

**Eastern & Southern Africa Office – Wasaa Complex**  
**RfP Reference: IUCN-24-02-P90276**

Welcome to this Procurement by IUCN. You are hereby invited to submit a Proposal. Please read the information and instructions carefully because non-compliance with the instructions may result in disqualification of your Proposal from this Procurement.

**1. REQUIREMENTS**

1.1. A detailed description of the services and/or goods to be provided can be found in Attachment 1.

**2. CONTACT DETAILS**

2.1. During the course of this procurement, i.e. from the publication of this RfP to the award of a contract, you may not discuss this procurement with any IUCN employee or representative other than the following contact. You must address all correspondence and questions to the contact, including your Proposal.

IUCN Contact: [tenders.kenya@iucn.org](mailto:tenders.kenya@iucn.org)

**3. PROCUREMENT TIMETABLE**

3.1. This timetable is indicative and may be changed by IUCN at any time. If IUCN decides that changes to any of the deadlines are necessary, we will publish this on our website and contact you directly if you have indicated your interest in this procurement (see Section 3.2).

DATE	ACTIVITY
9 Feb 2024	Publication of the Request for Proposals
16 Feb 2024	Deadline for expressions of interest
20 Feb 2024	Deadline for submission of questions
23 Feb 2024	Planned publication of responses to questions
1 March 2024	Deadline for submission of Proposals to IUCN (“ <b>Submission Deadline</b> ”)
8 March 2024	Clarification of Proposals
23 March 2024	Planned date for contract award
1 April 2024	Expected contract start date

3.2. Please email the IUCN contact to express your interest in submitting a Proposal by the deadline stated above. This will help IUCN to keep you updated regarding the procurement.

**4. COMPLETING AND SUBMITTING A PROPOSAL**

4.1. Your Proposal must consist of the following four separate documents:

- Signed Declaration of Undertaking (see Attachment 2)
- Pre-Qualification Information (see Section 4.3 below)
- Technical Proposal (see Section 4.4 below)
- Financial Proposal (see Section 4.5 below)

Proposals must be prepared in English.

4.2. Your Proposal must be submitted by email to the IUCN Contact (see Section 2) and 1 physical copy submitted to the tender box located at the reception of the office. The subject heading of the email and envelop shall be [RfP Reference – description of services being offered- Bidder Name]. The bidder name is the name of the company/organisation on whose behalf you are submitting the Proposal, or your own surname if you are bidding as a self-employed consultant. Your Proposal must be submitted as one PDF document. You may submit multiple emails suitably annotated, e.g. Email 1 of 3, if attached files are too large to suit a single email transmission. You may not submit your Proposal by uploading it to a file-sharing tool. Failure to follow the instructions your proposal will be disqualified.

**IMPORTANT:** Submitted documents must be password-protected so that they cannot be opened and read before the submission deadline. Please use the same password for all submitted documents. After the deadline has passed and within 12 hours, please send the password to the IUCN Contact. This will ensure a secure bid submission and opening process. Please DO NOT email the password before the deadline for Proposal submission.

#### 4.3. *Pre-Qualification Criteria*

IUCN will use the following Pre-Qualification Criteria to determine whether you have the capacity to provide the required goods and/or services to IUCN. Please provide the necessary information in a single, separate document.

<b>Pre-Qualification Criteria</b>	
1	Certificate of Registration/Incorporation
2	Valid Tax Compliance Certificate issued by the Kenya Revenue Authority (KRA)
3	Attach valid Business Permit/License
4	Must be registered in supply of drinking water
5	Attach KEBS clearance certificate
6	Must submit 3 letters of recommendation based on contracts that you have serviced in the last two years (January 2022- December 2023).
7	Must submit copies of Certified Audited financial accounts for the last three (3) years i.e. Year 2021, 2022, and 2023. The audited accounts must be provided as per guidelines by the Institute of Certified Public Accountants Kenya (ICPAK)
8	Must complete Form for Declaration– form attached

#### 4.4. *Technical Proposal*

The Technical Proposal must address each of the criteria stated below explicitly and separately, quoting the relevant criteria reference number (left-hand column).

Proposals in any other format will significantly increase the time it takes to evaluate, and such Proposals may therefore be rejected at IUCN's discretion.

Where CVs are requested, these must be of the individuals who will actually carry out the work specified. The individuals you put forward may only be substituted with IUCN's approval.

IUCN will evaluate Technical Proposals with regards to each of the following criteria and their relative importance:

	<b>Description</b>	<b>Information to provide</b>	<b>Relative weight</b>
1	Number of years that the firm has been supplying water (Bidders work experience)  0- 3 years (2 mark) 4 – 6 years (4 mark) 7 - 9years (6 mark) 10 years and above (8 mark)	Certificate of Incorporation/Registration	20
2	Avail at least four (4) recommendation letters addressed to IUCN from your current or previous major reputable clients/firms with work of equivalent nature and volume for in the last 3 years. (4 marks).  1 letter – 2 mark 2 letters – 4 marks 3 letters – 6 marks 4 letters – 8 marks	Letters should have the following details: - signed, stamped, physical location, postal address, phone numbers, Clients contacts name, Duration of contract	20

3	Evidence of owning a water plant	Attach evidence	20
4	Proposed working methodology	Proposed methodology	20
5	Experience in a multicultural environment like; (Diplomatic missions, Multinationals, Large corporates Embassies and NGO'S) where similar services have been carried out.	Attach evidence and list the names, telephone and email addresses of key contact people in these organizations.	20
<b>Total</b>			<b>100</b>

#### 4.5. *Financial Proposal*

- 4.5.1. The Financial Proposal must be a fixed and firm price for the provision of the goods/services stated in the RfP in their entirety.
- 4.5.2. *Prices include all costs*  
Submitted rates and prices are deemed to include all costs, insurances, taxes (except VAT, see below), fees, expenses, liabilities, obligations, risk and other things necessary for the performance of the Terms of Reference or Specification of Requirements. IUCN will not accept charges beyond those clearly stated in the Financial Proposal. This includes applicable withholding taxes and similar. It is your responsibility to determine whether such taxes apply to your organisation and to include them in your Financial Proposal.
- 4.5.3. *Applicable Goods and Services Taxes*  
Proposal rates and prices shall be exclusive of Value Added Tax.
- 4.5.4. *Currency of proposed rates and prices*  
All rates and prices submitted by Proposers shall be in KES.
- 4.5.5. *Breakdown of rates and prices*

#### **As per the attached schedules**

- 4.6. Additional information not requested by IUCN should not be included in your Proposal and will not be considered in the evaluation.
- 4.7. Your Proposal must remain valid and capable of acceptance by IUCN for a period of 90 calendar days following the submission deadline.
- 4.8. *Withdrawals and Changes*  
You may freely withdraw or change your Proposal at any time prior to the submission deadline by written notice to the IUCN Contact. However, in order to reduce the risk of fraud, no changes or withdrawals will be accepted after the submission deadline.

### **5. EVALUATION OF PROPOSALS**

- 5.1. *Completeness*  
IUCN will firstly check your Proposal for completeness. Incomplete Proposals will not be considered further.
- 5.2. *Pre-Qualification Criteria*  
Only Proposals that meet all of the pre-qualification criteria will be evaluated.
- 5.3. *Technical Evaluation*
- 5.3.1. *Scoring Method*  
Your Proposal will be assigned a score from 0 to 10 for each of the technical evaluation criteria, such that '0' is low and '10' is high.
- 5.3.2. *Minimum Quality Thresholds*

Proposals that receive a score of '0' for any of the criteria will not be considered further.

### 5.3.3. *Technical Score*

Your score for each technical evaluation criterion will be multiplied with the respective relative weight (see Section 4.4) and these weighted scores added together to give your Proposal's overall technical score.

### 5.4. *Financial Evaluation and Financial Scores*

The financial evaluation will be based upon the full total price you submit. Your Financial Proposal will receive a score calculated by dividing the lowest Financial Proposal that has passed the minimum quality thresholds (see Section 5.3.2) by the total price of your Financial Proposal.

Thus, for example, if your Financial Proposal is for a total of CHF 100 and the lowest Financial Proposal is CHF 80, you will receive a financial score of  $80/100 = 80\%$

### 5.5. *Total Score*

Your Proposal's total score will be calculated as the weighted sum of your technical score and your financial score. The relative weights will be:

<b>Technical:</b>	<b>70%</b>
<b>Financial:</b>	<b>30%</b>

Thus, for example, if your technical score is 83% and your financial score is 77%, you will receive a total score of  $83 * 70\% + 77 * 30\% = 58.1\% + 23.1\% = 81.2\%$ .

Subject to the requirements in Sections 4 and 7, IUCN will award the contract to the bidder whose Proposal achieves the highest total score.

## 6. **EXPLANATION OF PROCUREMENT PROCEDURE**

- 6.1. IUCN is using the Open Procedure for this procurement. This means that the contracting opportunity is published on IUCN's website and open to all interested parties to take part, subject to the conditions in Section 7 below.
- 6.2. You are welcome to ask questions or seek clarification regarding this procurement. Please email the IUCN Contact (see Section 2), taking note of the deadline for submission of questions in Section 3.1.
- 6.3. All Proposals must be received by the submission deadline in Section 3.1 above. Late Proposals will not be considered. All Proposals received by the submission deadline will be evaluated by a team of three or more evaluators in accordance with the evaluation criteria stated in this RfP. No other criteria will be used to evaluate Proposals. The contract will be awarded to the bidder whose Proposal received the highest Total Score. IUCN does, however, reserve the right to cancel the procurement and not award a contract at all.
- 6.4. IUCN will contact the bidder with the highest-scoring Proposal to finalise the contract. We will contact unsuccessful bidders after the contract has been awarded and provide detailed feedback. The timetable in Section 3.1 gives an estimate of when we expect to have completed the contract award, but this date may change depending on how long the evaluation of Proposals takes.

## 7. **CONDITIONS FOR PARTICIPATION IN THIS PROCUREMENT**

- 7.1. To participate in this procurement, you are required to submit a Proposal, which fully complies with the instructions in this RfP and the Attachments.
  - 7.1.1. It is your responsibility to ensure that you have submitted a complete and fully compliant Proposal.
  - 7.1.2. Any incomplete or incorrectly completed Proposal submission may be deemed non-compliant, and as a result you may be unable to proceed further in the procurement process.
  - 7.1.3. IUCN will query any obvious clerical errors in your Proposal and may, at IUCN's sole discretion, allow you to correct these, but only if doing so could not be perceived as giving you an unfair advantage.
- 7.2. In order to participate in this procurement, you must meet the following conditions:
  - Free of conflicts of interest
  - Registered on the relevant professional or trade register of the country in which you are established (or resident, if self-employed)
  - In full compliance with your obligations relating to payment of social security contributions and of all applicable taxes
  - Not been convicted of failing to comply with environmental regulatory requirements or other legal requirements relating to sustainability and environmental protection
  - Not bankrupt or being wound up
  - Never been guilty of an offence concerning your professional conduct

- Not involved in fraud, corruption, a criminal organisation, money laundering, terrorism, or any other illegal activity.
- 7.3. You must complete and sign the Declaration of Undertaking (see Attachment 2).
- 7.4. If you are participating in this procurement as a member of a joint venture, or are using sub-contractors, submit a separate Declaration of Undertaking for each member of the joint venture and sub-contractor, and be clear in your Proposal which parts of the goods/services are provided by each partner or sub-contractor.
- 7.5. Each bidder shall submit only one Proposal, either individually or as a partner in a joint venture. In case of joint venture, one company shall not be allowed to participate in two different joint ventures in the same procurement nor shall a company be allowed to submit a Proposal both on its behalf and as part of a joint venture for the same procurement. A bidder who submits or participates in more than one Proposal (other than as a subcontractor or in cases of alternatives that have been permitted or requested) shall cause all the Proposals with the bidder's participation to be disqualified.
- 7.6. By taking part in this procurement, you accept the conditions set out in this RfP, including the following:
- It is unacceptable to give or offer any gift or consideration to an employee or other representative of IUCN as a reward or inducement in relation to the awarding of a contract. Such action will give IUCN the right to exclude you from this and any future procurements, and to terminate any contract that may have been signed with you.
  - Any attempt to obtain information from an employee or other representative of IUCN concerning another bidder will result in disqualification.
  - Any price fixing or collusion with other bidders in relation to this procurement shall give IUCN the right to exclude you and any other involved bidder(s) from this and any future procurements and may constitute a criminal offence.

## **8. CONFIDENTIALITY AND DATA PROTECTION**

- 8.1. IUCN follows the European Union's General Data Protection Regulation (GDPR). The information you submit to IUCN as part of this procurement will be treated as confidential and shared only as required to evaluate your Proposal in line with the procedure explained in this RfP, and for the maintenance of a clear audit trail. For audit purposes, IUCN is required to retain your Proposal in its entirety for 10 years after the end of the resulting contract and make this available to internal and external auditors and donors as and when requested.
- 8.2. In the Declaration of Undertaking (Attachment 2) you need to give IUCN express permission to use the information you submit in this way, including personal data that forms part of your Proposal. Where you include personal data of your employees (e.g. CVs) in your Proposal, you need to have written permission from those individuals to share this information with IUCN, and for IUCN to use this information as indicated in 8.1. Without these permissions, IUCN will not be able to consider your Proposal.

## **9. COMPLAINTS PROCEDURE**

If you have a complaint or concern regarding the propriety of how a competitive process is or has been executed, then please contact [procurement@iucn.org](mailto:procurement@iucn.org). Such complaints or concerns will be treated as confidential and are not considered in breach of the above restrictions on communication (Section 2.1).

## **10. CONTRACT**

The contract will be based on IUCN's template in Attachment 3, the terms of which are not negotiable. They may, however, be amended by IUCN to reflect particular requirements from the donor funding this particular procurement.

## **11. ABOUT IUCN**

IUCN is a membership Union uniquely composed of both government and civil society organisations. It provides public, private and non-governmental organisations with the knowledge and tools that enable human progress, economic development and nature conservation to take place together.

Headquartered in Switzerland, IUCN Secretariat comprises around 1,000 staff with offices in more than 50 countries.

Created in 1948, IUCN is now the world's largest and most diverse environmental network, harnessing the knowledge, resources and reach of more than 1,300 Member organisations and some 10,000 experts. It is a leading provider of conservation data, assessments and analysis. Its broad membership enables IUCN to fill the role of incubator and trusted repository of best practices, tools and international standards.

IUCN provides a neutral space in which diverse stakeholders including governments, NGOs, scientists, businesses, local communities, indigenous peoples organisations and others can work together to forge and implement solutions to environmental challenges and achieve sustainable development.

Working with many partners and supporters, IUCN implements a large and diverse portfolio of conservation projects worldwide. Combining the latest science with the traditional knowledge of local communities, these projects work to reverse habitat loss, restore ecosystems and improve people's well-being.

[www.iucn.org](http://www.iucn.org)

<https://twitter.com/IUCN/>

## **12. ATTACHMENTS**

Attachment 1 *Specification of Requirements / Terms of Reference*

Attachment 2 *Declaration of Undertaking (select 2a for companies or 2b for self-employed as applicable to you)*

**Price Schedule**

S/No.	Item Description	Unit Price	VAT	Total Price VAT Inclusive
1	Competitive rates for 20ltrs gallon			
2	Competitive rates for 500ml water bottle			
S/No.	Item Description	UoM	Unit Price	
1	A4 plastic folders with clips	PCS		
2	Ball Pens-Normal Tip	PKT		
3	Ball Pens-Fine Tip	PKT		
4	Board pin plastic heads	PKTS		
5	Calculator. Model DF-120TV	PCS		
6	CD-R	PCS		
7	CD-RW	PCS		
8	Cellotape 1 inch	PCS		
9	Counter book Q3	PCS		
10	Counter book Q4	PCS		
11	Counter book Q6	PCS		
12	Desk Organizer	PCS		
13	Ring Binders	PCS		
14	DVD-R	PCS		
15	DVD-RW	PCS		
16	Embossed papers A4 (Packet of 50)	PKTS		
17	Envelopes, brown khaki, size A3 (Packet of 50)	PKT		
18	Envelopes, brown khaki, size A4 (Packet of 50)	PKT		
19	Envelopes, brown khaki, size A5 (Packet of 50)	PKT		
20	Envelopes, white, size A3 (Packet of 50)	PKT		
21	Envelopes, white, size A4 (Packet of 50)	PKT		
22	Envelopes, white, size A5 (Packet of 50)	PKT		
23	File dividers set A-Z	SET		
24	Sign here stickers	PKT		
25	Flash-disk 4GB	PCS		
26	Flash-disk 8GB	PCS		
27	Flip Charts-Plain (pack of 50 sheets) A1 size	PCS		
28	Heavy duty stapler 23517	PCS		
29	Highlighters assorted	PCS		
30	Manilla file Dividers (heavy)	PCS		
31	Manilla document wallet manilla globe	PCS		
32	Masking Tape 3/4"	PCS		
33	Masking Tape 1"	PCS		
34	Name Tag Holders	PCS		
35	Note book A6 (50 Pages)	PCS		
36	Paper Clips (LARGE)55mm	PKT		
37	Paper clips (medium)33mm	PKT		
38	Paper punch 5180	PCS		
39	Paper Punch	PCS		
40	Pencil HB	PCS		
41	Permanent Marker-chisel Tip	PCS		
42	Photocopying paper A3, 500 sheets - 80gms, super white	REAM		
43	Photocopying paper A4, 500 sheets (Xerox) - 80gm, ultra-white	REAM		
44	Plastic file with clip	PCS		

## Annual Supply of Office Drinking Water

45	Plastic folder clear l-shaped	PCS	
46	Post it pads coloured 3 x 3	PCS	
47	Post it pads yellow 3 x3	PCS	
48	Post it pads yellow 5 x 3	PCS	
49	Power tack	PKTS	
50	Office Glue - 500ml	PCS	
51	Ring Binder file-1300	PCS	
52	Box File	PCS	
53	Rulers clear 12	PCS	
54	Scissors 8"	PCS	
55	Shorthand Notebook A4 side spiral (50Pages)	BKS	
56	Shorthand Notebook A5 top spiral (50Pages)	BKS	
57	Spring file	PCS	
58	Stamp pad ink	PCS	
59	Stamp Pad,	PCS	
60	staple pin 23/17	PCS	
61	Staple pin remover	PCS	
62	Staple pins - 24/6	PKT	
63	Stapler rexl 24/6	PCS	
64	Suspension file	PCS	
65	White board duster	PCS	
66	White Board Markers (packet of 12), Chisel Tip,	PCS	
67	Whiteout	PCS	
68	Wrapping tape Brown 1"	PCS	
69	Wrapping tape Brown 2"	PCS	
70	Globe	Pcs	