



PIONEER INSURANCE HOLDINGS LIMITED

REQUEST FOR QUOTATIONS (RFQ)

**QUOTATIONS FOR SUPPLY AND DEPLOYMENT OF DATA CENTER EQUIPMENT,
ACCESSORIES AND SOFTWARE.**

ISSUE OF RFQ DOCUMENT TO PROSPECTIVE BIDDERS

QUOTATIONS FOR SUPPLY AND DEPLOYMENT OF DATA CENTER EQUIPMENT, ACCESSORIES AND SOFTWARE.

This form serves as an acknowledgement of receipt of the request and participation.

This page is to be completed immediately on downloading/receiving the document and a scan copy emailed to itsteeringcommittee@pioneerassurance.co.ke. Kindly note that KES 3,000 shall be paid to our playbill number 100500 with account number being the entity's name. This payment is must for one to participate in the tender.

Firms that do not register their interest immediately in this manner may not be sent the RFQ addenda should any arise. Kindly note the deadline for registering interest is on 11th of September,2025 at 5PM.

Table 1: Registration of interest to participate

ITEM	Supplier Details
Name of Person	
Organization Name	
Postal Address	
Tel No	
Mpesa payment reference number(Payment of KES 3,000 as tender fees)	
Email Address (this e-mail address should be clearly written as communication with bidders shall be through e-mail)	
Signature:	
Date	
Company Stamp	

DEFINITIONS

For purposes of this document, the following definitions shall apply:

Project Owner	Pioneer Insurance Holdings Limited
Bid	The Quotation or Response to this RFQ submitted by prospective Suppliers for fulfilment of the contract
Supplier	The Company awarded the task of supplying all the items described in this document.
Contract	Supply and deployment of equipment, accessories and software that are described in this document, which will contribute towards meeting the objective of the RFQ
Warranty	Period from the time deployment and testing is completed, during which the supplier undertakes to replace/rectify equipment and/or installation failures at no cost to Pioneer Insurance Holdings Limited

1. SECTION 1 – REQUEST FOR PROPOSAL

1.1. Introduction

We seek for the supply of equipment and accessories for our data center.

This document therefore constitutes the formal Request for quotations (RFQ) for **Supply, and deployment of data center equipment, accessories & software** and is being availed on open tender basis and is open for bids from companies that meet the requirements stated herein.

1.2. Description, Aims and Objectives

We seek for the supply of equipment, accessories and software for our data center.

This RFQ is therefore for the supply and deployment of specific items to be used in Pioneer Insurance Holdings Data Center. Some of the items and accessories to be procured are for upgrade of existing equipment while some are new purchases.

1.3. Equipment, Accessories and Software

1.3.1. The following are the details of the equipment, accessories and software to be quoted for;

No	Equipment/Accessories/Software	Qty	Detailed Description of the Items
1	Data Storage Solution (40TB)-NetApp	1	<ul style="list-style-type: none">AFF C250 with 24 2TB SSD DrivesStorage Protocol: Fibre Channel (LUNs via ONTAP)VMware Integration:<ul style="list-style-type: none">NetApp ONTAP Tools for VMware vSphereVAAI SupportSnapshot integration
2	SAN Switches	2	<ul style="list-style-type: none">Model Options:<ul style="list-style-type: none">Brocade G620 (32Gb/16Gb auto-negotiation)Cisco MDS 9148T (32Gb capable)Ports Needed: At least 8 (for 3+ hosts and NetApp controllers)Licensing: Base switch license + port activation
3	Existing servers upgrade	5	<ul style="list-style-type: none">2 HP ProLiant DL380 Gen 10<ul style="list-style-type: none">20 CPU Cores192GB RAM (Current @ 96GB)SFPs & Transceivers6Gb HBA Fiber cards

			<ul style="list-style-type: none"> • 2 HP ProLiant DL380 Gen 9 <ul style="list-style-type: none"> ○ 20 CPU Cores ○ 192GB RAM (Current @ 32GB) ○ SFPs & Transceivers ○ 6Gb HBA Fiber cards • 1 Dell PowerEdge R740xd <ul style="list-style-type: none"> ○ 256GB RAM (Current @ 192GB) ○ SFPs & Transceivers ○ 6Gb HBA Fiber cards
4	Routers	2	Cisco 4451 Series with Voice Licensing Up to 5 Gbps 4×1G RJ45, 4×10G SFP+
5	LAN Switches	2	Cisco Nexus 9000 Series
6	Accessories (SFPs, FC optics, fiber cables)	Various	<p>a. FC Host Bus Adapter (HBA). (Five)</p> <ul style="list-style-type: none"> • Model: QLogic QLE2692 Dual-Port 16Gb Fibre Channel HBA • Dell Part Number: 406-BBHQ • Interface: PCIe Gen3 x8 <p>b. FC SFP+ Transceivers. (Ten)</p> <ul style="list-style-type: none"> • Model: 2 x 16Gbps Shortwave LC Fibre Channel SFP+ Modules • Type: Multimode, LC Connector • Compatibility: NetApp / Brocade / Cisco SAN switches <p>c. Fibre Patch Cables (Ten)</p> <ul style="list-style-type: none"> • Type: OM4 LC–LC Duplex Multimode • Length: 3 meters per cable • Qty: 2 cables per server

7	Dell Servers	2	<ul style="list-style-type: none"> • Dell PowerEdge R650xs • Form Factor: 1U Rackmount • CPU: 2 x Intel Xeon Silver 4314 (60 cores total) • RAM: 256 GB DDR4 ECC Registered (8 x 32GB) • Power Supply: 2 x 750W Redundant PSU • Remote Management: iDRAC9 Enterprise
8	VMware vSphere Enterprise Plus	1	VMware ESXi 8.0: To support 160 Cores
9	VMware v Center Server Standard	1	VMware vCenter Server (Essential Plus or Standard)

1.3.2. The quotation from the bidders for the equipment, accessories and software to be structured as per the table below;

No	Item Description(Clear description of the quoted item)	Quantity	Unit Cost(KES)	Line Cost (KES)
1				
2				
3				
4				
5				
6a				
6b				
6c				
7				
8				
9				
10	Sub Total			
11	VAT			
12	Grand Total			

1.3.3. The bid documents shall be addressed to the following address and dropped at the reception area on **6th Floor, Pioneer House, Moi Avenue, on or before the closing date of 16th September 2025 4:00 PM**

**IT Steering Committee,
Pioneer Insurance Holdings Ltd,
6th Floor, Pioneer House Moi Avenue,
P.O. BOX 20333 – 00200,
Nairobi, Kenya.**

1.3.4. Pioneer Insurance Holdings Ltd reserves the right to accept or reject any bid and to annul the bidding process and reject all bids at any time prior to the award of the contract, without thereby incurring to any bidder or any obligation to inform the bidder the grounds for such action.

The vendor's terms and conditions will not form part of any contract with Pioneer Insurance Holdings Ltd in relation to this tender.

Canvassing is prohibited and will lead to automatic disqualification.

1.3.5. Cost of Bidding

The bidder shall bear all costs associated with the preparation and submission of its bid and Pioneer Insurance Holdings Ltd will in no case be responsible or liable for these costs, regardless of the conduct or outcome of the bidding process.

1.3.6. Clarification of Bidding Document

1. All correspondence related to the contract/quotation shall be made in English. Should there be any ambiguity, conflict, discrepancy, omission, uncertainty or any other error, the bidder shall seek clarification in writing sent through email to: **itsteeringcommittee@pioneerassurance.co.ke**
2. Any clarification sought by the bidder in respect of the RFQ shall be sent at least 2 days before the deadline for submission of bids in writing via the same email.
3. It is the responsibility of the bidder to obtain further information required to complete this RFQ.
4. Any clarification requests and their associated response will be circulated to all bidders.
5. The last date for receipt of requests for clarifications from bidders is **Friday 12th September 2025 2:00 P.M.**

1.3.7. Deadline for Submission of Bids

Bids should be addressed to the IT Steering Committee and sent for receipt on or before **Tuesday 16th September 2025 4:00 P.M.** Any bid received by Pioneer Insurance Holdings Ltd after this deadline will be rejected.

1.3.8. Responsiveness of Proposals

A responsive proposal is deemed to contain all the documents or information specifically called for in this RFQ document. A bid determined not responsive will be rejected by Pioneer Insurance Holdings Ltd and may not subsequently be made responsive by the bidder by correction of the non-conforming item(s).

2.3 DOCUMENTATION REQUIREMENTS

In addition to the quotation, kindly ensure that the following documents are enclosed in your bid.

- i. Certificate of Incorporation/Business Name Certificate
- ii. Trading Certificate
- iii. Business Permits
- iv. Certificate from relevant regulatory authority (where applicable)
- v. TAX PIN Certificate or equivalent
- vi. Tax Compliance certificate or equivalent
- vii. List of Directors, telephone and their postal address
- viii. Form CR 12 as issued by the Registrar of Companies (original) or certified as true copy
- ix. CVs of Senior Staff
- x. Three reference sites of similar work undertaken.