

PREQUALIFICATION DOCUMENT

REF No. COI/

Reply to:

Chief Executive Officer/Director College of Insurance P.O.Box 56928 – 00200 <u>NAIROBI</u>

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INTRODUCTION

1.1 The document includes a form for invitation for prequalification, instructions to candidates and a letter of application with attached forms for candidates to complete.

Insurance Training & Education Trust invites tenders from interested firms (bidders) to apply for Pre-qualification as Suppliers for of goods, works and services for the period 2016 – 2018 under the following categories.

	CATEGORY A	
NO	PREQUALIFICATION FOR SUPPLY OF GOODS	REF. No
1	Supply of office Furniture and Fittings	COI/PQA/201618/01
2	Supply and Delivery of Office Equipment (Photocopiers, ICT Equipment)	COI/PQA/201618/02
3	Supply and Delivery of Office Stationery and Cartridges	COI/PQA/201618/03
4	Supply of Software Solutions and Licenses	COI/PQA/201618/04
5	Supply and Delivery of Firefighting Equipment and COI/PQA/201618/05 Accessories	
6	Supply of Promotional Material and Corporate Gifts COI/PQA/201618/0	
7	Supply of Vegetables and Fruits	COI/PQA/201618/07
8	Supply and Delivery of Meats and Allied Products	COI/PQA/201618/08
9	Supply of Staff Uniform and Other Branded Clothing. COI/PQA/201618/09	
10	Supply and Delivery of Milk and Milk Products	COI/PQA/201618/10
11	Supply and Delivery of Dry Foods	COI/PQA/201618/11
12	Supply and Delivery of Cutlery, Crockery and Related Kitchen Equipment	COI/PQA/201618/12
13	Supply and Delivery of Laundry Detergents,COI/PQA/201618/13Multipurpose Detergents, Tissue Paper and Serviettes	
14	Supply and Hire of Tents, Chairs Etc	COI/PQA/201618/14
15	Supply and Delivery of Calling Cards/Airtime COI/PQA/201618/15	
16	Supply and Delivery of Fuel, Oils, Lubricants and LPG COI/PQA/201618/16	
17	Supply and Delivery of Beds, Bedding, Linen, Mattresses, Mosquito Nets Etc	COI/PQA/201618/17

CATEGORY B

NO	PREQUALIFICATION FOR SUPPLY OF WORKS	REF. No
1	Repair & Maintenance of Electrical Works	COI/PQB/201618/01
2	Building & Construction Contractors	COI/PQB/201618/02
3	Painting, Interior Decor & Landscaping Services	COI/PQB/201618/03
4	Branded Signage Works	COI/PQB/201618/04
5	Repairs & Maintenance of Civil Works	COI/PQB/201618/05
6	Repair and Maintenance/Servicing of Motor Vehicles/	COI/PQB/201618/06
	Motor Cycles	

	CATEGORY C	
NO	PREQUALIFICATION FOR PROVISION OF	REF. No
	SERVICES	
1	Provision of Cleaning Services	COI/PQC/201618/01
2	Provision of Air Travel Agency, Accommodation and	COI/PQC/201618/02
	Car Hires Services	
3	Supply and Maintenance of Sanitary Bins and Related	COI/PQC/201618/03
	Services	
4	Provision of Garbage Collection Services	COI/PQC/201618/04
5	Provision of Fumigation and Pest Control Services	COI/PQC/201618/05
6	Service and Maintenance of Gas Appliances (Catering	COI/PQC/201618/06
	Equipment)	
7	Service and Maintenance of Firefighting Equipment	COI/PQC/201618/07
8	Provision of Publishing and Printing Services	COI/PQC/201618/08
9	Service and Maintenance of BoreholeCOI/PQC/201618/09	
10	Supply and Maintenance of Indoor Plants	COI/PQC/201618/10
11	Provision of Legal Services	COI/PQC/201618/11
12	Provision of Architectural Services	COI/PQC/201618/12
13	Provision of Insurance Brokerage Services	COI/PQC/201618/13
14	Provision of Insurance Underwriting Services	COI/PQC/201618/14
15	Provision of Medical Services	COI/PQC/201618/15
16	Provision of Audit Services	COI/PQC/201618/16
17	Provision of Mechanical Engineering Services	COI/PQC/201618/17
18	Provision of Structural Engineering Services	COI/PQC/201618/18
19	Provision of Electrical Engineering Services	COI/PQC/201618/19
20	Provision of Quantity Surveying Services	COI/PQC/201618/20

SECTION I - INVITATION FOR PREQUALIFICATION (IFQ)

Tender No. [Category No]

Tender Name: [Category Name]

- 1. The College of Insurance hereinafter referred as "Procuring entity" intended to prequalify candidates for the services and works as per the category list provided above.
- 2. Prequalification is open to qualifying companies.
- 3. Eligible candidates may obtain the prequalification document from Procurement office at the College of Insurance, South C, Nairobi during normal working hours upon payment of a non-refundable fee of KSh. 1,000.00 in cash or bankers cheque payable to College of Insurance. The Documents will be downloaded from <u>www.coi.ac.ke</u>.
- 4. Applications for prequalification must be submitted enclosed in plain sealed envelopes marked with the tender name and reference number and deposited in the tender box at College of Insurance, South C, Nairobi or to be addressed to

Chief Executive Officer/ Director, College of Insurance P.O.Box 56928 – 00200 NAIROBI

so as to be received on or before 14th October 2016 at 10.00 a.m.

5. All candidates whose applications will have been received before the closing date and time will be advised in due course, of the results of their applications. Only candidates prequalified under this prequalification process will be invited to tender.

SECTION II - INSTRUCTIONS TO CANDIDATES

Notes on Instructions to Candidates

- 1. The instructions to candidates should provide the candidates with adequate information to facilitate preparation and submission of a good prequalification application.
- 2. All the blank spaces should be properly completed by the procuring entity before the prequalification document is given to the candidates.
- 3. The note accompanying the clauses in this part are not part of the text. They are meant to assist the procuring entity when preparing the prequalification document. The notes should not be incorporated in the actual prequalification documents.
- 4. Where in the text alternative clauses are shown, the procuring entity should select those suitable for the particular contract and discard the alternative text that will not apply. This should also be clarified in the appendix to instructions to candidates.
- 5. The instructions to candidates may be amended or supplemented by clauses in the appendix to instructions to candidates.

SECTION II - INSTRUCTIONS TO CANDIDATES

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2.10 General

SECTION II - INSTRUCTIONS TO CANDIDATES

2.1 Scope of Tender

- 2.1.1 The College of Insurance hereinafter referred to as the procuring entity intends to prequalify as Suppliers for of goods, works and services for the period 2016 2018 under the categories listed above. It is expected that prequalification applications will be submitted to be received by the procuring entity not later than **14th October 2016 at 10.00 a.m.**
- 2.1.2 Prequalification is open to eligible firms and voluntarily formed joint ventures as indicated in appendix to instructions to candidates.

2.2 Submission of Application

Applications for prequalification shall be submitted in sealed envelopes marked with the tender name and reference number and deposited in the tender box at College of Insurance, South C, Nairobi or be addressed to

Chief Executive Officer/ Director, College of Insurance P.O.Box 56928 – 00200 <u>NAIROBI</u>

so as to be received on or before **14**th **October 2016 at 10.00 a.m.** The procuring entity reserves the right to accept or reject late applications.

- 2.2.1 The name and mailing address of the applicant may be marked on the envelope.
- 2.2.2 All the information requested for pre qualification shall be provided in the English language. Where information is provided in any other language, it shall be accompanied by a translation of its pertinent parts into English language. The translation will govern and will be used for interpreting the information.
- 2.2.3 Failure to provide information that is essential for effective evaluation of the applicant's qualifications or to provide timely clarification or sub substantiation of the information supplied may result in the applicant's disqualification.
- 2.2.4 Consultations and clarifications meeting will be held at the College of Insurance on the **7th October 2016 at 10.00 a.m.** at which applicants may

request clarifications of the prequalification document. Attendance of this meeting will be voluntary

2.3 Eligible Candidates

- 2.3.1 This invitation for pre-qualification is open to all candidates who are eligible as defined in Kenya's Public Procurement Law and regulations and as indicated in the appendix to instructions to candidates.
- 2.3.2 The procuring entity's employees, committee members, board members and their relative (spouse and children) are not eligible to participate in the tender unless where specially allowed under section 131 of the Act.
- 2.3.3 All terms found capable of performing the contract satisfactorily in accordance to the set prequalification criteria shall be prequalified.

2.4 Qualification Criteria

- 2.4.1 Pre-qualification will be based on meeting the minimum requirements to pass in the criteria set as shown below. The declaration will be either pass or fail regarding the applicant's general and particular experience, personnel and equipment capabilities and financial position as demonstrated by the applicant's response in the forms provided in Section IV and submitted with the letter of application. The procuring entity reserves the right to waive minor deviations if they do not materially affect the capability of an applicant to perform the contract.
- 2.4.2 When highly specialized inputs (especially for execution of the contact) are required by the applicant from specialist sub contractors, such subcontractors and their inputs shall be described in the Standard Form 1 (General Information)

2.4.3 Personnel capabilities. The applicant must have suitably qualified personnel to fill the following positions

Position	Total experience (years)	In similar works (years)	As manager of similar works (years)
Project Manager			
Other Position			
Other position			

2.4.4 Equipment capabilities. The applicant should own, or have assured access (through hire, lease, purchase agreement, availability of manufacturing equipment, or other means) the following key items of equipment in full good working order, and must demonstrate that, based on known commitments they will be available for use in the proposed contract. The applicant may also list alternative equipment that it would propose for the contract together with an explanation of the proposal

Equipment type and characteristics	Minimum number required
1)	
2)	
3)	

- 2.4.5 Financial position. The applicant shall demonstrate that it has access to, or has available, liquid assets, unencumbered real assets, lines of credit and other financial means sufficient to meet the construction cash flow for a period of <u>36</u> months.
- 2.4.6 The audited Accounts for the last 3 years shall be submitted and must demonstrate the soundness of the applicant's financial position, showing long-

term profitability. Where necessary the procuring entity will make inquiries with the applicant's bankers.

2.4.7 Litigation history the applicant should provide accurate information on any litigation or arbitration resulting from contracts completed or under its execution over the last five years. A consistent history of awards against the applicant or any partner of a joint venture may result in failure of the application.

2.5 Joint Venture

- 2.5.1 Joint ventures must comply with the following:-
 - (a) Following are the minimum qualification requirements.

(i) The lead partner shall meet not less than (not less than (%)) of all the qualifying criteria in paras's 2.4.3 and 2.4.6 above (24)

(ii) The other partners shall meet individually not less than (%)
______of all the qualifying criteria given in para. 2.4.3 and 2.4.6 above
(iii) The joint venture must satisfy collectively the criteria of section 4, for which propose the relevant figures for each of the partners shall be added together to arrive at the joint ventures total capacity. Individual members must each satisfy the requirements of para 2.4.7 and 2.4.8 above.

(b) The formation of a joint venture after pre-qualification and any change in a prequalified joint venture will be subject to the written approval of the procuring entity prior to the deadline for submission of bids. Such approval may be denied if (i) partners withdraw from a joint venture and the remaining partners do not meet the qualifying requirements (ii) the new partners to a joint venture are not qualified, individually or as an another joint venture; or (iii) in the opinion of the procuring entity a substantial reduction in competition may result.

(c) Any future bid shall be signed so as to legally bind all partners, jointly and severally, and any bid shall be submitted with a copy of the joint venture agreement providing the joint and several liability with respect to the contract.

2.5.2 The pre-qualification of a joint venture does not necessarily pre qualify any of its members individually as a member in any other joint venture or association. In case of dissolution of a joint venture, each one of the constituent firms may prequalify if it meets all the prequalification requirements, subject to a written approval of the procuring entity

2.6 Public Sector companies

2.6.1 Any public owned enterprise may be eligible to qualify if, in addition to meeting all the above requirements, it is also legally and financially autonomous, it operates under commercial law, and it is not a dependent agency of another public entity.

2.7. Conflict of Interest

2.7.1 The applicant (including all members of a joint venture) shall not be associated, nor have been associated in the past, with the consultant or any other entity that has prepared the design, specifications, and other prequalification and bidding documents for the project, or with an entity that was proposed as engineer for the contract. Any such association must be disclosed and may result in the dis-qualification of the applicant.

2.8. Updating Pre-qualification Information

2.8.1 Pre qualified candidates shall be required to update the financial information used for pre qualification at the time of submitting their bids and to confirm their continued compliance with the qualification criteria. A bid shall be rejected if the applicant's qualification thresholds are no longer met at the time of bidding.

APPENDIX TO INSTRUCTIONS TO CANDIDATES

Notes on the appendix to instructions to Candidates

- 1. The appendix to candidates to tenderers is intended to assist the procuring entity in providing specific information which may not be adequately covered by the clauses in the instructions to candidates.
- 2. The appendix may amend any information in the instructions to candidates.
- 3. The procuring entity should use the appendix to ensure that all relevant information to the candidates relating to a particular pre qualification is included.

APPENDIX TO INSTRUCTIONS TO CANDIDATES

The following instructions for the pre qualification of candidates shall supplement, complement or amend the provisions of the instructions to candidates.

Where there is a conflict between the provisions of the instructions to candidates and the provisions of the appendix, the provisions of the appendix herein shall prevail over those of the instructions to the candidates.

Note

To be completed appropriately by the procuring entity. Reference will be made to the relevant clause of the Instructions to Candidates.

SECTION III - LETTER OF APPLICATION

Notes on letter of application

The letter of application will be prepared by the applicant and will follow the form presented herein.

The letter of application will be prepared on the letterhead paper of the applicant or partner responsible for a joint venture and will include full postal address, telephone numbers, fax number and Email address.

The letter of application will be signed by duly authorized representatives of the applicant.

Any clause which does not apply to the applicant in the letter of application herein shall be deleted by the applicant.

SECTION III - LETTER OF APPLICATION

Date

To (name and address of the procuring entity)

Ladies and/or Gentlemen

1. Being duly authorized to represent and act on behalf of ______ (*name of firm*) (hereinafter referred to as "the Applicant"), and having reviewed and fully understood all of the pre qualification information provided, the undersigned hereby apply to be prequalified by yourselves as a bidder for the following contract(s) under (Tender No. and Tender name)

Tender number	Tender name
1.	
2.	
3.	
4.	
5.	

2. Attached to this letter are copies of original documents defining

- (a) the Applicant's legal status
- (b) the principal place of business and
- (c) the place of incorporation (*for applicants who are corporations*), or the place of registration and the nationality of the owners (for applicants who are partnerships or individually-*owned firms*).

3. Your Agency and its authorized representatives are hereby authorized to conduct any inquiries or investigations to verify the statements, documents, and information submitted in connection with this application, and to seek clarification from our bankers and clients regarding any financial and technical aspects. This letter of Application will also serve as authorization to any individual or authorized representative of any institution referred to in the supporting information, to provide such information deemed necessary and as requested by yourselves to verify statements and information provided in this application, such as the resources, experience, and competence of the Applicant.

4. Your Agency and its authorized representatives may contact the following persons for further information.

General and managerial inquiries	
Contract 1	Telephone 1
Contract 2	Telephone 2
	-

Personnel inquiries	
Contract 1	Telephone 1
Contract 2	Telephone 2

Technical inquiries	
Contract 1	Telephone 1
Contract 2	Telephone 2

Financial inquiries	
Contract 1	Telephone 1
Contract 2	Telephone 2

- 5. This application is made with the full understanding that:
 - (a) bids by prequalified applicants will be subject to verification of all information submitted for prequalification at the time of bidding.
 - (b) Your Agency reserves the right to:
 - amend the scope and value of any contracts bid under this project; in such event, bids will only be called from prequalified bidders who meet the revised requirements; and
 - reject or accept any application, cancel the prequalification process, and reject all applications
 - (c) your Agency shall not be liable for any such actions and shall be under no obligation to inform the Applicant of the grounds for them
 - 6. Appended to this application, we give details of the participation of each party, including capital contribution and profit/loss agreements, in the joint venture or association. We also specify the financial commitment in

terms of the percentage of the value of the <each> contract, and the responsibilities for execution of the <each> contract.

- 7. We confirm that if we bid, that bid, as well as any resulting contract, will be:
 - (a) signed so as to legally bind all partners, jointly and severally; and
 - (b) submitted with a joint venture agreement providing the joint and several liability of all partners in the event the contract is awarded to us.
- 8. The undersigned declare that the statement made and the information provided in the duly completed application are complete, true, and correct in every detail.

Signed	Signed
Name	Name
For and on behalf of (name of Applicant or lead partner of a joint venture)	For and on behalf of (name of partner)

Signed	Signed
Name	Name
For and on behalf (name of Partner)	For and on behalf of (name of partner)

Signed	Signed
Name	Name
For and on behalf (name of Partner)	For and on behalf of (name of partner)

SECTION IV - STANDARD FORMS

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5A	Candidate summary	
6.	Equipment capability	
7.	Financial capability	
8.	Litigation History	
9.	Request for Review	

SECTION IV - STANDARD FORMS

Notes on completion of Standard Forms

Application Form 1 -	General information This form is to be completed by all applicants. Where the applicant proposes to use sub-contractors the information should be supplied in this format. Where there is a joint venture, each partners shall complete the form
Application Form 2 -	General Experience Record This form is to be completed by all applicants. Separate sheets should be used for each partner of a joint venture. Applicants are not required to enclose testimonials, certificates or publicity materials with their applications.
Application Form 2A -	Joint Venture Summary This form is to be completed by joint venture applicants only.
Application Form 3 -	Particular Experience Record This form is to be completed by all applicants meeting the requirement set out in the instructions to candidates. Separate sheets shall be used for each member of or joint venture. Complimentary information will be given on application Form 3A.
Application Form 3A -	Details of Contracts of similar nature and complexity This form shall be completed by all applicants and will contain similar works completed by the applicant or a member of a joint venture
Application Form 4 - progress	Summary sheet. Contract commitments/work in This form is to be completed by all applicants including each member of a joint venture. It shall contain the current commitments on all contracts that have been awarded, or for which a letter of intent or acceptance has been received, or for contracts approaching completion, but for which an unqualified, full completion certificate has yet to be issued.
Application Form 5 -	Personnel Capabilities This form is to be completed by all applicants. It shall include specific positions essential to contract

implementation. The applicants shall provide the names of at least two candidates qualified to meet the specified requirements stated for each position. The data on their experience shall be supplied on Form 5A

Application Form 5A - Candidate Summary This form is to be completed by all applicants. The information provided will complement information on Form 5. A separate form shall be used for each personnel

- Application Form 6 Equipment Capability This form is to be completed by all applicants. It should provide adequate information to demonstrate clearly that the applicant has the capability to meet the requirements for each and all items of equipment listed in the instructions to candidates. A separate form shall be prepared for each item of equipment or for alternative equipment proposed by the applicant.
- Application Form 7 Financial Capability This form shall be completed by every applicant and each member of a joint venture. It should contained financial information to demonstrate that they meet the requirements stated in the instructions to candidates. If necessary separate sheets should be used to provide complete banker information. A copy of the audited balance sheet if available should be attached. The information should include the summary of actual assets and liabilities for the last five years.
- Application Form 8 Litigation History This form is to be completed by all applicants including each member of a joint venture. It should provide information on any history of litigation or arbitration resulting from contracts executed in the last five years or currently under execution. A separate sheet should be used for each member of a joint venture
- Form RB1 Request for Review This form is only to be filled by the tenderer when aggrieved by the Procuring Entity and submitted to the Review Board at anytime during the tender process but not later than 14 days after date of notification of award

APPLICATION FORM(1)

GENERAL INFORMATION

1.	Name of firm	
2.	Head office address	
3.	Telephone	Contact
4.	Fax	E-mail
5.	Place of incorporation/registration	Year of incorporation/registration

	Nationality of owners		
	Name	Nationality	
1.			
2.			
3.			
4.			
5.			

APPLICATION FORM (2)

GENERAL EXPERIENCE RECORD

Name of Applicant or partner of a joint venture

Annual turnover data (Construction only)			
Year	Turnover	Kshs.	
1.			
2.			
3.			
4.			
5.			

APPLICATION FORM (2A)

JOINT VENTURE SUMMARY

Names of all partners of a joint venture
1. Lead partner
2. Partner
3. Partner
4. Partner
5. Partner
6. Partner

Total value of annual construction turnover, in terms of work billed to clients, in Kshs.

Annual turnover data (construction only: Kshs.

Partner	Form 2 Page no.	Year 1	Year 2	Year 3
1. Lead Partner	0			
2. Partner				
3. Partner				
4. Partner				
5. Partner				
6. Partner				
	Totals			

APPLICATION FORM (3)

PARTICULAR EXPERIENCE RECORD

Name of Applicant or partner of a joint venture

APPLICATION FORM (3A)

DETAILS OF CONTRACTS OF SIMILAR NATURE AND COMPLEXITY

Name of Applicant or partner of a joint venture

Use a separate sheet for each contract.

1.	Number of contract
	Name of Contract
	Country
2.	Name of employer
3.	Employer address
4.	Nature of works and special features relevant to the contract for which the Applicant wishes to prequalify
5.	Contract role (check one) * Sole contract * Management contract * Subcontract * Partner in a joint venture
6.	Value of the total contract/subcontract/partner share (in specified currencies at completion, or at date of award for current contract)
7.	Date of award
8.	Date of completion
9.	Contract/subcontract duration (years and months) - years - months
10	Specified requirements

APPLICATION FORM (4)

SUMMARY SHEET: CURRENT CONTRACT COMMITMENTS/WORK IN PROGRESS

Name of Applicant or partner of a joint venture

Name of contract	Value of outstanding	Estimated completion
	work	date
	Kshs.	
1.		
2.		
3.		
4.		
5.		
6.		

APPLICATION FORM (5)

PERSONNEL CAPABILITIES

Name of Applicant

1.	Title of position
	Name of prime candidate
	Name of alternate candidate
2.	Tile of position
	Name of prime candidate
	Name of alternate candidate
3.	Title of position
	Name of prime candidate
	Name of alternate candidate
4.	Title of position
	Name of prime candidate
	Name of alternate candidate

APPLICATION FORM (5A)

CANDIDATE SUMMARY

Name of Applicant

Position		Candidate * Prime * Alternate
Candidate information	1. Name of candidate	2. Date of birth
	3. Professional qualifications	
Present employment	 4. Name of employer 5. Address of employer 	
Telephone		Contact (manager/personnel officer)
Fax		E mail
Job title of candidate		Years with present employer

Summarize professional experience over the last 20 years, in reverse chronological order. Indicate particular technical and managerial experience relevant to the Project.

From	То	Company/Project/Position/Relevant technical and management experience

APPLICATION FORM (6)

EQUIPMENT CAPABILITIES

Name of Applicant

Item of equipment				
Equipment information	1. Name of manufacturer	2. Model and power rating		
	3. Capacity	4. Year of manufacturer		
Current status	5. Current location			
	6. Details of current commitments			
Source	7. Indicate source of the equipment			
	* Owned * Rented * Leased	* Specially manufactured		

Omit the following information for equipment owned by the Applicant or partner

Owner	8. Name
	9. Address of owner
	9. Address of owner
	Telephone Contact name and title
	Fax Email
Agreements	Details or rental/lease/manufacture agreements specific to the project

APPLICATION FORM (7)

FINANCIAL CAPABILITY

Name of Applicant or partner of a joint venture

Banker	Name of banker			
	Address of banker			
	Telephone Contact name and			
	Fax	E mail		

Financial information in Kshs.	Actual : previous five years			Projected: next two years		
	1.	2.	3.	4.		
1. Total assets						
2. Current assets						
3. Total liabilities						
4. Current liabilities						

APPLICATION FORM (8)

LITIGATION HISTORY

Name of Applicant or partner of a joint venture

Applicants, including each of the partners of a joint venture, should provide information of any history of litigation or arbitration resulting from contracts executed in the last five years or currently under execution (Instructions to Applicants, para. 4.8). A separate sheet should be used for each partner of a joint venture.

Year	Award FOR or AGAINST Applicant	Name of client, cause of litigation, and matter in dispute	Disputed amount (current value Kshs.)

5. Profits before taxes		
6. Profits after taxes		

Source of finance	Amount Kshs.
1.	
2.	
3.	
4.	

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