# IN THE PUBLIC PROCUREMENT APPEALS AUTHORITY APPEAL CASE NO. 03 OF 2025 - 2026

#### BETWEEN

M/S TECHNOWISE COMPANY LTD ...... APPELLANT

AND

MINISTRY OF COMMUNICATION AND

INFORMATION TECHNOLOGY ...... RESPONDENT

#### **DECISION**

### **CORAM**

1. Hon. Judge (rtd) Awadh Bawazir

2. Dr. Gladness Salema

3. Eng. Lazaro Loshilaari

4. Mr. James Sando

- Chairperson

- Member

- Member

- Secretary

#### **SECRETARIAT**

1. Ms. Florida Mapunda

2. Ms. Agnes Sayi

3. Ms. Violet Limilabo

4. Mr. Venance Mkonongo

- PALS Manager

- Principal Legal Officer

- Senior Legal Officer

- Legal Officer

#### FOR THE APPELLANT

1. Ms. Fatuma Mnzava

2. Mr. Adam Kichawele

 Advocate, Njuluni and Company Advocates

- Director of projects

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#### **FOR THE RESPONDENT**

- 1. Mr. Boaz Msoffe
- 2. Mr. Haruni Matagane
- 3. Ms. Kijoli Said
- 4. Mr. Frank Kabendwi
- 5. Mr. Godbless Mtei
- 6. Mr. Peter Shao
- 7. Mr. Ramadhani Jongo

- State Attorney, OSG
- Director of Legal Services
   Unit
- Director of Procurement
- Supplies Officer
- Principal Supplies Officer
- Supplies Officer
- Senior Legal Officer

This Appeal was lodged by M/S Technowise Company Limited (hereinafter referred to as "the Appellant") against the Ministry of Communication and Information Technology (hereinafter referred to as "the Respondent"). It is in respect of Tender No. 68/2024/2025/C/45 for Provision of Consultancy Services to Conduct a Feasibility Study for the Development of Smart Cities in Dodoma, Arusha and Mbeya (hereinafter referred to as "the Tender").

Based on the documents submitted to the Public Procurement Appeals Authority (hereinafter referred to as "**the Appeals Authority**"), the background of this Appeal may be summarized as follows: -

The Tender was through the Quality and Cost Based Selection (QCBS) method, in accordance with the Public Procurement Act, No. 10 of 2023 (hereinafter referred to as "the Act") and the Public Procurement Regulations, GN. No. 518 of 2024 (hereinafter referred to as "the Regulations").

On  $11^{th}$  April 2025, the Respondent invited eligible tenderers to participate in the tender through the National e-Procurement System of Tanzania  $Page \ 2 \ of \ 21$ 

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(NeST). By 25<sup>th</sup> April 2025, the Respondent received seven tenders, including that of the Appellant. After evaluation, the award was recommended to M/S FinSys Tech Solutions Limited (the proposed successful tenderer) at a contract price of Tanzania shillings Six Hundred Sixteen Million Five Hundred Thousand only (TZS. 616,500,000) VAT exclusive for a completion period of 180 days.

On 11<sup>th</sup> July 2025, the Respondent issued a Notice of Intention to award the Tender, informing the Appellant of its intention to award the contract to the proposed successful tenderer. Furthermore, it stated that the Appellant's tender was unsuccessful as it was not the lowest evaluated tender in terms of financial evaluation.

Dissatisfied with its disqualification, on 16<sup>th</sup> July 2025, the Appellant applied for an administrative review to the Respondent. On 22<sup>nd</sup> July 2025, the Respondent issued its decision rejecting the Appellant's application for the review. The Appellant denied having received such a decision. Aggrieved further, on 30<sup>th</sup> July 2025, the Appellant filed this Appeal before the Appeals Authority.

When the matter was called on for hearing, the following issues were framed: -

## 1.0. Whether the disqualification of the Appellant's tender was justified; and

## 2.0. To what reliefs, if any, are the parties entitled to?

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#### SUBMISSIONS BY THE APPELLANT

The Appellant's submissions were made by Mr. Adam Kichawele, Director of Projects.

He commenced by stating that the Appellant faults the disqualification of its tender on three grounds namely; misapplication of the QCBS methodology, contradiction of the financial evaluation criteria, and failure to disclose the evaluation results of the technical proposal as required by Clause 37 of the ITC. Mr. Kichawele elaborated on the three grounds as follows: -

Firstly, regarding the misapplication of the QCBS methodology, Mr. Kichawele stated that the Request for Proposal (RFP) specified the selection method for this Tender to be QCBS. He stated that Clause 30 of the Proposal Data Sheet (PDS) specified the weights for the technical and financial proposals to be 80% and 20%, respectively. He added that Clauses 41.4 and 38.3 of the Instruction to Tenderers (ITC) required financial proposals to be scored relative to the lowest price and then combined with the technical score to determine the winning proposal.

Mr. Kichawele went on to submit that since the Notice of Intention to award indicated that the Appellant's proposal was disqualified for not being the lowest evaluated in terms of financial evaluation, it implies that the Respondent's decision to award was based solely on the financial proposal, which contradicts the QCBS methodology. He argued that under the QCBS methodology, price alone cannot be the determining factor for award of

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the contract, as other technical requirements have to be considered prior to price consideration.

Secondly, regarding the contradiction in the financial evaluation criteria, Mr. Kichawele stated that Section 4 – "Qualification and Evaluation Criteria" specified under the financial evaluation requirement that scores would not be applicable to financial proposals - Financial Proposal "SCORE: N/A". He argued that since Clause 30 of the PDS specified weights for the technical and financial proposals, it was not expected to have a criterion for the evaluation of the financial proposal stating that scores would not be applicable. He contended that Clause 30 of the PDS contradicts the financial evaluation criteria specified under Section 4 – "Qualification and Evaluation Criteria". Thus, it was his argument that the financial evaluation criteria were ambiguous and contradicted the QCBS methodology.

During hearing, the Appeals Authority requested Mr. Kichawele to clarify whether the Appellant sought clarification before submission of its tender. In response, he submitted that the Appellant did not seek clarification because the financial evaluation criterion stated clearly that scores would not be applicable. Therefore, the Appellant expected that scores would not be applied as specified in the RFP.

On the third ground of Appeal, Mr. Kichawele submitted that Clause 37.1 and 37.4 of the ITC required tenderers to be notified of the results of the technical evaluation before proceeding with the opening of financial proposals. He stated that in this Tender, the Respondent had not issued the results of the technical evaluation as required by the RFP. In view of

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this position, he argued that the Respondent had contravened the principle of transparency as provided in the Act and its own RFP.

Mr. Kichawele stated further that the Respondent's failure to issue the results of the technical evaluation raised uncertainty about how the key personnel criterion was evaluated. He stated that Item 3 of Section 4 – "Qualification and Evaluation Criteria" specified the applicable score for the key personnel criterion to be 40. He averred that the experience in the region and language criterion was allocated 10%, while the general qualification criterion was allocated 30%, making a total of 40%, leaving 60% unallocated. He asserted that that when the allocated percentages were computed, the 40% translated to only 24 marks out of a total score of 40. He therefore contended that the evaluation process was flawed since the remaining 60% of the 40 marks were not allocated to any criterion.

In further questioning of the Respondent's evaluation process, Mr. Kichawele submitted that when preparing its tender, the Appellant attached all required documents, and the tender was successfully submitted in NeST. However, after a few days had passed from the date of submission, it observed that the document which demonstrated approach, methodology and overall quality of the proposal was missing, even though it had been uploaded. Mr. Kichawele stated that the Appellant doubts whether the missing document was considered by the Evaluation Committee during the evaluation and whether it was accorded appropriate scores. In view of this fact, he urged the Appeals Authority to

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review the Tender process to ascertain whether it was conducted in accordance with the law.

In view of the above submissions, he prayed for the following orders:

- i. Review of the entire evaluation process to determine its compliance with the RFP and the applicable procurement regulations.
- ii. Confirmation of whether the QCBS method was applied in accordance with Clause 30 of the PDS and Clauses 41.1, 38.3, 37.1, and 37.4 of the ITC.
- iii. An order for the Respondent to re-evaluate the Appellant's proposal in accordance with the criteria provided in the RFP.
- iv. Any other equitable relief that the Appeals Authority may deem fit to restore fairness and transparency in the procurement process.

#### **REPLY BY THE RESPONDENT**

The Respondent's reply submissions were made by Mr. Boaz Msoffe, learned State Attorney from the Office of the Solicitor General.

He commenced by adopting the reply to the Statement of Appeal as part of his submissions. He then voiced his concern that in this Appeal, the Appellant raised three grounds of Appeal, however in its oral submissions it added two new issues that were not part of the original Appeal to wit; the irregularity of the 40% score allocated to key personnel criterion and a claim of a missing document uploaded in NeST that demonstrated approach, methodology and overall quality of the proposal.

The State Attorney submitted that it is a cardinal principle of law that parties are bound by their own pleadings. Parties are prohibited from

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raising new issues at the bar which were not initially contained in the pleadings. In support of this position, he cited the case of *James Funke Gwagilo versus Attorney General*, (2004) T.L.R, 161. In view of this position, the learned State Attorney urged the Appeals Authority to refrain from considering the new issues during determination of this Appeal.

In the alternative to the above, the learned State Attorney submitted that regarding the irregularity of the 40% score allocated to the key personnel criterion, regulation 283 of the Regulations requires a tenderer to study carefully the RFP document and decide whether it can meet the technical, financial, and contractual conditions before submitting its proposal. He added that the referenced regulation requires a tenderer to critically review the RFP document to determine whether there is any ambiguity, omission or internal contradiction or other conditions that are unclear or appear discriminatory or restrictive. And if a tenderer notices any ambiguity or irregularities in the issued criteria, it is required to seek clarification from the Respondent. He argued that since the Appellant participated in this Tender without seeking clarification, it implied that the Appellant was ready to be bound by the terms and conditions of the RFP document.

The learned State Attorney argued that after the Appellant submitted its tender, it is bound by the principle of estoppel and cannot turn around claiming ambiguity and unfairness in the criteria provided in the RFP document. In support of his argument, the learned State Attorney cited the case of *Bytrade Tanzania Limited v. Assenga Agrovet Company Limited and another*, Civil Appeal No. 64 of 2018, Court of Appeal of Tanzania at Moshi wherein the Court held that where one party, by their

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conduct, made a clear or unequivocal promise to another party that was intended to create a legal relationship in the future, the promise would be binding on the party, and they would not be entitled to go back upon it.

Regarding the irregularity of the 40% score on the key personnel criterion, the learned State Attorney submitted that the criterion had three subcriteria, and all were evaluated according to the requirements provided in the RFP. He stated that there were no irregularities as contended by the Appellant; therefore, he prayed to the Appeals Authority to disregard this argument.

Apart from the responses to the Appellant's arguments raised during the hearing, the learned State Attorney replied to the first ground of Appeal by stating that the Tender was processed through NeST and adhered to the criteria provided in the RFP. He added that the evaluation process was conducted in line with the procurement principles of integrity, competition, accountability, economy, efficiency, transparency, value for money and fair participation on equal terms for all tenderers as per the Act and its regulations.

The learned State Attorney further stated that the reason for disqualification of the Appellant's tender, as contained in the Notice of Intention to Award, was not the actual reason for its disqualification. The system communicated a generic reason instead of the actual reason for the Appellant's disqualification.

In response to the second ground of Appeal that there were contradictions on the financial evaluation criteria, the learned State Attorney submitted that the financial evaluation was carried out in accordance with a formula

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for computation as provided in clause 38.3 of the ITC. After the completion of the financial evaluation process, the technical and financial scores were combined. He elaborated that the Appellant's technical score was 90.45, and after being weighted it came to 72.36, while the financial score was 51.9. He argued that after the technical and financial scores were combined, the Appellant's marks came to 82.74, ranking them third. He added that the proposed successful tenderer had a combined score of 94.9 while M/s Arm City Consultants Ltd scored 93.72 ranking them 1<sup>st</sup> and 2<sup>nd</sup> respectively.

The learned State Attorney stated that the weighting and combining of technical and financial scores were done in accordance with regulation 295 of the Regulations. Thus, it was his contention that the Appellant's assertion that the financial evaluation criteria were ambiguous or that the evaluation process was conducted in contravention of the law was baseless and should be disregarded.

In support of his argument, the learned State Attorney cited PPAA Appeal Case No. 38 of 2022-23 between *M/S Kastipharm Limited and the Government Chemist Laboratory Authority* where the Appeals Authority found the Respondent's disqualification of the Appellant's tender to be proper and in accordance with the law. Therefore, the learned State Attorney urged the Appeals Authority to uphold the same findings in this Appeal.

Responding to the third ground relating to the notification of the technical evaluation results, the learned State Attorney submitted that the said results could not be communicated to the Appellant through NeST as it

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lacks such a feature. He stated that NeST is still in the building stage and that some features are not yet in place. He therefore averred that it was not possible for the technical evaluation results to be communicated to tenderers through the system. The learned State Attorney argued further that since the Act and its Regulations require all tender processes to be through NeST, the Respondent was unable to communicate the said results outside the system, as it would contravene the law.

In view of these submissions, the learned State Attorney prayed for the following orders: -

- i. Dismissal of the Appeal in its entirety.
- ii. Costs of the Appeal be borne by the Appellant.
- iii. The Respondent to be allowed to proceed with the Tender process.

#### **ANALYSIS BY THE APPEALS AUTHORITY**

Before analyzing the parties' contentions in this Appeal, we agree with the Respondent's concern raised at the outset of the hearing that the Appellant raised two new grounds which were not part of the original grounds of Appeal. These grounds pertain to the irregularity of the 40% score allocated to the key personnel criterion and the absence of a document submitted in NeST which demonstrated approach, methodology, and overall quality of the proposal.

We find guidance of the above issue in regulation 19 of the Public Procurement Appeals Regulations, GN. No 65 of 2025, (hereinafter referred to as "the Appeals Regulation") which reads as follows: -

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"r.19 Wakati wa usikilizwaji wa shauri wahusika hawatawasilisha hoja mpya ambazo hazikuwepo awali katika hati za shauri isipokuwa pale ambapo wameruhusiwa na Mamlaka ya Rufani".

(Emphasis supplied)

This provision prohibits parties from raising new issues during hearing that were not included in the pleadings. A new issue could only be raised if the Appeals Authority permitted a party to the proceedings to do so.

It is apparent that during the hearing, the Appellant indeed raised the two new grounds which were not part of the pleadings. Since we did not allow the Appellant to do so, we hereby expunge the new raised grounds from the record of this Appeal. Therefore, these grounds will not constitute the subject matter for determination in this Appeal.

Given the above position, we will proceed to determine the three grounds of Appeal raised as follows: -

## 1.0 Whether disqualification of the Appellant's tender was justified

In resolving this question, we reviewed the parties' contentions regarding the first ground of Appeal. The Appellant's argument that the reason given for its disqualification that it was not the lowest evaluated tenderer in terms of financial evaluation contravened the requirements of the RFP. It asserted that the Tender was done under the QCBS method, meaning that the price was not the only factor to be considered but tenderers were also required to be assessed on their compliance with technical requirements.

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But oddly, when evaluating the tenders, the Respondent considered only the quoted prices, contrary to the Act, Regulations, and the QCBS method.

On the other hand, the Respondent rebutted the Appellant's assertion by alleging that it had carried out the evaluation process in accordance with the RFP, the Act and its Regulations. It asserted that after completing the evaluation process, the Appellant was ranked third and was therefore not considered for award. Additionally, it stated that when issuing the Notice of Intention to award, NeST generated a different reason for the Appellant's disqualification that differed from the findings in the evaluation report.

In ascertaining the validity of parties' arguments, we reviewed clauses 36.2, 38.3, 41.1 of the ITC and 30 of the PDS which read as follows: -

"Clause 36.2

Technical Proposals shall be evaluated and ranked applying the evaluation criteria, sub criteria, and point system indicated in Section for **Qualification and Evaluation Criteria**.

Clause 38.3

In case of QCBS, the lowest evaluated Financial Proposal (Fm) will be given a financial score (Sf) of 100 points. The financial scores (Sf) of the other Financial Proposals will be computed as indicated as follows:  $Sf = 100 \times Fm / F$ , in which Sf is the financial score, Fm is the lowest price and F the price of the proposal under consideration.

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Clause 41.1

In QCBS the proposals will be ranked according to their combined technical (St) and financial (Sf) scores using the weights (T — the weight given to the Technical Proposal; P = the weight given to the Financial Proposal; T+P= 1) indicated in the PDS: S = St x T% + Sf x P%. The firm achieving the highest combined technical and financial score will be invited for negotiation under ITC 43 [Proposal Negotiation].

Clause 30.

Weights given to Technical and Financial proposals are; Technical 80% and Financial 20%".

(Emphasis supplied)

These clauses provide clear guidance on how technical and financial proposals should be evaluated, as well as the process for combining the scores to determine the first-ranked tenderer. Additionally, the required weights for the technical and financial proposals were clearly stated.

In ascertaining whether the Respondent complied with the requirements of the RFP, we reviewed the evaluation process in NeST and found that the evaluation of the technical proposal was carried out in accordance with clause 36 of the ITC. Upon completion of the technical evaluation, the proposed successful tenderer scored 94.93, M/S Arm City Consultants Ltd scored 93.72 and the Appellant scored 90.45, which were equivalent to weighted scores of 75.94, 73.72, and 72.36, respectively. The three firms were subjected to the financial proposal evaluation.

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The financial opening record indicates that the quoted prices were TZS 584,269,964.00 for M/S Arm City Consultants Ltd, 616,500,000 for the proposed successful tenderer, and 1,125,679,550 for the Appellant. After computation of the financial proposal, the Appellant scored 51.9, which was equivalent to a weighted score of 10.38; the proposed successful tenderer scored 94.77, equivalent to a weighted score of 18.96; whereas M/S Arm City Consultants Ltd scored 100, equivalent to a weighted score of 20. This resulted in combined scores of 94.9 for the proposed successful tenderer, 93.72 for M/S Arm City Consultants Ltd and 82.74 for the Appellant. Consequently, the proposed successful tenderer was ranked the first, followed by M/S Arm City Consultants Ltd in second place and the Appellant in third.

In view of the above observations, we are of the firm view that the evaluation process was in accordance with clauses 36.2, 38.3, 41.1 of the ITC and 30 of the PDS.

We then reviewed regulation 289 (3) (5) of the Regulations which reads as follows: -

- "r. 289- (3) The evaluation of the proposals shall comprise of the quality and the cost stages.
- (5) The evaluation shall be carried out in full conformity with the provisions of the request for proposals".

(Emphasis supplied)

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This provision requires the evaluation to be carried out in two stages; quality and costs. Additionally, the evaluation must be conducted in accordance with the criteria outlined in the RFP document.

We applied the provision to the facts of this Appeal and found that the evaluation process was conducted in accordance with the criteria outlined in the RFP, thereby complying with regulation 289(3) and (5) of the Regulations.

Next, we reviewed regulation 295(5) of the Regulations which reads as follows: -

r.295(5) The proposed weightings for technical and financial proposals shall be specified in the request for proposals and the consultancy firm obtaining the highest total score shall be recommended for contract award and invited for negotiations".

(Emphasis supplied)

The above provision requires that weightings for technical and financial proposals be specified in the RFP, and that the tenderer with the highest score should be recommended for award of the tender.

We applied this provision to the facts of this Appeal and noted that the weightings were specified under clause 30 of the PDS. After combining the technical and financial scores, the Respondent recommended awarding the tender to the proposed successful tenderer, who was ranked first. In view of this fact, we find the Respondent's intention to award the Tender to the proposed successful tenderer to be proper and in accordance with the law.

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We further considered the Appellant's arguments on the notice of intention to award, which stated that the reason issued for its disqualification indicated that Respondent failed to adhere to the QCBS procedures. The Respondent, for its part, denied the Appellant's allegations and contended that it had complied with the QCBS procedures as provided in the RFP, except that when communicating the Notice of Intention to award, the system issued a generic reason instead of a specific one.

We reviewed the Notice of Intention to award and observed that it specifically stated that the Appellant was disqualified for not being the lowest evaluated tenderer in terms of financial evaluation. We considered our own analysis above, which shows clearly that after completing the evaluation process, the Appellant was ranked third and therefore was not eligible for award. In view of this position, it is clear that the Appellant was fairly disqualified however the Notice of Intention to award communicated a different reason for its disqualification. Based on this fact we agree with the Appellant's contention in this regard. Nevertheless, since the Appellant was fairly disqualified, we remind the Respondent that when issuing a Notice of Intention to award, to ensure that it provides the actual reasons for the disqualification of a tenderer.

We further considered the Appellant's second ground of Appeal, which states that the financial evaluation criteria were contradictory. Clause 30 of the PDS specifies the weights to be assigned to technical and financial proposals, while Section 4 - Qualification and Evaluation Criteria indicates that a score would not be applicable under financial evaluation. We

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reviewed the record of Appeal and observed that the Appellant was aware of this fact prior to the submission of its tender.

During the hearing, the Appellant was asked to clarify whether it sought clarification before the submission of its tender. In response, the Appellant stated that it had not sought clarification, as it believed that scores would not be applied during the financial evaluation.

We reviewed regulation 283 (1), (2) and (3) of the Regulations relied upon by the Respondent which reads as follows: -

- "r.283.-(1) Where a consultant pre-qualifies or receives the request for proposals document, the consultant shall study the documents carefully to decide if he can meet the technical, financial and contractual conditions, and if so, proceed to prepare its offer.
  - (2) The consultant shall critically review the documents to determine whether there is any ambiguity, omission or internal contradiction, or any feature of the terms of reference or other conditions which are unclear or appear discriminatory or restrictive.
  - (3) The consultant shall, where he determines any ambiguity or omission, request the procuring entity in writing and within the time period specified in the request for proposals documents, to clarify the ambiguity or contradiction".

(Emphasis supplied)

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In terms of the above provision, before preparation of its tender, a consultant is required to critically read and understand the terms of reference. If he observes any ambiguity, omission or contradiction, the consultant is required to seek clarification from the procuring entity within the time specified in the RFP. Clause 9.1 of the ITC detailed clearly that if a tenderer wishes to seek clarification, it should do so no less than seven calendar days prior to the deadline for submission of proposals.

Given the position of regulation 283 and Clause 9.1 of the ITC, the Appellant was required to seek clarification before submitting its tender. Had the Appellant been dissatisfied with any clarification by the Respondent, it would have been required to invoke dispute resolution procedures by filing an application for administrative review and subsequently file an appeal to the Appeals Authority, if aggrieved. Since the Appellant did not seek clarification as required, it is estopped to raise the issue of ambiguity or contradiction of the RFP requirements at this juncture.

Regarding the Appellant's third ground of Appeal claiming that it was not issued with the results of the technical proposal, we observed that regulation 292(2) of the Regulations requires consultants who score above the minimum qualifying mark to be notified of the date and place for the opening of the financial proposal. It reads;

"r.292 (1) After the evaluation of technical quality is completed, the procuring entity shall notify consultants whose proposals have not met the minimum qualifying mark or were considered non-responsive to the request for proposals and terms of

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reference, indicating that their financial proposals were not opened after completion of the selection process.

(2) A procuring entity shall notify the consultants who have secured the minimum qualifying mark, and indicate the date and prescribed time for opening the financial proposals".

(Emphasis supplied)

This provision is similar to Clause 37.2 of the ITC; however, it further explains that the referred notification would be issued through NeST.

After reviewing regulation 292(2) of the Regulations and Clause 37.2 of the ITC, we note that a tenderer scoring above the minimum qualifying mark has to be notified of the date when the opening of the financial proposal would take place. However, these two provisions do not require a tenderer who has scored above the minimum score to be notified of the qualifying marks.

In view of this position, we are of the settled view that the Respondent was required to inform the Appellant that it had scored above the minimum mark and of the date for the opening of the financial proposals. Furthermore, we are of the view that since such notification cannot be issued through NeST, as alleged by the Respondent, the latter was required to ensure that the notification is issued in order to comply with the requirements of regulation 292(2) of the Regulations.

Given our findings hereinabove that the Appellant did not qualify for award of the Tender as it was ranked third, we conclude the first issue in the affirmative that the Appellant's disqualification was justified.

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### 2.0 To what reliefs, if any are the parties entitled to.

Taking cognizance of the above findings, we hereby dismiss the Appeal for lack of merit. The Respondent is allowed to proceed with the Tender process in compliance with the law. We make no order as to costs.

#### It is so ordered.

This decision is binding and can be enforced in accordance with section 121(7) of the Act.

The Right of Judicial Review as per section 125 of the Act is explained to the parties.

This decision is delivered in the presence of the Respondent and in the absence of the Appellant though duly notified on this 22<sup>nd</sup> day of August 2025.

## HON. JUDGE (rtd) AWADH BAWAZIR

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#### **CHAIRPERSON**

**MEMBERS: -**

1. DR. GLADNESS SALEMA.....

2. ENG. LAZARO LOSHILAARI

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