

KCAA/CONF/1010/3/VOL.63 (218)

16th June, 2026

TO ALL INTERESTED BIDDERS

THE FIRST AND FINAL CLARIFICATIONS OF THE TENDER FOR THE SUPPLY, DELIVERY, INSTALLATION, TRAINING, TESTING AND COMMISSIONING OF AN ADVANCED SURFACE MOVEMENT GUIDANCE AND CONTROL SYSTEM FOR JOMO KENYATTA INTERNATIONAL AIRPORT.(RE-TENDERING) ; TENDER NUMBER KCAA/029/2025-2026.

Following the various clarifications sought by bidders and those made by Kenya Civil Aviation Authority during the mandatory site/pre-bid meeting held on **Wednesday, 10th June, 2026 at 11.00 a.m.** at the Authority's headquarters, Aviation House, we hereby issue final clarifications and responses to all interested bidders who attended the mandatory site/pre-bid meeting.

In accordance with section II under provisions of instructions to tenderers (ITT), in tender data sheet, clause 8.4 and 9.1 of the tender document which was issued or obtained from KCAA website and public procurement information portal, the Authority has prepared final responses to requests for clarifications sought during the pre-bid meeting.

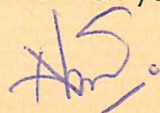
The purpose of this letter is to forward to you the final mandatory pre-bid/site meeting minutes and responses to clarifications sought for your perusal and information as you prepare your bid.

For avoidance of doubt, the documents to be uploaded on KCAA website and public procurement information portal as part of these clarifications are the mandatory pre-bid/site meeting minutes final response to clarifications sought.

Please note that these clarifications shall be read and construed as part of the bidding document.

The closing date of the tender remains **Tuesday, 23rd June, 2026 at 11.00 hours.**

We wish you all the best as you prepare to submit your bids.



Alice Kandira
FOR: DIRECTOR GENERAL

Encl.




RESPONSE TO THE REQUEST FOR CLARIFICATIONS ON TENDER FOR SUPPLY, DELIVERY, INSTALLATION, TRAINING, TESTING AND COMMISSIONING OF AN ADVANCED SURFACE MOVEMENT GUIDANCE AND CONTROL SYSTEM FOR JOMO KENYATTA INTERNATIONAL AIRPORT (RE-TENDERING) AS AT 10TH JUNE 2026. TENDER NO. KCAA-029-2025-2026.

FIRST RESPONSE TO THE REQUEST FOR CLARIFICATIONS ON TENDER FOR SUPPLY, DELIVERY, INSTALLATION, TRAINING, TESTING AND COMMISSIONING OF AN ADVANCED SURFACE MOVEMENT GUIDANCE AND CONTROL SYSTEM FOR JOMO KENYATTA INTERNATIONAL AIRPORT (RE-TENDERING) AS AT 10TH JUNE 2026. TENDER NO. KCAA-029-2025-2026.

NO	CLARIFICATIONS BEING SOUGHT	KCAA RESPONSES
1.	<p>Provide the training CWP's including the consoles and furniture at the EASA</p> <p>Bidder Question The training module to be located at East African School of Aviation shall consist of two (2) Controller Working positions connected to the A-SMGCS system at JKIA. The positions shall be for training purposes and should not affect the running of the A SMGCS system at JKIA.</p> <p>Please confirm if the positions at the EASA consist of two remote (monitoring-only) positions of the operational system</p>	<p>The positions at the EASA consist of two remote positions to be used for A-SMGCS technical training and should not be used for Air traffic control. The positions are for training and monitoring but not control.</p>
2.	<p>Experience The vendor MUST have successfully implemented at least three (2) A SMGCS/SMGCS systems over the past seven (7) years each of a value of Kshs. 300 million or more. projects must be implemented in a State outside the Country of manufacture of the A-SMGCS system. The vendor must have at least four (4) Qualified & Competent Specialists trained and experienced in implementation of A-SMGCS systems. Attach certified CVs and copies of certificates. Attach documentation for sites implemented by the respective qualified & competent specialists. The</p>	<p>The following is required: -The Organizations, addresses and locations where the systems have been implemented. Copies of Orders or awards or Contracts to be provided with their requisite completion certificates or recommendation letter or user acceptance documentation. Contact persons and their email address. At least one of the above projects must be implemented in a State outside the Country of manufacture of the A-SMGCS system. The vendor must have at least four (4) Qualified & Competent Specialists trained and experienced in</p>

For Director General
Kenya Civil Aviation Authority
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	<p>Please confirm whether a local subsidiary company can use/rely on the credentials (references, personnel, financial capabilities, etc.) of its parent company or sister company within the group to meet these requirements</p>	<p>implementation of A-SMGCS systems. Attach certified CVs and copies of certificates. Attach documentation for sites implemented by the respective qualified & competent specialists. The qualified & competent specialists proposed here MUST be the experts who will implement the project. This information should be available in the Project Team composition. In the event of JV the credentials of the parent or sister company may be used as indicated above</p>
<p>3.</p>	<p>Financial Resources The bidders shall submit the latest three years (2025, 2024 and 2023) audited financial statements. Attach certificate of the auditing firm and the auditor(s).</p> <p>As companies have up to six months after the end of their accounting period to file their annual returns, the audited financial statements for FY2025 will not be available before the tender closing date. We therefore kindly request that the requirement to submit 2025 audited accounts be removed and that bidders be allowed to submit audited annual accounts for the financial years 2024, 2023, and 2022 instead.</p>	<p>Different firms have different Accounting Cycles Audited Financial Statements for FY 2024/2025, 2023 and 2022 will be accepted.</p>
<p>4.</p>	<p>4.10 Foreign tenderers are required to source at least forty (40%) percent of their contract inputs (in supplies, subcontracts and labor) from national suppliers and contractors. To this end,</p>	<p>This requirement remains as it is because these are standard tender documents as developed by the Public Procurement Regulatory Authority</p>

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	<p>a foreign tenderer shall provide in its tender documentary evidence that this requirement is met. Foreign tenderers not meeting this criterion will be automatically disqualified. Information required to enable the Procuring Entity determine if this condition is met shall be provided in for this purpose is be provided in "SECTION III - EVALUATION AND QUALIFICATION CRITERIA, Item 9".</p> <p>The vast majority of an Advanced Surface Movement Guidance and Control System is technically a highly complex product, comprising of hardware and software of a very specific nature developed for the Air Traffic Control Industry. Therefore, they are sourced from the foreign market. Consequently, it's not possible to meet the requirement of sourcing 40% of the contract inputs from local suppliers and contractors. We request this requirement be waived.</p>	<p>(PPRA) and the Authority has no powers to vary this requirement.</p>
5.	<p>The bidder shall provide manufacturers' authorizations for all core infrastructure and systems if they are not the Manufacturer.</p> <p>Please confirm whether a local registered company is also considered a manufacturer if it is a subsidiary of the system manufacturer of the proposed solution.</p>	<p>Manufacturer Authorizations should come from the Original Equipment Manufacturer (OEM) only</p>

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<p>6.</p>	<p>a)History of non-performing contracts: Tenderer and each member of JV in case the Tenderer is a JV, shall demonstrate that non-performance of a contract did not occur because of the default of the Tenderer, or the member of a JV in the last (specify years). The required information shall be furnished in the appropriate form. (c) Litigation History There shall be no consistent history of court/ arbitral award decisions against the Tenderer, in the last (specify years). All parties to the contract shall furnish the information in the appropriate form about any litigation or arbitration resulting from contracts completed or ongoing under its execution over the years specified. A consistent history of awards against the Tenderer or any member of a JV may result in rejection of the tender.</p> <p>Kindly confirm the exact number of years to be specified for these criteria of non-performing contracts and Litigation History.</p>	<p>The Authority will go to the extent of establishing the status of the attached previous contracts by a way of a due diligence. Further, the Authority will note all the pending litigations of the prospective winning firm.</p>
<p>7.</p>	<p>The training module to be located at East African School of Aviation shall consist of two (2) Controller Working positions connected to the A-SMGCS system at JKIA. The positions shall be for training purposes and should not affect the running of the A-SMGCS system at JKIA.</p> <p>Please clarify who will provide the datalink between Joma Kenyatta International Airport Control Tower and</p>	<p>KCAA will provide a link between JKIA and EASA.</p>

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	East African School of Aviation at Embakasi	
8.	<p>The A-SMGCS shall support surface movement operations of all mobiles within the Coverage Volume.</p> <p>Kindly confirm the required Coverage Volume. Can we assume that the new SMR will be installed on the existing SMR position?</p>	<p>We prefer the existing SMR position, but bidders are free to install the antennae anywhere if it executes the required services and covers all the blind spots. The bidder will bear any extra cost incurred by relocating the position of the antenna.</p>
9.	<p>No.30. The bidders shall provide a proposed service and maintenance agreement for the system with a proposed commencement at the end of the three (3) year warranty period. This maintenance agreement should be for a five (5) years period and should be costed separately as appropriate. This costing shall be considered during the financial evaluation for comparison purposes but shall not be included in the bid price. The quoted maintenance price shall remain firm and fixed for the stated period No. 308. The contractor shall submit a proposal for the system support and maintenance in the installed systems for a period of 3 years after expiry of the warranty. The cost of the maintenance shall not be part of the bid price and may be considered after the warranty period. KCAA is however not bound to accept the proposal</p> <p>We note that the referenced sections indicate contradictory maintenance periods; one states 5 years while another states 3 year. Please confirm</p>	<p>The required duration for the system support and maintenance proposal should be five (5) years after the three (3) years warranty period.</p>

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	the required duration for the system support and maintenance proposal.	
10.	<p>SCC 8.1 and SCC 8.2 – Contractor shall commence work within 14 days from the Effective Date. The Time for Completion of the Facilities shall be agreed during contract signing and defined in the Contract Agreement and Appendix (Time Schedule).</p> <p>Kindly confirm the expected time for completion (contract duration) for the project, including key milestones (design, delivery installation and commissioning) since section 8.2 indicates that it will be agreed during contract signing but no indication on duration is mentioned on the tender document.</p>	An actual project implementation schedule will be agreed upon contract signing and specifically during the kickoff meeting.
11.	<p>ITT 8.2 – Any questions in writing shall reach the Procuring Entity not later than 10th June 2026 at 10:00 AM. Invitation to Tender – Mandatory pre-bid meeting scheduled for 10th June 2026 at 10:00 AM.</p> <p>To allow bidders to raise questions that may arise after the pre-bid meeting and the site survey, we request that the deadline for submitting questions be extended, as it is currently set on the same day as the meeting.</p>	For this purpose, this request for clarifications was extended up to 12th June, 2026 at 1700 Hours East African Time in the event they were any further clarifications.
12.	No. 49.1 Within twenty-one (21) days of the receipt of the Form of Acceptance from the Procuring Entity, the successful Tenderer shall furnish the Performance Security in accordance	The Contractor shall, within twenty-eight (28) days of the notification of contract award, provide a performance security for the due performance of the Contract which will be in force until the

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	<p>with the General Conditions GCC 13.3, subject to ITT 38, using for that purpose the Performance Security Form included in Section X, Contract Forms, or another form acceptable to the Procuring Entity. No. 13.3.1 The Contractor shall, within twenty-eight (28) days of the notification of contract award, provide a security for the due performance of the Contract in the amount specified in the SCC.</p> <p>Please confirm the deadline for constitution of the Performance Security</p>	<p>end of the contract implementation period.</p>
<p>13.</p>	<p>No 22. Experience The vendor MUST have successfully implemented at least three (2) A-SMGCS/SMGCS systems over the past seven (7) years each of a value of Kshs. 300 million or more. The following is required: - We note that the number of references indicated in words does not correspond with the number indicated in digits. Please clarify the minimum number of references to be provided.</p>	<p>The vendor MUST have successfully implemented at least two (2) A-SMGCS/SMGCS systems over the past seven (7) years each of a value of Kshs. 300 million or more per contract.</p>
<p>14.</p>	<p>26. Tenderer shall provide a written commitment to guarantee availability of spare parts or to repair the equipment under offer for a period of at least ten (10) years after end of warranty. 303. The tenderer shall guarantee the ability to furnish spare parts or to repair the equipment under offer for a period of at least twelve (12) years after the end of the warranty.</p>	<p>The successful bidder should provide a written commitment to guarantee supply of spare parts to repair the equipment for a period of at least ten (10) years after the warranty period.</p>

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	The two clauses are inconsistent on the required period for spare parts and repair support (10 years vs 12 years after warranty). Kindly confirm the correct duration	
15.	A mandatory pre-bid meeting will be held at KCAA Headquarters, Aviation House, Jomo Kenyatta International Airport, Nairobi, Kenya on Wednesday, 10/06/2026 at 10:00am EAT. The tenderer shall conduct a mandatory site survey at JKIA Tower to determine the site requirements It's our understanding that the pre-bid meeting and the mandatory site survey at JKIA Tower will take place on the same date. Please confirm if this understanding is correct.	The agreement is that bidders conduct a site survey at JKIA on 12 th June, 2026 at 11.00 Hours EAT. Bidders should provide copies of their IDs to facilitate entry into JKIA. The clearance is by KAA.
16.	On the mandatory requirements, Item 8, indicates the bid security as two (Two million in words and Six (6) in words. Between the two, which is the correct amount of the bid security?	The bid security shall be Kenya Shillings Six Million (Kshs.6,000,000.00).
17..	Is it the responsibility of the successful bidder to dismantle the old system?	Yes, it is the responsibility of the winning bidder to dismantle the old system before installing the new one.
18.	Who provides the Risk Management Plan?	The winning bidder develops a Risk Management Plan for adoption by the Authority
19.	Who provides the Hazards Management Plan?	The winning bidder develops a Hazards Management Plan for adoption by the Authority
20.	Who provides a Safety Management Plan?	The winning bidder develops a Safety Management Plan for adoption by the Authority

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21.	Do the Authority have an existing GPS System?	Yes, the authority has an existing GPS System and winning bidder will be required to integrate the clock to the A-SMGCS system for time synchronization.
22.	Do the Authority have other systems required for integration with the new system?	Yes, the Authority has other systems that require integration especially the Air Traffic Management System and synchronization with the recorders.
23.	It seems that these works will involve the hire of a helicopter to hoist the equipment on the top of the control tower? Who pays for it?	It was agreed that the winning bidder can use any means to hoist the equipment on top of the control tower. This cost will be added in Schedule No.4 (Installation and other services) as stipulated in page 74 of 215 of the tender document issued. This cost will also form part of the Form of Tender (Contract Sum)
24.	Is there a problem if the winning bidder decides to supply an expandable system?	The Authority will require a system that meets the functional requirements for modularity and expandability to cope with future Airport developments as per functional requirements as stipulated in the tender document.
25.	The tender closing/submission date	Bidders are reminded that the tender submission deadline is Tuesday, 23rd June 2026 at 11:00 Hours East African Time



Deputy Director, Supply Chain Management
FOR: DIRECTOR GENERAL

DATE: 12th JUNE 2026

For Director General
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