



REQUEST FOR INFORMATION (RFI)

INSTALLATION OF THEMATIC LIGHTING AT BRITAM TOWER FACADE

RFP-2024-004/001

RELEASE DATE: 9TH May 2024

CLOSING DATE: 24th May 2024, 5.00pm.

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EXPRESSION OF INTENT TO PARTICIPATE IN TENDER

This form is to be completed on receipt of the tender document from Britam Holdings Plc.

This page is to be completed immediately and scan copy in PDF format e-mailed to Tenders@britam.com. The data contained in this form will be used to send out any addenda that may arise. Firms that do not register their interest by completing this form may not be sent addenda that may arise.

Name of the firm’s representative completing this form:

Firm’sName:

Address:

TelNo:

EmailAddress:

Signature:

Date:

Signed by

(Name):

Position in

Firm:

1 INTRODUCTION

1.0 Purpose of the Tender

The Britam Holdings Plc. ("Britam") invites qualified firms to submit their proposals for the INSTALLATION OF THEMATIC LIGHTING AT BRITAM TOWER FACADE.

This Request for information (RFI) is being made available to interested service providers on an open tender basis. This document is intended to provide vendors with sufficient understanding of the Britam's requirements to enable them to respond.

For the purposes of the RFI it is necessary to disclose information in this document, and its schedules, which is considered confidential and should therefore not be used (otherwise other than in furtherance of this tender) or disclosed to any third party without explicit prior written consent of Britam.

Britam on its part also acknowledges that it is requesting through this RFI for information that is confidential and therefore commits in equal terms to reciprocal confidentiality.

1.1 Acknowledgement of Bidding Documents

Britam invites proposals for the Provision of Information for Installation of Thematic Lighting at Britam Tower in accordance with the requirements set out in this document. **Within three (3) working days of receipt of the RFI, the Bidder is required to acknowledge receipt of the RFI and notify his intention to submit a bid by email to Britam at Tenders@britam.com. The mail will include the signed registration template on Page 4 of this document.**

Working days are defined as being any day of the week between Monday and Friday (0800 – 1700 hrs) excluding weekends and gazetted public holidays in the Republic of Kenya).

Failure to do so shall be perceived as an intention not to submit a bid and the Bidder will be eliminated from the bid process, and required to destroy the RFI document in keeping with confidentiality requirements.

1.2 Point of Contact

All enquiries or correspondence concerning the details of this tender should be addressed, in the first instance by e-mail to: procurement@britam.com. The

subject on the email should be "**CLARIFICATION ON THE RFI INSTALLATION OF THEMATIC LIGHTING AT BRITAM TOWER FAÇADE**"

- All responses from Britam to the Bidder shall be channelled through the Procurement Manager.
- It is the responsibility of the Bidder to obtain any further information required to complete this RFI.
- Any clarification request and their associated response will be circulated to all Bidders.
- All clarifications must be sought at the latest 3 days prior to the close of the RFI.

2 ABOUT BRITAM

2.0 Organization Profile

Britam Holdings PLC ("Britam") is a leading diversified financial services group, listed on the Nairobi Securities Exchange. The group has interests across the Eastern and Southern Africa region, with operations in Kenya, Uganda, Tanzania, Rwanda, South Sudan, Mozambique and Malawi. The group offers a wide range of financial products and services in Insurance, Asset management, Banking and Property. For more information, please visit <http://www.britam.com/>

The Group offers a wide range of products and services to individuals, small businesses, corporations and government entities. The range of products includes life insurance, pensions, health insurance, and general insurance through its insurance businesses in the region. The financial solutions which include, unit trusts, investment planning, wealth management, off-shore investments, retirement planning and discretionary portfolio management which are offered through its asset management business. In addition, the company carries out property development, and also has substantial investments in the banking sector. For More information please visit <http://www.britam.com>

Britam's 2021-2025 Strategy is set to transform it into a **more customer-centric** organization with agile customer-focused teams supported and leveraged on technology.

2.1 Britam Vision

To be the leading diversified financial services company in our chosen markets across Africa.

2.2 Britam Mission

Providing you with financial security every step of the way.

2.3 Britam Values

Respect, Integrity, Innovation and Customer Focus.

2.4 Our Purpose Statement

Safeguarding Dreams and Aspirations

3 OVERVIEW OF THE PROPOSAL

3.0 Overview

Britam is a leading diversified financial services group, listed on the Nairobi Securities Exchange. The group has interests across the Eastern and Southern Africa region, with operations in Kenya, Uganda, Tanzania, Rwanda, South Sudan, Mozambique and Malawi. The group offers a wide range of financial products and services in Insurance, Asset management, Banking and Property.

We invite proposals for the supply and installation of a thematic lighting systems at Britam Tower. The desired system should enhance the aesthetic appeal and functionality of the tower, aligning with our vision for creating an iconic landmark. Proposals should demonstrate innovative design, energy efficiency and compliance with safety standards. We seek partners who can deliver high quality solutions that elevate the building's ambiance and contribute to an unforgettable experience for visitors and occupant alike.

Problem Statement

A survey revealed that the building façade lighting system is not functioning as intended with issues such as flickering lights, inconsistent lighting, and inoperative fixtures. Upon investigation, it has been determined that the problem is due to outdated technology and equipment failure occasioned by initial poor installation.

From the survey, below are the findings:

Main Building:

- LED Lights Wall Washer Light: Most of the lights are faulty and not functional. The few left are offering one generic color.
- LED Lights Wall Washer Light Driver: Majority of the lights are faulty and are not working.
- Intelligent DMX Controllers: The DMX Controller is not able to communicate with the DMX Software stationed at the server room. There is need of an overhaul of the wiring and configurations.
- DMX Software: The software can host the various calendar seasons and themes and be automatic.

Silo Parking:

- We observed a lot of faults at the Silo Parking and they are offering either one color or none at all.
- Outdoor Facade IP65 Narrow Beam LED Driver: Majority are faulty and not working
- Intelligent DMX Controllers: The DMX Controller is not able to communicate with the DMX Software stationed at the server room. There is need of an overhaul of the wiring and configurations.
- Outdated Technology: The LED strips used consume a lot of power. With advancement in technology, there are better and high efficiency strips in the market which produce optimal output light volume, adjustable light transmission range and very low power consumption.

Based on these findings, it is recommended that the current system be replaced with a modern LED lighting system. This solution offers several advantages over traditional lighting systems, including improved energy efficiency, longer lifespan and greater control over the lighting output. Additionally, modern LED systems often include smart controls that allow for easy adjustments to the lighting scene, further enhancing the visual appeal of the building façade.

3.1 Objectives:

- To evaluate existing façade lighting system to identify strengths, weaknesses, and areas for improvement.
- To gather information on the desired thematic elements for the new façade lighting installation
- To incorporate the latest technology and energy efficient devices in the new lighting system
- To develop a comprehensive plan for the installation of themed façade lighting that meets aesthetic requirements and enhances the building's visual appeal.
- To Ensure compliance with safety regulations and energy efficiency standards throughout the installation process.
- To explore the integration of solar power support to reduce energy cost and promote sustainability

3.2 Scope of work

- Assessment of the current façade building lighting system, including equipment, infrastructure, and operational effectiveness
- Identification of areas for improvement and recommendations for enhancing the lighting system
- Collaboration with stakeholders to gather input and preferences for the desired thematic elements of the new lighting installation.
- Research and selection of appropriate lighting fixtures, technologies, and control systems to achieve the desired thematic effects.
- Development of a detailed project plan outlining installation, timelines, resource requirements and budget estimates
- Integration of solar power support to supplement the energy requirements of the lighting system.
- Coordination with vendors, contractors, and relevant authorities to procure materials, obtain permits and ensure compliance with regulations.
- Testing and commissioning of the new façade lighting system to ensure functionality, safety, and adherence to aesthetic requirements.

3.3 Functional Requirements

- Conduct a thorough assessment of the current façade lighting system, including fixtures, wiring and control mechanisms.
- Gather information on desired thematic elements for the new façade lighting, such as color schemes, patterns, and effects.
- Select and procure lighting fixtures and equipment that are compatible with the desired thematic design and meet safety and energy efficiency standards.
- Design and implement a control system for the façade lighting that allows for dynamic adjustments and scheduling of thematic effects.
- Ensure proper installation of lighting fixtures, wiring and control devices according to manufacturer's specifications and industry best practices.
- Conduct testing and quality assurance checks to verify the functionality, performance and safety of the new façade lighting system.

3.4 Non- Functional Requirements

- Compliance with local building codes, safety regulations and environmental standards
- Integration of energy-efficient lighting technologies and control strategies to minimize operational costs and environmental impact.
- Durability and weather resistance of lighting fixtures and components to withstand outdoor conditions and ensure long-term reliability.
- Accessibility and ease of maintenance for routine inspection, cleaning, and repair of the façade lighting system

4 FORMAT OF RESPONSE TO TENDER

4.0 Information to be provided by bidders

All bids should contain **ALL INFORMATION REQUESTED IN SECTIONS 4.1 TO 4.5.**

The information should be in the following order.

4.1 General Information about the firm

Provide the following documentation in respect of your company.

- I. Certificate of registration (or its equivalent) that is valid in accordance with any legally recognised jurisdiction.
- II. Tax compliance certificate (or its equivalent) that is valid in accordance with any legally recognised jurisdiction.
- III. Current County Trade license/Business permit
- IV. (Accreditations or a licence where applicable
- V. Company Profile, with a clear organogram and area of speciality
- VI. List of Directors (Name, ID Number/passport number, Nationality, Telephone and physical address
- VII. physical address
- VIII. Britam Non-Disclosure Agreement (document to be provided to accompany this RFP)
- IX. RFP)
- X. Britam Supplier Code of Conduct (document to be provided to accompany this RFP)
- XI. RFP)
- XII. (ix) Britam Business Litigation and Probity; and Lead Time and Credit Period Declaration

4.2 Organization of the firm

- **Organization of the firm** – Firms organogram and reporting matrix
- **Capacity to carry out the assignment** – Resources and Equipment, - Briefly highlight the profiles and technical qualifications of key staff to be involved in the project.
- **Methodology and execution plan** – Briefly indicate how this project will be undertaken and provide a clear workplan for consideration. Swift execution will attract higher scores.
- **A commercial proposal** – milestone based.
- Statement **summarizing the benefit** to Britam of engaging the firm.

4.3 Reference Sites

Statement of capabilities and references in similar projects undertaken over the last five years including a brief description of the projects undertaken and reference letters. There will be an added advantage if the firm has relevant experience with a similar insurance and asset management company in Africa.

By responding to this Tender the service provider confirms that they have no objection to Britam obtaining independent references from their current customers in furtherance of this Tender.

4.4 Particulars of the Project Deliverables

- Assessment report of the current façade lighting system
- Proposal for the installation of a new themed façade lighting system
- Detailed design and specifications of the proposed lighting system
- Cost estimate for the installation and maintenance of the new system
- Implementation plan outlining the timeline and resources required for the project

4.5 Costing of the Project Deliverables

- This section shall provide details including but not limited to indicative monthly costs based on the scope of work and visual examples of similar work carried out. Cost of one off installation and periodic maintenance.
- The proposal shall be in Kenya Shillings (KES)

4.6 Bid Preparation and Submission

Bid documents should be submitted in PDF format via e-mail to tenders@britam.com in two separate documents, 1(one) technical and 1 (one) commercial bid clearly identified as:

- The file with the technical proposal should be identified as follows:

'TECHNICAL PROPOSAL (INSTALLATION OF THEMATIC LIGHTING AT BRITAM TOWER)

- The file with commercial proposal should be identified as follows:

Commercial-In-Confidence

"COMMERCIAL/FINANCIAL PROPOSAL (INSTALLATION OF THEMATIC LIGHTING AT BRITAM TOWER)"

This RFP has been issued for release on 9th May 2024 and bids close on 24th May 2024 at 5:00pm EAT

Both files **must be password protected** and electronically submitted as prescribed in Section 4.5 of this RFP document.

Passwords should be shared 30 minutes after the closing date of the RFP and not earlier.

GENERAL CONDITIONS OF CONTRACT

5.1.Introduction

Specific terms of contract shall be discussed with the bidder whose proposal will be accepted by the Company. The resulting contract shall include but not be limited to the general terms of contract as stated below from 5.2 to 5.14.

5.2.Award of Contract

Following the opening and evaluation of proposals, the Company will award the Contract to the successful bidder whose bid has been determined to be substantially responsive and has been determined as the best evaluated bid. Britam will communicate to the selected bidder its intention to finalize the draft conditions engagement in consultation with the bidder

5.3.Application of General Conditions of Contract

These General Conditions (sections 5.2 to 5.14) shall apply to the extent that they are not superseded by provisions in other parts of the Contract that shall be signed.

5.4.Bid Validity Period

Bidders are requested to hold their proposals valid for ninety (90) days from the closing date for the submission.

5.5.Non-variation of Costs

The prices quoted for the service and subsequently agreed and into the contract shall be held fixed for the contract period.

5.6.Delays in the Bidder's Performance

- 5.6.1. Delivery and performance of the Transaction shall be made by the successful Bidder in accordance with the time schedule as per Agreement.
- 5.6.2. If at any time during the performance of the Contract, the Bidder should encounter conditions impeding timely delivery and performance of the Services, the Bidder shall promptly notify the Company in writing of the fact of the delay, its likely duration and its cause(s). As soon as practicable after receipt of the Bidder's notice, the Company shall evaluate the situation and may at its discretion extend the Bidder's time for performance, with or without liquidated

damages, in which case the extension shall be ratified by the parties by amendment of the Contract.

- 5.6.3. Except in the case of "force majeure" as provided in Clause 5.14, a delay by the Bidder in the performance of its delivery obligations shall render the Bidder liable to the imposition of liquidated damages pursuant to Clause 5.8.

5.7. Liquidated damages for delay

The contract resulting out of this RFP shall incorporate suitable provisions for the payment of liquidated damages by the bidders in case of delays in performance of contract.

5.8. Governing Language

The Contract shall be written in the English Language. All correspondence and other documents pertaining to the Contract which are exchanged by the parties shall also be in English language.

5.9. Applicable Law

This agreement arising out of this RFP shall be governed by and construed in accordance with the laws of Kenya and the parties submit to the exclusive jurisdiction of the Kenyan Courts.

5.10. Successful Bidder's Obligations

The successful bidder:

- 5.10.1. Is obliged to work closely with Britam staff, act within its own authority, and abide by directives issued by the Company that are consistent with the terms of the Contract.
- 5.10.2. Will abide by the job safety measures and will indemnify the Company from all demands or responsibilities arising from accidents or loss of life, the cause of which is the Bidder's negligence. The Bidder will pay all indemnities arising from such incidents and will not hold the Company responsible or obligated.
- 5.10.3. Will be responsible for managing the activities of its personnel, or subcontracted personnel, and will hold itself responsible for any misdemeanours.

5.10.4. Will not disclose the Company`s information it has access to, during the course of the work, to any other third parties without the prior written authorization of the Company. This clause shall survive the expiry or earlier termination of the contract

5.11. PAYMENT TERMS

Britam will not make any payments in advance. Britam will issue an LPO for all services required and the LPO will be paid 30 days from receipt of invoices in arrears.

Britam will not accept partial deliveries and neither will it make partial payments.

6 BRITAM SUPPLIER CODE OF CONDUCT

6.1 GENERAL

This Code is applicable to all Britam suppliers (hereinafter "Supplier" or "Suppliers") and their employees (be they temporary, casual or permanent) and sub-contractors throughout the world. Britam requires all Suppliers to conduct their business dealings with Britam in compliance with this Code and in compliance with all laws applicable to the Supplier's' business, wherever conducted. By entering into business transactions with Britam, the Supplier agrees to abide by the terms of this Code and acknowledge that compliance with this Code is required to maintain the Supplier's status as a Britam Supplier. Britam shall have the right to terminate any Supplier's contract for failure to comply with the provisions of this Code. Britam recognizes that local laws may in some instances be less restrictive than the provisions of this Code. In such instances Suppliers are expected to comply with the Code. If local laws are more restrictive than the Code, then Suppliers are expected to comply with applicable local laws.

6.2 PROVISIONS

In particular, Suppliers must comply with the following:

6.2.1 Relations with competitors

Suppliers will be required to comply with applicable antitrust or competition laws and will not engage in any restrictive trade practices. Suppliers will at all-time act in a manner that will uphold and encourage healthy competition. The applicable anti-trust legislation with regard to Kenya operations is the Restrictive Trade Practices, Monopolies and Price Control Act (Cap 504 Laws of Kenya).

6.2.2 Bribes, Conflicts of Interest, Gifts and other Courtesies

6.2.2.1 Bribes

Suppliers shall not make or offer bribes or payments of money or anything of value to any Britam employee or any other person including officials, employees, or representatives of any government or public or international organisation, or to any other third party for the purpose of obtaining or retaining business with Britam. For the avoidance of doubt Britam considers an act of bribery to include the giving of money or anything of value to anyone where there is belief that it will be passed on to a government official or Britam employee

for this purpose. Suppliers are required to comply with all applicable local anti-bribery laws.

6.2.2.2 Gifts and other business courtesies

Suppliers shall ensure that any expenditure incurred in relation to any particular Britam employee or government official is in the ordinary and proper course of business and cannot reasonably be construed as a bribe or so as to secure unfair preferential treatment. A general guideline for evaluating whether a business courtesy is appropriate is whether public disclosure would be embarrassing to the Supplier or Britam.

Britam employees may accept unsolicited gifts from Suppliers provided:

- they are items of nominal value – KShs 1500 or less, or
- they are advertising or promotional materials having wide distribution e.g. calendars, stationaries, diaries, etc; and
- Acceptance of the gift does not violate any applicable law.

6.2.2.3 Conflicts of Interest

No supplier shall enter into a financial or any other relationship with a Britam employee that creates a conflict of interest for Britam. A conflict of interest arises when the material personal interests of the Britam employee are inconsistent with the responsibilities of his/her position with the company. All such conflicts must be disclosed and approval to the transaction given.

6.2.3 Compliance and implementation

6.2.3.1 Licenses and Returns

The Supplier will be required to obtain and renew, in accordance with any law or regulations all permits, licenses and authorizations required for it to carry out its business. In addition, the Supplier will be required to prepare and file any returns that it may be required to file under its incorporation statute, the Companies Act (Cap 486 Laws of Kenya) or applicable local or Kenyan revenue legislation.

6.2.3.2 *Taxation, Financial Integrity and Retention of Records*

- The Supplier will comply with all revenue laws and will not evade tax.
- Suppliers will be required to maintain accurate and reliable financial and business records and shall not have any false or inaccurate accounting books or records related to Britam for any reason. Suppliers shall maintain all business records at the minimum in compliance with the provisions outlined by the Kenya Revenue Authority or local revenue authorities from time to time.
- When any government investigation or audit is pending or ongoing then Suppliers will not destroy any relevant records until the matter has been investigated and closed.

6.2.4 Violations

If a Supplier becomes aware of any known or suspected improper behaviour by another Supplier in relation to their dealings with Britam or if a bribe or other inducement is requested from a Supplier by any Britam employee or any other person with the promise of influencing Britam's position as far as that Supplier is concerned or if the Supplier feels that a conflict of interests exists with one of Britam's employees then all pertinent details should be reported in confidence to the following Contact Address Procurement procurement@britam.com

6.2.5 Variations

Britam reserves the right to vary this Code at any time.
