

KENYA CIVIL AVIATION AUTHORITY

efficiently managing air safety

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10TH FEBRUARY, 2025

TO ALL INTERESTED BIDDERS

FIRST CLARIFICATION FOR TENDER FOR SUPPLY, DELIVERY, INSTALLATION, TRAINING AND COMMISSIONING OF 3D PANORAMIC TOWER, APPROACH AND AREA AIR TRAFFIC CONTROL TRAINING SIMULATOR AT EAST AFRICAN SCHOOL OF AVIATION: TENDER NUMBER KCAA/016/2024-2025:

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, 5th February,2025 at East African School of Aviation. 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 at the site and those received by the Authority as at Monday, 10th February, 2025.

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 will 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.

Bidders to note that, the last date to seek for any further clarifications shall be Tuesday, 18th February, 2025 **at 5.00pm EAT.**

The closing date of the tender has been extended from Thursday, 20th February,2025 to **Thursday**, **27**th **February**,**2025** at **11.00** hours **EAT**.

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

William Kitum

FOR: DIRECTOR GENERAL

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RESPONSE TO THE REQUEST FOR CLARIFICATIONS TO THE TENDER FOR THE SUPPLY, DELIVERY, INSTALLATION, TRAINING AND COMMISSIONING OF 3D PANORAMIC TOWER, APPROACH AND AREA AIR TRAFFIC CONTROL TRAINING SIMULATOR AT EAST AFRICAN SCHOOL OF AVIATION AS AT WEDNESDAY, 5TH FEBRUARY 2025: TENDER NUMBER KCAA/016/2024-2025.

No.	Clarifications Sought	KCAA's response to the clarifications.	
1.	The bidders sought clarifications on the PRELIMINARY EVALUATION CRITERIA/ Clause No 26 "Provide evidence that you are a Manufacturer of the system by attaching a Manufacturer Authorization Certificate." Question a) The 3D Simulator involves integration of various components which are third party. Is it possible for a System Integrator and has experience in this field have a formal Teaming Agreement with the manufacturer as well as a Manufacturers Authorization? Allowing only Manufacturers to bid is restrictive.	Bidders are encouraged to form a joint venture with the Original Equipment Manufacturers. However, the manufacturer shall be the lead bidder. A copy of the joint venture agreement or teaming agreement should be submitted together with the bidding document.	
2.	The bidders sought clarifications on the PRELIMINARY EVALUATION CRITERIA / Clause No 21. "Provide proof that the bidder has specific experience in the supply, delivery, installation, training and commissioning of 3D panoramic Tower, Approach and Area Air Traffic Control Training Simulator in at least three projects each of a value of Kshs. 300 million or more within the last five (5) years". Question The value of Kshs. 300 Million or more is restrictive as our solutions deliver better value at a far lesser costs. The bidders request for the requirement of the value be removed from the mandatory requirements.	Preliminary evaluation criteria item No. 21. This project is complex and requires firms with adequate technical experience and financial capability to deliver this project timely without any challenges (Technical and Financial capability). As a result, interested bidders must meet this stated requirement of having carried out successfully similar projects for the supply, delivery, installation, training and commissioning of 3D panoramic Tower, Approach and Area Air Traffic Control Training Simulator of similar magnitude in terms and value. However, the experience requirement is amended to address some of the clarifications as follows: -	

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		The bidder shall provide proof that they have specific experience in the supply, delivery, installation, training and commissioning of 3D panoramic Tower, Approach and Area Air Traffic Control Training Simulator in at least three projects each of a value of Kshs. 250 million or more within the last Seven (7) years as follows: - i. At least one (1) of the projects shall have been implemented in a country outside the state of manufacture. ii. The projects must be complete and operational to be verified through submission of a project completion certificate, project site acceptance test certificate or project commissioning certificate. KCAA may carry out due diligence to verify this. iii. Evidence of all previously and successfully accomplished integration services undertaken for a similar system. iv. Attach copies of contracts for each of the projects provided and corresponding recommendation letter from the previous clients.
3.	The bidders sought clarifications on the PRELIMINARY EVALUATION CRITERIA / Clause No 22. "Bidders MUST have an annual turnover for each of the last three years of at least Kshs 500 million." Question The bidders request for removal of this requirement as it is highly restrictive. The bidder understands that KCAA would want to award this project to a firm which has the technical as well as financial capacity to deliver. The requirement of financial capacity is addressed in Clause No 15, 16 and 23.	Preliminary evaluation criteria item No. 22. Turnover requirement is revised as follows: - • Bidders MUST have an average annual turnover of at least Kshs. 300 million in the last three years.

The bidders sought clarifications on page 34 item 21 Experience The vendor or the manufacturer of the equipment r	KCAA's response to the clarifications.
installed and commissioned similar equipment in five areas outside the domiciled Country. Attach copies of contracts and reference and or recommendation letters. Provide proof that the bidder has specific experience in the supply, delivery, installation, training and commissioning of 3D panoramic	A local registered company owned by the manufacturer is considered a manufacturer and can therefore rely on the references of all subsidiaries within the parent company group to meet this requirement. The bidder shall provide documentary evidence of the relationship with parent company including ownership documents. Further, refer to clarification number 2 above on the amendment of this requirement.

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5.	The bidders sought clarifications on page 7 item 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, 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". Question The vast majority of the Air Traffic Control Training Simulator hardware and software are of a very specific nature developed for the ATM 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 kindly request you waive this requirement.	KCAA has reviewed this requirement and has noted that it will not apply absolutely since this is specialized Aviation Systems/ Equipment where most of the targeted firms are Original Equipment Manufacturers (OEM) and none is available locally. As a result, interested bidders should proceed to prepare their tender documents indicating the OEM country of Origin and that due to the specialty of the equipment / system proposed it is not possible to source to a local company at least forty percent (40%) of their contract inputs.
6.	The bidders sought clarifications on page 34 item 26. Provide evidence that you are a Manufacturer of the system by attaching a Manufacturer Authorization Certificate. Question Please confirm if a locally registered Company is also considered a manufacturer when it belongs to the same group of companies with the system manufacturer of the proposed solution.	

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7.	The bidders sought clarifications on page 29, 33 item ITT 21.1 The Tender validity period shall be 182 DAYS 11. Validity of bid tender, for a period of 238 days. Question We note that the referenced section has contradicting validity period. Please confirm the tender validity period.	The tender validity period shall be 182 days.	
8.	Simulator shall have capability for Modelling. Question Please clarify what is referred to by modeling? Does this refer to modelling 3D environments, Aircraft Performance modelling?	simulate 3D environments for various airfields and a wide range of aircraft models.	
9.	Account for "automatism" during emergency situation pertaining to changes. Question What does this requirement mean? What does automatism refer to? That an emergency situation can be automated so nothing has to be modified during an exercise?.		
10.	When offline analyze exercise event (aircraft, pilot and controller actions,) Question Does this refer to the ability to view analytics outside of the simulator or a running exercise at a later time? E.g. during a debrief?.	This refers to ability to record data for both analytics and replay, for aiding in debriefing after an exercise.	
11.	Application and analysis of special procedures Question Could you please elaborate on this?.	Special procedures include but not limited to the following Standard Operating Procedures: Runway change procedures. Runway inspection procedures. Workmen and civil works on maneuvering area procedures.	

No.	Clarifications Sought	ions Sought KCAA's response to the clarifications.	
12.	Provide tools to manage datasets imported from the ATC system and enable management of database, this will enable simulation of a traffic scenario. Question What ATC system are you referring to? Can you elaborate on the type of data, format or protocols you are expecting to import from?.	The server for air traffic generation should be customer friendly in order to import data to any workstation from the main server.	
13.	The VCCS shall support noise effects overlay on a single frequencies or multiple frequency at a configurable volume. Question What does overlay noise effects on a single freq. or multi frequency mean? Is this referring to a static noise on frequencies?.	VCCS should be able to add noise effects to one or more frequencies and the volume of the noise effects can be adjusted as needed to simulate real world conditions such as static or interference during communication. Also the frequencies for Aerodrome, Approach and Area should not interfere with each other when all the simulators are running simultaneously.	
14.	The Data Preparation position shall be developed from a commercial database to allow creation and modification of all information stored as: Question Can you elaborate on what you mean by a "commercial database"? Is there a specific source you are interested in using and if so is there a cost in accessing this database?.	It is recommended to use widely recognized open source commercial DBMS instead of vendor specific DBMS.	
15.	Multi and mono-tracking displays. Please elaborate on what this means? Is this multi display panels or Multi-target on a situational display, Out the window display?.	The simulator should provide a selection of a single radar or several radars.	

No.	Clarifications Sought	KCAA's response to the clarifications.	
16.	The bidder shall provide the latest version of software, hardware and associated documentation at no extra cost if newer technology or developments have occurred within the warranty period. Question Can you clarify that you are expecting all new hardware to be delivered at the end of the warranty period? It is likely that "the latest version of hardware" would be available by the end of the warranty period. If all new hardware has to be purchased at the end of the warranty period to meet this requirement regardless if it is faulty, this would more than double the cost of hardware procurement as likely everything would have to be purchased twice. Please confirm the intention of		
17.	this requirement is for software latest versions at no additional cost The Procuring entity should provide measurements of the halls where the simulators will be installed, the floor in terms of length and width, and height of the hall.	Area Simulator and Tower & Approach Simulator floor layouts are attached. These layouts for the rooms has provided approximate measurements and it is the responsibility of the bidder to establish and confirm exact measurements.	
18.	The Procuring entity should give an extension of the tender submission period, to allow accommodation of the clarifications.	The tender submission period is extended from 20/2/2025 to Thursday, 27 th February 2025 at 11.00 am, EAT. Tenders to be dropped at KCAA Headquarters, Aviation House, Ground Floor – JKIA.	
19.	Item No. 7 under Preliminary Evaluation Criteria, reads "Provide a tender security of Kenya Shillings Two Million Only (KES 4,000,000.00) valid for 210 days." Kindly clarify.	Shillings Four Million Only (KSH. 4,000,000.00) in the form of a demand	

No.	Clarifications Sought	KCAA's response to the clarifications.		
20.	Please provide diagrams of the rooms / floor where the simulators will be installed, including exact dimensions and distances between rooms.	Area Simulator and Tower & Approach Simulator floor layouts are attached. These layouts for the rooms has provided approximate measurements and it is the responsibility of the bidder to establish and confirm exact measurements.		
21.	Please describe the role of each room proposed for the deployment.	As demonstrated during the site visit to the rooms, we have the following: technical room (for servers, UPS, cabinets etc), Aerodrome control, Approach control, Area control and control/management rooms.		
22.	Please clarify if the all the pseudo pilots (6x tower, 6x approach, 6x route) may be installed in same room.			
23.	Please provide information of the exact power installed on the premises.	As indicated in the tender document and demonstrated during site visit, currently there is a simulator installed. The technical room is equipped with 3-Phase power.		
24.	Please provide information on the HVAC currently available on the used rooms.	As indicated in the tender document and demonstrated during the site visit, currently there is a simulator installed. The technical room is equipped with 3-Phase power.		
25.	Please confirm IT equipment used in the simulator may be procured locally in Kenya from partner.	N N		
26.	Please accept solutions where Supervisor, System Manager, Data Preparation can be managed from one single integrated system, instead of 3 separated ones	separate workstations, but each station should be integrated to provide the services		
27.	Please accept bidders with the relevant simulator experience with annual turnover less than "ast three years of at least Kshs 500 million."	number 3 above.		

No.	Clarifications Sought	KCAA's response to the clarifications.	
28.	Please remove this requirements that limit fair competition: Least three projects each of a value of Kshs. 300 million or more within the last five (5) years as follows: - Please remove this requirements that limit fair competition: The projects shall have been implemented in a country outside the state of manufacture.	Refer to the clarification provided under number 2 above.	
29.	Spares parts — Please give guidance on how the spare parts should be treated during bidding?.	 Spares parts Bidders shall provide separately the list and unit prices of ALL system spare parts. The cost of spare parts should NOT be included in the total contract sum submitted. (This should be separately listed and presented in the bid document). The spare parts price schedule provided will be used after commissioning and end of warranty period to order for the spares on need basis. This supersedes clause 169 (iv) on spare parts requirement stated in page 49 0f 203 of the tender documents. The rest of the requirements remains the same. 	
30.	PRICE SCHEDULE. Indicated as SCHEDULE NO. 5 in the tender document.	REVISED PRICE SCHEDULE: - The price schedule indicated as SCHEDULE NO. 5 in the tender document has been revised. Refer to the revised SCHEDULE NO. 5 attached herein.	
31.	Warranty and post warranty.	Bidders to refer to clause 10.9 on warranty and post warranty, page 110 of 203 of the tender document and ensure the warranty cost quoted covers all the requirements listed.	

Manager Procurement

FOR: DIRECTOR GENERAL

Attachments: -

- 1) Annex I Revised price schedule.
- 2) Annex II Area Simulator room floor layout.
- 3) Annex 1II -Tower & Approach Simulator floor layout.

Date: 10TH FEBRUARY,2025



ANNEX I - REVISED PRICE SCHEDULE NO. 5. GRAND SUMMARY OF PRICE.

Item	Description	Unit	Total Price
1.	Supply, Delivery, Installation, Training And Commissioning Of 3D Panoramic Tower, Approach And Area Air Traffic Control Training Simulator At East African School Of Aviation.	LOT	
2.	Installation Costs for the 3D Panoramic Tower, Approach And Area Air Traffic Control Training Simulator	LOT	
3.	Training Costs for the number of officers and days as described in the tender document as follows; 1. Factory Training 2. FAT 3. Onsite Training	Numbers	
4.	Testing, Commissioning and other charges if any/describe	LOT	
5.	Three (3) Years warranty period charges from commissioning date (Bidders to refer to clause 10.9 on warranty and post warranty, page 110 of 203 of the tender document to ensure the warranty cost quoted covers all the requirements listed).	LOT	
6.	Total cost before Value Added Tax (VAT) and other taxes		
7.	Capacity Building Levy (CBL) – 0.03% of the total cost before Value Added Tax (VAT) and other taxes		
8.	Total cost inclusive of CBL before VAT and other taxes		
9.	Value Added Tax (VAT)		
10.	Any other applicable taxes		
	Total inclusive of all applicable taxes to be transferred to the Form of Tender.		









