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NAIROBI

Ref: MITI/SDI/014/2026-2027(1)

Date: 14th October 2026

ADDENDUM NO. 2

RE: TENDER NO. MITI/SDI/014/2026-2027 FOR SUPPLY, DELIVERY, INSTALLATION, COMMISSIONING, TESTING, TRAINING AND TWO-YEAR TECHNICAL SUPPORT FOR KIAMBU COUNTY AGGREGATION INDUSTRIAL PARKS (CAIPS) COFFEE PROCESSING EQUIPMENT.

Pursuant to Section 75 of Public Procurement and Assets Disposal Act 2015 and ITT Clause 9 of the tender document. SDI issues addendum No. 2 following requests for clarification from prospective bidders.

QUERY NO. 1	RESPONSE
The tender document specifies an overall processing capacity of 500 kg/hr. However, based on the equipment configuration provided, particularly the specified 20-30 kg batch commercial coffee roaster, the stated throughput appears inconsistent with the roasting section capacity. A commercial roaster of this size would typically achieve a production output of approximately 75-90 kg per hour, depending on the selected roast profile and operating cycle. Consequently, the overall line configuration appears more consistent with a production capacity of approximately 500 kg per day based on a 7-hour operating shift, rather than 500 kg per hour. We therefore kindly request review and correction of the stated line capacity from 500 kg/hr to 500 kg/day (based on a 7-hour operating shift), if this reflects the Procuring Entity's intended requirement, as the specified roasting equipment would not practically support a throughput of 500 kg/hr.	The plant process roasted coffee bean and milled coffee products. There are FIVE roasters each having a maximum production capacity of 30kgs per batch, totaling the production output for the five, when operating at full capacity to 350kgs per hour. There are two mills, one is cupping grinder for laboratory works and the other is a commercial rated 150kgs per hour. The plant is designed to accommodate a number of start-up producing different products at the same time. Commercial roaster Of 30kgs per hour we mean, an industrial roaster with a 100% duty cycle.

QUERY NO 2	RESPONSE
We note that the specification requires a sample roaster with a capacity range of 100 g to 1 kg for green-lot evaluation and roast profile development. Based on the specified 20-30 kg batch commercial roaster. For a facility of this scale, the sample roaster serves a quality control and roast profile development function rather than a production function. A gas-fired two-pot sample roaster is technically adequate for this application, as it enables simultaneous roasting and comparison of coffee samples for green-bean evaluation, roast profile development, cupping preparation, and routine quality control. The number of samples required for these activities is relatively small and does not justify a larger-capacity sample roasting system. Accordingly, we kindly request review and correction of the sample roaster specification to reflect a gas-fired two-pot sample roaster suitable for a 500 kg/day roasting operation, if this aligns with the Procuring Entity's intended requirement.	Bidders are to provide an appropriate sample roaster as per the specification. Yes, the sample roaster serves a quality control and roast profile development function rather than a production function. Gas-fired two-pot sample roaster is okay, as long as its capacity is within the range stated in the tender document. Tenderers to give proposal that's is within the stated range in the tender document.
QUERY NO 3	RESPONSE
ITT 4.10 states that foreign tenderers must source at least 40% of contract inputs, including supplies, subcontracts and labour, from Kenyan suppliers and contractors, with non-compliance resulting in automatic disqualification. Could you please clarify: • Whether the 40% is calculated on the total contract value or only on defined contract inputs; • Which cost categories may be included when calculating the Kenyan portion, for example local installation, electrical works, fabrication, logistics, offloading, labour, civil works, maintenance, technical support and locally sourced ancillary equipment; • Whether the requirement applies where the main tenderer is a Kenyan incorporated and majority Kenyan-owned company, while major process equipment is procured from international OEMs;	The 40% requirement is assessed against the total value of the contract inputs identified in the tenderer's proposal. It is not calculated as 40% of the tender price. Eligible inputs may include supplies, subcontracted works and labour that are included in the contract scope and will be sourced or performed in Kenya by qualifying Kenyan suppliers or contractors. Depending on the scope and price schedules, these may include local installation, electrical works, fabrication, logistics, offloading, labour, civil works, maintenance, technical support and locally sourced ancillary equipment. The value claimed shall relate to the Kenyan-sourced supply or work itself. Imported equipment or components do not become Kenyan-sourced merely because they are delivered, installed or supported locally. Kenyan-incorporated, majority Kenyan-owned tenderers Under ITT 4.11, a tenderer registered

What documentary evidence is required to demonstrate compliance with the 40% requirement.	in Kenya and at least 51% owned by Kenyan citizens is not treated as a foreign tenderer for purposes of ITT 4.10. For a Joint venture, the requirement applies to the JV tender as a whole. where the JV is classified as a foreign tenderer under the tender documents. Eligible inputs to be provided directly by the Kenyan JV member, together with qualifying supplies, subcontracts and labour sourced from Kenyan suppliers and contractors, may be included in the calculation, provided they are identified and supported by the required evidence. The same input shall not be counted more than once. The tenderer shall provide the relevant documentary evidence. Evidence may include signed letters of intent or subcontract/supply agreements, subcontracting quotations, , letters of commitments identifying the Kenyan supplier or contractor, the goods or services to be provided, and their estimated value. For labour, the tenderer may provide a staffing plan showing the roles, number of personnel and estimated labour value and labour schedules.
QUERY NO 4	RESPONSE
Overall Plant Capacity The General Specification states a processing capacity of 500 kg/hour, while individual equipment capacities appear materially lower. For example, the commercial coffee roaster is specified as 20–30 kg/batch, the roasted-bean destoner as 100–300 kg/hour, and the industrial grinder as 50–150+ kg/hour. Please confirm whether: 500 kg/hour is intended as the capacity of the complete processing line; - It refers only to the green-coffee cleaning/handling section; - Or it represents an overall nominal or future design capacity rather than actual hourly roasting output.	Yes, the plant actual hour capacity is 500kgs/hr. The plant receives already processed, dried green coffee beans and undertakes further processing to produce market-ready coffee products. The main line is roasted bean, with capacity of max 30kgs, KINDLY NOTE there are FIVE roasting machines targeting start-ups of each maximum 30kg per batch. The plant being a multi-functional common user facility also provides for a grinding machine, this ensures various grounded coffee products are also produced from the plant. The plant is for processing various coffee products (both roasted and milled) and is designed for startups. Kindly note that the 300kg/hr is the roasted been de-stoner different from the green bean de-stoner which is 500kg/hr. - Yes this is the capacity of the complete processing line. 350kg per hour for roasted bean (Note from 5 Roasters). 150kgs per hour for milled products.

	b. The processing starts from dried green coffee bean to roasted coffee bean as the main value added product, the plant also includes milled coffee product line to increase on the number of value added products. The capacity of the milling machine is 150kg/hr. c. The actual plant capacity per hour is 500kgs. Roasting 350kg/hr and milling 150kgs/hr.
QUERRY NO.5	
Coffee Roaster Quantity / Specification The specification includes the wording “Commercial Coffee Roaster: 20–30 kg/batch; Main roasting machine 5 Vacuum loader/loading system...”. Could you confirm whether “5” represents the required number of roasters, a numbering/formatting error, or another requirement?	There are five roasting machine with a maximum capacity of 30kgs per batch. “5” means, five roasting machines of indicated production capacity of 30kg max per batch.
QUERRY NO. 6	
Grinding and Ground-Coffee Packaging The scope states that the line should provide an option for coffee grinding and packaging. At the same time, an industrial grinder and packaging equipment are included within the minimum equipment specifications. Please confirm whether ground-coffee production and packaging equipment are mandatory within the base tender scope or should be quoted as an optional component.	Yes, ground-coffee production and packaging equipment are mandatory. By industrial grinding we mean a grinder with the stated capacity 150kg/hr. with a 100 percent duty cycle.
QUERRY NO. 7	RESPONSE
Payment Terms We note different payment provisions within the tender documentation. Section VII states: • 90% following supply, delivery, installation, testing, commissioning, training, inspection and acceptance; • 10% paid progressively during the two-year technical-support period. However, Appendix 1 provides for imported equipment: • 10% advance;	Payment schedules The payment schedule in Section VII shall govern the contract: • 90% following supply, delivery, installation, testing, commissioning, training, inspection and acceptance; and • 10% payable progressively during the two-year technical-support period, in accordance with the contract. The payment schedule in Appendix 1 for imported equipment DOES NOT apply. The Special Conditions provision allowing an advance payment of up to 20% in exceptional circumstances does not amend the above schedule; any advance payment may be made

• 80% upon CIP delivery; • 5% upon Completion Certificate; • 5% upon Operational Acceptance Certificate. In addition, the Special Conditions state that an advance payment may be granted under exceptional circumstances, up to 20% of the tender price. Please confirm which payment schedule shall govern the contract.	only if separately approved and documented in accordance with the tender conditions.
QUERY NO 8	RESPONSE
Performance Security The tender requires the successful bidder to furnish Performance Security; however, the percentage of the Contract Price appears to remain blank in SCC 13.3.1. Please confirm: • The required percentage; • The acceptable security format; • The required validity period.	Performance Security The successful tenderer shall provide performance security before signing the contract, as required by section 142 of the Public Procurement and Asset Disposal Act, 2015. The security shall not exceed 10% of the Contract Price. The applicable percentage, validity period, acceptable form and issuer and the deadline for its submission shall be Communicated in the letter of award.
QUERY NO. 9	RESPONSE
Liquidated Damages The applicable liquidated-damages rate and maximum deduction under SCC 26.2 also appear to be blank. Please confirm the applicable rate and maximum aggregate liability.	Liquidated damages The applicable liquidated-damages rate under SCC 26.2 is 0.05% of the Contract Price per day of delay. The maximum aggregate liquidated damages deductible under SCC 26.2 shall be 10% of the Contract Price. This cap applies to liquidated damages under SCC 26.2 and does not establish an overall cap on the Contractor's liability under the Contract.
QUERY NO. 10	RESPONSE
Time for Completion / Four-Month Delivery Requirement The Scope of Work requires delivery within four months after contract signing, while the SCC field for the overall Time for Completion has not been completed. Please clarify whether the four-month period includes: • Manufacturing; • Pre-delivery inspection; • International transport; • Customs clearance; • Site delivery;	Time for Completion The Time for Completion shall be four (4) months from the date of contract signing. This period includes manufacturing, pre-delivery inspection, international transport, customs clearance, delivery to site, installation, commissioning, testing, training and achievement of Operational Acceptance. The Contractor shall complete all these activities within the four-month period, subject to any extension of time permitted under the applicable law.

• Installation; • Commissioning; • Testing; • Training and Operational Acceptance.	The two-year technical-support period shall commence upon Operational Acceptance and shall be provided in accordance with the Scope of Work. Any refresher or ongoing training required during the technical-support period shall be provided as specified in the Scope of Work and shall not extend the four-month Time for Completion.
QUERRY NO. 11	RESPONSE
Manufacturer's Authorization A valid OEM manufacturer's authorization is a mandatory requirement. Where the complete processing line consists of equipment supplied by several specialist manufacturers, please confirm whether separate Manufacturer's Authorization Forms are required from each OEM supplying a major component, or whether authorization from the principal system supplier/integrator is sufficient.	Manufacturer's Authorization Where the processing line comprises, equipment supplied by multiple specialist manufacturers; the tenderer shall submit a separate, valid Manufacturer's Authorization Form from each OEM whose equipment constitutes a major component of the processing line. Each authorization shall identify the equipment covered and authorize the tenderer to supply it and, where applicable, provide the related installation, commissioning, warranty and technical-support services. Authorization from the principal system supplier or integrator alone will not satisfy this requirement unless that supplier is itself the OEM for the relevant major components or has been expressly authorized by each relevant OEM to issue the authorization on its behalf. The tenderer shall also provide authorization from the principal system supplier or integrator for the complete line where it is a separate entity.
QUERRY NO. 12	RESPONSE
Similar Project Experience Requirements The tender appears to contain different experience requirements: • Mandatory evaluation: at least one completed similar project; • Technical evaluation: evidence of four similar projects/contracts completed within the last three years; • Post-qualification: at least two contracts of similar nature, scope and complexity. • Please confirm the minimum number of similar completed contracts required for qualification and award.	Similar Experience Requirement Tenderers shall provide details and supporting evidence of four (4) similar contracts completed within the last three (3) years. Out of four (4) contracts one (1) will be evaluated at the mandatory evaluation. At detailed technical evaluation, the tenderer's experience will be assessed based on the four (4) contracts submitted and scored appropriately. At post-qualification, the Procuring Entity will verify at only two (2) of those contracts for their nature, scope, complexity and completion. Failure to provide evidence of four (4) completed similar contracts will result in the tenderer not meeting the minimum experience requirement.

QUERY NO. 13	RESPONSE
Foreign Tenderer Documentation The mandatory requirements refer to a valid Tax Compliance Certificate and CR12/CR13 documentation relating to directors and beneficial owners. Please confirm what equivalent documents are acceptable for companies incorporated outside Kenya.	Foreign Tenderer Documentation A valid Kenya Revenue Authority (KRA) Tax Compliance Certificate, verifiable on the KRA TCC Checker is mandatory for Kenyan tenderers. For a Joint venture, each member shall provide a valid tax-compliance certificate. The certificate must be valid and capable of verification. Any certificate shown as withdrawn, cancelled or otherwise invalid will not satisfy MR7. A tenderer incorporated in Kenya shall submit a current CR12 or official company search issued by the Business Registration Service, showing its directors and shareholding. A tenderer incorporated outside Kenya shall submit equivalent official company-registration documents issued by the relevant authority in its country of incorporation, showing its legal registration, directors and ownership/shareholding. Where the documents are not in English, the tenderer shall provide a certified English translation. Where the tenderer relies on a Kenyan-incorporated subsidiary or joint-venture member to meet an eligibility or ownership requirement, it shall provide that entity's CR12 and the applicable ownership information. These documents are required for verification of the tenderer's stated legal identity and ownership.
QUERY NO 14	RESPONSE
Site Assessment and Power Requirements The tender requires bidders to assess and verify the CAIP site and include all necessary electrical works and power connectivity within the tender price. As the scheduled pre-tender meeting took place on 8 October 2026, please confirm whether an additional site visit can be arranged for interested bidders before the tender submission deadline. We would also appreciate confirmation of the currently available site electrical supply, voltage, frequency and available connected load.	Site Assessment and Power Requirements There will be no other pretender site visit. However, bidders are encouraged to visit and inspect the CAIP Site to facilitate preparation of tender documents.
QUERY NO 15	RESPONSE

Roaster Energy Source and Utilities a. Please confirm the intended/available energy source for the roasting equipment — LPG, natural gas, diesel or electricity — b. together with any existing utility infrastructure available at the CAIP site.	a. LPG or natural gas, but any other energy efficient source will be allowed. b. Availability of utilities should be confirmed at the site.
QUERY NO 16	RESPONSE
Pre-Delivery Inspection The tender requires the supplier to bear the travel, accommodation, meals and associated costs for a five-person Procuring Entity inspection team. Please confirm the expected duration of the pre-delivery inspection and whether the inspection is intended to take place at the principal OEM's manufacturing facility.	Pre-Delivery Inspection The pre-delivery inspection shall take place before dispatch at the manufacturing facility of the principal OEM, or at the relevant manufacturing facility or facilities where the major components are produced. The Procuring Entity will deploy an inspection team of five (5) persons. The supplier shall bear the team's reasonable travel, accommodation, meals and associated inspection costs as provided in the tender document. The inspection is expected to take 5 days, including travel time. The supplier shall coordinate the inspection dates with the Procuring Entity and provide reasonable advance notice when the equipment is ready for inspection. The inspection does not constitute acceptance of the equipment or relieve the supplier of its contractual obligations.
QUERY NO. 17	RESPONSE
Eight-Hour Performance Test The successful supplier is required to provide raw material and utility fuel for at least eight hours of continuous plant testing. Please confirm whether the test must demonstrate operation at the stated 500 kg/hour capacity for the full eight-hour period, particularly given the differing capacities specified for individual process equipment. We appreciate that some of the above points may already have been addressed during the pre-tender meeting. If minutes or subsequent addenda have been issued, we would be grateful if you could direct us to the relevant documents.	The test should demonstrate 500kg capacity per hour for 8 hours. Roasted coffee bean to 350kgs per/hr for the five roasting machines Milled coffee products 150kgs/hr. Check on www.industrialization.go.ke for Pretender Site visit Minutes
Query NO. 18	
Civil works pertaining the equipment's installation	Bidders shall include in its tender price all civil works necessary to install and operate the processing plant, as applicable to the tendered equipment

Query NO. 19	
Floor Finishings Type of floor finishings in the CAIP since food processing require special flooring requirements	Floor finishings Bidders shall include in its tender price the required special floor requirements as applicable to the tendered equipment
Query NO. 20	
Other operating utilities Since the tender document did not provide any remarks pertaining these operating utilities.	Other Operating Utilities Bidders shall identify all operating utilities required for the processing plant, including their type, capacity, connection points and operating requirements and shall include these costs in its tender price.

Bidders are informed that this is addendum No. 2. Addendum No. 1 was previously issued and is available on the website www.industrialization.go.ke or government dedicated tender portal www.tenders.go.ke . The addenda forms part of the tender Document.

Completed tender documents are to be enclosed in plain sealed envelopes, marked the tender name and number, and addressed to:

Principal Secretary
State Department for Industry
Ministry of Investment, Trade and Industry
P.O Box 30547-00100,
Nairobi

and be deposited in the tender box situated at the State Department for Industry offices, on Bishops Road, NSSF Building, Block A, Eastern Wing, 16th floor, during normal working hours so as to be received on or before Friday, 30th October 2026 at 11:00am.

Tenders will be opened immediately thereafter in the presence of tenderers or their representatives who choose to attend, at the Bishops Road, NSSF Building, Block A, 23rd Floor Boardroom, on Friday, 30th October 2026 at 11:00am.

HEAD, SCMS
FOR: PRINCIPAL SECRETARY