



KenGen

KENYA ELECTRICITY GENERATING COMPANY PLC.

KGN-LEG-02-2018

PREQUALIFICATION OF INSURANCE BROKERAGE SERVICES FOR THE YEAR 2019 TO 2021.

3rd January, 2019.

CLARIFICATION NO 1.

In Accordance with the “Prequalification of Insurance Brokerage Services for the Year 2019 To 2021.” KenGen hereby issues **Clarification No.1**

NO	BIDDERS QUESTION	KENGEN’S RESPONSE
1	<p>1. Item no. MR16 page 17 under ' MANDATORY REQUIREMENTS' which reads as follows; 'Must attach at least five (5) reference letters from reputable clients indicating that the broker has experience in handling insurance business with an annual premium turnover of not less than KShs 200 million handled/underwritten in 2017 only. The letter must be duly completed on client letter head and should conform to Schedule H. Recommendation Form as per the Schedule H must be accompanied by certified letter(s) of award/contract issued by the client supporting the said declared premium, in 2017 only.' This requirement appears to contradict item no. 4 under 'EVALUATION CRITERIA' on page 18 which reads as follows; Underwriting Experience in the Energy Sector (Maximum 5 marks).</p>	<p>This does not contradict whatsoever, Kes. 200 M under MR 16, is the required total minimum premium booked in 2017 only (requirement for 2017 is overall annual turnover for the tenderer), regardless of the class of Insurance.</p> <p>Whereas under item 3. Underwriting Experience in the Energy Sector.</p> <p>Marks will be awarded for having specifically non -motor premium from either the energy sector or manufacturing sector. Atleast five reference letter to support the said premium will be awarded as consolidated non- motor premium from at least five clients not necessary in 2017, but in the last three years i.e 2015,2016 & 2017.</p>
2	<p>At least five (5) reference letters from clients indicating that the broker has handled or has experience in either Energy sector Insurance, or large manufacturing in the last three years i.e 2015,2016 & 2017. (attach a client signed and stamped letters of recommendations – Must attached at least five letters) Total non-motor premium only up to & above KShs. 100 Million –Five (5 marks) Total non-motor premium only & above KShs. 75 Million –Three</p>	<p>Refer to the above.</p>

	(3 marks) Total non-motor premium only & above KShs. 50 Million – Two (2 marks).	
3	Question is MR16 require existing clients with total premium of not less than Kshs 200 million for year 2017 only while item 4 require existing clients with total non-motor premium of not less than Kshs 100 million for years 2015, 2016 and 2017. Kindly clarify.	<p>Kes. 200 M under MR 16, is the required total minimum premium book in 2017 only regardless of the class of Insurance.</p> <p>Item no 4. Relates to qualification & competence.</p> <p>I trust you mean item no.3 which has a graduated marks from premium of Kes.50 Million and NOT only Kes.100 Million. Note the indicated premium therein is consolidated figure for three years, 2015, 2016 and 2017 from at least five clients in either energy or manufacturing</p>
4	<p>2. Item no. TR01 page 17 under 'TECHNICAL EVALUATION' which reads as follows; ' At least five (5) reference letters from reputable clients indicating that the broker has experience in handling insurance business with an annual premium turnover of not less than KShs. 200 Million underwritten in the year 2017 only (Attach evidence, certified award' This requirement appears to contradict item no. 4 under 'EVALUATION CRITERIA' on page 18 which reads as follows; Underwriting Experience in the Energy Sector (Maximum 5 marks). At least five (5) reference letters from clients indicating that the broker has handled or has experience in either Energy sector Insurance, or large manufacturing in the last three years i.e 2015,2016 & 2017. (attach a client signed and stamped letters of recommendations – Must attached at least five letters) Total non-motor premium only up to & above KShs. 100 Million –Five (5 marks) Total non-motor premium only & above KShs. 75 Million –Three (3 marks) Total non-motor premium only & above KShs. 50 Million –Two (2 marks)</p>	<p>Under item no. 3(TR) evaluation will be considered as indicated here below;</p> <p>Item no.3 (TR) which has a graduated marks from non-motor premium of Kes.50 Million to Kes.100M .The premium therein will be consolidated figure for three years, 2015, 2016 and 2017 from at least five clients in either energy or manufacturing</p>
5	<p>Question is TR01 require existing clients with total premium of not less than Kshs 200 million for year 2017 only while item 4 require existing clients with total non-motor premium of not less than Kshs 100 million for years 2015, 2016 and 2017. Kindly clarify.</p> <p>1. How will the points be awarded under technical evaluation?</p>	<p>NO, Kes.200 Million in 2017 only, will be considered under MR16 (requirement for 2017 is overall annual turnover for the tenderer). While TR item no.3 not 4. Will be considered as explained above in A, B, C & D.</p> <p>The points will be awarded as indicated under Evaluation Criteria</p>
6	<p>2. If existing clients required are only for year 2017 this will give undue advantage to brokers already having business with KenGen and KPLC and affiliates at the expense of others</p>	<p>Kes. 200 Million In 2017, is a consolidated minimum figure in premium done in 2017 only, regardless of the Sector (requirement for 2017 is overall annual turnover for the tenderer).Therefore, the issue of having business with the mentioned entities does not come in.</p>

ALL THE TERMS AND CONDITION IN THE TENDER REMAINS THE SAME

ACKNOWLEDGEMENT OF CLARIFICATION NO 1.

We, the undersigned hereby certify that the Clarification is an integral part of the document and has been incorporated in the tender proposal.

Signed.....

Tenderer.....

Date.....