



*Simplifying Trade Processes for Kenya's Competitiveness*

**KENYA TRADE NETWORK AGENCY (KENTRADE)**

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**TENDER REF NO: KTNA/OT/05/2021-2022**

**TENDER NAME: - TENDER FOR PROVISION OF IMPORT AND EXPORT VALIDATION CLIENT API PLATFORM**

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**ADDENDUM No. 3**

KENTRADE has received the following queries and wishes to clarify as follows: -

**Table 1: Clarifications -Key staff Qualification and Experience**

Requirements	Issue	Clarification
"iii. Must sit in at least one board of a Trade Finance/ financial institution for SMEs (3 marks) iv. Experience: Four (4) years' experience or more in development fintech/ api type business (8 marks) otherwise 2 mark per year and less than one year will score (0 marks)"	What happens if our project manager does not belong to any membership of a trade finance/financial institutions for SME's	Project managers are required to meet the criteria as specified to get a full score during evaluation.
Organization structure of the implementation team with roles and responsibilities clearly defined (One of the team members MUST belong to the disadvantaged groups i.e. Youth, Women or P WDs)	Are those without these qualifications legible to bid?	Every bidder is legible to bid but to get the full score under this criteria, the bidder must provide evidence that they comply with this requirement

**Table 2: Clarifications: API/ DATA 6. INTEGRATION LAYER**

Issue	Clarification
<p>What is the expected traffic?</p> <ul style="list-style-type: none"><li>• Peak TPS (Transactions per Second)</li><li>• Average TPS (Transactions per Second)</li><li>• Message sizes of the request/response that will be processed (in bytes/KB)</li></ul>	<p>Expected volume of transactions is dependent on demand but it will be a fraction of about 2000 Unique Common Reference (UCR) numbers per day. One UCR is associated with one or many documents. Message payloads may vary per nature of entity being transmitted but may not be more than 3KBs per message.</p>
<p>What is the expected growth of traffic over the coming years?</p>	<p>We expect the traffic to grow with time as the product develops further. It is difficult to estimate the growth as this is a new product.</p>
<p>What are the types of mediations/transformations you would expect in the integration flows i.e. routing, message transformation, orchestrations, aggregations, etc.?</p>	<p>Vendor to choose on appropriate message transformations relevant for delivering the required service. Your system needs to be able to handle various relevant transformations as the situation may require for communication between disparate systems.</p>
<p>What are the enterprise applications that need to be integrated?</p>	<p>TradeNet System and other government Agency systems relevant for performance of KYC – see business requirement no. 2 on <b><u>DIGITIZE TRADE KYC/ AML</u></b></p>
<p>What are the standards/formats you would require to support? (JSON, XML etc)</p>	<p>JSON, XML e.t.c.</p>
<p>Are human-interaction-based workflows required which would require users to perform approval/reject tasks?</p>	<p>See requirements document for the required services and the implications expected of the solution.</p>
<p>Do you require any real-time data streaming and ETL use cases?</p>	<p>No. The required service does not involve building a data warehouse on the side of the vendor.</p>
<p>Do you require to perform any bulk data transfers?</p>	<p>No. Data will only be read on a need basis as requested from TradeNet by the client API</p>

<b>Issue</b>	<b>Clarification</b>
How many pre-production environments are required? (dev, test, staging, etc)	As per best practice, the Vendor needs to at the minimum have a development and testing/trial environment before a solution is released to production environment
Is Disaster Recovery needed?	See <b>Network Architecture</b> under “ <b>Other technical requirements</b> ” (Technology needs under Technical Mandatory Evaluation)
Will the Customer provide the required Database and OS Licences for the Cloud environment?	No, KenTrade will not cater for Database and OS licenses. These are to be catered for by the Vendor.
If not do we have to propose the licences for the Database and Operating Systems?	Refer to Financial evaluation section where the vendor is guided to indicate their financial costs of providing the required service and the integration. The vendor may require licenses on their side in the process of providing the service based on the platforms used by the vendor but those licenses are not to be procured or managed by KenTrade.
Does Kentrade has a Load Balancer which could be used for this project ?	Vendor is expected to host their own solution that will interface with the TradeNet System. The Vendor to implement Load balancing infrastructure on their side to manage workloads.

**Table 3: Clarifications: DIGITIZE TRADE**

<b>Clause</b>	<b>Clarification</b>	<b>Response</b>
The solution should be able to digitize and automate the KYC/ AML verification of businesses	Please confirm whether the Customer would provide a third party data feed / API to verify the KYC / AMC Details.	The Vendor is expected to integrate with other relevant Government and private platforms on their own to facilitate these verifications

Clause	Clarification	Response
	If a data feed is not provided do we have to use a third party data source to validate?	Yes
The AML/KYC requirements must adhere to Central Bank of Kenya Guidelines to ensure validation access to KenTrade.	Can you please provide the guidelines for our reference and scoping of our effort ?	Refer to CBK website For the guidelines <a href="https://www.centralbank.go.ke/">https://www.centralbank.go.ke/</a> under publications
The platform should be able to automatically read the IDF of an uploaded document and extract the UCR number for validation.	Can you please share the sample format of a document for analysis ?	See sample below
	Does this document has a uniform template?	Yes
	If not how many different formats are expected ?	N/A
The platform should be able to digitally generate all the financial instruments to promote import/exports.	Can you please elaborate on this requirement ?	This refers to financial instruments such as Letters of Credit – LCs that are used in Import/Export process
	Is your expectation is to generate Digital Documents based on the validation process ?	See above explanation. Digitize provision of financial instruments
	Can we get a sample document for our reference ?	Check for sample LCs from Financial institutions

Clause	Clarification	Response
Enable end to end fulfillment of trade digitally.	Can you please elaborate this requirement further to understand the exact expectation from the system.	Provide work flows for trader to apply for financing while submitting all relevant documentations and for financial institutions to verify the same against TradeNet data- via the client API and offer or decline the credit request to the trader.
Enable businesses, especially SMEs seek for trade finance digitally in order to promote trade.	Can we know the number of Forms / Steps of the workflow required for this process? This is to make an effort estimation to digitize the workflow.	See above explanation in view of the detailed requirements of the tender document.
Generate trade finance instruments digitally.	Can we know the names of the required instruments and the documents samples to estimate our effort ?	This refers to financial instruments such as Letters of Credit – LCs that are used in Import/Export process. Samples can be obtained from Financial institutions that provide finance to international trade.
Import/ OCR/ Upload of BoL, Invoices, Packing Lists etc. by businesses in order to request for financing and validation at the single window.	<p>We would be using a BOT to automate the OCR of the documents. Therefore we would need the below details.</p> <p>I.Number of Document Types (E.g.</p>	<p>Documents used in international trade include Bill of Lading – BOL, Invoices, Import Declaration forms / Business documents IDFs/BDs, Packing Lists. It should be possible to train or customize the tool to handle any new additional documents with high accuracy.</p> <p>See sample documents</p>

Clause	Clarification	Response
	BoL, Invoice, Packing List) 2. Whether these documents would have different formats (E.g. 5 Formats of BoL , 2 Formats of Invoices)	
Ability to incorporate rudimentary digital import/export trade tools for businesses such as an invoicing platform, p.o. platform etc.	We need specific details of this requirement. Is it sufficient for us to provide APIs to integrate with the Trade Tools?  If there are any tools expected for integration , please provide any available details (e.g. Tool Name , API availability)	The solution can be integrated with other components/solutions that provide these features. This is solely on the Vendors side to decide whether to develop or use what is available.

**Table 4: Clarifications : Technology Needs**

Requirements	Clarification	Response
Application/ User Management (Administration) Functionality and Security Requirements  Have role- based access for users to be assigned roles that can determine their access and permissions based on functions.	Do you have an existing directory server which we could use for integration?	No server is available for use. Vendor to cater for this requirement.

Requirements	Clarification	Response
<ul style="list-style-type: none"> <li>• Allow for login/password authentication</li> <li>• support two-factor authentication</li> <li>• Provide for Management of user rights and roles i.e., User access to be permitted to only what the user needs),</li> </ul>		

**Table 5: Clarifications**

Requirement	Clarification	Response
API/ DATA INTEGRATION LAYER	Kindly advise how KenTrade conduct "Know Your Customer"? Through Video Interviews. What is your proposals	Know your Customer can be achieved in various digital ways including integrations with other government and private institutions.
DIGITIZE TRADE KYC/ AML	Kindly provide clarity as to how many types of documents need to be digitised?	We are providing a platform where IDF data can be validated by various Financial institutions for authenticity during application for financing. An API shall be used to query IDF data from Single Window system on request and after meeting some validation rules
The platform should be able to digitally generate all the financial instruments to promote import/exports.	Please share more details for this applications requirement	same as 4 above
Please clarify if the hardware for the solution will be provided by kenTrade	Please clarify the requirements	KenTrade will not provide any hardware
Reports	Kindly share the reports formats and number of reports/transactions intended. Please also specify whether you wish to generate the reports on an ad-hoc basis to accordingly enable us build, develop, fine-tuned and deliver the platform	Reports include: i) Successful bids/Transactions details ii) Amount due to the vendor iii) Amount due to KenTrade iv) Total amount Collected after a successful BID

Requirement	Clarification	Response
Load Balancer	Will kentrade have load balancer that the solution can make use.	No, infrastructure to run the solution will be catered for by the vendor
I.I Vendor Evaluation	Kindly advise on the revenue sharing model and billing milestone. Do you have fixed budget for this solution to implementation stage? Kindly confirm if there are restrictions on charges reflecting against % for the overall value.	<p>The Revenue sharing model is as Indicated in the Tender document.</p> <p>On the budget, it all depends on the Implementation strategy adopted by each bidder.</p> <p>The charges for the services Will be discussed with the winning bidder</p>
Payment	How would be the payment plan be to the quoting partner i.e Instant via portal or invoicing KenTrade for later payment ?	This will be discussed with winning bidder at contracting stage
Extension	Kindly give us extension till 7th January 2022	Done to close/open on <a href="#">Friday, January 07, 2022, at 1000hours.</a>



## SAMPLE DOCUMENTS

### Import Declaration Form (IDF)

FORM C.61 A

REPUBLIC OF KENYA  
KENYA REVENUE AUTHORITY  
Customs Services Department  
IMPORT DECLARATION FORM



No 21MBAIM001477289

<b>Importer Name &amp; Address</b> FRESHCO LIMITED  95611 - 80106 Nyerere avenue Mombasa KE				PIN P051515998A Contact Name MR. S. SHAH  Email saj.shah1@gmail.com				Telephone 0774558899		Fax/Telex	
<b>Seller Name &amp; Address</b> SINAI WHITE PORTLAND CEMENT CO S A E  604 A EL SAFA STREET 11742 PO BOX 121 NEW MAADI CAIRO EGYPT				PIN Contact Name A H Gadou  Email info@sinaicement.com				Telephone 20227542761		Fax/Telex	
Country of Supply EG		Port of Discharge(Kenya) BFT		Port of Customs Clearance		Mode of Transport Sea transport		ETD		Local inspection N	
COMESA(Y/N) Y		Origin Certificate References		Transaction Terms ADVANCED PAYMENT		Inv No & Date (dd/mm/yy) 008007/2021		Incoterm FOB		Insurance	
Currency Exchange Rate USD 108.329404587		FOB Value 24,920.0000		Freight 0		Insurance		Other Charges		Unit of	
Item	New/Used	Full description and application	Orig	HS Code	Net mass (kg)	Quantity/supplementary	Unit of	FOB value			
1		AALBORG WHITE CEMENT(CEMI42.5N); BG; 7000; 1; AALBORG;	EG	25232100	280,000.0000	280,000.0000	KGM	24,920.0000			
TOTAL									24,920.0000		
<b>Observations:</b> This IDF is issued by the IDF unit in accordance with the Customs services Department Regulations. The information herein is declared by the named importer and is for the sole use of the Government of Kenya. This declaration does not in any way relieve the named importer of its legal liability to comply with the Kenya laws. I/We declare that the above particulars are true and correct. Name: MR. S. SHAH Signature: Date: 26/05/2021											
FOR OFFICIAL USE ONLY											
GOK PROCESSING FEES  Prepaid amount(KSH): 0 Receipt Number: Serial Number:				ALERTS TO PORTS OF ENTRY TO VERIFY  VALUE(Y/N) QUANTITY(Y/N) TARIFF ITEM(Y/N)				GOK AGENCIES PRIOR APPROVAL  Applicable?(Y/N)			

UCR No. UCR202102800129



# Bill of lading

		<b>BILL OF LADING FOR OCEAN TRANSPORT OR MULTIMODAL TRANSPORT</b>		SCAC MAEU		
Shipper: MAURITIUS SUGAR SYNDICATE, on behalf of CZARNIKOW GROUP LTD PATERNOSTER HOUSE 5TH FLOOR / 65 ST PAUL'S CHURCHYARD EC4M 8AB LONDON, UNITED KINGDOM		Booking No. 214664914		B/L No. 214664914		
Consignee (negotiable only if consigned "to order", "to order of" a named Person or "to order of bearer") To Order		Export references Svc Contract 2781233		Onward inland routing (Not part of Carriage as defined in clause 1. For account and risk of Merchant)		
Vessel (see clause 1 + 19) LASALLE		Voyage No. 147N		Place of Receipt. Applicable only when document used as Multimodal Transport B/L (see clause 1)		
Port of Loading PORT LOUIS, MAURITIUS		Port of Discharge Mombasa		Place of Delivery. Applicable only when document used as Multimodal Transport B/L (see clause 1) Nairobi		
Notify Party (see clause 22) TRI CLOVER INDUSTRIES (K) LTD P.O BOX 17563-00500, NAIROBI, KENYA Pin No: P000625880F TEL: +254 722 206598, 733 621 633 EMAIL: info@triclover.co.ke CONTACT : MR. TEJESH SHAH						
<b>PARTICULARS FURNISHED BY SHIPPER</b>						
Kind of Packages, Description of goods, Marks and Numbers; Container No./Seal No. 1 Container Said to Contain 510 BAGS 25.50 metric tons White refined sugar for industrial use, colour maximum 45 units ICUMSA, Minimum Polarisation 99.8 degrees, maximum moisture 0.07%, all final at time of shipment, packed in new sound polythene lined polypropylene bags of 50kg net weight in 20 foot containers of 25.50 metric tons net. Total Net Weight: 25.50 MT Total Gross Weight: 25.583 MT Total number of bags: 510 Total number of containers: 1 x 20 Place of delivery: ICD Embakasi HS CODE: 1701.99.10 HASU1323426 ML-MU0124409 20 DRY 8'6 510 BAGS 25583.000 KGS 30.0000 CBM Shipper's Seal : B4330814 SHIPPER'S LOAD, STOW, WEIGHT AND COUNT FREIGHT PREPAID CY/CY		Weight 25583.000 KGS		Measurement 30.0000 CBM		
Above particulars as declared by Shipper, but without responsibility of or representation by Carrier (see clause 14)						
Freight & Charges		Rate	Unit	Currency	Prepaid	Collect
Carrier's Receipt (see clause 1 and 14). Total number of containers or packages received by Carrier. 1 container		Place of Issue of B/L Mombasa		SHIPPED, as far as ascertained by reasonable means of checking, in apparent good order and condition unless otherwise stated herein, the total number or quantity of Containers or other packages or units indicated in the box entitled "Carrier's Receipt" for carriage from the Port of Loading (or the Place of Receipt, if mentioned above) to the Port of Discharge (or the Place of Delivery, if mentioned above), such carriage being always subject to the terms, rights, services, provisions, conditions, exceptions, limitations, and liabilities herein (EXCLUDED ARE THOSE TERMS AND CONDITIONS ON THE REVERSE HEREOF NUMBERED 1-26 AND THOSE TERMS AND CONDITIONS CONTAINED IN THE CARRIER'S APPLICABLE TARIFF) and the Merchant's attention is drawn in particular to the carrier's duties in respect of on deck stowage (see clause 18) and the carrying vessel (see clause 19) where the bill of lading is non-negotiable the Carrier may give delivery of the Goods to the named consignee upon reasonable proof of identity and without requiring surrender of an original bill of lading. Where the bill of lading is negotiable, the Merchant is obliged to surrender one original bill of lading in exchange for the Goods. The Carrier accepts a duty of reasonable care to check that any such documents which the Merchant surrenders as a bill of lading is genuine and original. If the Carrier complies with this duty, it will be entitled to deliver the Goods against what it reasonably believes to be a genuine and original bill of lading, such delivery discharging the Carrier's delivery obligations. In accepting this bill of lading, any local customs or privileges to the contrary notwithstanding, the Merchant agrees to be bound by all Terms and Conditions stated herein whether written, printed, attached or incorporated in the bill or reverse side hereof, as fully as if they were all signed by the Merchant. IN WITNESS WHEREOF the number of original Bills of Lading stated on this side have been signed and wherever one original Bill of Lading has been surrendered any others shall be void.		
Number & Sequence of Original B(s)/L 1/THREE		Date of Issue of B/L 2021-12-07		Signed for the Carrier Maersk A/S  Maersk Kenya Limited As Agent(s)		
Declared Value (see clause 7.3)		Shipped on Board Date (Local Time) 2021-11-26		2021 Msk-A1 001896309		



# Invoice



## COMMERCIAL INVOICE

Tri-Clover Industries (Kenya) Ltd  
P O Box 17663  
00500, Nairobi  
Kenya

**Invoice Number:** CGL-SI093613  
**Invoice Date:** 27/11/2021  
**Shipment Ref:** 105312  
**Client Ref:** IDF: 21EMKIM000510680  
**Our Ref:** Pfi 723788

**HSCode:** 1701.99.10  
**Description:** 25.5000MT of White refined and / or crystal sugar, colour maximum 45 units ICUMSA, Minimum Polarisation 99.8 degrees, maximum moisture 0.07%, all final at time of shipment.  
Packed in polypropylene bags of 50kg net weight in 20 foot containers of 25.50 metric tons net.  
Supplier Reference Invoice No.: SO004930  
**Bill of Lading:** 214664914 dated 27/11/2021  
**Vessel/Voyage:** LASALLE Voyage No. 147 N  
**Origin:** Mauritius

Invoice currency: USD	VAT%	Net	VAT	Total (USD)
FOB Price @ USD 628.28/MT		16,021.14		16,021.14
Freight @ USD 42/MT		1,071.00		1,071.00
25.50MT @ USD 670.28/MT		17,092.14		17,092.14
<b>Total</b>		<b>17,092.14</b>	<b>0.00</b>	<b>17,092.14</b>

**Incoterms:** CFR  
**Payment Terms:** After BoL date + 90 days  
**Due Date:** 25/02/2022

### Payment Details

Please remit funds via swift quoting payment reference CGL-SI093613 to:

**Beneficiary Bank:** ABN Amro Bank N.V.  
**City:** Amsterdam  
**Swift Code:** ABNANL2A  
**Account Name:** Czarnikow Group Limited  
**IBAN:** NL31ABNA0612674215 USD  
**Account No:** 61.26.74.215 USD

For VAT purposes only  
Exchange rate used: 1 USD = 0.7542 GBP

Currency: GBP	Net	VAT	Total
VAT 0.00 %	12,890.89	0.00	12,890.89

FOR & ON BEHALF OF CZARNIKOW GROUP LTD

We declare this invoice to be true and correct, and the goods as specified above.

E & O.E. Legal title of goods covered by this invoice shall not pass until payment has been received by Czarnikow Group Ltd

Czarnikow Group Limited  
Paternoster House  
65 St. Paul's Churchyard  
London EC4M 8AB  
T (+44) 020 7972 6600  
F (+44) 020 7972 6699  
E [czarnikow@czarnikow.com](mailto:czarnikow@czarnikow.com)  
W [www.czarnikow.com](http://www.czarnikow.com)

Registered in England No. 2650590  
VAT No. GB 657 1325 36  
Registered office: 65 St. Paul's Churchyard, London EC4M 8AB

**All the other requirements in the tender remain the same.**

**CHIEF EXECUTIVE OFFICER**