

PRE-BID MEETING MINUTESSupply, Installation, Testing, Training and Commissioning of
Integrated Security System for Central Bank of Kenya

TENDER REFERENCE	MEETING DATE	TIME	CLOSING DATE
CBK/028/2026-2027	24th September 2026	10:30 A.M.	5th October 2026

1. MEETING PARTICULARS

Venue	11th Floor, Extelcom House, Procurement Conference Room Hybrid (Physical + Virtual)
Convened by	Central Bank of Kenya – General Services Department, Procurement Division
Chairperson	Peter N. Wanjohi – Security Services Division
Secretary	Charles Kiptoo
Purpose of Meeting	To clarify tender requirements, respond to bidder queries, and provide guidance on the Integrated Security System procurement process.

2. ATTENDANCE**2.1 Central Bank of Kenya & Project Consultants**

No.	Name	Role
1	Peter N. Wanjohi	Chairperson – Security Services Division
2	Charles Kiptoo	Secretary
3	Winnie Y.O. Oduor	Facilitator – Procurement
4	Cyrus Kamau	Security Services Division
5	Charles Kamau	Security Services Division
6	Project Consultants	Lead Consultant & Technology Advisors

2.2 Prospective Bidders – Combined Attendance (Physical + Virtual)

The following companies participated in the hybrid Pre-Bid Meeting (physical and/or virtual). Email addresses captured from the official register and Teams chat are listed below.

No.	Company Name	Email Address(es)
1	Glosec Solutions Ltd	info@glosecgroup.com/jamesn@glosecgroup.com
2	Next Technologies Ltd	enos@next.co.ke / Biddesk@next.co.ke / info@next.co.ke
3	Tililtechnologies Ltd	victor@tililtech.com
4	Extreme Wireless (K) Limited	info@extremewireless.com
5	Pulse by Solutions	maud.mahdi@pulsehsolutions.com
6	Magal Security Systems	jane.ngetica@magalsecurity.co.ke
7	Biometrics Technology Ltd	kellen@biometechltd.com / Kwandera@biometricsint.com
8	Glosec Solutions Limited	brian@glosecgroup.com / yvonne@glosecgroup.com / info@glosecgroup.com / Jamesn@glosecgroup.com
9	Matrix COMSEC	—
10	Top Skyline Engineering Systems	office@topskyline.co.il
11	Audiovisual Collaboration Technologies Ltd	info@act.co.ke/ admin@act.co.ke
12	Bynet Systems Applications Ltd	Dannygi@bynet.co.il / Alons@bynet.co.il
13	Oasis Enterprises	mahesh.j@oasimena.com
14	Reshef Security (1993) Ltd	ilan.solomon@rsf.co.il
15	IP River LTD	robert.bungu@ipriver.co.ke
16	Horsebridge Network Systems EA Ltd	info@horsebridgee.com

Note: Prior to attendance remains a mandatory requirement (MR 22). Only one representative per company is required to attend Pre-Bid Meeting Certificate. Email addresses were obtained from the official online register and the Teams chat during the hybrid meeting.



3. AGENDA

1. Opening remarks and welcome
2. Introduction of the Bank's team, consultants and bidder representatives
3. Overview of the evaluation stages
4. Clarification of questions from prospective bidders
5. Guidance on site visits, drawings, clarifications and submission requirements
6. Closing remarks and way forward

4. PROCEEDINGS & KEY HIGHLIGHTS

4.1 Evaluation Structure

The meeting outlined the four main evaluation stages: (1) Mandatory Requirements – all criteria must be met in full; (2) Compliance with Technical Specifications; (3) Technical Capacity to deliver the proposed solution (minimum score of 75 %); and (4) Due Diligence on any material submitted by bidders, at the discretion of the Evaluation Committee. This is followed by Financial Evaluation.

4.2 Key Guidance Issued

- All requests for clarification must be submitted in writing to supplies@centralbank.go.ke. Verbal responses are for guidance only.
- The deadline for clarification requests is four (4) days before the tender closing date.
- The project is a completely new, standalone installation with no relationship to existing equipment or networks. Bidders must confine pricing to the published Bills of Quantities.
- Design drawings will not be issued at the tender stage. The successful bidder will receive the drawings after award.
- One representative per company must complete the Pre-Bid Attendance Form for the Pre-Bid Meeting Certificate.
- Bidders should use the official company email that will handle tender correspondence.

5. QUESTIONS, CLARIFICATIONS & RESPONSES

The following matters were raised during the meeting. Verbal guidance was provided. Bidders were advised to resubmit all queries in writing. Official responses to all queries raised shall be issued solely through a formal Addendum to the tender document. Any verbal guidance provided during the Pre-Bid Meeting shall not be binding.

No.	Question	Verbal Guidance
Q1	Can an alternative video-management architecture be proposed if a bidder's current solution does not support full federation across sites?	The tender requires a federated architecture in which each site is autonomous, can operate independently and can also inter-operate with other sites, while the central monitoring station maintains overall visibility. Bidders must demonstrate, point-by-point in the Technical Compliance tables and supported by datasheets, how their proposed solution meets every stated requirement. The required functionality and architecture will not be relaxed. Any alternative approach should be formally submitted in writing for consideration.
Q2	If a proposed solution meets all technical requirements and functionalities, may a bidder offer fewer equipment quantities than those listed in the Bills of Quantities?	Any proposal to reduce quantities must be clearly stated and justified in a written clarification request. Until an official Addendum is issued, bidders remain obliged to price the quantities exactly as published in the Bills of Quantities.
Q3	Clarification is sought on backbone switch quantities versus the number of sites, high-availability requirements, port speeds, whether SIEM and Network Access Control systems are new or existing, the nature of the NAC quantity, PKI implementation, and additional firewall interfaces.	These items are highly specific. Each query should be submitted in writing with the exact page and item reference. High-level guidance: the Bank already operates SIEM and Network Access Control systems; further internal consultation will determine whether clarification is required and any necessary guidance will appear in an Addendum. Queries on switches, PKI and firewalls will be referred to the relevant technical specialists.
Q4	Is a facilitated site visit possible so that bidders can inspect existing equipment and networks at the various locations?	The installation is entirely new and standalone. It has no relationship with any existing equipment or networks. All required quantities, including cable lengths, are already captured in the Bills of Quantities. Bidders are therefore required to base their offers solely on the published Bills of Quantities. Facilitated site visits for the purpose of surveying existing systems will not be arranged.
Q5	The tender requires EPRA registration category E1, yet this category does not appear to exist under current EPRA licensing.	The observation is noted. Bidders should raise the matter in writing. The Bank will verify the correct EPRA category and, if necessary, issue an official clarification through an Addendum.
Q6	Apparent inconsistencies have been noted between the number of sites and the quantities of access-control software, door controllers and readers. Clarification is also	Quantities published in the Bills of Quantities are the responsibility of the Consultant; bidders must price those quantities as stated. The project sites are clearly listed in the specification (Headquarters and Extelcoms

THE HISTORY OF THE UNITED STATES

The history of the United States is a story of growth and change. From the first settlers to the present day, the nation has evolved through various stages of development. The early years were marked by exploration and settlement, followed by a period of rapid expansion and industrialization. The American Revolution was a pivotal moment in the nation's history, leading to the establishment of a new government and the declaration of independence. The 19th century was a time of great change, with the Civil War and the Reconstruction era shaping the nation's future. The 20th century saw the rise of the United States as a global superpower, with significant technological and cultural advancements. The present day is a time of continued growth and change, with the nation facing new challenges and opportunities.

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	sought on RFID technology, entry/exit credential requirements and any integration with HR or payroll systems.	House are treated as one local site, together with the Institute of Monetary Studies, Kisumu, Mombasa, Eldoret, Nakuru, Nyeri, Murang'a and Kisii). Detailed door schedules appear on the design drawings that will be issued only to the successful bidder. Specific questions on RFID technology, credential logic and system integrations should be submitted in writing for formal response.
Q7	What are the eligibility conditions for a firm registered outside Kenya? Is there a prescribed commercial percentage that a local partner must hold in a Joint Venture? When will design drawings be made available?	Foreign firms are eligible provided they meet all Mandatory Requirements. Design drawings will not be released during the tender stage for security reasons. Bidders must prepare their offers on the basis of the published specifications and Bills of Quantities. The successful bidder will receive the drawings after award.
Q8	Some outdoor cabinets lack precise dimensional details, and the electrical load for outdoor camera backup power systems is not stated.	Cabinets are specified by standard U-heights and other attributes (door type, IP rating, etc.). Bidders must select equipment that fits within the described enclosures. Where specific load figures for outdoor backup systems are not explicit, the matter should be raised in writing with the relevant page reference so that an official clarification can be issued.
Q9	Does the personnel requirement call for four individuals in each category or one individual per category? Certain cyber-security certifications appear under both Mandatory and Technical sections; can they be confined to the Technical section only?	The personnel requirement is one suitably qualified individual per listed category. Any perceived ambiguity will be clarified in an Addendum if necessary. Cyber-security forms an integral part of the project; the placement of the relevant certifications under the Mandatory Requirements remains as stated in the tender document unless formally amended.
Q10	Are software licences required to be perpetual or may subscription licences be offered? At what point must the latest software versions be supplied?	At the time of operational acceptance / handover the Bank must receive the latest software versions for every system supplied. Where subscription licences are proposed, the cost of renewals during the subsequent maintenance period will be borne by the Contractor under the maintenance contract.

6. ACTION ITEMS & WAY FORWARD

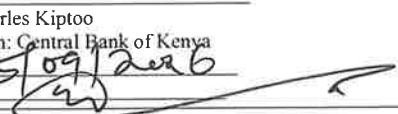
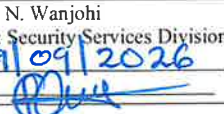
1. These Pre-Bid Minutes will be circulated to all firms that obtained the tender document and published on the Bank's website and the Government tender's portal.
2. All clarification requests must be submitted in writing to supplies@centralbank.go.ke not later than four (4) days before the tender closing date.
3. Official answers will be issued only through an Addendum. Verbal guidance given during the meeting is not binding.
4. Proof of Pre-Bid Attendance must be included in the bid submission (MR 22).

7. CLOSING REMARKS

There being no further questions, the Chairperson thanked all participants for their attendance and constructive engagement. Bidders were reminded to channel all clarifications through the official email address. The meeting was adjourned at approximately 11:30 A.M.

8. CONFIRMATION & SIGNATURES

These minutes are a true and accurate record of the proceedings of the Pre-Bid Meeting held on 24th September 2026.

Prepared by (Secretary): Name: Charles Kiptoo Designation: Central Bank of Kenya Date: 25/09/2026 Signature: 	Confirmed by (Chairperson): Name: Peter N. Wanjohi Designation: Security Services Division Date: 29/09/2026 Signature: 
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CENTRAL BANK OF KENYA

Halle Selassie Avenue • P.O. Box 60060 – 00200 Nairobi • supplies@centralbank.go.ke
These Minutes form an integral part of Tender Document No. CBK/028/2026-2027

