



NATIONAL OIL CORPORATION OF KENYA
2nd Addendum to the RFP for Financing of Purchase of Refined Petroleum Products 14th December 2017

REF NO.
NOCK/PRC/03(1286)2017-2018

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Please refer to our **Request for Proposal (RFP) for Financing of Purchase of Refined Petroleum Products – REF No. NOCK/PRC/03(1286)2017-2018** advertised on, **November 21st, 2017**, 1st Addendum dated 30th November 2017, optional Pre-bid meeting held on 01st December 2017.

We hereby issue this 2nd addendum following requests for clarification and discussion in the Pre-bid meeting as quoted below:

No.	Bidder's Query/Clarification Request (quoted as asked)	Clarification sought/Suggestion	<i>National Oil (client) Feedback and/or amendment to the RFP</i>
	Provision		
1.	Tender opening date	Can the deadline for the tender be extended by around 4 weeks?	<i>The request is accepted. The tender closing date is hereby extended to 19th January 2018 at 1000hrs (East Africa Time) The cover page, clauses 1.6;1.7;1.8;Appendix 2.5.4 that gave the tender opening date and time as 20th December 2017 have been amended and the new opening date is 19th January 2018 at 1000hrs(East African Time)</i>
2.	Terms of reference	We do not understand the split in the terms of reference as between the references to the consultancy business in assessing the technical proposal as opposed to the financing business containing a financial proposal as set out in the RFP.	<i>This Request for Proposal is for non-consultancy services. The financing instrument that the bidder shall propose will form the basis for the financial proposal evaluation. Bidders are advised to refer to the Terms of reference amended in the 1st Addendum.</i>
3.	Terms of reference	Please advise the exact nature of the assignment, the tasks , activities and consultancy services that the bidder is supposed to provide as this cannot be understood.	<i>The task/assignment is seeking a financial partner who can assist in providing better financing option for purchase of petroleum product requirement. Refer to the Terms of reference amended in the 1st Addendum.</i>
4.	Terms of reference	We do not quite understand the role of consultants in this assignment. Are you seeking for funding agencies like banks which can provide you a line of	<i>National Oil is not looking for a consultant. We are looking for financing institution or funding agencies to provide us with solution on cost effective and efficient financing instruments</i>



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No.	Bidder's Query/Clarification Request (quoted as asked)	National Oil (client) Feedback and/or amendment to the RFP
	Provision	
		credit to facilitate your purchases of petroleum products? or you want consultants to help you to find a mechanism of funding your purchases?
5.	Terms of reference	<p>What is the amount of financing required; over what period ; at what intervals and for how long is the line of credit required and when will pay back be effected and how will the pay backs be guaranteed - through what instrument or collateral ?</p> <p><i>We are looking at liquidity or credit line of over 200 Million USD at any one time. The duration is for one year renewable. The financing instruments we expect the bidders to propose to us the best option available.</i> <i>Bidders are advised to refer to the evaluation criteria whereby the bidder is to state the financing duration they can offer.</i></p>
6.		<p>Is this the first time that you are seeking financing and if such a method has been previously employed then who was the contractor and what were the terms and contract value?</p> <p><i>National Oil has a financing line with some financing institution and this is additional financing option we are pursuing.</i></p>
7.		<p>We could provide the fuel supplies along with financing and a line of credit covering say a 5 year framework and give you various options and would like to be given an opportunity to discuss this and need to be availed with the list of the fuels, the specifications and quantities per shipment so that we can come up with a proposal and also your current purchase prices on CIF Mombasa by sea basis and we can provide you consultancy services to achieve your goal.</p> <p><i>Bidders are advised to refer to the Terms of Reference amended in the 1st Addendum and submit their proposal for financing and supply. At this stage of tendering National Oil cannot discuss on the terms of engagement and pricing of the fuel until after short listing of the successful bidders.</i></p>



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8.	Preparation of the financial proposal Clause 2.4	Financial Proposal: Financing Instruments	In preparing the Financial Proposal, bidders are expected to take into account the requirements and conditions outlined in the RFP documents. The Financial Proposal should: 1. State all applicable charges for the financing options provided (for example Interest rates, negotiation fees, penalties etc
9.	Submission, Receipt and Opening of Proposals Clause 2.5.3		The original and all copies of the Technical Proposal shall be placed in a sealed envelope clearly marked " TECHNICAL PROPOSAL " and the original and all copies of the Financial Proposal in a sealed envelope clearly marked " FINANCIAL PROPOSAL " and warning: " DO NOT OPEN WITH THE TECHNICAL PROPOSAL ". Both envelopes shall be placed into an outer envelope and sealed. This outer envelope shall bear the submission address and other information indicated in the Appendix "ITC" and be clearly marked, " DO NOT OPEN, EXCEPT IN PRESENCE OF THE OPENING COMMITTEE. "

The Evaluation criteria is hereby amended as Annex 2: 2ND Amended Evaluation Criteria

Item	Description and requirements	Points
Experience in providing Financing Services	i. Provide 3 References (2 Marks each) ii. Registration with Regulatory Authority in country of residence- (5Marks) iii. Provide proof of Liquidity of USD 200 million through own capital or external facilities (13 Marks)	24
Experience in trading in petroleum Products.	i. Experience in physical trading crude and refined products. Provide reference from 3 buyers- 15 Marks.	15



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Item	Description and requirements	Points
Proposed Staff Capacity (attach short resumes)	ii. Relationship Manager Experience (1 Mark per year up to 3 Years total 3 Marks) iii. Operations Manager – Experience (1 Mark per years up to 3 years total 3 Marks.)	6
Contracts	Provide summary of three (3) material contracts including Loan Agreement. (5 Marks for each contract)	15
Financing options	i. State the Financing duration that the bidder can offer <ul style="list-style-type: none">• 90 days and above- 20 Marks;• 75 Days- 15 Marks;• 60 Days -10 marks;• 45 Days -5 Marks; ii. Provide detailed financing options that bidder will provide to National Oil– (20 Marks)	40
	Total	100
	To be considered technically responsive the bidder must attain a score of 80points and above.	

Except as modified herein, all the other terms and conditions of the Request for Proposal (RFP) remain as is and are unchanged.

Bidders who have already submitted their tender documents (proposals) and wish to amend them after this 2nd addendum prior to the new tender closing date and time (**19th January 2018**) can do so by submitting additional documents clearly labeled **“amendment/addition to the Request for Proposal (RFP) for Financing of Purchase of Refined Petroleum Products – REF No. NOCK/PRC/03(1286)2017-2018”**.

CHIEF EXECUTIVE OFFICER