

KCAA/CONF/1010/3/VOL.50 (199)

7TH JANUARY, 2022

TO ALL INTERESTED BIDDERS

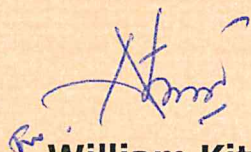
THE FINAL CLARIFICATIONS & RESPONSES ISSUED FOR TENDER FOR SUPPLY, DELIVERY, INSTALLATION, TRAINING, TESTING AND COMMISSIONING OF VERY HIGH FREQUENCY OMNI-RANGE EQUIPMENT (VOR) FOR TRAINING AT EAST AFRICAN SCHOOL OF AVIATION; TENDER NO.KCAA/037/2021 – 2022.

Following the various clarifications sought by bidders and those made by Kenya Civil Aviation Authority during the pre-bid meeting held on Thursday, 6th January, 2021 at East African School of Aviation. We hereby issue a final documentation to all interested bidders who attended the site/pre – bid meeting.

The purpose of this letter is to forward to you the minutes attached herein for your perusal and information as you prepare your bid.

Note that the deadline for seeking any other further clarification(s) is **Thursday, 13th January, 2022 at 1700hrs** local time.

The Authority has considered the request from bidders and extended the tender closing date from **Tuesday, 11th January, 2022** to **Thursday, 20th January, 2022** at **11.00 a.m.** local time.



William Kitum

FOR: DIRECTOR GENERAL

KENYA CIVIL AVIATION AUTHORITY

MINUTES OF PRE-BID MEETING FOR SUPPLY, DELIVERY, INSTALLATION, TRAINING, TESTING AND COMMISSIONING OF VERY HIGH FREQUENCY OMNI-RANGE EQUIPMENT (VOR) FOR TRAINING AT EAST AFRICAN SCHOOL OF AVIATION HELD ON THURSDAY, 6TH JANUARY, 2021; TENDER NO. KCAA/037/2021 – 2022.

1. Objective of the meeting

Kenya Civil Aviation herein referred to as KCAA invited bids for the supply, delivery, installation, training, testing and commissioning of Very High Frequency Omni-Range Equipment (VOR) for training at East African School of Aviation on **Thursday, 6th January, 2021**. Prospective bidders were notified in the advert and in the bidding documents that a mandatory pre-bid meeting would be held on **Thursday, 6th November, 2021 at 10:30 a.m.** at East African School of Aviation.

This pre-bid meeting was to accord the interested bidders an opportunity to seek clarifications pertaining to the invitation to tender for the stated works.

2. Attendance of the meeting

The meeting started as per the scheduled time and was attended by **Nineteen (19)** interested bidders' representatives and **three (3)** representatives of KCAA.

The names of firm's representatives and other particulars of those who attended the meeting is available in file.

It was agreed that a copy of the Pre-bid meeting minutes, the attendance register and clarifications offered by KCAA on all the issues raised by bidders be sent to all the firms through the email addresses provided by the respective firm's representatives present on **7th January, 2021** before **5.00pm**.

3. Introduction

The chairman introduced the KCAA team and thereafter, bidders present introduced themselves and the companies they were representing.

For Director General
Kenya Civil Aviation Authority
P. O. Box 30163 - 00100,
NAIROBI.

TABLE 1: CLARIFICATIONS SOUGHT BY BIDDERS AND RESPONSE BY KCAA

No.	Issue raised	Clarification provided by KCAA
1.	As there are only very few and very specialized international companies (OEM's) manufacturing these products, we kindly ask you to reconsider and make them international open tenders, so that international companies (OEM's) can participate.	<p>a) This is a national open tender. Any company incorporated locally in Kenya is eligible.</p> <p>b) Any interested Foreign Firms not locally incorporated in Kenya MUST undertake Joint Ventures with local Kenyan firms for delivery of this equipment and take into consideration the following;</p> <ul style="list-style-type: none"> • Only a joint venture of two firms will be acceptable. • The joint venture agreement must be legally binding hence a contract between the two parties (local & foreign) firms must be attached. • The roles and responsibilities of each partner must be specified and the lead firm which must be a local firm will form a contract with KCAA if awarded the contract. • The two joint venture partners will be evaluated appropriately.
2.	Request for extension of at least 14 days from the tender closing dates to enable compliment of comprehensive bid that can meet the threshold of KCAA requirements.	After consultations, this tender has been extended from 11 th January, 2022 to Thursday, 20th January, 2022 at 1100hours local time.
3.	Section 1; item 4.1.3 Kindly clarify this ambiguous statement. Why should bidders be denied a chance to participate in more than one tender?	This is a national tender and tenderers are free to participate in all of them. Each tender is separate and not in Lots.
4.	Section 1; item 4.1.9 Navigation equipment under supply in the tender is 100% sourced from foreign market and	<ul style="list-style-type: none"> • This is a national open tender. Any company incorporated locally in Kenya is eligible. • Any interested Foreign Firms not locally incorporated in Kenya MUST undertake Joint

	forms over 80% of tender cost. Services that may be sourced locally is marginal. The 40% requirement is therefore not realistic. Kindly clarify how to achieve this requirement.	Ventures with local Kenyan firms for delivery of this equipment
5.	Section 1; item 4.1.10 How about a fully registered Kenyan company with 99.9% local work force but 100% owned by foreign original Navais equipment manufacturer company (100% Subsidiary)?	<ul style="list-style-type: none"> This is a national open tender. Any company incorporated locally in Kenya is eligible. Any interested Foreign Firms not locally incorporated in Kenya MUST undertake Joint Ventures with local Kenyan firms for delivery of this equipment.
6.	Kindly note that numbering of pages 54 to 63 have been duplicated but with different contents.	The Authority has noted that the said pages had been corrupted during system uploading, however the pages with the visible contents have been corrected and are as attached from (Recurrent cost summary to personnel capabilities) pages are now attached. Bidders to paginate all their pages sequentially as required.
7.	Note that the deadline for seeking any other further clarification/s will be Thursday, 13th January, 2022 at 1700hours local time.	

There being no other business the exercise ended at 1.30pm.

William Kitum  Date 7/1/2022
FOR: DIRECTOR

For Director General
Kenya Civil Aviation Authority
P. O. Box 30163 - 00100,
NAIROBI.

