



EMBASSY OF THE  
UNITED STATES OF AMERICA  
P.O. BOX 606 - 00621, VILLAGE MARKET  
NAIROBI, KENYA

June 3, 2020

Dear Prospective Offeror,

**Subject: Request for Quotation PR9202225**

Enclosed is a Request for Quotation (RFQ) for purchase of **VARONIS LICENCE**. If you would like to submit a quotation, follow the instructions below and complete the required portions of the attached SF1449 document and submit it to the address shown below.

The U.S. Government intends to award a Purchase Order to a responsible company submitting an acceptable quotation at a reasonable price. The RFQ does not commit the American Embassy to make any award. The Embassy may cancel this RFQ or any part of it.

Your proposal must be submitted in two separate documents as follows;

1. RFQ. **FINANCIAL PROPOSAL**: This entails the price quotation indicating unit and total prices before VAT (*Must have the Company Letter Head or Company Stamp/ Seal including your quotation Reference Number*).
2. RFQ. **TECHNICAL PROPOSAL** (*Must not have your Letter Head or Company Stamp/Seal i.e. it should be on plain paper*). Your quotation reference number is required on this which matches the price proposal number)

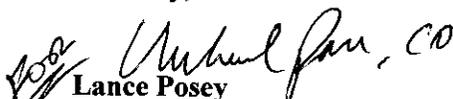
This must be submitted via email on or before **June 17<sup>th</sup> 2020 at 10.00 am** addressed to

**The Contracting Officer, America Embassy email [NairobiGSO-bids@state.gov](mailto:NairobiGSO-bids@state.gov)** Copied to [nambubilo@state.gov](mailto:nambubilo@state.gov)

The U.S. Government intends to award a purchase order to the responsible vendor submitting a technically acceptable quote with the lowest price, based on initial quotations without holding discussions, although we may hold discussions with companies in the competitive range if there is a need to do so. Prior to contract award, the successful offeror(s) will be required to have a DUNS number and be registered in SAM/COR through the following sites: DUNS – [www.dnb.com](http://www.dnb.com) and SAM/CCR [www.sam.gov](http://www.sam.gov).

Direct any questions regarding this solicitation to the **Contracting Officer, Nairobi [NairobiGSO-bids@state.gov](mailto:NairobiGSO-bids@state.gov)** during regular business hours.

Sincerely,

  
**Lance Posey**  
**Contracting Officer**

<b>SOLICITATION/CONTRACT/ORDER FOR COMMERCIAL ITEMS</b> <i>OFFEROR TO COMPLETE BLOCKS 12, 17, 23, 24, &amp; 30</i>				1. REQUISITION NUMBER <b>PR9202225</b>		PAGE 1 OF 52			
2. CONTRACT NO.		3. AWARD/EFFECTIVE DATE		4. ORDER NUMBER		5. SOLICITATION NUMBER			
						6. SOLICITATION ISSUE DATE <b>June 3, 2020</b>			
7. FOR SOLICITATION INFORMATION CALL		a. NAME <b>Lance Posey</b>				b. TELEPHONE NUMBER (No collect calls) <b>254 (0) 20 363-6084</b>		8. OFFER DUE DATE/ LOCAL TIME <b>June 17 2020</b>	
9. ISSUED BY <b>GSO/Procurement Office U.S Embassy, P.O Box 606-00621, Village Market Nairobi</b>			CODE	10. THIS ACQUISITION IS <input checked="" type="checkbox"/> UNRESTRICTED <input type="checkbox"/> SET ASIDE: % FOR <input type="checkbox"/> SMALL BUSINESS  <input type="checkbox"/> HUBZONE SMALL BUSINESS <input type="checkbox"/> 8(A)  NAICS: SIZE STD:		11. DELIVERY FOR FOB DESTINATION UNLESS BLOCK IS MARKED <input type="checkbox"/> SEE SCHEDULE  <input type="checkbox"/> 13a. THIS CONTRACT IS A RATED ORDER UNDER DPAS (15 CFR 700) 13b. RATING		12. DISCOUNT TERMS	
15. DELIVER TO <b>U.S. EMBASSY WAREHOUSE – Nairobi, Kenya</b>			CODE	16. ADMINISTERED BY <b>U.S. Embassy Nairobi, Kenya</b>				CODE	
17a. CONTRACTOR/OFFEROR		CODE	FACILITY CODE	18a. PAYMENT WILL BE MADE BY <b>U.S. Embassy Financial Management Center Nairobi, Kenya</b>				CODE	
TELEPHONE NO. <input type="checkbox"/> 17b. CHECK IF REMITTANCE IS DIFFERENT AND PUT SUCH ADDRESS IN OFFER				18b. SUBMIT INVOICES TO ADDRESS SHOWN IN BLOCK 18a UNLESS BLOCK BELOW IS CHECKED <input type="checkbox"/> SEE ADDENDUM					
19. ITEM NO.	20. SCHEDULE OF SUPPLIES/SERVICES			21. QUANTITY	22. UNIT	23. UNIT PRICE	24. AMOUNT		
1	<b>VARONIS LICENCE, INSTALLATION AND SUPPORT</b>			See PR					
(Use Reverse and/or Attach Additional Sheets as Necessary)									
25. ACCOUNTING AND APPROPRIATION DATA						26. TOTAL AWARD AMOUNT (For Govt. Use Only)			
<input type="checkbox"/> 27a. SOLICITATION INCORPORATES BY REFERENCE FAR 52.212-1, 52.212-3. FAR 52.212-4 AND 52.212-5 ARE ATTACHED. ADDENDA <input checked="" type="checkbox"/> ARE <input type="checkbox"/> ARE NOT ATTACHED. <input type="checkbox"/> 27b. CONTRACT/PURCHASE ORDER INCORPORATES BY REFERENCE FAR 52.212-4. FAR 52.212-5 IS ATTACHED. ADDENDA <input type="checkbox"/> ARE <input type="checkbox"/> ARE NOT ATTACHED. <input type="checkbox"/> 28. CONTRACTOR IS REQUIRED TO SIGN THIS DOCUMENT AND RETURN _____ COPIES TO ISSUING OFFICE. CONTRACTOR AGREES TO FURNISH AND DELIVER ALL ITEMS SET FORTH OR OTHERWISE IDENTIFIED ABOVE AND ON ANY ADDITIONAL SHEETS SUBJECT TO THE TERMS AND CONDITIONS SPECIFIED HEREIN. <input type="checkbox"/> 29. AWARD OF CONTRACT: YOUR OFFER ON SOLICITATION (BLOCK 5), INCLUDING ANY ADDITIONS OR CHANGES WHICH ARE SET FORTH HEREIN, IS ACCEPTED AS TO ITEMS:									
30a. SIGNATURE OF OFFEROR/CONTRACTOR					31a. UNITED STATES OF AMERICA (SIGNATURE OF CONTRACTING OFFICER)				
30b. NAME AND TITLE OF SIGNER (TYPE OR PRINT)			30c. DATE SIGNED		31b. NAME OF CONTRACTING OFFICER (Type or Print)			31c. DATE SIGNED	
					Lance Posey				



# Requisition Number: PR9202225

Requisition Title: MRU-VARONIS LICENCE,INSTALLATION AND SUPPORT

Purchase Request: PR9202225

Request Type: Requisition

Requesting Office: AMERICAN EMBASSY NAIROBI

Issued on Wed, 03 Jun, 2020

Created on Wed, 03 Jun, 2020 by Roselyne A Obinda

## Vendor:

NOVENDOR

UNITED STATES

## Ship To:

Department of State  
U.N. AVENUE GIGIRI; PO BOX 606,00621  
ATTN: GSO-WAREHOUSE - 1901.0  
NAIROBI  
KENYA

## Deliver To:

MRU

## Funding:

Type	Amount(Local Currency)	Amount(USD)	Details
Commodity Accounting Line	\$0.00 USD	\$0.00 USD	

## Bill To:

Department of State

Item	Description	Part Number	Unit	Qty	Vendor Delivery	Unit Price	Extended Amount
1	<b>DatAdvantage for Windows Perpetual License ...</b>  DatAdvantage for Windows Perpetual License for 675 Users		each	675	Fri, 31 Jul, 2020	\$0.00 USD	\$0.00 USD

Item	Description	Part Number	Unit	Qty	Vendor Delivery	Unit Price	Extended Amount
2	<b>Data Classification Framework for Windows ...</b>  Data Classification Framework for Windows and SharePoint Perpetual License for 675 Users		each	675	Fri, 31 Jul, 2020	\$0.00 USD	\$0.00 USD

Item	Description	Part Number	Unit	Qty	Vendor Delivery	Unit Price	Extended Amount
3	<b>1 Collector Perpetual License</b>  1 Collector Perpetual License		each	1	Fri, 31 Jul, 2020	\$0.00 USD	\$0.00 USD

Item	Description	Part Number	Unit	Qty	Vendor Delivery	Unit Price	Extended Amount
4	<b>DatAdvantage for Windows Software ...</b> DatAdvantage for Windows Software Maintenance and Support for 675 Users for 12 Months		each	675	Fri, 31 Jul, 2020	\$0.00 USD	\$0.00 USD

Item	Description	Part Number	Unit	Qty	Vendor Delivery	Unit Price	Extended Amount
5	<b>Data Classification Framework for Windows ...</b> Data Classification Framework for Windows and SharePoint Software Maintenance and Support for 675 Users for 12 Months		each	675	Fri, 31 Jul, 2020	\$0.00 USD	\$0.00 USD

Item	Description	Part Number	Unit	Qty	Vendor Delivery	Unit Price	Extended Amount
6	<b>1 Collector Software Maintenance and ...</b> 1 Collector Software Maintenance and Support for 12 Months		each	1	Fri, 31 Jul, 2020	\$0.00 USD	\$0.00 USD

Item	Description	Part Number	Unit	Qty	Vendor Delivery	Unit Price	Extended Amount
7	<b>Professional Services (Installation / ...</b> Professional Services (Installation / Training) 40 Professional Services-PS (1 hour)		each	40	Fri, 31 Jul, 2020	\$0.00 USD	\$0.00 USD

<b>Total</b>	\$0.00 USD
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**Status: Submitted**

Approvals					
Required	Status	Reason	Approver	Approved By	Date
Not Required	Ready	Approver 6: Watcher - Optional Approver	Nairobi Watcher Group		
Required	Ready	Approver 3: Procurement Team	Nairobi Procurement Team		
Required	Pending	Approver 4: B&F	Nairobi Accounting		
Required	Pending	Approver 5: FMO	Nairobi FMO Group		
Required	Pending	Approver 7: Final Approver	Nairobi Contracting Officers		

**Requisition Comments**

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TELEPHONE NO.			<input type="checkbox"/> 17b. CHECK IF REMITTANCE IS DIFFERENT AND PUT SUCH ADDRESS IN OFFER		18b. SUBMIT INVOICES TO ADDRESS SHOWN IN BLOCK 18a UNLESS BLOCK BELOW IS CHECKED <input type="checkbox"/> SEE ADDENDUM					
19. ITEM NO.		20. SCHEDULE OF SUPPLIES/SERVICES			21. QUANTITY		22. UNIT	23. UNIT PRICE		24. AMOUNT
1		Centrifuge- Sorvall Legend XTR, 240V (75004520)			1					
(Use Reverse and/or Attach Additional Sheets as Necessary)										
25. ACCOUNTING AND APPROPRIATION DATA							26. TOTAL AWARD AMOUNT (For Govt. Use Only)			
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30b. NAME AND TITLE OF SIGNER (TYPE OR PRINT)			30c. DATE SIGNED		31b. NAME OF CONTRACTING OFFICER (Type or Print)			31c. DATE SIGNED		
					Lance Posey					