

## POSTAL CORPORATION OF KENYA



Expression of Interest for the Establishment of an Ecommerce market place platform for the Postal Corporation of Kenya: Re-advertisement.

**Reference Number:** PCK/PROC/EOI/09/2023-2024

### **Background**

Postal Corporation of Kenya was established by an Act of Parliament (PCK Act 1998) and operates as a Public Commercial Enterprise. The Corporation's mandate includes provision of accessible, affordable and reliable postal services to all parts of Kenya as public postal licensee. This is in line with 1948 United Nations Charter on Universal Human Rights which amongst others obligates Government to guarantee unfettered access to communication by all citizenly.

Our mission is to provide the government and private sector with end to end, reliable, seamless, universal postal and courier logistic services.

### **Objective**

To make PCK the premier logistics distribution and financial services by providing a market place shopping platform for all products and services in Kenya.

### **Purpose**

The purpose of this expression of interest (EOI) is to invite firms or a consortium of firms working as technology providers, Ecommerce organizations, market place, technical advisory organizations, logistics, space to establish the Ecommerce market place platform for all products for effective logistics services through the Postal Corporation of Kenya.

### **The scope of work**

The scope of work for the selected partner will cover:

1. Undertake the deployment of a simple and intuitive Ecommerce platform that is Website based and mobile app.
2. Undertake the deployment of a logistics back-end that allows shoppers to trace their baggages in real time.
3. Setting up logistics management hubs/models by providing nationwide reach to allow delivery of baggages/parcels to the remote areas of the country.

4. Develop a framework to leverage existing providers in the first and last mile delivery.
5. Undertake vendor acquisition and management.
6. Undertake platform marketing and branding to grow customer usage and vendor registration.
7. Provide vendors with real-time analytics and tips on how best to set up their online shop to boost revenues.
8. Undertake the deployment of payment gateway supporting multiple payments options in the logistics delivery.
9. Undertake deployment of integration with global Ecommerce companies to allow their customers to access products in Kenya and ship to Kenya as well.
10. Ensure field readiness for the deployment of Ecommerce platform by undertaking capacity building.
11. Develop operating manual and training materials, market setup for rollout of the platform.
12. Ensure rigorous process for data privacy, data security and consent of all users.

### **Eligibility Criteria**

The Tenderer must be a technology partner who is already working and has existing relationships with Local and Global E-commerce companies.

The Tenderer should be in business. (Must provide a certified copy of certificate of Incorporation/Registration, CR12, and Compliance certificate from the office of Data Protection commission and Registration certificate from ICT Authority of Kenya).

The Tenderer has fulfilled tax obligations - provide a copy of valid Tax Compliance certificate from Kenya Revenue Authority.

The Tenderer should have a Web Portal that will help create Posta as an ideal market place and make Posta to be the National Postal Logistics Hub.

**NB:** This partnership will be based on revenue share model.

### **Submission:**

Hard copy of the EOI must be delivered and deposited in tender box Located at, Posta House Mezzanine Floor on or before **THURSDAY 24 AUGUST 2023 before 11:00am EAT** in a sealed envelope clearly marked Expression of Interest for the Provision of an Ecommerce platform to the Postal Corporation of Kenya **Reference Number:** PCK/PROC/EOI/16/2022-2023. Bids that cannot fit in the tender box should be submitted to the Office of Supply Chain Manager located on the City Square Post Office Building along Haile Selassie Avenue, 3<sup>rd</sup> Floor Leftwing, before **10:30am** of the submission date.

Late submissions shall be rejected.

For clarification please email: [tendersecretariat@posta.co.ke](mailto:tendersecretariat@posta.co.ke) before **16 August 2023** at 1500hrs.

**Note:** Only firms qualified under this procedure will be invited to submit their Technical and Financial proposals under the Request for Proposals (RFP).

**John K. Tonui**  
**POSTMASTER GENERAL/CEO**