



**THE TECHNICAL UNIVERSITY OF KENYA**

**EVALUATION COMMITTEE REPORT FOR THE SUPPLY AND DELIVERY OF DETERGENT, SOAP, TOILETRIES AND  
DISINFECTANTS TUK/04/2023-2024**

**1. PREAMBLE**

**1.1 OF DETERGENT, SOAP, TOILETRIES AND DISINFECTANTS TENDER**

**1.2 Introduction**

**Tender Title:** Tender for Supply and Delivery of Detergent, Soap, Toiletries and Disinfectants

Tender Ref. No. TUK/04/2023-2024

The Technical University of Kenya (TU-K) advertised a Tender for Supply and Delivery of Detergent, Soap, Toiletries and Disinfectants on Thursday 20<sup>th</sup> April, 2023. The closing date and opening date of the tender was on Wednesday 10<sup>th</sup> May, 2023 at 10.00am.

### **1.3 The Committee's terms of reference**

The Evaluation Committee, hereafter referred to as the Committee, was appointed by the Vice-Chancellor, Technical University of Kenya, to evaluate bids for the supply and delivery of Detergent, Soap, Toiletries and Disinfectants. The Committee was to evaluate and recommend the best evaluated bidder for consideration for the award of tender for supply and delivery of Detergent, Soap, Toiletries and Disinfectants. The 'best' bidder is one who is not just lowest but with the greatest capacity to supply the items and within the stipulated time and with the ability to absorb credits and has the highest business integrity.

### **1.4 Scope of the tender: Delivery of Detergent, Soap, Toiletries, Disinfectants and Equipment**

## **2.0 EVALUATION BASED ON THE GIVEN CRITERIA**

This was divided into four stages: -

- i) Mandatory evaluation
- ii) Technical evaluation
- iii) Financial evaluation
- iv) Due diligence to bidders who qualified to proceed to financial evaluation

### **2.1 Tender Registration**

The members noted and agreed that

- 1) Insisting that downloaded tender to be registered at offices of PSC negates the spirit of online initiatives

2) Online submission of tender is allowed in the public procurement and asset disposal Act 2015 cap 64 section 2(b) and cap 77 section 1 and 4. Therefore, bidders are not bound to physically submit the tenders

3) Tender registration parameter should not be used to disqualify any bidder since it was not among the mandatory requirements in the evaluation criteria (as stipulated in the Act section 79 part 2(a))

4) Bidders who submit their tender/bid documents within the stipulated time and deadlines will be the only ones considered to have participated in the tendering process.

## 2.2 Mandatory Requirements

All the tenderers were subjected to an examination of fourteen (14) mandatory requirements. The mandatory information below had to be provided. Failure to provide any of the information under Mandatory requirements leads to disqualification from further evaluation. Table 1. Outlines compliance with the mandatory requirements from bids received.

**Table 1: Shows the Mandatory Evaluation Criteria**

No.	Mandatory Criteria	Yes/No. (✓)	(B1)	(B2)	(B3)	(B4)	(B5)	(B6)	(B7)	(B8)	(B9)
1.	Declaration Form		YES	YES	YES	YES	YES	NO	YES	YES	YES
2.	Duly completed Tender Form		YES	YES	YES	YES	YES	NO	YES	YES	YES
3.	Copy of Company or Firm's Registration Certificate		YES	YES	YES	YES	YES	YES	YES	YES	YES

4.	Copy of PIN Certificate		YES	YES	YES	YES	YES	YES	YES	YES	YES
5.	Copy of Valid Tax Compliance Certificate		YES	YES	YES	YES	YES	YES	YES	YES	YES
6.	Confidential Business Questionnaire (CBQ)		YES	YES	YES	YES	YES	NO	YES	YES	YES
7.	Recommendation Letters from at least Three Corporate Bodies		YES	YES	YES	NO	YES	NO	YES	YES	YES
8.	Copies of three LPOs from three different organizations where you have supplied a similar product in the last three years		YES	YES	NO	NO	YES	NO	YES	YES	YES
9.	Price Schedule(s)		YES	YES	YES	YES	YES	YES	YES	YES	YES
10.	Schedule of requirements duly filled indicating items offered		YES	YES	YES	YES	YES	YES	YES	YES	YES
11.	Audited Financial Accounts for the last three years 2019/20,2020/21,2021/22		NO	NO	NO	YES	NO	NO	YES	YES	NO

	Any other document or item required by the Tender Document. (The Tenderer shall specify such other documents or items it has submitted) e.g. Certificates from Regulatory Bodies/Manufacturer		YES	YES	YES	YES	YES	YES	YES	YES	YES
13.	Supplier Availability details form (Details of Business Premises i.e. LR Number, Street, Road etc)		YES	YES	NO	YES	YES	NO	YES	YES	YES
14.	Ensure serialization of all pages of the bid submitted from the first page to the last page in numerical form		YES	YES	YES	YES	YES	NO	YES	YES	YES

From the mandatory evaluation done, the results in Table 2 were extracted

**Table 2: Shows the Results of Mandatory Evaluation**

B/No	Remarks
B1	For the page 68 of 92, the Director signed but for page 69 of 92 the director did not sign
	The financial statements are not owned by the auditing firm and the company
B3	Did not provide copies of three LPOs from three different organizations where you have supplied a similar product in the last three years.
	The stamps from the auditing firms are inconsistent

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	Books of accounts have not been owned by the auditing firm
B4	Did not provide copies of three LPOs from three different organizations where you have supplied a similar product in the last three years
	Did not provide recommendation Letters from at least Three Corporate Bodies
B5	Auditors report not signed and stamped for authenticity by the Auditors.
	The partners to the business have not signed and stamped, the Chairman disowns this since there is no ownership from the part of the partners and the stated audit firm
B6	Did not provide Declaration Form
	Did not provide Duly Completed Tender Form Did not provide Recommendation Letters from at least Three Corporate Bodies
	Did not provide Copies of three LPOs from three different organizations where you have supplied a similar product in the last three years
	Did not provide Supplier Availability details form (Details of Business Premises i.e., LR Number, Street, Road etc)
	Did not Ensure serialization of all pages of the bid submitted from the first page to the last page in numerical form
B9	The Statement of cash flows for the year ended 31 <sup>st</sup> Dec, 2021 and 2020 for the year 2020 is different from investing activities

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Based on the results in Table 2. Six (6) Bidders did not proceed to the technical stage as they did not meet all the mandatory requirements. Therefore, the remaining two bidders (B7 and B8) qualified for the next stage of evaluation.

### 2.3 Technical Evaluation

This stage entailed detailed examination of the Technical Capacity of the tenderers and only two bidders (B7 and B8) managed to proceed to technical evaluation as shown on the Table 3. Below: -

**Table 3. Shows the Technical Evaluation**

No.	Technical Criteria	Marks	(B7)	(B8)
1.	Written confirmation on Terms of Payment Of 30 Days Credit Period on the Firms Letterhead	10	10	10
2.	& Schedule of requirements duly filled indicating items offered and their prices. The bid submitted conforms to the required Specifications of the items and the Unit of issue as provided in the tender document (Provide the unit of issue and specifications of the item you are quoting for)	20	20	20
3.	Duly completed Declaration Form stamped and signed	07	07	07
4.	Confidential Business Questionnaire (CBQ) duly filled stamped and signed	15	15	15

5.	Three Recommendation Letters bearing a name, contact person and Three Copies of LPOs or contracts from different corporate organizations where you have supplied a similar product or service for the last 3 years	18	18	18
6.	Evidence of Ownership of Delivery Vehicles	10	10	0
	<b>Total Score</b>	<b>80</b>	<b>80</b>	<b>70</b>

**NOTE:**

Pass Mark to Proceed to the Financial Evaluation was 60 out of 80

#### **2.4 Financial Evaluation (30%)**

This involved the comparison of the quoted unit price.

#### **3.0 Bids Received**

Nine (9) bidders submitted their bids as shown in Table 3.1 below

**Table 3.1 Bids Received as at Bid Opening on 10<sup>th</sup> May, 2023 at 10.00 am.**

<b>B/No</b>	<b>Company Name</b>	<b>Tender Sum as per the Form of Tender</b>	<b>Amount of Tender</b>	<b>Financing Company</b>
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		<b>(KES)</b>	<b>Security(KES)</b>	
B1	Bravans Limited	109,859.00	10,985,905.00	Amaco
B2	Blusan Products Ltd	10,000000.10	10,181,816.01	Equity Bank
B3	Nzouni Enterprise Ltd	-	22,526,890.00	-
B4	Lakewood Construction Ltd	-	-	-
B5	Laser Chemical	6158800.00	70,300.00	Amaco
B6	Giosam Agency Ltd	13432750.00	-	-
B7	Karnas Ltd	13,503095.00	13,503.95	Family Bank
B8	Lisol Chem Company ltd	14,540,860.13	-	-
B9	Sypan Enterprises	15,087140.00	15,5000.00	Monarch

#### 4.0 Detailed Technical Evaluation

The two (2) bidders were subjected to detailed technical evaluation and the results shown in Table 3.

#### 4.1 Financial Evaluation

Bidders B7 and B8 were subjected to financial evaluation as detailed in Table 4

**SCORECARD KEY:** Lowest bid = 2, Highest bid = 1, No bid = 0. The Successful Tenderer shall be the one with the lowest evaluated price and highest score. (The formula implemented by the committee to separate the two tying companies, B7 and B8).

**Table 4: Financial Evaluation – ALL THE REQUIRED ITEMS**

NO.	ITEM DESCRIPTION	Unit of Measure	QTY	B7		TOTAL POSSIBLE SSCORE (147)	B8		TOTAL POSSIBLE SCORE (147)
				Unit price V.A.T Incl.	Total Price V.A.T Incl.		Unit price V.A.T Incl.	Total Price V.A.T Incl.	
1	Air Freshener 500ml	TINS	150	880.00	132,000.00	1	236.14	35,421.00	2
2	Bar Soaps (1 x 25 x 1kg)	CTN	300	5,600.00	1,680,000.00	1	5,400.00	1,620,000.00	2
3	Borax laboratory chemical 500ml	TIN	15	2,215.00	33,225.00	1	1,282.50	19,237.50	2
4	Brasso metal polish 200ml	TIN	30	3,600.00	108,000.00	2	4,725.00	141,750.00	1
5	Carpet Shampoo 20 Ltrs	J/C	30	7,000.00	210,000.00	1	19,575.00	587,250.00	2
6	Ceramic/Tile Stain Remover 20 Ltrs	J/C	10	6,800.00	68,000.00	1	5,670.00	56,700.00	2

7	Detergent 20lt. (Liquid) As Per Sample)	J/C	800	2,200.00	1,760,000.00	1	2,160.00	1,728,000.00	2
8	Detergent Powder (Omo) 1x 500gms x 24pkt.	CTN	5	6,500.00	32,500.00	2	-	-	0
9	Detergent Powder (Persil) 1x500gms x 24pkt.	CTN	13	6,800.00	88,400.00	2	6,966.00	90,558.00	1
10	Disinfectant 5lt.	J/C	80	900.00	72,000.00	2	7,128.00	570,240.00	1
11	Floor Maintainer 20ltrs	J/C	40	7,100.00	284,000.00	2	-	-	0
12	Floor Polish Self Shining Terrazo 20ltrs	J/C	20	9,500.00	190,000.00	1	8,100.00	162,000.00	2
13	Floor Polish Wax 18kgs Red	DEBE	5	22,900.00	114,500.00	1	16,875.00	84,375.00	2
14	Floor Streaper 20ltrs	J/C	20	7,900.00	158,000.00	2	-	-	0
15	Hand Washing Cream 5lt. (As Per Sample)	J/C	60	860.00	51,600.00	2	877..50	-	1
16	Harpic Liquid (500ml) 1 x 24pcs	CTN	50	8,850.00	442,500.00	1	8,100.00	405,000.00	2

17	Jik Colours 750ml Bleach 1 x 12pcs	CTN	15	7,420.00	111,300.00	2	14,578.65	218,679.75	1
18	Jik Regular 750ml Bleach 1 x 12pcs	CTN	150	7,420.00	1,113,000.00	2	9,382.50	1,407,375.00	1
19	Leather cleaner polish	NO.	50	3,850.00	192,500.00	1	877.50	43,875.00	2
20	Moth Balls – Odnil	CTN	250	1,700.00	425,000.00	2	2,997.00	749,250.00	1
21	Scouring Powder (Vim 1 x 500grm x 24pcs)	CTN.	300	2,350.00	705,000.00	1	1,620.00	486,000.00	2
22	Silvo	TIN	48	5,470.00	262,560.00	2	-	-	0
23	Sta Soft 5ltr	J/C	8	1,480.00	11,840.00	2	1,755.00	14,040.00	1
24	Starch 400g (Laundry)	PKT	80	135.00	10,800.00	2	11,475.00	918,000.00	1
25	Super brite Scrubbing pads	PCS	200	35.00	7,000.00	1	326.70	65,340.00	2
26	Toilet Perfume (Lavender) 1x20ltrs	J/CANS	10	6,320.00	63,200.00	1	378.00	3,780.00	2
27	White Spirit 5ltr.	JC.	2	2,020.00	4,040.00	1	1,687.50	3,375.00	2
28	Windolene (1 x 300ml x 24pcs)	CTN.	12	2,570.00	30,840.00	2	2,916.00	34,992.00	1

29	Doom Spray 750ml (1x12pcs)	DOZ.	12	12,800.00	153,600.00	1	1,228.50	14,742.00	2
30	Span powder 500g	CTN.	20	5,800.00	116,000.00	2	-	-	0
31	Span liquid 500ml	CTN.	20	5,800.00	116,000.00	2	-	-	0
32	Dettol Soap 250ml	PC	30	1,010.00	30,300.00	1	850.00	25,500.00	2
33	Dettol liquid 5ltr	BOTTLE	15	9,900.00	148,500.00	1	2,767.50	41,512.50	2
34	D4 Cleaning Solution 5 Ltrs	J/C	30	-	-	0	-	-	0
35	Mop Head plus handle – 400g Cotton	PCS	400	460.00	184,000.00	1	398.25	159,300.00	2
36	Mop sticks wood	PCS	100	110.00	11,000.00	2	425.25	42,525.00	1
37	Scrubbing brushes plus handle (APS)	PCS	200	459.00	91,800.00	1	425.25	85,050.00	2
38	Soft broom (APS)	PCS	300	200.00	60,000.00	2	222.75	66,825.00	1
39	Sconish bushes	PCS	100	400.00	40,000.00	2	-	-	0
40	Toilet brushes and bowls	SET	100	220.00	22,000.00	1	162.00	16,200.00	2
41	Pledge 1x12pcs	DZN	10	4,650.00	46,500.00	2	5,346.00	53,460.00	1

42	Panga (Large)	PCS	10	400.00	4,000.00	2	877.50	8,775.00	1
43	Muttock (Large)	PCS	6	850.00	5,100.00	2	1,147.50	6,885.00	1
44	Rake (Large)	PCS	10	400.00	4,000.00	2	1,620.00	16,200.00	1
45	Sprinkler (Large)	PCS	10	2,050.00	20,500.00	1	1,687.50	16,875.00	2
46	Horse pipe (1.5m)	PCS	10	3,490.00	34,900.00	2	11,475.00	114,750.00	1
47	Makuti broom	PCS	200	100.00	20,000.00	2	330.75	66,150.00	1
48	Treaming shears (ASP)	PCS	6	500.00	3,000.00	2	3,375.00	20,250.00	1
49	Axe (Large)	PCS	10	845.00	8,450.00	2	2,160.00	21,600.00	1
50	Slasher (Large)	PCS	10	350.00	3,500.00	2	877.50	8,775.00	1
51	Sprayer pump 15 Ltrs	PCS	4	2,500.00	10,000.00	2	7,425.00	29,700.00	1
52	Face mask	PCS	10	350.00	3,500.00	2	472.50	4,725.00	1
53	Jembe (jogoo) – Large	PCS	10	600.00	6,000.00	2	1,201.50	12,015.00	1
54	Mop buckets (Standard)	PCS	200	630.00	126,000.00	2	877.50	175,500.00	1
55	Hard brushes (ASP)	PCS	100	200.00	20,000.00	2	519.75	51,975.00	1
56	Conical brush	PCS	100	500.00	50,000.00	1	249.75	24,975.00	2
57	Industrial gloves heavy duty	DZN	10	400.00	4,000.00	1	364.50	3,645.00	2

58	Marton Cloth	KG	100	1,200.00	120,000.00	2	3,172.50	317,250.00	1
59	Office dust bin	LTRS	20	200.00	4,000.00	2	243.00	4,860.00	1
60	Dust bins	PCS	100	11,300.00	1,130,000.00	1	1,890.00	189,000.00	2
61	Super brite (1 x 12)	DZN	70	310.00	21,700.00	2	553.50	38,745.00	1
62	Floor Maintaining pad	PCS	20	2,200.00	44,000.00	2	7,775.00	155,500.00	1
63	Scrubbing pad	PCS	60	2,200.00	132,000.00	2	6,075.00	364,500.00	1
64	Buffing pad	PCS	20	2,200.00	44,000.00	2	7,425.00	148,500.00	1
65	Brush refilling	PCS	30	-	-	0	6,075.00	182,250.00	2
66	Stain off	LTRS	100	5,000.00	500,000.00	2	8,775.00	877,500.00	1
67	Home Drycleaner (1L)	NOS.	24	620.00	14,880.00	2	-	-	0
68	Floor Scrubber	NOS.	5	111,000.00	555,000.00	1	465.75	2,328.75	2
69	Dust masks	NOS.	20	600.00	12,000.00	1	465.75	9,315.00	2
70	Scotch brite	NOS.	60	80.00	4,800.00	2	553.50	33,210.00	1
71	Deck brush	NOS.	50	170.00	8,500.00	2	384.75	19,237.50	1
72	Dust pan brush (Long handled)	NOS.	10	280.00	2,800.00	2	283.50	2,835.00	1
73	Yard brooms	NOS.	20	420.00	8,400.00	1	405.00	8,100.00	2
74	Spontex	NOS.	20	160.00	3,200.00	2	-	-	0

75	Dust pans (plastic)	NOS.	20	90.00	1,800.00	2	148.50	2,970.00	1
76	Waste paper baskets	NOS.	5	300.00	1,500.00	1	243.00	1,215.00	2
77	Pledge	DOZ	10	4,750.00	47,500.00	2	5,346.00	53,460.00	1
78	Azure blue	PKT	4	-	-	0	-	-	0
79	Borax	TIN	5	1,500.00	7,500.00	1	1,282.50	6,412.50	2
80	Carpet shampoo 20 litres	JC	20	7,300.00	146,000.00	2	8,775.00	175,500.00	1
81	Machine wash detergent	CTN	10	8,950.00	89,500.00	1	1,755.00	17,550.00	2
82	Methylated spirit	JC	5	1,420.00	7,100.00	1	945.00	4,725.00	2
84	Scouring powder(vim) 1kg	CTN	5	2,450.00	12,250.00	2	2,997.00	14,985.00	1
87	Stain remover	JC	8	5,000.00	40,000.00	2	8,775.00	70,200.00	1
90	White spirit	JC	6	2,020.00	12,120.00	2	9,720.00	58,320.00	1
110	Windowlene	CTN	6	2,570.00	15,420.00	1	121.50	729.00	2
111	Doom spray	CTN	5	13,000.00	65,000.00	2	18,630.00	93,150.00	1
112	Destainer	JC	4	4,700.00	18,800.00	2	-	-	0
113	Dettol liquid 1L	JC	5	2,150.00	10,750.00	2	2,835.00	14,175.00	1
114	Toilet perfume	JC	10	455.00	4,550.00	1	297.00	2,970.00	2
115	Squeegee (floor)	NOS.	10	460.00	4,600.00	1	425.25	4,252.50	2



116	Cornice brush	NOS.	10	590.00	5,900.00	2	-	-	0
117	Yellow dusters	NOS.	20	80.00	1,600.00	2	1,961.55	39,231.00	1
118	Floor clothes	NOS.	20	170.00	3,400.00	2	270.00	5,400.00	1
119	Measuring jugs	NOS.	5	2,500.00	12,500.00	1	607.50	3,037.50	2
120	Toilet brush/holder	NOS.	10	160.00	1,600.00	2	216.00	2,160.00	1
121	Solrust	LTRS	10	3,190.00	31,900.00	2	-	-	0
122	TBX ( 20 Ltrs)	LTRS	1	4,780.00	4,780.00	2	-	-	0
123	Glass bowls	NOS.	10	1,350.00	13,500.00	1	1,147.50	11,475.00	2
124	Clothes hanger	NOS.	24	3,500.00	84,000.00	1	607.50	14,580.00	2
125	Clothes pegs	DZ	5	265.00	1,325.00	1	108.00	540.00	2
126	Laundry basket	NOS.	5	720.00	3,600.00	2	2,025.00	10,125.00	1
127	Steep stool	NOS.	3	2,600.00	7,800.00	2	3,100.00	9,300.00	1
128	Squeege (window)	NOS.	5	570.00	2,850.00	1	384.75	1,923.75	2
129	Room stewards trolley	NOS.	2	46,800.00	93,600.00	2	-	-	0
130	Bicarbonate of soda	PKT	10	55.00	550.00	2	-	-	0
140	Turpentine 5ltrs	JC	12	1,370.00	16,440.00	1	5,130.00	61,560.00	2
141	Salt (1kg)	PKT	5	55.00	275.00	2	60.75	303.75	1

142	Steam Presses	NO.	1	71,500.00	71,500.00	2	-	-	0
143	Laundry Trolleys	NO.	2	46,800.00	93,600.00	2	47,250.00	94,500.00	1
144	Steam Gun (stain remover)	NO.	1	19,500.00	19,500.00	2	-	-	0
145	Hoover	NO.	1	-	-	0	-	-	0
146	Vacuum Cleaner (50 Ltrs)	NO	3	45,500.00	136,500.00	2	168,750.00	506,250.00	1
147	Calender pressing machine	NO	1	-	-	0	-	-	0
148	Spin Dryer	NO	1	-	-	0	-	-	0
149	Squeege (Floor)	PCS	100	330.00	33,000.00	2	425.25	42,525.00	1
150	Florex	J/C15	5	4,850.00	24,250.00	2	-	-	0
	SUM				13,458,095.00	182		14,209,804.00	135

**Table 5: Financial Evaluation - The Repeated Items**

NO.	ITEM DESCRIPTION	Unit of Measure	QTY	B7		B8	
				Unit price V.A.T Incl.	Total Price V.A.T Incl.	Unit price V.A.T Incl.	Total Price V.A.T Incl.
20	Moth Balls – Odnil	CTN	250	1700		2997	
26	Toilet perfume	JC	10	455		297	

85	Silvo	TIN	6	5500		-	
5	Carpet Shampoo 20 Ltrs	J/C	30	7000		19575	
23	Star soft	JC	5	1480		1822.50	
87	Stain remover	JC	8	5000		8775	
24	Starch 400g (laundry)	PKT	20	140		11475	
27	White spirit	JC	6	2020		9720	
28	Windowlene	CTN	6	2570		121.50	
115	Squeege (floor)	NOS.	10	460		425.25	

**Table 6: Financial Evaluation - Common Bidded Items**

NO.	ITEM DESCRIPTION	Unit of Measure	QTY	B7		TOTAL POSSIBLESCORE (146)	B8		TOTAL POSSIBLESCORE (146)
				Unit price V.A.T Incl.	Total Price V.A.T Incl.		Unit price V.A.T Incl.	Total Price V.A.T Incl.	
1	Air Freshener 500ml	TINS	150	880.00	132,000.00	1	236.14	35,421.00	2
2	Bar Soaps (1 x 25 x 1kg)	CTN	300	5,600.00	1,680,000.00	1	5,400.00	1,620,000.00	2
3	Borax laboratory	TIN	15	2,215.00	33,225.00	1	1,282.50	19,237.50	2

	chemical 500ml								
4	Brasso metal polish 200ml	TIN	30	3,600.00	108,000.00	2	4,725.00	141,750.00	1
5	Carpet Shampoo 20 Ltrs	J/C	30	7,000.00	210,000.00	2	19,575.00	587,250.00	1
6	Ceramic/Tile Stain Remover 20 Ltrs	J/C	10	6,800.00	68,000.00	1	5,670.00	56,700.00	2
7	Detergent 20lt. (Liquid) As Per Sample)	J/C	800	2,200.00	1,760,000.00	1	2,160.00	1,728,000.00	2
9	Detergent Powder (Persil) 1x500gms x 24pkt.	CTN	13	6,800.00	88,400.00	2	6,966.00	90,558.00	1
10	Disinfectant 5lt.	J/C	80	900.00	72,000.00	2	7,128.00	570,240.00	1
12	Floor Polish Self Shining Terrazo 20ltrs	J/C	20	9500	190,000.00	1	8100.00	162,000.00	2
13	Floor Polish Wax 18kgs Red	DEBE	5	22900	114,500.00	1	16,875.00	84,375.00	2
15	Hand Washing Cream 5lt. (As Per Sample)	J/C	60	860	51,600.00	2	877.50	52,650.00	1
16	Harpic Liquid (500ml) 1 x 24pcs	CTN	50	8850	442,500.00	1	8100.00	405,000.00	2

17	Jik Colors 750ml Bleach 1 x 12pcs	CTN	15	7420	111,300.00	2	14578.65	218,679.75	1
18	Jik Regular 750ml Bleach 1 x 12pcs	CTN	150	7420	1,113,000.00	2	9382.50	1,407,375.00	1
19	Leather cleaner polish	NO.	50	3850	192,500.00	1	877.50	43,875.00	2
20	Moth Balls – Odnil	CTN	250	1700	425,000.00	2	2,997.00	749,250.00	1
21	Scouring Powder (Vim 1 x 500gram x 24pcs)	CTN.	300	2350	705,000.00	1	1,620.00	486,000.00	2
23	Sta Soft 5ltr	J/C	8	1480	11,840.00	2	1,755.00	14,040.00	1
24	Starch 400g (Laundry)	PKT	80	135	10,800.00	2	11,475.00	918,000.00	1
25	Super brite Scrubbing pads	PCS	200	35	7,000.00	2	326.70	65,340.00	1
26	Toilet Perfume (Lavender) 1x20ltrs	J/CANS	10	6320	63,200.00	2	378.00	3,780.00	1
27	White Spirit 5ltr.	JC.	2	2020	4,040.00	1	1,687.50	3,375.00	2
28	Windolene (1 x 300ml x 24pcs)	CTN.	12	2570	30,840.00	2	2916.00	34,992.00	1
29	Doom Spray 750ml (1x12pcs)	DOZ.	12	12800	153,600.00	1	1,228.50	14,742.00	2

32	Dettol Soap 250ml	PC	30	1010	30,300.00	1	810.00	24,300.00	2
33	Dettol liquid 5ltr	BTTL	15	9900	148,500.00	1	2,767.50	41,512.50	2
35	Mop Head plus handle – 400g Cotton	PCS	400	460	184,000.00	1	398.25	159,300.00	2
36	Mop sticks wood	PCS	100	110	11,000.00	2	425.25	42,525.00	1
37	Scrubbing brushes plus handle (APS)	PCS	200	459	91,800.00	1	425.25	85,050.00	2
38	Soft broom (APS)	PCS	300	200	60,000.00	2	222.75	66,825.00	1
40	Toilet brushes and bowls	SET	100	220	22,000.00	1	162.00	16,200.00	2
41	Pledge 1x12pcs	DZN	10	4650	46,500.00	2	5346.00	53,460.00	1
42	Panga (Large)	PCS	10	400	4,000.00	2	877.50	8,775.00	1
43	Muttock (Large)	PCS	6	850	5,100.00	2	1,147.50	6,885.00	1
44	Rake (Large)	PCS	10	400	4,000.00	2	1,620.00	16,200.00	1
45	Sprinkler (Large)	PCS	10	2050	20,500.00	1	1687.50	16,875.00	2
46	Horse pipe (1.5m)	PCS	10	3490	34,900.00	2	11,475.00	114,750.00	1
47	Makuti broom	PCS	200	100	20,000.00	2	330.75	66,150.00	1
48	Treaming shears (ASP)	PCS	6	500	3,000.00	2	3,375.00	20,254.50	1
49	Axe (Large)	PCS	10	845	8,450.00	2	2,160.00	21,600.00	1

50	Slasher (Large)	PCS	10	350	3,500.00	2	877.50	8,775.00	1
51	Sprayer pump 15 Ltrs	PCS	4	2500	10,000.00	2	7,425.00	29,700.00	1
52	Face mask	PCS	10	350	3,500.00	2	472.50	4,725.00	1
53	Jembe (jogoo) – Large	PCS	10	600	6,000.00	2	1,201.50	12,015.00	1
54	Mop buckets (Standard)	PCS	200	630	126,000.00	2	877.50	175,500.00	1
55	Hard brushes (ASP)	PCS	100	200	20,000.00	2	519.75	51,975.00	1
56	Conical brush	PCS	100	500	50,000.00	1	249.75	24,975.00	2
57	Industrial gloves heavy duty	DZN	10	400	4,000.00	1	364.50	3,645.00	2
58	Marton Cloth	KG	100	1200	120,000.00	2	3,172.50	317,250.00	1
59	Office dust bin	LTRS	20	200	4,000.00	2	243.00	4,860.00	1
60	Dust bins	PCS	100	11300	1,130,000.00	1	1,890.00	189,000.00	2
61	Super brite (1 x 12)	DZN	70	310	21,700.00	2	553.50	38,745.00	1
62	Floor Maintaining pad	PCS	20	2200	44,000.00	2	8,775.00	175,500.00	1
63	Scrubbing pad	PCS	60	2200	132,000.00	2	6,075.00	364,500.00	1
64	Buffing pad	PCS	20	2200	44,000.00	2	7,425.00	148,500.00	1

65	Brush refilling	PCS	30	0	0.00	0	6,075.00	182,250.00	2
66	Stain off	LTRS	100	5000	500,000.00	2	8,775.00	877,500.00	1
68	Floor Scrubber	NOS.	5	111,000.00	555,000.00	1	465.75	2,328.75	2
69	Dust masks	NOS.	20	600	12,000.00	1	465.75	9,315.00	2
70	Scotch brite	NOS.	60	80	4,800.00	2	553.50	33,210.00	1
71	Deck brush	NOS.	50	170	8,500.00	2	384.75	19,237.50	1
72	Dust pan brush (Long handled)	NOS.	10	280	2,800.00	2	283.50	2,835.00	1
73	Yard brooms	NOS.	20	420	8,400.00	1	405.00	8,100.00	2
75	Dust pans (plastic)	NOS.	20	90	1,800.00	2	148.50	2,970.00	1
76	Waste paper baskets	NOS.	5	300	1,500.00	1	243.00	1,215.00	2
77	Pledge	DOZ	10	4750	47,500.00	2	5,346.00	53,460.00	1
79	Borax	TIN	5	1500	7,500.00	1	1,282.50	6,412.50	2
81	Machine wash detergent	CTN	10	8950	89,500.00	1	1755	17,550.00	2
82	Methylated spirit	JC	5	1420	7,100.00	1	945.00	4,725.00	2
84	Scouring powder(vim) 1 kg	CTN	5	2450	12,250.00	2	2,997.00	14,985.00	1
87	Stain remover	JC	8	5000	40,000.00	2	8,775.00	70,200.00	1
90	White spirit	JC	6	2020	12,120.00	2	9,720.00	58,320.00	1



110	Windowlene	CTN	6	2570	15,420.00	1	121.50	729.00	2
111	Doom spray	CTN	5	13000	65,000.00	2	18630.00	93,150.00	1
113	Dettol liquid 1L	JC	5	2150	10,750.00	2	2835	14,175.00	1
114	Toilet perfume	JC	10	455	4,550.00	1	297	2,970.00	2
115	Squeege (floor)	NOS.	10	460	4,600.00	1	425.25	4,252.50	2
117	Yellow dusters	NOS.	20	80	1,600.00	2	1961.55	39,231.00	1
118	Floor clothes	NOS.	20	170	3,400.00	2	270	5,400.00	1
119	Measuring jugs	NOS.	5	2500	12,500.00	1	607.50	3,037.50	2
120	Toilet brush/holder	NOS.	10	160	1,600.00	2	216	2,160.00	1
123	Glass bowls	NOS.	10	1350	13,500.00	1	1147.50	11,475.00	2
124	Clothes hanger	NOS.	24	3500	84,000.00	1	607.50	14,580.00	2
125	Clothes pegs	DZ	5	265	1,325.00	1	108	540.00	2
126	Laundry basket	NOS.	5	720	3,600.00	2	2025	10,125.00	1
127	Steep stool	NOS.	3	2600	7,800.00	2	3100	9,300.00	1
128	Squeege (window)	NOS.	5	570	2,850.00	1	384.75	1,923.75	2
140	Turpentine 5ltrs	JC	12	1370	16,440.00	2	5130	61,560.00	1
141	Salt (1kg)	PKT	5	55	275.00	2	60.75	303.75	1
143	Laundry Trolleys	NO.	2	46800	93,600.00	2	47250	94,500.00	1
146	Vacuum Cleaner	NO	3	45500	136,500.00	2	168,750.00	506,250.00	1

	(50 Ltrs)								
	SUM				11,981,175.00	146		14,063,233.50	129

**Table 7: Financial Evaluation – Non Common Items**

NO.	ITEM DESCRIPTION	Unit of Measure	QTY	B7		B8	
				Unit price V.A.T Incl.	Total Price V.A.T Incl.	Unit price V.A.T Incl.	Total Price V.A.T Incl.
8	Detergent Powder (Omo) 1x 500gms x 24pkt.	CTN	5	6500		-	
11	Floor Maintainer 20ltrs	J/C	40	7100		-	
14	Floor Streaper 20ltrs	J/C	20	7900		-	
22	Silvo	TIN	48	5470		-	
30	Span powder 500g	CTN.	20	5800		-	
31	Span liquid 500ml	CTN.	20	5800		-	
34	D4 Cleaning Solution 5 Ltrs	J/C	30	-		-	
39	Sconish bushes	PCS	100	400		-	
67	Home Drycleaner (1L)	NOS.	24	620		-	
74	Spontex	NOS.	20	160		-	

78	Azure blue	PKT	4	-	-	-	
112	Destainer	JC	4	4700		-	
116	Cornice brush	NOS.	10	590		-	
121	Solrust	LTRS	10	3190		-	
122	TBX ( 20 Ltrs)	LTRS	1	4780		-	
129	Room stewards trolley	NOS.	2	46800		-	
130	Bicarbonate of soda	PKT	10	55		-	
142	Steam Presses	NO.	1	71500		-	
144	Steam Gun (stain remover)	NO.	1	19500		-	
145	Hoover	NO.	1	-		-	
147	Calender pressing machine	NO	1	-		-	
148	Spin Dryer	NO	1	-		-	
150	Florex	J/C15	5	4850		-	
	SUM						

**Table 8: Financial Evaluation - Unbid Items**

NO.	ITEM DESCRIPTION	Unit of Measure	QTY	B7		B8	
				Unit price V.A.T Incl.	Total Price V.A.T Incl.	Unit price V.A.T Incl.	Total Price V.A.T Incl.
34	D4 Cleaning Solution 5 Ltrs	J/C	30	-		-	
78	Azure blue	PKT	4	-	-	-	
145	Hoover	NO.	1	-		-	
147	Calender pressing machine	NO	1	-		-	
148	Spin Dryer	NO	1	-		-	
	SUM						

## **5.0 DUE DILIGENCE FINDINGS FOR COMPANY - B7**

Background information of the Company's physical location, Original Copy of the Company's or Firm's Registration Certificate, Original Copy of Pin Certificate, Original Copy of Valid Tax Compliance Certificate and the samples of the products.

As part of the technical evaluation, the committee visited B7 to seek for clarification on the above documents availed which enabled the committee to score the remaining part of technical evaluation.

### **Personnel**

The company was represented by the Competent Assistant Manager for Company B, Mr. Denis who provided the answers to our questions.

### **Management**

B7 is a private limited company which offers cleaning materials and detergents

### **Premise**

The company premises are located in Buruburu, Shopping Centre, Nairobi.

## **6.0 DUE DILIGENCE FINDINGS – FOR COMPANY - B8**

Background information of the Company's physical location, Copy of the Company's or Firm's Registration Certificate, Copy of Pin Certificate and Copy of Valid Tax Compliance Certificate and the samples of the products.

As part of the technical evaluation, the committee visited B7 to seek for clarification on the above documents availed which enabled the committee to score the remaining part of technical evaluation.

### **Personnel**

The company was represented by the Executive Director for B8 Mr. Solomon Gitundu, who provided the answers to our questions.

### **Management**

Company B7 is a limited private company which offers cleaning materials and detergents

### **Premise**

The company premises are located in Parkland, Mushembi Road, Next to Stima Sacco, Nairobi.

### **NOTE: -**

The proceedings of the visitation after introduction, the members of the committee engaged the officers on various issues such as:-

- a) Value addition to their products
- b) Customer protection from alteration of products

- c) Value added services
- d) Monitoring of their product movement
- e) Wrong specifications
- f) Delivery time
- g) Training for users
- h) Holding of the LPOs due to non-payment

**The Responses from B7**

- i) They have mobile and clean vehicles that provide prompt deliveries of the products
- ii) They have some additive to the product which enhance quality
- iii) They offer training to their customers
- iv) They extend credit period up to 60 days
- v) They replace the spoilt products before use
- vi) They ensure quality and deliveries as per the customer specifications

**The Responses from B8**

- i) They have mobile vehicles that provide prompt deliveries of the products
- ii) They have some additive to the product which enhance quality
- iii) They offer training to their customers
- iv) They extend credit period up to 60 days
- v) They replace the spoilt products before use
- vi) They ensure quality and delivers as per the customer specifications

7.0 The financial evaluation was then summarized score for commonly quoted items in Table 6 above.

**BIDDERS**

**Table 9: Summary of Financial Evaluation**

	<b>BIDDERS</b>	
Scores	B7	B8
Total	146	129

From the table above the committee concluded the evaluation with only one responsive bidder - B7 since it attained the highest score as shown on the table above. It was also noted that the lowest bidder (B7) did not quote for only 6 items as compared to (B8) who did not quote for several items as shown in Table 4 above from the financial evaluation, thus only quoted prices were awarded to the bidder as shown in the table 10 below.

**TABLE 10: ITEMS AWARDED TO B7 - KARNAS LIMITED 2023/2024**

				<b>B7</b>	
<b>NO.</b>	<b>ITEM DESCRIPTION</b>	<b>Unit of Measure</b>	<b>QTY</b>	<b>Unit price V.A.T Incl.</b>	<b>Total Price V.A.T Incl.</b>
1	Air Freshener 500ml	TINS	150	880.00	132,000.00
2	Bar Soaps (1 x 25 x 1kg)	CTN	300	5,600.00	1,680,000.00
3	Borax laboratory chemical 500ml	TIN	15	2,215.00	33,225.00



4	Brasso metal polish 200ml	TIN	30	3,600.00	108,000.00
5	Carpet Shampoo 20 Ltrs	J/C	30	7,000.00	210,000.00
6	Ceramic/Tile Stain Remover 20 Ltrs	J/C	10	6,800.00	68,000.00
7	Detergent 20lt. (Liquid) As Per Sample)	J/C	800	2,200.00	1,760,000.00
9	Detergent Powder (Persil) 1x500gms x 24pkt.	CTN	13	6,800.00	88,400.00
10	Disinfectant 5lt.	J/C	80	900.00	72,000.00
12	Floor Polish Self Shining Terrazo 20ltrs	J/C	20	9500	190,000.00
13	Floor Polish Wax 18kgs Red	DEBE	5	22900	114,500.00
15	Hand Washing Cream 5lt. (As Per Sample)	J/C	60	860	51,600.00
16	Harpic Liquid (500ml) 1 x 24pcs	CTN	50	8850	442,500.00
17	Jik Colors 750ml Bleach 1 x 12pcs	CTN	15	7420	111,300.00
18	Jik Regular 750ml Bleach 1 x 12pcs	CTN	150	7420	1,113,000.00
19	Leather cleaner polish	NO.	50	3850	192,500.00
20	Moth Balls – Odnil	CTN	250	1700	425,000.00
21	Scouring Powder (Vim 1 x 500gram x 24pcs)	CTN.	300	2350	705,000.00
23	Sta Soft 5ltr	J/C	8	1480	11,840.00
24	Starch 400g (Laundry)	PKT	80	135	10,800.00

25	Super brite Scrubbing pads	PCS	200	35	7,000.00
26	Toilet Perfume (Lavender) 1x20ltrs	J/CANS	10	6320	63,200.00
27	White Spirit 5ltr.	JC.	2	2020	4,040.00
28	Windolene (1 x 300ml x 24pcs)	CTN.	12	2570	30,840.00
29	Doom Spray 750ml (1x12pcs)	DOZ.	12	12800	153,600.00
32	Dettol Soap 250ml	PC	30	1010	30,300.00
33	Dettol liquid 5ltr	BTTL	15	9900	148,500.00
35	Mop Head plus handle – 400g Cotton	PCS	400	460	184,000.00
36	Mop sticks wood	PCS	100	110	11,000.00
37	Scrubbing brushes plus handle (APS)	PCS	200	459	91,800.00
38	Soft broom (APS)	PCS	300	200	60,000.00
40	Toilet brushes and bowls	SET	100	220	22,000.00
41	Pledge 1x12pcs	DZN	10	4650	46,500.00
42	Panga (Large)	PCS	10	400	4,000.00
43	Muttock (Large)	PCS	6	850	5,100.00
44	Rake (Large)	PCS	10	400	4,000.00
45	Sprinkler (Large)	PCS	10	2050	20,500.00
46	Horse pipe (!.5m)	PCS	10	3490	34,900.00
47	Makuti broom	PCS	200	100	20,000.00

48	Treaming shears (ASP)	PCS	6	500	3,000.00
49	Axe (Large)	PCS	10	845	8,450.00
50	Slasher (Large)	PCS	10	350	3,500.00
51	Sprayer pump 15 Ltrs	PCS	4	2500	10,000.00
52	Face mask	PCS	10	350	3,500.00
53	Jembe (jogoo) – Large	PCS	10	600	6,000.00
54	Mop buckets (Standard)	PCS	200	630	126,000.00
55	Hard brushes (ASP)	PCS	100	200	20,000.00
56	Conical brush	PCS	100	500	50,000.00
57	Industrial gloves heavy duty	DZN	10	400	4,000.00
58	Marton Cloth	KG	100	1200	120,000.00
59	Office dust bin	LTRS	20	200	4,000.00
60	Dust bins	PCS	100	11300	1,130,000.00
61	Super brite (1 x 12)	DZN	70	310	21,700.00
62	Floor Maintaining pad	PCS	20	2200	44,000.00
63	Scrubbing pad	PCS	60	2200	132,000.00
64	Buffing pad	PCS	20	2200	44,000.00
65	Brush refilling	PCS	30	0	0.00
66	Stain off	LTRS	100	5000	500,000.00

68	Floor Scrubber	NOS.	5	111,000.00	555,000.00
69	Dust masks	NOS.	20	600	12,000.00
70	Scotch brite	NOS.	60	80	4,800.00
71	Deck brush	NOS.	50	170	8,500.00
72	Dust pan brush (Long handled)	NOS.	10	280	2,800.00
73	Yard brooms	NOS.	20	420	8,400.00
75	Dust pans (plastic)	NOS.	20	90	1,800.00
76	Waste paper baskets	NOS.	5	300	1,500.00
77	Pledge	DOZ	10	4750	47,500.00
79	Borax	TIN	5	1500	7,500.00
81	Machine wash detergent	CTN	10	8950	89,500.00
82	Methylated spirit	JC	5	1420	7,100.00
84	Scouring powder(vim) 1 kg	CTN	5	2450	12,250.00
87	Stain remover	JC	8	5000	40,000.00
90	White spirit	JC	6	2020	12,120.00
110	Windowlene	CTN	6	2570	15,420.00
111	Doom spray	CTN	5	13000	65,000.00
113	Dettol liquid 1L	JC	5	2150	10,750.00
114	Toilet perfume	JC	10	455	4,550.00

115	Squeegee (floor)	NOS.	10	460	4,600.00
117	Yellow dusters	NOS.	20	80	1,600.00
118	Floor clothes	NOS.	20	170	3,400.00
119	Measuring jugs	NOS.	5	2500	12,500.00
120	Toilet brush/holder	NOS.	10	160	1,600.00
123	Glass bowls	NOS.	10	1350	13,500.00
124	Clothes hanger	NOS.	24	3500	84,000.00
125	Clothes pegs	DZ	5	265	1,325.00
126	Laundry basket	NOS.	5	720	3,600.00
127	Steep stool	NOS.	3	2600	7,800.00
128	Squeegee (window)	NOS.	5	570	2,850.00
140	Turpentine 5ltrs	JC	12	1370	16,440.00
141	Salt (1kg)	PKT	5	55	275.00
143	Laundry Trolleys	NO.	2	46800	93,600.00
146	Vacuum Cleaner (50 Ltrs)	NO	3	45500	136,500.00
	SUM				11,981,175.00

## 8.0 RECOMMENDATION

The Committee recommended bidder **B7- KARNAS LIMITED** be awarded the contract to Tender for Supply and Delivery of Detergent, Soap, Toiletries and Disinfectants at a cost of **Kshs. 11,981,175 (Eleven Million Nine Hundred and Eighty-One, One Hundred and Seventy-Five Shillings Only)** since it met the requirements and the items not awarded be sourced through Request for Quotation.

### Tender Evaluation Committee Members

S/NO.	Members Name	Signature	Date	Title
1	Pro. Jackson Odote			Chairperson
2	Ms. Emelda Ochieng			Secretary
3	Ms. Carolyne Koech			Member
4	Mr. Paul Mwangi			Member
5	Ms. Anita Gondosyo			Member
6	Mr. Hawkins jumba			Member

7.	Mr. Jackson Moenga			Member
8.	Hadija Wako Doyo			Member