

MINUTES OF THE PRE-BIDDER’S CONFERENCE FOR OPEN INTERNATIONAL TENDER FOR SUPPLY, DELIVERY, INSTALLATION, CONFIGURATION AND MAINTENANCE OF A REVENUE ASSURANCE SYSTEM- CA/SCM/IOT/01/2025-2026

Thursday February 26th 2026, at 10:00 am EAT, held Virtually CA Centre

Agenda

1. Adoption of Agenda.
2. Introduction.
3. General overview presentation of the System.
4. Presentation and overview of the tender document.
5. Question & answer session
6. Any other Business (A.O.B)

1. ADOPTION OF AGENDA

The Agenda was adopted as proposed.

2. INTRODUCTION

The Chairperson called the meeting to order at 10.30am with a word of prayer from Rittah Okal. The following Participants completed registering their particulars as detailed in table 1:

Table 1: List of Participants that completed registering their particulars.

NO.	NAME	ORGANISATION/EMAIL
CA AND KRA TEAM		
1.	Vincent Ngundi	CA
2.	Wemic Mutinda	KRA
3.	Kenneth Mbobua	KRA
4.	Daniel Munge	KRA
5.	Peter Mwangi	CA
6.	Martin Mirero	CA
7.	Dominic Ooko	CA
8.	Philip Kiplagat	CA- Chairing the session
9.	Rittah Okal	CA
10.	Vincent Onyiego	CA
11.	Brian Ngetich	CA
12.	Rodgers Mumelo	CA- Secretary

NO.	NAME	ORGANISATION/EMAIL
BIDDERS PRESENT		
1.	Violet Migot	Giza Systems
2.	Ahmed Amin	ahmed_aaali@rayacorp.com
3.	Vipul Mane	Tech Mahindra
4.	Thabiso Madonsela	TrillCom/Mobileum
5.	PrakashS	psabunani@n-soft.com
6.	Paul	Tillil Technologies
7.	Mary	Mary.mbugua@atlancis.com
8.	Lerato Nakeng	mobileum/ TrillCom
9.	Khalid Zayed	Giza Systems
10.	Hamza	ihamza@globalvoicegroup.com
11.	Joao Inacio	GEM-TELCO
24.	Fawaz Bassim	Vanrise
25.	Charles	Blue River
26	Allan	Ziva Technologies
27	Alex	Tillil Technologies
28	Gavin Naidoo	mobileum/ TrillCom
29	Niraj Kumar	mobileum/ TrillCom
30	Augustine Khafafa	Blue River Technologies Solutions
31	Caroline Mathuva	Atlancis Technologies Limited
32	Loïc Malassis	SNYPE

3. GENERAL OVERVIEW PRESENTATION OF THE SYSTEM CA/SCM/IOT/01/2025-2026 - OPEN INTERNATIONAL TENDER FOR SUPPLY, DELIVERY, INSTALLATION, CONFIGURATION AND MAINTENANCE OF A REVENUE ASSURANCE SYSTEM

Prospective bidders were informed that implementation of the project was a joint initiative between CA and KRA. The prime objective of the project is to establish a comprehensive platform that provides visibility into transactions within the ICT sector. This visibility aims to facilitate regulatory and revenue enhancement activities, which will encompass licensing and surveillance responsibilities, levies and national taxes.

4. OVERVIEW OF THE TENDER DOCUMENT.

Participants were informed that the tender was uploaded in the Website on February 13th, 2026, advertised in MyGov on February 17th, 2026, Economist of UK on February 21st, 2026 with a closing date of March 16th, 2026.that tender documents could be viewed and downloaded for free from the website: <https://www.ca.go.ke/open-tenders> or Public Procurement Information Portal (PIIP) supplier portal : <https://tenders.go.ke/OpenTenders>. Tenderers who downloaded the tender document were to forward their particulars to tenders@ca.go.ke to facilitate any further clarification or addendum.

The participants were taken through the evaluation criteria and information contained in the technical data sheet that shall be used in arriving at the Lowest Evaluated Cost Tender. The summary of the criteria is detailed below:

- | | |
|------------------------------------|-------------------------------|
| 1. Mandatory Evaluation | - Pass/Fail |
| 2. Technical Compliance Evaluation | -Pass/Fail |
| 3. Technical Capacity Evaluation | -Pass/Fail |
| 4. Financial Evaluation | -Lowest evaluated cost bidder |

At the mandatory evaluation stage, the Lead/Prime Bidder documentation will be evaluated, while at the technical compliance and capacity evaluation, both the Lead/Prime Bidder and Joint Venture Partner will be evaluated.

Post qualification due diligence shall be conducted on at least two (2) reference sites of the lowest cost evaluated bidder.

5. QUESTION AND ANSWER OPEN SESSION.

During the Q&A session, the following clarifications were sought by the prospective bidders and responses were provided as indicated in Table 2:

Table 2: Clarifications sought during the pre-bidders' conference and the Authority's response thereto.

NO.	BIDDER'S QUERY	CA RESPONSE
1.	Would a probe based system, network vendor agnostic with on premise processing (on CSP premise), be an acceptable part of the solution to cover Digital Platform Services classification & reporting, OTT traffic analysis, overall services analytics, independent usage reporting, KPI reporting, data reporting validation, true real-time triggers and reporting and other requirements?	Bidder to propose a solution that guarantees upstream source data integrity and assurance.
2.	Will both fixed and mobile CSPs be part of the scope of this project?	All licenses of the Authority mentioned in the tender document will be part of the scope for this project.
3.	Can different local organisations propose similar RAS system	Yes
4.	Cloud-Based Solution and Architecture Prescriptiveness The tender mentions a "cloud-based solution" and includes several technology examples and architectural elements (e.g., columnar data	Bidders may offer innovative capabilities that will be viewed favorably under value-added functionality

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	<p>warehousing such as Redshift/BigQuery, search/indexing platforms, event-driven messaging layers, disaggregated compute/storage, lakehouse concepts). Given the potential sensitivity of telecom revenue and compliance data and the significant daily ingestion volumes, we seek clarification on:</p> <p>a) Cloud model requirement Please confirm whether "cloud-based" is a strict requirement, or whether a hybrid / private cloud / sovereign deployment (in-country) is acceptable</p>	
5.	Is a DPI a requirement for this platform. In case we are allowed to collect information from Service Provide existing DPI- deep packet inspection.	Bidders may offer innovative capabilities that will be reviewed during evaluation of the tender.
6.	Does the scope of the RAS cover mobile money?	The scope of the system covers mobile money as indicated in the data sources section of the technical requirements.
7.	It was requested to collect Betting and gaming related transaction. Are we allowed under this tender to engage betting operator.	The Solution shall support data sources including but not limited to betting as one of the digital platform services. Therefore, bidders are not restricted to which sources they are supposed to use to get information to bid for this tender.
8.	The RAS will be supporting multiple entities, and the number will be open. Can the price be presented with an initial value and after a additional value per entity to be connected?	The Authority is expecting bidders to propose a turnkey solution that is scalable to accommodate future requirements.
9.	What is the total delivery duration of the project?	12 months for supply, delivery and commissioning.
10.	As per the tender, the scope mentions reconciliation within the service providers' environment i.e. across the data sources within their networks which is normally done on service providers own RA systems. Typically, reconciliation should be done against a declaration made by service providers. Can you	Bidders are expected to propose a system that reconciles the licensees' records or transactions against the RAS system.

NO.	BIDDER'S QUERY	CA RESPONSE
	please confirm which approach is being considered in the scope?	
11.	The transmission costs to centralize all the information must be included in the cost?	Bidders are expected to propose a turnkey solution and cost it accordingly
12.	In terms of the Bank / Insurance Guarantee will it be possible for the team (CA/SCM) to share a Kenyan list of organizations that they deem acceptable to receive the Guarantee from?	List of insurance firms approved to issue bid securities can be found in the Public Procurement Regulatory Authority Portal, www.ppra.go.ke
13.	Can we understand why CA is requesting a RAS solution that is normally implemented by the CSP itself to assure its own revenues by identifying sources of leakage? If the intent is to implement a Reg-Tech solution for CA to enforce accurate revenue declarations by operators and enforce accurate taxation, a different approach can be followed to reconstitute revenues and reconcile with operator declarations. Can you clarify the intent of an operator-tailored RAS in the context of regulatory revenue assurance?	This initiative is a key part of the government's development agenda to enhance the collection of national revenue. The prime objective of this solution is to establish a comprehensive platform that provides visibility into transactions within the ICT sector. This visibility aims to facilitate regulatory and revenue enhancement activities, which will encompass licensing, surveillance responsibilities, levies and national taxes.
14.	In any related Telecom regulator Reg-Tech platform; usually they are not customer aware. Please confirm it is the case here.	This is a regulatory intervention supported by the ICT sector regulations.
15.	You said you want to get instant revenue assurance . The system will start one day in near future what about the history data for past years? Before system installation.	Bidders are expected to propose a system that will focus from the point of implementation.
16.	Could you confirm the total project cost?	The estimated total cost of ownership (TCO) is Kshs. 4.5 billion being initial cost for deployment and post warranty support for 5 years. Bidders are however advised to cost their bids competitively since the lowest total cost evaluated bidder will be considered for award of tender
17.	In your concept who is responsible when the entities develop techniques to hide some of the need information in their Business Systems? In the telecom operators there are always mediation platforms. To avoid this problem maybe the only	Bidders are expected to propose an innovative solution that addresses these risks and challenges.

NO.	BIDDER'S QUERY	CA RESPONSE
	way is to go directly to network elements. Are you proposing this network elements connection?	
18.	If during the 5 years the entities change their Business systems or the platforms change the supplier will be responsible to made the upgrades to the RAS for free?	Bidders are expected to factor the cost of change of business systems and processes in their proposals
19.	It is well known that the connection a new entity as significant costs on equipment and because the number of entities is open maybe will be difficult to include that in a support cost.	Bidders are expected to factor in the cost of a new entity in their financial proposal.
20.	<p>We understand that the RFP requires real-time transaction processing. However, based on the data flow description, source transactions (raw files) are generated by the platforms themselves with 10–30 minutes delay (some even daily), without guaranteed ordering or de-duplication.</p> <p>Could you please clarify how ‘real-time’ is defined in this context, considering that the upstream data itself is not real-time?</p> <p>Is the primary objective operational monitoring, as the network team of the operator would do, or post-event reconciliation and regulatory verification?</p>	Bidders are expected to propose a system that captures events (CDRs, financial transactions, network events, messages, etc.) the moment they are generated.
21.	Could you please clarify when we talk about upgrade which we will Software & Hardware upgrade cost to need to considered in Managed Services cost?	Bidders are expected to cost for the upgrades and updates for the hardware and software as and when required during the support period.
22.	Can CA guide on the estimated budget for this project as you mentioned? you are working with an estimate for this project which will be refined by engaging prospective bidders.	The estimated total cost of ownership (TCO) is Kshs. 4.5 billion being initial cost for deployment and post warranty support for 5 years. Bidders are, however, advised to cost their bids competitively since the lowest total cost evaluated bidder will be considered for award of tender
23.	Since the RAS is a joint project between KRA and the CA, can you clarify the category of entities the solution will cover? For example, MNOs, ISPs, PSPs, gaming operators and etc.	The current licensed service providers are listed on the Authority’s website on the link below; https://www.ca.go.ke/licensee-register

NO.	BIDDER'S QUERY	CA RESPONSE
24.	<p>1. In the section, TENDERER'S ELIGIBILITY-CONFIDENTIAL BUSINESS QUESTIONNAIRE: Tenderer's details require information on the Current Trade License Registration Number and Expiring date.</p> <p>Please note that in certain jurisdictions, a business licence is generally required for businesses that need to comply with health and safety regulations.</p> <p>This will not apply in the IT sector.</p> <p>However, a registration documentation and/or a Tax Certificate is mandatory in said jurisdictions.</p> <p>Question: Should we put Not Applicable (N/A) in the section asking for trade licence details or should we provide details of the tax certificate?</p> <p>2. Mandatory Requirement MR1 states: The bid MUST be submitted in book style, well bound, page marked with table of contents and shall not have any loose pages. Bids with Spiral binding or files(spring and box) shall be disqualified</p> <p>Question: Due to the proof of compliance requirement in the technical evaluation, the final document may have too many pages to be properly printed and bound as one document.</p> <p>Are we allowed to print more than one document e.g. Vol 1 and Vol 2?</p>	<p>Bidders are allowed to print more than one document e.g. Vol 1 and Vol 2</p>
25.	<p>This being a solution that is primarily deployed at and for Telcos, please confirm that Telco references will suffice as well</p>	<p>References from Telecommunication Operators (Telcos) will be accepted. These references will also be verified during the due diligence process prior to contract award for the proposed winning bid.</p>

6.0 A.O.B

There being no A.O.B, the meeting was adjourned at 11.45 a.m

Minutes Signed on the 6th day of March 2026.

Philip Kiplagat

Chairing Session



Rodgers Mumelo

Secretary

