

TO ALL INTERESTED BIDDERS

FIRST CLARIFICATION FOR TENDER FOR THE SUPPLY, DELIVERY, INSTALLATION, TRAINING, TESTING AND COMMISSIONING OF DOPPLER VERY HIGH FREQUENCY OMNI-RANGE EQUIPMENT AND DISTANCE MEASURING EQUIPMENT (DVOR AND DME) FOR WAJIR AIRPORT: TENDER NUMBER KCAA/015/2024-2025:

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, 29th January, 2025 at Wajir ANS Airport. 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 Thursday, 30th January, 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 **Friday, 14th February, 2025 at 5.00pm Local time.**

The closing date of the tender has been extended from Thursday, 13th February, 2025 to **Tuesday, 25th February, 2025 at 11.00 hours** local time.

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

A handwritten signature in black ink, appearing to read 'William Kitum', is written over a stylized orange and white graphic element that resembles a wing or a swoosh.

FOR: DIRECTOR GENERAL





FIRST RESPONSE TO CLARIFICATIONS SOUGHT BY INTERESTED BIDDERS VIA EMAIL AND DURING A MANDATORY PRE-BID MEETING FOR SUPPLY, DELIVERY, INSTALLATION, TRAINING, TESTING AND COMMISSIONING OF DOPPLER VERY HIGH FREQUENCY OMNI-RANGE EQUIPMENT AND DISTANCE MEASURING EQUIPMENT (DVOR AND DME) FOR WAJIR AIRPORT: TENDER NUMBER KCAA/015/2024-2025:

INTRODUCTION AND GENERAL BRIEFS ON THE DVOR/DME PROJECT PRE-BID MEETING	
1.	<p>KCAA welcomed all interested bidders to the meeting room before proceeding with them to the site where the previous DVOR/DME had been installed. This visit provided bidders with an opportunity to understand the system and KCAA's expectations for the timely and successful delivery of the project.</p> <p>Following the site visit, KCAA briefed all attendees on some of the key requirements and instructions outlined in the main tender document for emphasis as follows: -</p> <ul style="list-style-type: none"> • That the DVOR/DME was damaged by fire and is currently not usable. • The system to be supplied should be fully integrated (DVOR/DME) as stipulated in the tender document. • All the steel structures supporting the counter poise will be re-used, some of the beams and pillars need to be rehabilitated. • All the Antennas, antenna distribution unit and antenna feed cables shall be supplied replaced by the vendors. • The Central Antennas and the obstruction lights shall be replaced and should come with photo sensor as per specifications. • The DVOR shelter must be thermal conditioned to allow the Air Conditioners to work efficiently and effectively without straining due to the hot temperatures at Wajir region. • Intrusion must be included. • Fire Detection and Suppression should be included. • Replace part of the damaged mesh and cable trays and rehabilitate parts of the steel structure that was damaged by fire by spray painting them as stated in the tender document. • The output of the power supply units (KPLC, Generator) will be supplied to the equipment using an underground armored cable as stipulated in the specifications. • The Diameter of the diametrically opposite antennas on the counterpoise was given as approximately 13.5 meters and the diameter of the counterpoise is approximately 22 meters. • The tender sum should be inclusive of costs for decommissioning of the current burnt structure. • The successful bidder will be required to check and ensure that a proper earthing of the entire structure is attained.
2.	<p>SOLAR POWER SYSTEM</p> <p>The bidders to provide <i>a separate financial proposal which will NOT be included in the bid price/main form of tender.</i> The proposed solar system will involve supply, delivery and installation of a 12 KVA Solar Power System which the Authority may consider installing as a secondary power support system. <i>(The minimum specification for the proposed optional solar system is Annexed as II and the price schedule as Annex III, to use are herein attached).</i></p>

CLARIFICATIONS AND RESPONSES SOUGHT BY INTERESTED BIDDERS					
NO.	BIDDERS REQUEST FOR	KCAA'S RESPONSE TO			
	CLARIFICATION.	CLARIFICATION.			
1.	Kindly confirm the validity of tender whether it is for a period of 238 days?	The tender validity is 182 days.			
2.	Submit copies of all technical brochures for the proposed equipment.	Attach technical brochures for the proposed equipment.			
3.	<p>Experience The vendor or the manufacturer of the equipment shall prove that they have supplied, installed and commissioned similar equipment in five areas outside domicile 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, Testing and Commissioning of Doppler Very High Frequency Omni-Range Equipment and distance measuring equipment (DVOR and DME) in at least three projects each of a value of Kshs. 200 million or more within the last five (5) years as follows:</p> <p><i>i. The projects shall have been implemented in a country outside the state of manufacture.</i> <i>ii. The project must be complete and operational.</i> <i>iii At least one of the projects should have been implemented within the AFI region.</i> <i>iv. Evidence of all previously and successfully accomplished integration services undertaken for a similar system.</i></p> <p>Questions</p> <p>1. Preliminary Evaluation Criteria, Item no. 21 (Experience) page 38 of 206 and Requirement xi (Experience) page 44 of 206 are conflicting regarding the Experience requirements. One is ten (10) years in Africa, and the other is five (5) years in 3 areas. Kindly confirm whether your requirement is for an Experience of three (3) DVOR installed in Africa in the last ten (10) years or five (5) years?.</p> <p>2. Kindly confirm if a bidder can rely on the references of the proposed solution manufacturer to meet these requirements.</p> <p>3. What evidences are required to confirm successful implementation.</p>	<p>Experience requirement revised as follows: -</p> <p>The bidder shall prove that they have supplied, installed and commissioned at least three (3) similar equipment projects within the last Seven (7) years each with a value of Kshs. 120 million or more comprising the following: -</p> <p><i>i. At least One (1) of the projects must be for Supply, Delivery, Installation, Training, Testing and Commissioning of Doppler Very High Frequency Omni-Range Equipment and distance measuring equipment (DVOR and DME).</i></p> <p><i>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.</i></p> <p><i>iii. At least One (1) of the projects should have been implemented within the AFI region.</i></p> <p><i>iv. Evidence of all previously and successfully accomplished integration services undertaken for a similar system.</i></p> <p><i>v. Attach copies of contracts for each of the projects provided and corresponding recommendation letters from the previous clients.</i></p> <p>Response to the 3 specific questions: -</p> <p>1. Experience requirement revised as indicated above.</p> <p>2. The lead bidder shall be the manufacturer of the equipment hence must provide references of projects they have successfully implemented.</p> <p>3. Refer to ii on experience above.</p>			

CLARIFICATIONS AND RESPONSES SOUGHT BY INTERESTED BIDDERS		
NO.	BIDDERS REQUEST FOR CLARIFICATION.	KCAA'S RESPONSE TO CLARIFICATION.
4.	Why is KCAA requesting one project experience from AFI region as this seems a limitation to the prospective bidders?	This is a requirement to ensure that the proposed equipment will adapt well to the climatic conditions in AFI region noting the remote location of the equipment in Wajir and bidders must comply.
5.	<p>On item number 7: Bidders MUST have an annual turnover for each of the last three years of at least Kshs 200 million.</p> <p>Question: - MUST bidders have an annual turnover for each of the last three years of at least Kshs 200 million since this is high given the low pace of businesses after COVID 19 effect?.</p>	<p>Turnover requirement under number 7 revised as follows: -</p> <ul style="list-style-type: none"> • <i>Bidders MUST have an average annual turnover of at least Kshs. 150 million in the last three years.</i>
6.	A clarification was sought on submission of evidence that the bidder will be able to raise capital of Kshs 200 Million for the project.	The bidder shall provide evidence that they will be able to raise capital of at least Kshs. 120 million or more for this project. Letters from the Banks, bank statement or any other form of evidence.
7.	<p>Item 16 (Mandatory requirement). A clarification was sought on the submission of a statement in the bidder's letterhead indicating that the company has adequate financial resources to supply the equipment if awarded a contract. (Attach evidence).</p>	<p>Item 16 (Mandatory requirement).</p> <ul style="list-style-type: none"> • The evidence expected from bidders is its own letter affirming the capability of funding the project through their bankers, cash in bank and other sources of credit if awarded the contract.
8.	Spares parts – Please give guidance on how the spare parts should be treated during bidding?	<p>Spares parts</p> <ul style="list-style-type: none"> • Bidders shall provide separately a list and unit prices of ALL system spare parts. • <i>The cost of spare parts should NOT be included in the total contract sum submitted.</i> (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.
9.	<p>Technical Evaluation for DVOR and DME <i>(Who are the Manufacturers of the current DVOR and DME and models?)</i></p>	The manufacturer of the current DVOR & DME is Thales Deutschland GmbH-Germany, Model; DVOR:- DVOR432 (100W), DME:- DME435 (1kW).
10.	<p>Technical Evaluation for DVOR and DME <i>Is Communication to technical room (remote control) by Fibre optic lines or wired?</i> <i>If wired, are there plans to change to fibre-optic before the replacement?</i></p>	Remote control data transmission from DVOR/DME to control tower is by a radio link as highlighted in technical specifications.

CLARIFICATIONS AND RESPONSES SOUGHT BY INTERESTED BIDDERS			
NO.	BIDDERS REQUEST FOR	KCAA'S RESPONSE	TO
	CLARIFICATION.	CLARIFICATION.	
11.	<p>Technical Evaluation for DVOR and DME Is the DME antenna installed on a separate mast, or is it installed on top of the central antenna (DVOR)?</p>	The DME antenna is installed on the same mast on top of the DVOR central antenna as stipulated in the technical specification.	
12.	<p>Technical Evaluation for DVOR and DME <i>What kind of masts are used and can they be reused?</i></p>	The mast used for the antennas are galvanized metallic pipes which are clamped on a circular rail. The structural design for the counterpoise vary depending on the manufacturer, therefore, the bidders are required to provide the antenna masts.	
13.	<p>NB: The DVOR and DME shall be housed in a shelter provided by the bidder.</p> <p><i>Question: As Bidders must deliver shelters, is the location same as previous? Do bidders need to make a foundation or reuse existing? What is the Distance from shelter to the antennas?</i></p>	The location of the shelter should be on the same plinth as the previous shelter. There is a possibility that the plinth was damaged by the fire and the bidder is required to rehabilitate the plinth before use. The length from the shelter to the antenna depends on the design standards of the manufacturer.	
14.	<p>Please provide staff competencies required for the technical implementation of this project if one is successful, since it was not highlighted in the document.</p> <p><i>(Attach certified CVs and professional certificates for key technical staff who will be assigned to this project if successful.)</i></p>	<p>Staff Competence required: - Staff Competence in the installation, testing and commissioning of Doppler very high frequency omni-range equipment and Distance measuring equipment (DVOR and DME) shall comprise the following.</p> <p>1. Relevant Certifications:</p> <ul style="list-style-type: none"> • Master's degree or bachelor's degree or Diploma in telecommunications, electronics, avionics, and electrical engineering, or a related relevant field. • Manufacturer - Specific Certifications in installation and maintenance of DVOR/DME. <p>2. The installation personnel should have Technical Expertise in:</p> <ul style="list-style-type: none"> • Testing of Radio Navigation Aids according to ICAO Manual Doc 8071. • Electrical Systems and Power Distribution: This includes understanding grounding, surge protection, and electrical safety practices. • The personnel should have the technical expertise to align antennas, tune the transmitter and receiver components, and use specialized test equipment to ensure proper system functionality. 	

CLARIFICATIONS AND RESPONSES SOUGHT BY INTERESTED BIDDERS			
NO.	BIDDERS REQUEST FOR CLARIFICATION.	KCAA'S RESPONSE TO CLARIFICATION.	
		<p>3. Hands-On Experience: The Installation personnel must have at least 7 years' experience in Installation, Testing and Commissioning (Calibration adjustments) of DVOR/DME.</p> <p><i>Attach certified CVs and professional certificates for key technical staff who will be assigned to this project if successful.)</i></p>	
15.	Factory Acceptance Training	KCAA clarifies that there will be Three (3) Officers for the FAT training and NOT Six (6) officers. The number of days will however remain the same as indicated in the tender document for both DVOR/DME.	
16.	Onsite Training	KCAA clarifies that the Site training shall be conducted for Six (6) technical personnel. However, the number of days for training stated in the tender for both DVOR/DME shall remain the same.	
17.	Clarify on the amount and currency of the Tender Security shall be KSHS 2,000,000.00 (Two Million Kenya Shillings Only)	Yes. Bidders to note that the tender security required is Kshs. 2,000,000.00 (Two Million Shillings Only) in form of a bank guarantee issued by a financial institution approved and licensed by Central Bank of Kenya.	
18.	Please provide briefs on the expectations of KCAA's Joint Venture Agreement?	<p>Bidders are advised to attach a copy of the Joint Venture Agreement entered into by all members or a Form of intent to execute a Joint Venture Agreement together with a copy of the proposed Agreement. All members of joint venture MUST submit a duly filled Party to JV Information Sheet (where applicable).</p> <p>Whereas KCAA shall evaluate both firms under mandatory criteria requirements in case of a joint venture agreement, <i>the lead firm shall demonstrate competency and shall be the Original Equipment Manufacturer.</i></p>	

CLARIFICATIONS AND RESPONSES SOUGHT BY INTERESTED BIDDERS			
NO.	BIDDERS REQUEST FOR CLARIFICATION.	KCAA'S RESPONSE TO	
19.	<p>Project Commitment/Proposed Implementation Plan – Bidders MUST attach sample project plan/work program clearly indicating the expected completion date of the project. Indicate expected completion date.</p> <p>Question: - What is the expectation of KCAA on this requirement?.</p>	AS indicated in the tender document, bidders MUST attach a sample project plan/work program clearly <i>indicating the expected implementation period of the project in months</i> if awarded the contract.	
20.	<p>PRICE SCHEDULE.</p> <p>Indicated as SCHEDULE NO. 5 in the tender document.</p>	<p>REVISED PRICE SCHEDULE:-</p> <p>The price schedule indicated as SCHEDULE NO. 5 in the tender document has been revised. Refer to the revised SCHEDULE NO. 5 attached herein.</p>	
21.	Is it possible to give an extension of tender closing/opening date to enable adequate time for bidders to comprehensively respond?	<p>Extension of tender closing/submission date: -</p> <ul style="list-style-type: none"> Bid closing/submission date has been extended/revised from <i>Thursday, 13th February 2025 to Tuesday, 25th February, 2025 at 1100hours EAT.</i> 	



Manager Procurement
FOR: DIRECTOR GENERAL

Date: 3RD FEBRUARY, 2025

Attachments -----

- 1) ANNEX I – PROPOSED LISTING AND PRICE SCHEDULE FOR ALL THE SPARE PARTS FOR THE DVOR/DME (COST NOT TO BE INCLUDED IN BID PRICE OF BIDDER BUT SEPARATE COST).
- 2) ANNEX II – SPECIFICATIONS AND PRICE SCHEDULE FOR THE PROPOSED 12 KVA SOLAR POWER SYSTEM FOR WAJIR STATION DVOR/DME (COST NOT TO BE INCLUDED IN BID PRICE OF BIDDER BUT SEPARATE COST).
- 3) ANNEX III - REVISED SCHEDULE NO. 5. GRAND SUMMARY OF PRICE.

ANNEX II – SPECIFICATIONS AND PRICE SCHEDULE FOR THE PROPOSED 12 KVA SOLAR POWER SYSTEM FOR WAJIR STATION DVOR/DME (COST NOT TO BE INCLUDED IN BID PRICE OF BIDDER BUT SEPARATE COST).

No.	Item description	Unit	Quantity	Unit price	Total cost
1)	12kVA , 48VDC hybrid inverter charger (Type Victron or equivalent)	No.	1		
2)	2v, 800AH OPzV Tubular GEL sealed solar battery: (Type Ritar or equivalent)	No.	24		
3)	Steel fabricated battery rack/cabinet all weather proof	No.	1		
4)	550W, 24VDC solar panels (Type Jinko or equivalent)	No.	24		
5)	100AMPS, 250VDC Smart MPPT controller (Type Victron or equivalent)	No.	3		
6)	Solar panels roof/Ground mount structure	Lot	1		
7)	AC mains manual bypass switch	Lot	1		
8)	Automatic change-over module	No.	1		
9)	DC solar isolators	No.	2		
10)	Battery fuse	No.	1		
11)	Battery monitor, control panel & Monitoring Unit c/w all necessary communication equipment and data cable (as Color Control GX or equivalent)	Lot	1		
12)	Surge Protector (as PowerPoint SP3P or equivalent) rated at 63Amp.	No.	1		
13)	Metal clad weather-proof steel structure to house batteries, inverters/charger controller and switchgear.	Lot	1		
14)	Installation materials and costs	Lot	1		
	GRAND TOTALS INCLUSIVE OF ALL APPLICABLE TAXES				

Name of Tenderer _____ Signature _____

NOTES:

- Prices must be inclusive of all applicable taxes and being an optional requirement by KCAA, KCAA will negotiate with the successful bidder once funds are available to implement.
- COST NOT TO BE INCLUDED IN BID PRICE OF BIDDER BUT SEPARATE COST.

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

Item	Description	Unit	Total Price
1.	Supply and Delivery Of Doppler Very High Frequency Omni-Range Equipment And Distance Measuring Equipment (DVOR & DME) for Wajir Airport	LOT	
2.	Installation Costs for the Doppler Very High Frequency Omni-Range Equipment And Distance Measuring Equipment (DVOR & DME) for Wajir Airport	LOT	
3.	Training Costs for the number of officers and days as described in the tender document as follows; 1. FAT 2. Onsite	Numbers	
4.	Testing, Commissioning and other charges	LOT	
5.	Three (3) Years warranty period charges	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.			

