



# **KERIO VALLEY DEVELOPMENT AUTHORITY**

**TENDER NO KVDA/T/014/2019-2020**

## **PROVISION OF MEDICAL, GROUP LIFE AND GROUP PERSONAL ACCIDENT**

**Receipt No.....**

**Tender Reg. No.....**

**CLOSING DATE: 18<sup>th</sup> TUESDAY, FEBRUARY 2020 AT  
10.00 AM.**

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**SECTION I - INVITATION FOR TENDERS**

**DATE:** 4<sup>TH</sup> February, 2020.  
**TENDER REF. NO. -** KVDA/T/014/2019-2020  
**TENDER NAME - PROVISION OF MEDICAL, GROUP LIFE AND GROUP INSURANCE COVERS**

1.1 Kerio Valley Development Authority invites sealed tenders from eligible candidates for **Provision of Medical, Group Life and Group Personal Accident covers.**

1.2 Interested eligible candidates may obtain further information from our website [www.kvda.go.ke](http://www.kvda.go.ke) OR National Treasury Ifmis Portal [www.supplier.treasury.go.ke](http://www.supplier.treasury.go.ke) OR inspect the tender documents at **Supplies and Procurement Department, Kerio Valley Development Authority, P. O. Box 2660, Eldoret, Telephone No. 053 63361/3 – Ext. 225** during normal working hours.

1.3 A complete set of tender documents may be obtained by interested candidates upon payment of non-refundable fees of **Kshs.1,000/=** in cash or Bankers Cheque payable to Kerio Valley Development Authority OR downloaded from our website [www.kvda.go.ke](http://www.kvda.go.ke) OR National Treasury Ifmis Portal [www.supplier.treasury.go.ke](http://www.supplier.treasury.go.ke) free of charge.

1.4 Prices quoted should be net inclusive of all taxes, and delivery costs, must be in Kenya Shillings and shall remain valid for 120 days from the closing date of the tender.

**1.5** Bid Security shall be Kshs 200,000.00 and or tender securing declaration form for AGPO in the prescribed formats

1.6 Completed tender documents are to be enclosed in plain sealed envelopes marked with tender reference number and be deposited in the **Tender Box “A” at 13<sup>th</sup> Floor, Kerio Valley Development Authority (Eldoret)** or be addressed to:

The Managing Director  
Kerio Valley Development Authority,  
P. O. Box 2660 - 30100  
ELDORET.

So as to be received on or before **Tuesday 18<sup>th</sup> February, 2020 at 10.00 am.**

**1.7** Tenders will be opened immediately thereafter in the presence of the Candidates or their representatives who choose to attend at the **KVDA Boardroom, 14<sup>th</sup> Floor, Kerio Valley Development Authority Plaza –Eldoret**

Ag. HSCMS  
**FOR: (MANAGING DIRECTOR)**

## SECTION II - INSTRUCTION TO TENDERERS

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## **SECTION II - INSTRUCTIONS TO TENDERERS**

### **2.1. Eligible Tenderers**

2.1.1 This Invitation for Tenders is open to all tenderers eligible as described in the Appendix to Instructions to Tenderers. Successful tenderers shall provide the services for the stipulated duration from the date of commencement (hereinafter referred to as the term) specified in the tender documents.

2.1.2 The KVDA's employees, committee members, board members and their relatives (spouse and children) are not eligible to participate in the tender

2.1.3 Tenderers shall provide the qualification information statement that the tenderer (including all members of a joint venture and subcontractors) is not associated, or have been associated in the past, directly or indirectly, with a firm or any of its affiliates which have been engaged by the Procuring entity to provide consulting services for the preparation of the design, specifications, and other documents to be used for the procurement of the services under this Invitation for tenders.

2.1.4 Tenderers involved in the corrupt or fraudulent practices or debarred from participating in public procurement shall not be eligible.

### **2.2 Cost of Tendering**

2.2.1 The Tenderer shall bear all costs associated with the preparation and submission of its tender, and the procuring entity, will in no case be responsible or liable for those costs. Regardless of the conduct or outcome of the tendering process

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

2.2.3 The KVDA shall allow the tenderer to review the tender document free of charge before purchase.

### **2.3 Contents of Tender Document**

2.3.1 The tender documents comprise the documents listed below and addenda issued in accordance with clause 2.5 of these instructions to tenderers.

- (i) Instructions to Tenderers
- (ii) General Conditions of Contract
- (iii) Special Conditions of Contract
- (iv) Schedule of Requirements
- (v) Details of Insurance Cover
- (vi) Form of Tender (vii) Price Schedules
- (viii) Contract Form

- (ix) Confidential Business Questionnaire Form
- (x) Tender security Form
- (xi) Performance security Form
- (xii) Insurance Company's Authorization Form
- (xiii) Declaration Form
- (xiv) Request for Review Form

2.3.2 The Tenderer is expected to examine all instructions, forms, terms and specification in the tender documents. Failure to furnish all information required by the tender documents or to submit a tender not substantially responsive to the tender documents in every respect will be at the tenderers risk and may result in the rejection of its tender.

## **2.4 Clarification of Tender Documents**

2.4.1 A Candidate making inquiries of the tender documents may notify the KVDA by post, fax or by email at the KVDA's address indicated in the Invitation for tenders. The Procuring entity will respond in writing to any request for clarification of the tender documents, which it receives not later than seven (7) days prior to the deadline for the submission of the tenders, prescribed by the KVDA. Written copies of the Procuring entities response (including an explanation of the query but without identifying the source of inquiry) will be sent to all candidates who have received the tender documents.

2.4.2 The KVDA shall reply to any clarifications sought by the tenderer within 3 days of receiving the request to enable the tenderer to make timely submission of its tender.

2.4.3 Preference where allowed in the evaluation of tenders shall not exceed 15%

## **2.5 Amendment of Tender Documents**

2.5.1 At any time prior to the deadline for submission of tenders, the KVDA, for any reason, whether at its own initiative or in response to a clarification requested by a prospective tenderer, may modify the tender documents by issuing and addendum.

2.5.2 All prospective tenderers who have obtained the tender documents will be notified of the amendment by post, fax or email and such amendment will be binding on them.

2.5.3 In order to allow prospective tenderers reasonable time in which to take the amendment into account in preparing their tenders, the KVDA, at its discretion, may extend the deadline for the submission of tenders.

## **2.6 Language of Tenders**

2.6.1 The tender prepared by the tenderer, as well as all correspondence and documents relating to the tender exchanged by the tenderer and the KVDA, shall be written in English language. Any printed literature furnished by the tenderer may be written in another language provided they are accompanied by an accurate English translation of the relevant passages in which case, for purposes of interpretation of the tender, the English translation shall govern.

## **2.7. Documents Comprising the Tender**

2.7.1 The tender prepared by the tenderer shall comprise the following components:

- (a) A Tender Form and a Price Schedule completed in accordance with paragraph 2.8, 2.9 and 2.10 below
- (b) Documentary evidence established in accordance with paragraph 2.1.2 that the tenderer is eligible to tender and is qualified to perform the contract if its tender is accepted;
- (c) Tender security furnished in accordance with paragraph 2.12 (if applicable) (d) Declaration Form.

## **2.8. Form of Tender**

2.8.1 The tenderer shall complete the Tender Form and the Price Schedule furnished in the tender documents, indicating the services to be provided.

## **2.9. Tender Prices**

2.9.1 The tenderer shall indicate on the form of tender and the appropriate Price Schedule the unit prices and total tender price of the services it proposes to provide under the contract.

2.9.2 Prices indicated on the Price Schedule shall be the cost of the services quoted including all customs duties and VAT and other taxes payable.

2.9.3 Prices quoted by the tenderer shall remain fixed during the Term of the contract unless otherwise agreed by the parties. A tender submitted with an adjustable price quotation will be treated as non-responsive and will be rejected, pursuant to paragraph 2.20.5

## **2.10. Tender Currencies**

2.10.1 Prices shall be quoted in Kenya Shillings

## **2.11. Tenderers Eligibility and Qualifications**

2.11.1 Pursuant to paragraph 2.1 the tenderer shall furnish, as part of its tender, documents establishing the tenderers eligibility to tender and its qualifications to perform the contract if it's tender is accepted.

2.11.2 The documentary evidence of the tenderer's qualifications to perform the contract if its tender is accepted shall establish to the KVDA's satisfaction that the tenderer has the financial and technical capability necessary to perform the contract.

## **2.12. Tender Security**

2.12.1 The tenderer shall furnish, as part of its tender, a tender security for the amount and form specified in the Appendix to Instructions to Tenderers.

- 2.12.2 The tender security shall not exceed 2 per cent of the tender price.
- 2.12.3 The tender security is required to protect the KVDA against the risk of Tenderer's conduct which would warrant the security's forfeiture, pursuant to paragraph 2.12.7
- 2.12.4 The tender security shall be denominated in Kenya Shillings or in another freely convertible currency, and shall be in the form
- a) Cash.
  - b) A bank guarantee.
  - c) Such insurance guarantee approved by the Authority.
  - d) Letter of credit.
- 2.12.5 Any tender not secured in accordance with paragraph 2.12.1. and 2.12.3 shall be rejected by the KVDA as non-responsive, pursuant to paragraph 2.20.5
- 2.12.6 Unsuccessful Tenderer's tender security will be discharged or returned as promptly as possible but not later than thirty (30) days after the expiration of the period of tender validity
- 2.12.7 The successful Tenderer's tender security will be discharged upon the tenderer signing the contract, pursuant to paragraph 2.29, and furnishing the performance security, pursuant to paragraph 2.30
- 2.12.8 The tender security may be forfeited:
- (a) if a tenderer withdraws its tender during the period of tender validity.
  - (b) in the case of a successful tenderer, if the tenderer fails:
    - (i) to sign the contract in accordance with paragraph 2.29 or
    - (ii) to furnish performance security in accordance with paragraph 2.30.
  - (c) If the tenderer reject correction of an arithmetic error in the tender.

## **2.13. Validity of Tenders**

- 2.13.1 Tenders shall remain valid for 150 days after date of tender opening pursuant to paragraph 2.18. A tender valid for a shorter period shall be rejected by the Procuring entity as nonresponsive.
- 2.13.2 In exceptional circumstances, the KVDA may solicit the Tenderer's consent to an extension of the period of validity. The request and the responses thereto shall be made in writing. The tender security provided under paragraph 2.12 shall also be suitably extended. A tenderer granting the request will not be required nor permitted to modify its tender.

## **2.14. Format and Signing of Tenders**

- 2.14.1 The tenderer shall prepare an original and a copy of the tender, clearly marking each "ORIGINAL TENDER" and "COPY OF TENDER," as appropriate. In the event of any discrepancy between them, the original shall govern.
- 2.14.2 The original and all copies of the tender shall be typed or written in indelible ink and shall be signed by the tenderer or a person or persons duly authorized to bind the tenderer to the



contract. All pages of the tender, except for un-amended printed literature, shall be initialed by the person or persons signing the tender.

- 2.14.3 The tender shall have no interlineations, erasures, or overwriting except as necessary to correct errors made by the tenderer, in which case such corrections shall be initialed by the person or persons signing the tender.

## **2.15 Sealing and Marking of Tenders**

- 2.15.1 The tenderer shall seal the original and the copy of the tender in separate envelopes, duly marking the envelopes as “ORIGINAL TENDER” and “COPY OF TENDER”. The envelopes shall then be sealed in an outer envelope.

- 2.15.2 The inner and outer envelopes shall:

- (a) be addressed to the KVDA at the address given in the Invitation to Tender.
- (b) bear tender number and name in the invitation to tender and the words, “DO NOT OPEN BEFORE **Tuesday 18<sup>th</sup> February, 2020 at 10.00 am.**”

- 2.15.3 The inner envelopes shall also indicate the name and address of the tenderer to enable the tender to be returned unopened in case it is declared “late”.

- 2.15.4 If the outer envelope is not sealed and marked as required by paragraph 2.15.2, the KVDA will assume no responsibility for the tender’s misplacement or premature opening.

## **2.16. Deadline for Submission of Tenders**

- 2.16.1 Tenders must be received by the KVDA at the address specified under paragraph 2.15.2 not later than **Tuesday 18<sup>th</sup> February, 2020 at 10.00 am.** The KVDA may, at its discretion, extend this deadline for the submission of tenders by amending the tender documents in accordance with paragraph 2.5.3 in which case all rights and obligations of KVDA and candidates previously subject to the deadline will thereafter be subject to the deadline as extended.

- 2.16.2 Bulky tenders which will not fit the tender box shall be received by the KVDA as provided for in the appendix.

## **2.17. Modification and Withdrawal of Tenders**

- 2.17.1 The tenderer may modify or withdraw its tender after the tender’s submission, provided that written notice of the modification, including substitution or withdrawal of the tenders, is received by the KVDA prior to the deadline prescribed for submission of tenders.

- 2.17.2 The tenderer’s modification or withdrawal notice shall be prepared, sealed, marked and dispatched in accordance with the provisions of paragraph 2.15. a withdrawal notice may also be sent by fax or email but followed by a signed confirmation copy, postmarked not later than the deadline for submission of tenders.

- 2.17.3 No tender may be modified after the deadline for submission of tenders.

- 2.17.4 No tender may be withdrawn in the interval between the deadline for submission of tenders and the expiration of the period of tender validity. Withdrawal of a tender during this interval may result in the Tenderer's forfeiture of its tender security, pursuant to paragraph 2.12.7.

## **2.18. Opening of Tenders**

- 2.18.1 The KVDA will open all tenders in the presence of tenderers' representatives who choose to attend, on **Tuesday 18<sup>th</sup> February, 2020 at 10.00 am** and in the location specified in the invitation for tenders. The tenderers' representatives who are present shall sign a register evidencing their attendance
- 2.18.2 The tenderers' names, tender modifications or withdrawals, tender prices, discounts, and the presence or absence of requisite tender security and such other details as the Procuring entity, at its discretion, may consider appropriate, will be announced at the opening.
- 2.18.3 The KVDA will prepare minutes of the tender opening, which will be submitted to tenderers that signed the tender opening register and will have made the request.

## **2.19 Clarification of Tenders**

- 2.19.1 To assist in the examination, evaluation and comparison of tenders the KVDA may, at its discretion, ask the tenderer for a clarification of its tender. The request for clarification and the response shall be in writing, and no change in the prices or substance of the tender shall be sought, offered, or permitted.
- 2.19.2 Any effort by the tenderer to influence the KVDA in the KVDA's tender evaluation, tender comparison or contract award decisions may result in the rejection of the tenderers' tender.

## **2.20 Preliminary Examination and Responsiveness**

- 2.20.1 The KVDA will examine the tenders to determine whether they are complete, whether any computational errors have been made, whether required sureties have been furnished, whether the documents have been properly signed, and whether the tenders are generally in order.
- 2.20.2 Arithmetical errors will be rectified on the following basis. If there is a discrepancy between the unit price and the total price that is obtained by multiplying the unit price and quantity, the unit price shall prevail, and the total price shall be corrected. If the candidate does not accept the correction of the errors, its tender will be rejected, and its tender security forfeited. If there is a discrepancy between words and figures, the amount in words will prevail
- 2.20.3 The KVDA may waive any minor informality or non-conformity or irregularity in a tender which does not constitute a material deviation provided such waiver does not prejudice or affect the relative ranking of any tenderer.
- 2.20.4 Prior to the detailed evaluation, pursuant to paragraph 2.20, the Procuring entity will determine the substantial responsiveness of each tender to the tender documents. For purposes of these paragraphs, a substantially responsive tender is one which conforms to all the terms and conditions of the tender documents without material deviations the KVDA's

determination of a tender's responsiveness is to be based on the contents of the tender itself without recourse to extrinsic evidence.

2.20.5 If a tender is not substantially responsive, it will be rejected by the KVDA and may not subsequently be made responsive by the tenderer by correction of the nonconformity.

## **2.21. Conversion to single currency**

2.21.1 Where other currencies are used, the Procuring entity will convert those currencies to Kenya Shillings using the selling exchange rate on the date of tender closing provided by the Central Bank of Kenya.

## **2.22. Evaluation and Comparison of Tenders**

2.22.1 The KVDA will evaluate and compare the tenders which have been determined to be substantially responsive, pursuant to paragraph 2.20

2.22.2 The KVDA's evaluation of a tender will take into account, in addition to the tender price, the following factors, in the manner and to the extent indicated in paragraph 2.22.3.

(a) operational plan proposed in the tender;

(b) deviations in payment schedule from that specified in the Special Conditions of Contract

2.22.3 Pursuant to paragraph 2.22.2. the following evaluation methods will be applied.

### **(A) Operational Plan**

(i) The KVDA requires that the services under the Invitation for Tenders shall be performed at the time specified in the Schedule of Requirements. Tenders offering to perform longer than the KVDA's required delivery time will be treated as non-responsive and rejected.

### **(B) Deviation In Payment Schedule**

(i) Tenderers shall state their tender price for the payment on schedule outlined in the special conditions of contract. Tenders will be evaluated on the basis of this base price. Tenderers are, however, permitted to state an alternative payment schedule and indicate the reduction in tender price they wish to offer for such alternative payment schedule. The KVDA may consider the alternative payment schedule offered by the selected tenderer.

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

**2.23. Contacting the Procuring entity**

- 2.23.1 Subject to paragraph 2.19 no tenderer shall contact the KVDA on any matter relating to its tender, from the time of the tender opening to the time the contract is awarded.
- 2.23.2 Any effort by a tenderer to influence the KVDA in its decisions on tender evaluation, tender comparison, or contract award may result in the rejection of the Tenderers' tender.

**2.24 Post-qualification**

- 2.24.1 The KVDA will verify and determine to its satisfaction whether the tenderer that is selected as having submitted the lowest evaluated responsive tender is qualified to perform the contract satisfactorily.
- 2.24.2 The determination will take into account the tenderer financial and technical capabilities. It will be based upon an examination of the documentary evidence of the tenderers qualifications submitted by the tenderer, pursuant to paragraph 2.11.2 , as well as such other information as the KVDA deems necessary and appropriate
- 2.24.3 An affirmative determination will be a prerequisite for award of the contract to the tenderer. A negative determination will result in rejection of the Tenderer's tender, in which event the KVDA will proceed to the next lowest evaluated tender to make a similar determination of that Tenderer's capabilities to perform satisfactorily.

**2.25 Award Criteria**

- 2.25.1 Subject to paragraph 2.29 the KVDA will award the contract to the successful tenderer whose tender has been determined to be substantially responsive and has been determined to be the lowest evaluated tender, provided further that the tenderer is determined to be qualified to perform the contract satisfactorily.
- 2.25.2 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.

**2.26. Procuring entity's Right to accept or Reject any or all Tenders**

- 2.26.1 The KVDA reserves the right to accept or reject any tender, and to annul the tendering process and reject all tenders at any time prior to contract award, without thereby incurring any liability to the affected tenderer or tenderers or any obligation to inform the affected tenderer or tenderers of the grounds for the KVDA's action. If the KVDA determines that

non of the tenders is responsive, the KVDA shall notify each tenderer who submitted a tender.

- 2.26.2 The KVDA 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.
- 2.26.3 A tenderer who gives false information in the tender document about is qualification or who refuses to enter into a contract after notification of contract award shall be considered for debarment from participating in future public procurement.

## **2.27 Notification of Award**

- 2.27.1 Prior to the expiration of the period of tender validity, the KVDA will notify the successful tenderer in writing that its tender has been accepted.
- 2.27.2 The notification of award will signify the formation of the contract subject to the signing of the contract between the tenderer and the KVDA pursuant to clause 2.9. Simultaneously the other tenderers shall be notified that their tenders were not successful.
- 2.27.3 Upon the successful Tenderer's furnishing of the performance security pursuant to paragraph 2.29 the KVDA will promptly notify each unsuccessful Tenderer and will discharge its tender security, pursuant to paragraph 2.12

## **2.28 Signing of Contract**

- 2.28.1 At the same time as the KVDA notifies the successful tenderer that its tender has been accepted, the Procuring entity will simultaneously inform the other tenderers that their tenders have not been successful.
- 2.28.2 Within fourteen (14) days of receipt of the Contract Form, the successful tenderer shall sign and date the contract and return it to the KVDA.
- 2.28.3 The contract will be definitive upon its signature by the two parties.
- 2.28.4 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.

## **2.29 Performance Security**

- 2.12.1 The successful tenderer shall furnish the performance security in accordance with the Conditions of Contract, in a form acceptable to the Procuring entity.
- 2.12.2 Failure by the successful tenderer to comply with the requirement of paragraph 2.29 or paragraph 2.30.1 shall constitute sufficient grounds for the annulment of the award and forfeiture of the tender security, in which event the Procuring entity may make the award to the next lowest evaluated tender or call for new tenders.

## **2.30 Corrupt or Fraudulent Practices**

- 2.30.1 The KVDA requires that tenderers observe the highest standard of ethics during the procurement process and execution of contracts. A tenderer shall sign a declaration that he has not and will not be involved in corrupt or fraudulent practices.
- 2.30.2 The KVDA will reject a proposal for award if it determines that the tenderer recommended for award has engaged in corrupt or fraudulent practices in competing for the contract in question
- 2.30.3 Further a tenderer who is found to have indulged in corrupt or fraudulent practices risks being debarred from participating in public Procurement in Kenya.

## APPENDIX TO INSTRUCTIONS TO TENDERERS

The following information for the procurement of insurance services shall complement, supplement, or amend, the provisions on the instructions to tenderers. Wherever there is a conflict between the provisions of the instructions to tenderers and the provisions of the appendix, the provisions of the appendix herein shall prevail over those of the instructions to tenderers.

<b>Instruction to tender reference</b>	<b>Particulars of Appendix to instructions to tenderers</b>
2.1	<b>The invitation is open to Prequalified Insurance Underwriting Companies Licensed by the Insurance Regulatory Authority to transact Medical Insurance cover Business.</b>
2.1.3.	Qualification Information statement: <b>This shall not be required</b>
2.2.2.	Kshs. 1,000/= shall be charged for this tender(Hard copy).Soft copy is free of charge.
2.11	<b>Particulars of eligibility and qualifications documents of evidence required. Copies of:-</b> <b>i) Certificate of Registration under the companies Act (CAP 486) ii) Copy of Registration with the Insurance Regulatory Authority (current) iii) valid tax compliance certificate iv) Audited Accounts for the last three years</b> <b>v) Properly filled Confidential Business Questionnaire</b>
2.12.1	Particulars of tender security if applicable. <b>Kshs 200,000.00 valid for at least (150) days after the date of tender opening.</b>
2.12.4	Form of Tender Security. <b>The Tender Security shall be in the form of Bank Guarantee from a reputable bank or a Guarantee from an Insurance Company approved by the Public Procurement Regulatory Authority (PPRA).</b>
2.13	Validity of Tenders: <b>Tenders shall remain valid for 120 days after date of Tender Opening</b>
2.15.2.(b)	State day, date and time of tender closing: <b>Tuesday 18<sup>th</sup> February, 2020 at 10.00 am</b>
2.16.1	Deadline for submission of Tenders <b>Tuesday 18<sup>th</sup> February, 2020 at 10.00 am.</b>
2.16.3	Bulky tenders that will not fit in the tender box shall be delivered to the Procurement Unit and will be signed for if required.
2.18.1	Opening of Tenders: <b>Tuesday 18<sup>th</sup> February 2020 at 10.00 am.</b>
4.12	<b>Evaluation and Comparison of Tenders:</b> The tenders will be evaluated in three stages as follows:

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**A) Stage One Mandatory Requirements:**

1. Company profile giving the name, address, location, telephone numbers of the firm
2. Be registered with the Insurance Regulatory Authority for the current year and a copy of the current license to be submitted.
3. Certificate of Registration or Incorporation.
4. Valid Tax Compliance Certificate.
5. PIN certificate.
6. Must provide proof of membership of the Association of Kenya Insurers (AKI).
7. Tender security-**Ksh 200,000.00 in the prescribed format**
8. Completely Filled Confidential Business Questionnaire.
9. Duly filled form of tender
10. Provide proof of being in business for the last three years to date.

**N/B: ALL THE ABOVE MUST BE MET TO QUALIFY FOR THE 2<sup>ND</sup> STAGE B)**

**B) Stage Two: Technical Evaluation (Total Points 100)**

1. Specific experience of the bidder related to the assignment (Medical Insurance Clients and Accounts Value) – **(20 Points)**
  - Evidence of having under taken similar services-list 5 largest clients for the last 5 years giving the total premium for each (minimum premium handled by each at least 25 million, attach evidence, giving the contact person and tel. number) - **10 Points.**
  - Relevant experience; give a detailed company profile showing qualifications and years of experience in Medical insurance of the management team (attach C.V.s including certified copies of educational and professional certificates) and the company as an entity (letters of notification of awards for the 5 years and client referee letters) – **10 Points.**
2. Qualification of proposed staff; list 3 professional staff and specify portfolio/task; must be a graduate and professionally qualified with **(10 points)** □ 1-2 years experience – **3 points.**

- 3-5 years' experience – **5 points.**
- Over 5 years' experience – **10 points.**

(attach C.V.s including evidence of similar portfolio/tasks managed, certified copies of educational and professional certificates)

**3.** Suitability of the proposed scheme, including extensiveness of service providers, flexibility and convenience .Provide details of any added benefits and applicability. The products **MUST** be responsive (information shall be confirmed by the client from applicable references) – **45 Points.**

a) Location of offices/accessibility

- Access within KVDA counties – 15points
- Location of office centralized- 5 points

b) Extensiveness

- Service available within 6No. KVDA counties- 15 Points
- Service available in less than 1-4 KVDA Counties- 10 Points

c) Flexibility

- Willingness of the firm to provide services 1-2 months upon contract signing and before payment-15 points
- Unwillingness of the firm to provide services before payment-5 points

**4.** Financial stability – Audited accounts for the last 3 years must show paid up capital of at least 50 million; **(15 points)**

- Kshs. 50 - 100 million – **5 points.**
- Kshs. 101 - 200 million – **10 points.**
- Over Kshs. 200 million – **15 points.**

**5.** Highest business volume handled in the last 3 years in Medical insurance cover (attach certified evidence) **(10 points)** □ Kshs. 50 – 100 million – **3 points.**

- Kshs. 101 - 200 million – **5 points.**
- Over Kshs. 200 million – **10 points.**

**The Pass mark for Technical Evaluation will be 70%. Low marks under**

**responsiveness criteria (3 above) shall also lead to a qualified disqualification. Candidates that will have attained those points will have their financial proposals evaluated.**

**C) Stage Three: Financial Evaluation**

The commercial evaluation and final ranking of the bids will take into consideration the scope of the cover in relation to the premium, the Policy Excess amounts, exclusion clauses, and other pertinent terms and conditions of tender. The evaluation committee will determine whether the financial proposals are complete. The cost of items not priced shall be assumed to be included in other

	<p>costs in the proposal. In all cases, the total price of the financial proposal as submitted shall prevail.</p> <p>The bidder with the lowest evaluated financial proposal having passed the technical stage will be invited for negotiation before the award of the contract.</p>
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**SECTION III - GENERAL CONDITIONS OF CONTRACT**

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## **SECTION III - GENERAL CONDITIONS OF CONTRACT**

### **3.1. Definitions**

3.1.1 In this Contract, the following terms shall be interpreted as indicated:

- (a) “The Contract” means the agreement entered into between the Procuring entity and the tenderer, as recorded in the Contract Form signed by the parties, including all attachments and appendices thereto and all documents incorporated by reference therein.
- (b) “The Contract Price” means the price payable to the tenderer under the Contract for the full and proper performance of its contractual obligations
- (c) “The Services” means services to be provided by the tenderer including any documents, which the tenderer is required to provide to the Procuring entity under the Contract.
- (d) “The Procuring entity” means the organization procuring the services under this Contract
- (e) “The Contractor” means the organization or firm providing the services under this Contract.
- (f) “GCC” means the General Conditions of Contract contained in this section.
- (g) “SCC” means the Special Conditions of Contract
- (h) “Day” means calendar day

### **3.2. Application**

3.2.1 These General Conditions shall apply to the extent that they are not superceded by provisions of other part of the contract.

### **3.3. Standards**

3.3.1 The services provided under this Contract shall conform to the standards mentioned in the schedule of requirements.

### **3.4. Use of Contract Documents and Information**

3.4.1 The Contractor shall not, without the KVDA’s prior written consent, disclose the Contract, or any provision thereof, or any specification, plan, drawing, pattern, sample, or information

furnished by or on behalf of the KVDA in connection therewith, to any person other than a person employed by the contractor in the performance of the Contract.

3.4.2 The Contractor shall not, without the KVDA's prior written consent, make use of any document or information enumerated in paragraph 2.4.1 above.

3.4.3 Any document, other than the Contract itself, enumerated in paragraph 2.4.1 shall remain the property of the KVDA and shall be returned (all copies) to the KVDA on completion of the contract's or performance under the Contract if so required by the Procuring entity.

### **3.5. Patent Rights**

3.5.1 The Contractor shall indemnify the Procuring entity against all third-party claims of infringement of patent, trademark, or industrial design rights arising from use of the services under the contract or any part thereof.

### **3.6 Performance Security**

3.6.1 Within twenty-eight (28) days of receipt of the notification of Contract award, the successful tenderer shall furnish to the KVDA the performance security where applicable in the amount specified in SCC

3.6.2 The proceeds of the performance security shall be payable to the KVDA as compensation for any loss resulting from the Tenderer's failure to complete its obligations under the Contract.

3.6.3 The performance security shall be denominated in the currency of the Contract, or in a freely convertible currency acceptable to the KVDA and shall be in the form of:

- a) Cash.
- b) A bank guarantee.
- c) Such insurance guarantee approved by the Authority.
- d) Letter of credit.

3.6.4 The performance security will be discharged by the KVDA and returned to the Candidate not later than thirty (30) days following the date of completion of the Contractor's performance of obligations under the Contract, including any warranty obligations, under the Contract.

### **3.7. Delivery of services and Documents**

3.7.1 Delivery of the services shall be made by the Contractor in accordance with the terms specified by the KVDA in the schedule of requirements and the special conditions of contract

### **3.8. Payment**

3.8.1. The method and conditions of payment to be made to the contractor under this Contract shall be specified in SCC

3.8.2. Payment shall be made promptly by the KVDA, but in no case later than sixty (60) days after submission of an invoice or claim by the contractor

### **3.9. Prices**

- 3.9.1 Prices charges by the contractor for Services performed under the Contract shall not, with the exception of any price adjustments authorized in SCC vary from the prices quoted by the tenderer in its tender or in the KVDA's request for tender validity extension the case may be. No variation in or modification to the terms of the contract shall be made except by written amendments signed by the parties.
- 3.9.2 Contract price variations shall not be allowed for contracts not exceeding one year (12 months)
- 3.9.3 Where contract price variation is allowed the variation shall not exceed 10% of the original contract price
- 3.9.4 Price variation requests shall be processed by the KVDA within 30 days of receiving the request.

### **3.10. Assignment**

- 3.10.1 The Contractor shall not assign, in whole or in part, its obligations to perform under this Contract, except with the KVDA's prior written consent.

### **3.11. Termination for Default**

- 3.11.1 The KVDA may, without prejudice to any other remedy for breach of Contract, by written notice of default sent to the Contractor terminate this Contract in whole or in part:

- (a) if the Contractor fails to provide any or all of the services within the period(s) specified in the Contract, or within any extension thereof granted by the Procuring entity.
- (b) If the Contractor fails to perform any other obligation(s) under the Contract
- (c) If the Contractor in the judgment of the KVDA has engaged in corrupt or fraudulent practices in competing for or in executing the contract

- 3.11.2 In the event the KVDA terminates the contract in whole or in part, it may procure, upon such terms and in such manner as it deems appropriate, services similar to those undelivered, and the Contractor shall be liable to the KVDA for any excess costs for such similar services. However the contractor shall continue performance of the contract to extent not terminated.

### **3.12. Termination for Insolvency**

- 3.12.1 The KVDA may at any time terminate the contract by giving written notice to the Contractor if the contractor becomes bankrupt or otherwise insolvent. In this event, termination will be without compensation to the contractor, provided that such termination will not prejudice or affect any right of action or remedy, which has accrued or will accrue thereafter to the KVDA.



### **3.13. Termination for Convenience**

- 3.13.1 The KVDA by written notice sent to the contractor, may terminate the contract in whole or in part, at any time for its convenience. The notice of termination shall specify that the termination is for the procuring entities convenience, the extent to which performance of the contractor of the contract is terminated and the date on which such termination becomes effective.
- 3.13.2 For the remaining part of the contract after termination the KVDA may elect to cancel the services and pay to the contractor an agreed amount for partially completed services.

### **3.14. Resolution of Disputes**

- 3.14.1 The KVDA and the contractor shall make every effort to resolve amicably by direct informal negotiations and disagreement or disputes arising between them under or in connection with the contract
- 3.14.2 If after thirty (30) days from the commencement of such informal negotiations both parties have been unable to resolve amicably a contract dispute either party may require that the dispute be referred for resolution to the formal mechanisms specified in the SCC.

### **3.15. Governing Language**

- 3.15.1 The contract shall be written in the English language. All correspondence and other documents pertaining to the contract, which are exchanged by the parties shall be written in the same language.

### **3.16. Applicable Law**

- 3.16.1 The contract shall be interpreted in accordance with the laws of Kenya unless otherwise expressly specified in the SCC.

### **3.17. Force Majeure**

- 3.17.1 The Contractor shall not be liable for forfeiture of its performance security, or termination for default if and to the extent that its delay in performance or other failure to perform its obligations under the Contract is the result of an event of Force Majeure.

### **3.18. Notices**

- 3.1.1 Any notices given by one party to the other pursuant to this contract shall be sent to the other party by post or by Fax or Email and confirmed in writing to the other party's address specified in the SCC.
- 3.1.2 A notice shall be effective when delivered or on the notices effective date, whichever is later.

## SECTION IV – SPECIAL CONDITIONS OF CONTRACT

### 4.1. CONDITIONS TO BE MET BY THE INSURANCE COMPANY

Special Conditions of Contract as relates to the General Conditions of Contract

<b>Reference of general conditions of contract</b>	<b>Special condition of contract</b>
4.13 Performance security	<b>10% of the contract amount</b>
4.14 Delivery of Services	For a Contract period of <b>the financial year 2019-2020</b> with an option of renewal for an additional 12 months' subject to Satisfactory Performance.
4.15 Payment	<b>The contractor will pay the 12 months premium once at the beginning of the policy as agreed or within 60 days after the submission of an invoice or a claim.</b>
4.16 Price adjustment	No Price adjustments allowed except as per written agreement by both parties. However, the policy should be able to provide for additional staff/board members and or reduction of the same at similar price
4.17 Applicable law	Laws of Kenya
4.18 Notices	<b>THE MANAGING DIRECTOR, KVDA, P.O. BOX 2660-30100 ELDORET.</b>

**SECTION V - SCHEDULE OF REQUIREMENTS. (DETAILS OF INSURANCE COVERS)**

**1. PROVISION OF MEDICAL INSURANCE COVER FOR EMPLOYEES**

<b>Category-A</b>	<b>No of staff</b>	<b>In patient limit Kshs.</b>	<b>Premium Kshs.</b>	<b>Total Premium for one year (Kshs).</b>	<b>Total Premium for two years (Kshs)</b>
			<b>M+4</b>		
Top management	11	1,200,000.00			
Middle Management	25	1,000,000.00			
Lower Management	106	700,000.00			
<b>Category-B</b>	<b>No of staff</b>	<b>Out Patient limit</b>	<b>Premium Kshs.</b>	<b>Total Premium for one year (Kshs).</b>	<b>Total Premium for two years (Kshs)</b>
			<b>M+ 4</b>		
Top Management	11	100,000.00			
Middle Management	25	80,000.00			
Lower Management	106	70,000.00			
<b>Category-C</b>				<b>Total Premium for one year (Kshs).</b>	<b>Total Premium for two years (Kshs)</b>
<b>Others - Optional</b>					
Maternity	100	80,000.00			
Optical	142	20,000.00			
Dental	142	20,000.00			

2. **PROVISION OF MEDICAL INSURANCE COVER FOR BOARD OF DIRECTORS**

	<b>UNITS</b>	<b>PER PERSON</b>	<b>Rate per year</b>	<b>Total per year</b>	<b>Total for Two years</b>
<b>IN P A TIENT LIMIT</b>					
<b>Kshs. 2,000,000.00</b>	<b>9</b>	<b>M</b>			
<b>OUT PATIENT LIMIT</b>					
<b>Kshs. 100,000.00</b>	<b>9</b>	<b>M</b>			
<b>L A S T EXPENSE</b>					
<b>Kshs. 100,000.00</b>	<b>9</b>	<b>M</b>			

**NOTE:**

- Demonstrate clearly how you will ensure that the beneficiaries get maximum benefit in case of any eventuality.
- Cover for board of directors; - Only the member to be covered and not the defendants.
- **NB: This contract is renewable depending on the satisfactory performance of the awarded bidder.**

**SECTION VI PRICE SCHEDULE FORM**

<b>ITEM NO.</b>	<b>DESCRIPTION OF INSURANCE COVER</b>	<b>TOTAL PREMIUM FOR ONE YEAR (KSHS.)</b>	<b>TOTAL PREMIUM FOR TWO YEARS (KSHS.)</b>
1.	Provision of Medical Insurance Cover: In Patient and Out Patient		

**3. PRICE SCHEDULE FOR GROUP LIFE INSURANCE COVER**

<b>NO</b>	<b>NAME</b>	<b>BASIC SALARY</b>
1	Top Management	<b>1,729,837</b>
2	Middle Level Management	<b>1,340,437</b>
3	Lower Level Management	<b>2,476,283</b>
<b>Total</b>		<b>5,546,557</b>

**NOTE:**

- The amounts given are monthly Basic Salary
- Candidates are advised to give their proposals that shall cover five times annual salary of the beneficiary's staff.
- Demonstrate clearly how they ensure that the beneficiaries get maximum benefit in case of any eventuality.

**SECTION VI PRICE SCHEDULE FORM**

<b>ITEM NO.</b>	<b>DESCRIPTION OF INSURANCE COVER</b>	<b>TOTAL PREMIUM (KSHS.)</b>
1.	Provision of Group life Insurance cover for 142 members of staff	

**NB: This contract is renewable depending on the performance of awarded bidder.**

## **SECTION VII-STANDARD FORMS**

### **Notes on the standard Forms**

1. **Form of Tender** -The form of Tender must be completed by the tenderer and submitted with the tender documents. It must also be duly signed by duly authorized representatives of the tenderer.
2. **Price Schedule Form** - The price schedule form must similarly be completed and submitted with the tender.
3. **Contract Form** - The contract form shall not be completed by the tenderer at the time of submitting the tender. The contract form shall be completed after contract award and should incorporate the accepted contract price.
4. **Confidential Business Questionnaire Form** - This form must be completed by the tenderer and submitted with the tender documents.
5. **Tender Security Form** - When required by the tender document the tenderer shall provide the tender security either in the form included hereinafter or in another format acceptable to the procuring entity.
6. **Performance security Form** - The performance security form should not be completed by the tenderer at the time of tender preparation. Only the successful tenderer will be required

to provide performance security in the form provided herein or in another form acceptable to the procuring entity.

7.

**FORM OF TENDER**

To:.....

Date.....

(Name and address of procuring entity )

Tender No.....

Tender Name.....

Gentlemen and/or Ladies:-

1. Having examined the Tender documents including Addenda No. (Insert numbers) ..... the receipt of which is hereby duly acknowledged, we the undersigned, offer to provide Insurance Services under this tender in conformity with the said Tender document 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 provide the Insurance Cover Services in accordance with the conditions of the tender.

3. We agree to abide 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.

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

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

Dated this \_\_\_\_\_ day of \_\_\_\_\_ 2012

\_\_\_\_\_

[Signature]

[In the capacity of]

Duly authorized to sign tender for and on behalf of \_\_\_\_\_

**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 the Group life insurance cover and has accepted  
a tender by the tenderer for the supply of the services in the sum  
of.....  
..... [contract price in words in figures] (hereinafter  
called “the Contract Price”).

**NOW THIS AGREEMENT WITNESSTH 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 Details of cover
  - (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 tenderer hereby covenants with the Procuring entity to provide the Group life cover 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 provision of the services 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.....

**CONFIDENTIAL BUSINESS QUESTIONNAIRE**

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 ..... E mail .....  
Nature of Business,.....  
Registration Certificate No. .... VAT Reg. No .....  
Maximum value of business which you can handle at any one time – Kshs. ....  
Name of your bankers ..... Branch .....Bank Account .....

**Part 2 (a) – Sole Proprietor**

Your name in full ..... Age .....  
Nationality ..... Country of origin .....  
No. of employees ..... ID/Passport No. ....  
 Citizenship details .....

**Part 2 (b) Partnership**

Given details of partners as follows:

	Name	Nationality	Citizenship Details	Shares%	ID/Passport No.
1.	.....	.....	.....	.....	.....
2.	.....	.....	.....	.....	.....

3. ....

4. ....

No. of employees .....

---

**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;

	Name	Nationality	Citizenship Details	Shares%	ID/Passport No.
1.	.....	.....	.....	.....	.....
2.	.....	.....	.....	.....	.....
3.	.....	.....	.....	.....	.....
4.	.....	.....	.....	.....	.....

No. of employees .....

---

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

If a Kenya Citizen, indicate under “Citizenship Details” whether by Birth, Naturalization or registration.

**TENDER QUESTIONNAIRE**

Please fill in block letters

1. Full names of tenderer

.....  
.....

2. Full address of tenderer to which tender correspondence is to be sent (unless an agent has been appointed below)

.....  
.....

3. Telephone numbers of tenderer

.....  
.....

4. Fax number of tenderer

.....  
.....

5. Name of tenderers representative to be contacted on matters of the tender during the tender period.

.....  
.....

6. Details of tenderers nominated agent (if any) to receive tender notices. This is essential if the tenderer does not have his registered address in Kenya (name, address, telephone and fax)

.....  
.....  
.....  
**7. Signature and stamp/seal of tenderer**

**TENDER SECURITY FORM**

Whereas..... [name of Bidder] (hereinafter called (the tenderer) has submitted its bid dated..... [date of submission of bid] for the provision of insurance services (hereinafter called the tender).

KNOW ALL PEOPLE by these presents that WE..... [name of bank] of [name of country], having our registered office at .....[name of procuring entity] (hereinafter called (the procuring entity) in the sum of..... [state the amount] 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 procuring entity on the Form; or
2. If the tender, 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 tenders.

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 conditions, specifying the occurred condition(s)

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 stated date.

[Authorized Signatories and official stamp of the Bank]  
(Amend accordingly if provided by Insurance Company)

**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 insurance services]

(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 a 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 figures], 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 of money within the limits of ..... [Amount of guarantee] as aforesaid, without your 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 20

Signature and seal of the Guarantors

\_\_\_\_\_

[Name of bank of financial institution]                      [Address]                      [Date]

(Amend accordingly if provided by Insurance Company)

## **TENDER-SECURING DECLARATION**

[The Tenderer shall fill in this Form in accordance with the instructions indicated.] Date: [insert date ] Tender No.: [insert tender number]

To: [insert name of Procuring Entity]

We, the undersigned, declare that: We understand that, according to your conditions, tenders must be supported by a Tenders-Securing Declaration. We accept that we will automatically be suspended from being eligible for tendering in any contract with the Procuring Entity for the period of time as determined by the Authority if we are in breach of our obligation(s) under the tender conditions, because we: (a) have withdrawn our Tender during the period of Tender validity specified in the Form of Tender; or (b) does not accept the Procuring Entity's corrections of arithmetic errors in accordance with the Instructions to Tenderers; or (c) having been notified of the acceptance of our Tender by the Procuring Entity during the period of Tender validity, (i) fail or refuse to execute the Contract, if required, or (ii) fail or refuse to furnish the Performance Security, in accordance with the ITT.

We understand this Tender Securing Declaration shall expire if we are not the successful Tenderer, upon the earlier of (i) our receipt of your notification to us of the name of the successful Tenderer; or (ii) twenty eight (28) days after the expiration of our Tender validity period. Signed: [insert signature of person whose name and capacity are shown] Name: [insert complete name of person signing the Tender Securing Declaration] In the capacity of [insert legal capacity of person signing the Tender Securing Declaration] Duly authorized to sign the Tender for and on behalf of: [insert complete name of Tenderer]

Dated on \_\_\_\_\_ day of \_\_\_\_\_, \_\_\_\_\_ [insert date of signing]  
Corporate Seal (where appropriate) [Note: In case of a Joint Venture, the Tender Securing  
Declaration must be in the name of all partners to the Joint Venture that submits the tender.]