or description of the equipment] (herinafter called “the Tender”)
……………………………………….. KNOW ALL PEOPLE by these presents that WE ………………………….. of ……………………… having our registered office at ………………………. (herinafter called “the Bank”), are bound unto …………….. [Name of procuring entity] (herinafter called “the Procuring entity”) in the sum of ……………………. for which payment well and truly to be made to the said Procuring entity, the Bank binds itself, its successors, and assigns by these presents. Sealed with the Common Seal of the said Bank this ______ day of _____________ 20 ____________.

THE CONDITIONS of this obligation are:-
1. If the tenderer withdraws its Tender during the period of tender validity specified by the tenderer on the Tender Form; or
2. If the tenderer, having been notified of the acceptance of its Tender by the Procuring entity during the period of tender validity:
   (a) fails or refuses to execute the Contract Form, if required; or
   (b) fails or refuses to furnish the performance security in accordance with the Instructions to tenderers;

We undertake to pay to the Procuring entity up to the above amount upon receipt of its first written demand, without the Procuring entity having to substantiate its demand, provided that in its demand the Procuring entity will note that the amount claimed by it is due to it, owing to the occurrence of one or both of the two conditions, specifying the occurred condition or conditions. This tender guarantee will remain in force up to and including thirty (30) days after the period of tender validity, and any demand in respect thereof should reach the Bank not later than the above date.

[Signature of the bank]____________________________

(Amend accordingly if provided by Insurance Company)
6.5 CONTRACT FORM

THIS AGREEMENT made the ______ day of _______ 20______ between

____________________ [name of Procurement entity] of __________ [Country of Procurement entity] (hereinafter called "the Procuring entity) of the one part and ___________________________ [Name of tenderer] of __________ [City and country of tenderer] (hereinafter called “the tenderer”) of the other part;

WHEREAS the Procuring entity invited tenders for certain goods] and has accepted a tender by the tenderer for the supply of those goods in the sum of ___________________________ [Contract price in words and figures] (hereinafter called “the Contract Price).

NOW THIS AGREEMENT WITNESSETH AS FOLLOWS:

1. In this Agreement words and expressions shall have the same meanings as are respectively assigned to them in the Conditions of Contract referred to:

2. The following documents shall be deemed to form and be read and construed as part of this Agreement viz:
(a) The Tender Form and the Price Schedule submitted by the tenderer
(b) The Schedule of Requirements
(c) The Technical Specifications
(d) The General Conditions of Contract
(e) The Special Conditions of contract; and
(f) The Procuring entity’s Notification of Award

3. In consideration of the payments to be made by the Procuring entity to the tenderer as hereinafter mentioned, the tender hereby covenants with the Procuring entity to provide the goods and to remedy defects therein in conformity in all respects with the provisions of the Contract

4. The Procuring entity hereby covenants to pay the tenderer in consideration of the provisions of the goods and the remedying of defects therein, the Contract Price or such other sum as may become payable under the provisions of the Contract at the times and in the manner prescribed by the contract.

IN WITNESS whereof the parties hereto have caused this Agreement to be executed in accordance with their respective laws the day and year first above written.

Signed, sealed, delivered by ______ the ____________ (for the Procuring entity
Signed, sealed, delivered by ______ the ____________ (for the tenderer in the presence of ______

(Amend accordingly if provided by Insurance Company)
6.6 PERFORMANCE SECURITY FORM

To ..................................................
[name of Procuring entity]

WHEREAS .................................. [name of tenderer] (hereinafter called “the tenderer”) has undertaken, in pursuance of Contract No. ____________________________ [reference number of the contract] dated _______ 20____________ to supply ................................................................. [description of goods] (hereinafter called “the Contract”).

AND WHEREAS it has been stipulated by you in the said Contract that the tenderer shall furnish you with a bank guarantee by a reputable bank for the sum specified therein as security for compliance with the Tenderer’s performance obligations in accordance with the Contract.

AND WHEREAS we have agreed to give the tenderer a guarantee:

THEREFORE WE hereby affirm that we are Guarantors and responsible to you, on behalf of the tenderer, up to a total of ....................... [amount of the guarantee in words and figure] and we undertake to pay you, upon your first written demand declaring the tenderer to be in default under the Contract and without cavil or argument, any sum or sums within the limits of ....................... [amount of guarantee] as aforesaid, without you needing to prove or to show grounds or reasons for your demand or the sum specified therein.

This guarantee is valid until the __________ day of __________ 2015 ______

Signed and seal of the Guarantors

_________________________________________________________________________
[name of bank or financial institution]

_________________________________________________________________________
[address]

_________________________________________________________________________
[date]