

KCAA/CONF/1010/3/VOL.50 (259)

18th January 2022

TO ALL INTERERSTED BIDDERS

FIRST RESPONSE TO CLARIFICATIONS SOUGHT BY PROSPECTIVE BIDDERS ON THE TENDER FOR SUPPLY, INSTALLATION, TRAINING AND COMMISSIONING OF AREA CONTROL CENTER AND DISASTER RECOVERY SYSTEM EQUIPMENT AS AT 18TH JANUARY 2022. TENDER NUMBER KCAA/032/2021-2022.

Reference is made to the above mentioned tender advertised on 21st December 2021 which you have expressed interest to participate.

The Authority has received various requests for clarification on the above stated tender from interested candidates.

In accordance with the provisions of Instructions to Tenderers (ITT) section 9 and 10 and the Tender Data Sheet ITT 9.1 of the tender document which was issued or obtained from KCAA website, the Authority has prepared a response to the requests for clarification received by 18th January 2022 to be circulated to all bidders who are participating in this tender. The preparation of this response has been necessitated by the request for clarifications sought by some of the bidders.

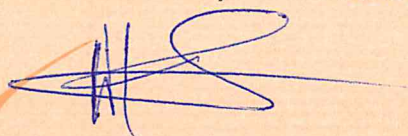
Attached herein is the first response to the clarifications requested.

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

The deadline for tender submission is hereby extended from 27th January 2022 to **9th March 2022 at 11:00AM.**

The deadline for request for clarification is hereby extended to **23rd February 2022.**

We wish you the best as you prepare to submit your tenders.



William Kitum

FOR: DIRECTOR GENERAL

Encl.



FIRST RESPONSE TO FIRST CLARIFICATIONS OF THE TENDER FOR SUPPLY, INSTALLATION, TRAINING AND COMMISSIONING OF AREA CONTROL CENTER AND DISASTER RECOVERY SYSTEM EQUIPMENT AS AT 18TH JANUARY 2022. TENDER NUMBER KCAA/032/2021-2022.

No.	Issue raised	Clarification provided by KCAA
1.	Please clarify on: Clear version of diagram 1: room layout of installation space for ACC and DRS on page NO. 121	See diagram attached.
2.	Is the requirement for 2x 100kVa UPSs or 2x 50Kva UPS?	The requirement is 2 X 100 KVA.
3.	UPS Autonomy: 2 hours on what load capacity in KW?	The requirement is autonomy of one hour at full load of 100KVA.
4.	Do you want to travel for the air condition factory acceptance test or only a certificate from the factory is enough?	No. For the auxiliary equipment (UPS, AVR and Air Conditioners) a certificate from the factory shall be required. There will only be Site training and Acceptance. See table 6.7.2.10 on page 197 of tender document.
5.	Some slave clocks are mentioned on the provided BOQ but I have no description of the type (analogue or digital, size, fixing method, single or double side...)	The clocks shall be digital flush type and displaying hours, minutes and seconds. The bidder supplying the clock will also supply the ATM system. Therefore, the size of the clock will depend on the provision of the clock on the console to be proposed by the bidder. Please see table on page 186 of 294 indicating the fixing method for the clocks to be wall or console mounted. The clocks will be single sided.
6.	They need 10 room clocks and 33 console clocks but can you tell me more?	Please see item 5 above. Also note that number of wall clocks is 21.
7.	Room clocks could be analogue type 30cm NTP PoE single side (trend type). Please confirm	Please see item 5 above.
8.	Console clocks could be digital type 18mm NTP PoE flush mounted (DA 18 flush type). Please confirm	Please see item 5 above.
9.	We would like to carry out the site visit to assess the air condition installation point. Please let us know when we can do it.	A site visit is allowed for bidders who wish to make a site visit. Please propose your preferred date for the site visit and send the personal details of the people to carry out a site survey to procurement@kcaa.or.ke.
10.	Section I, para 4.10 Para 4.10 says: Foreign tenderers are required to source at least forty (40%) percent of their contract inputs (in	KCAA has reviewed this requirement and has noted that it will not apply absolutely since this is specialized

	supplies, subcontracts and labor) from national suppliers and contractors. We consider this requirement unrealistic. A modern ATM system is technically a highly complex product, comprising hardware, software, various services and it requires a lot of ATM knowledge and experience. None of these ingredients exists in Kenya to such a degree that it might fill up 40% of the contract input. We therefore require that you remove this requirement or at least considerably reduce the percentage. Should you keep the requirement as it is, many foreign companies would not be able to tender. Should some foreign company be able to fulfil the requirement, because of having setup some specific African structure, this would be extremely discriminating.	Aviation Systems/ Equipment where most of the targeted firms are Original Equipment Manufacturers (OEM) and non 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. However, statement above does not apply to lot 5.
11.	Section III, PRELIMINARY EVALUATION CRITERIA, point 21 a) iii Point 21 a) iii says: At least one the projects should have been implemented within the AFI region. Si ATM Question regarding LOT 1: We – and many other tenderers – have implemented advanced ATM systems in Europe, Middle East, Asia and America North and South, but maybe not in Africa. This requirement would prevent strong potential suppliers with relevant products to participate. Systems from for example Europe are highly valid also in Africa. We recommend you remove this requirement. It is discriminating.	This requirement is purposely included to ensure that the bidder has experience working in the environment that prevails in the AFI Region.
12.	Section III, LOT 1 – ATM System Specification, Requirement 282, 288 and 291 Please clarify these requirements.	These are requirements for the DMAN functionality.
13.	Section III, LOT 1 – ATM System Specification, Requirement 294 – 302 These requirements are almost a copy of the same ones for AMAN (see 235 and onwards). Are they relevant for DMAN?	Yes.
14.	Section III, LOT 1 – ATM System Specification, Requirement 310 Is this requirement correct? If so, please clarify!	The proposed system should have this capability.
15.	Section III, LOT 1 – ATM System Specification, Requirement 312, 314 and 316 Are these requirements correct? If so, please clarify!	The proposed system should have this capability.
16.	Section III, LOT 1 – ATM System Specification, Requirement 331 Please clarify!	The proposed system should have this capability.
17.	Section III, LOT 1 – ATM System Specification, Requirement 332 Is this requirement correct? If so, please clarify!	The proposed system should have this capability.
18.	Section III, LOT 1 – ATM System Specification In various place in the ATM System Specification is mentioned SMGCS, but without giving any details. We therefore have the following questions:	Yes

	♣ Is there an SMGCS system in the JKIA tower?	
	♣ Also, in other towers?	No
	♣ Shall the ATM system and ASMGCS be integrated?	Yes
	♣ If so, which information shall be exchanged.	Flight data,
	♣ Does there exist such a connection between today's ATM system and SMGCS, i.e., is SMGCS prepared for that?	Yes
	♣ Will you provide an ICD for that interface? ♣ Which company is the supplier of the SMGCS system?	Yes
19.	<p>This question only concerns LOT 1. Section III, LOT 1 – ATM System and Section VII – Procurement Entity's Requirements</p> <p>Both these sections comprise specification on the ATM system. Section III contains all requirements of Section VII; within para 5.2 on page 120 - and until and including the section on UTM on page 138. In addition, Section VII contains general information on Kenya ATM setup plus detailed information on system configuration and layout of installation areas. We have decided to prepare our compliance (Responsiveness / Non-Responsiveness) statements on Section III and then propose system configuration in accordance with the Section VII information. Is this acceptable?</p>	Yes.
20.	<p><u>Preliminary Evaluation Criteria point 21 A on page 31-32</u></p> <p>The Bidder MUST demonstrate that they have specific experience for each lot applied for as shown below.</p> <p>BIDDERS MUST ATTACH CORRESPONDING COPIES OF CONTRACTS, COMPLETION CERTIFICATES AND RECOMMENDATION LETTERS FOR EACH PROJECT FOR EVERY LOT AS INDICATED BELOW.</p> <p>The Bidder MUST have specific experience in the supply and installation of Air Traffic Management Systems, GPS Clock System and Voice & Data Logging System under LOT 1 (<i>for the purposes of this tender ATM System refers to an automated system that enables an air traffic controller assist aircraft to depart from an aerodrome, transit an airspace, land at a destination aerodrome, including air traffic services (ATS)</i>) of at least three projects each of a value of Kshs. 300 million or more within the last ten (10) years as follows: -</p> <ol style="list-style-type: none"> I. At least one project implemented in a country outside the state of manufacture of the ATM system II. At least one project must be complete and operational III. At least one the projects should have been implemented within the AFI region IV. At least one must have been commissioned in the last five years or ongoing. 	Yes. The bidder to provide evidence of relationship with parent company including ownership documents.

	<p>V. Evidence of all previously and successfully accomplished integration services undertaken for an ATM System.</p> <p><u>Preliminary Evaluation Criteria point 23 on page 32</u></p> <p>Bidders MUST have an annual turnover for each of the last three years of at least Kshs 500 million for bidders under LOT 1 and Kshs 100 million for the other bidders under Lot 2, 3, 4 and 5.</p> <p>Please confirm that a local subsidiary company can use or rely on the credentials (references, financial capabilities etc) of the parent company to meet these requirements.</p>	
21.	<p>SECTION II - TENDER DATA SHEET ITT 19.5 (a) and (d) Place of destination: ➤ FOR EQUIPMENT SUPPLIED FROM ABROAD – DDP NAIROBI AND ➤ Final destination (Project Site): ANS HEADQUARTERS', MLOLONGO, MACHAKOS COUNTY, KENYA AND THE RESPECTIVE INTALLATION SITES SCHEDULE OF RATES AND PRICES</p> <p>Based on referred clause of Tender Data sheet, bid price may be on DDP delivery terms, however the provided template for Schedule No. 1 states Prices in CIP.</p> <p>Could KCAA please check and confirm the applicable tender and prices schedules templates to be submitted?</p>	<p>All prices quoted should be DDP as per the INCOTERM 2020 edition.</p>
22.	<p>In tender document at page 48 it is stated: "In case of failure of the main VCCS, the changeover to the standby shall be seamless." a. We understand that the supply of Lot 2 shall includes no.2 (two) VCCSs: no.1 (one) VCCS Main and no.1 (one) VCCS Standby. Please confirm or advise. b. If this is the case: i. We are assuming that Main and Standby VCCSs will have the same architecture and the same configuration (e.g. capacity to interface the same quantity of Radio/Telephone resources). Please confirm or advise. ii. We are assuming that Main and Standby VCCSs will have the common HMI, therefore the same Controller Working Positions (no.35 in total) will be connected to both Main and Standby Systems, and the VCCSs will not be equipped with their own CWP's (no.35 Main VCCS CWP's + no.35 Standby VCCS CWP's = no.70 CWP's in total). Please confirm or advise.</p>	<p>The VCCS shall be redundant, with one being the main system and the other the standby system. Both should have the same architecture and the same configuration (e.g. capacity to interface the same quantity of Radio/Telephone resources).</p> <p>Yes, the main and standby system will have common HMI.</p>
23.	<p>With reference to requirement 36 at page 49, we are assuming that NTP server shall not be supplied along with Lot 2. Please confirm or advise.</p>	<p>The NTP server shall be supplied under Lot 1 and not Lot 2.</p>
24.	<p>Requirement 52 at page 49 states: "The systems shall have the capability to access any local and remote Radio equipment either Single Channel and/or Multi-Channel, by dedicated modular interfaces" a. Please specify the brand and model of HF and VHF radios to be interfaced or,</p>	<p>IP based protocols.</p>

	alternatively, please details the protocol to be used to interface multi-Channels radios for Data Control.	
25.	With reference to requirement 176: a. We understand that external SIP phones shall be included in the supply. Please confirm; b. Please specify the quantity of SIP Phones to be provided; c. If this is the case, we are assuming that Lot 2 scope shall also include an IP PABX.	<p>Please see table in page 158 of 294 - APPENDIX A02 TELEPHONE HANDSET SPECIFICATION.</p> <p>Please see table in page 160 of 294 - APPENDIX A03 ACC & DRS VHF RADIO, TELEPHONES AND POSITIONS.</p> <p>Please see table in page 178 of 294 - APPENDIX A05 ACC/DRS CONTROLLER WORKING POSITIONS CWP's REQUIRING VCCS HMI.</p> <p>An IP PABX is available at ACC & DRC</p>
26.	Requirement 244 at page 56 states: "The system shall be supplied with Thirty-Four (34) CWP's" While requirement 1.11.1 states: "The system shall be supplied with Thirty-Five (35) VCCS HMI's". a. Please clarify the quantity of CWP's that shall be provided.	35 CWP's are required.
27.	We understand that all the Controller Working Positions (CWP's) will be installed in the same site at Mlolongo ACC. Please confirm or please detail the installation location(s).	Check Appendix A05 for details.
28.	We understand that the distance between all the Controller Working Positions (CWP's) and the Central unit of VCS is less than 90m. Please confirm or advise.	Confirmed less than 90m for the Disaster Recovery Centre in Mlolongo, Nairobi.
29.	With reference to requirement 245 at page 56 and with reference to requirement 6.1.1 at page 143: a. We understand that Lot 2 scope shall also include Consoles; please confirm or advise. b. If this is the case, please give us further details about consoles to be provided. In particular: i. The quantity of Consoles; ii. The dimensions of Consoles; iii. Additional devices to be supplied along with the consoles (arms, lamps, strip bays etc.)	<p>The CWP's shall be mounted and installed in consoles to be supplied by the bidder.</p> <p>The bidder being referred to here is bidder for Lot 1.</p> <p>The VCCS HMI will be installed in all the CWP's at the ACC in Mlolongo.</p> <p>The consoles shall be supplied by bidder for Lot 1.</p> <p>For the other sites, the existing VCCS HMI will be installed in the new consoles.</p> <p>The consoles will be supplied by the bidder for Lot 1 and the existing VCCS HMI in the site shall be mounted on these consoles. The dimensions will be agreed upon with winner of lot 1.</p>
30.	With reference to requirement 272 at page 57, we understand that a UPS unit of 30-minute autonomy shall be provided for Lot 2. Please confirm or advise.	Confirmed. A 30 minute autonomy UPS shall be supplied as part of lot 2.

31.	With reference to Diagram 1 at page 119, we kindly ask you to receive a higher resolution image in order to better evaluate the installation requirements.	The image is herein attached.
32.	With regards to table in Appendix A03, please confirm the following assumptions: a. We are assuming that the offered VCCSs (both Main and Standby) shall be equipped with interfaces labelled as "THIS INTERFACE MUST BE AVAILABLE - MAY BE IMPLEMENTED IF IP COMMUNICATION NETWORK WILL BE READY" and not labelled as "TO BE IMPLEMENTED IF VOIP COMMUNICATION NETWORK IS NOT READY". Please confirm. -3- b. We are assuming that the offered VCCSs shall manage Radio equipment of all listed Radio sites. c. We are assuming that all satellite/Fiber Optic interconnection between remote radio sites and Mlolongo are available / will be available at the VCCS installation time. d. We are assuming that Radio gateways, that manage local and remote VoIP Radios, shall be interconnected to IP Network provided by the customer. e. We are assuming that VCCS Telephone gateways shall be interconnected to IP Network provided by the customer (LAN Switches, Routers, ...). f. We are assuming that all Analogue Connections will be made available to IDF provided by the customer.	This is confirmed.
33.	Requirement 17 at page 31 states: "Project commitment/implementation plan – Bidders MUST attach sample project plan/work program clearly indicating the expected completion date of the project not exceeding 240 days (provide details) for the respective lot/s." Schedule of Supply paragraphs states that the delivery period of Lot 2 shall be between 365 and 100 days. Please specify which delivery period shall be taken into account. Please also indicate expected completion for each deliverable and provide the respective timelines for each item.	Check 6.13 – schedule of supply. For lot 2 delivery period is between 365 and 1000 days.
34.	We understand that for only Lot 2, Compliance Matrix shall be provided only for requirements listed from pages 48 to 57 of tender document. Please confirm or advise.	We confirm.
35.	With reference to the quantity of electroacoustic devices, in the Tender Document are stated the following requirements: • At page 117: "VCCS shall have 350 headsets, 120 handheld microphones and 120 foot-switches for each position." • At page 179: "VCCS shall come 350 headsets, 120 hand held microphones and 120 foot-switches." • At page 155: "1.16 System Accessories. 1.16.1 The VCCS shall provide the following accessories for each CWP: a) Hand Microphone with flexible cord b) Telephone handset with flexible cord c) Headset with flexible cord d) PTT Footswitch e) Multimedia Loud Speaker" we are assuming that the offer shall include the following total quantity of electroacoustic devices: • 350 Headsets • 120 Handheld microphones with flexible cord • 120 Foot-switches • 35 Handsets (one per position) • 35	This is correct.

	Loud Speakers (one per position) Please confirm or advise.	
36.	With reference to requirements 4.10 at page 7 of Tender Documents, please consider that usually for VCCS supply, the equipment cost is typically 80% of the total cost. Therefore, it seems unrealistic that a foreign manufacturer shall source to a local company at least forty percent (40%) of their contract inputs. Please clarify the requirements.	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 non 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. However, statement above does not apply to lot 5.
37.	With reference to requirements 4.11 at page 7 of Tender Documents, please clarify if a company registered in Kenya, with 90% of Kenyan employees but full owned by a foreign entity, can be considered as a local company (not foreign) to source a percentage of contract inputs (as requested in requirement 4.10).	No. A firm is considered local contractor if it is registered in Kenya and has above fifty-one percent (51%) Kenyan shareholding.
38.	The specifications do not require any kind of cybersecurity systems or firewalls to protect access to the servers and SW provided. Will those be provided and installed by KCAA services?	The provided systems should be cyber resilient. Evidence to be provided.
39.	<u>Training</u> We understand that the training will be done in a single 5 day session for all the personnel of the different KCAA stations at ANS HQ. Please confirm.	For lot 5, this is correct.
40.	In tender document from page 70 to 78 "FINANCIAL EVALUATION", many requirements include blank fields, which results in the requirements not being complete. Hereafter some examples: a. at page 76, point 2.1 "History of non-performing contracts", it is not indicated the number of years. This info is requested to properly fill the CON-2 form. b. at page 76, point 2.3 "Litigation History", it is not indicated the years. This info is requested to properly fill the CON-2 form. c. at page 77, point 3.1 / 3.2 / 3.3 "Financial Situation", it is not indicated the number of years. This info is requested to properly fill the FIN forms. d. at page 78 all fields are blank Could you please provide us with such information?	The duly filled form is herein attached. The same information is provided under page 32 of 288 of the tender document
41.	With reference to the previous question, as the Functional Guarantee table at page 72 is blank, could you confirm that the Form at page 96 shall not be provided?	This is not applicable.

42.	With reference to page 90 "Schedule No. 5. Grand Summary", if the bidder provides a part of the deliverables (equipment or services) from abroad and part from Kenya, could you confirm that the Total price shall be stated as the sum of the Foreign part in foreign currency plus the Kenyan part in Kshs? (ex. TOTAL = x.xxx Euro + y.yyy Kshs)?	This is correct.
43.	With reference to page 108 "MANUFACTURER'S AUTHORIZATION FORM", could you confirm that, in case the bidder is the manufacturer of the system, this form shall not be filled? The fact that the bidder is a manufacturer of the offered systems will be confirmed by a certificate issued by the chamber of commerce.	Yes. Documentary evidence to prove that the bidder is a manufacturer MUST be attached.
44.	How does the clause 17 (...completion date of the project not exceeding 240 days....) of Preliminary Evaluation Criteria table on page 31 correspond or relates to Section 6.13 Schedule of Supply on page 200 (Earliest delivery date - 365, latest delivery date - 1000/720)? Please clarify what are the allowable project timeline constraints?	The correct delivery period is as provided in section 6.13 – schedule of supply.
45.	PRELIMINARY EVALUATION CRITERIA 4. Provide a manufacturer authorization certificate for bidders under LOT 1, 2 and 3 only. (This is applicable for bidders for Air Traffic Management System, Voice Communication Control System and Extended AMHS ONLY). For avoidance of doubt, the bidder for these lots or lead bidder in case of a joint venture MUST be a manufacturer of the respective system. Please confirm that a bidder, fully owned by its parent company which is the System manufacturer, shall be considered also manufacturer of the respective system. We kindly ask KCAA to confirm this understanding	This is confirmed.
46.	1.10.1 The VCCS shall support recording as described in ED137B Volume 4 "Recording". 1.10.3 The new VCCS shall be connected to an IP based voice recorder Please, confirm all the voice channels to record in the "SYNCHRONIZED VOICE AND DATA RECORDER SYSTEM" will be ED137 allowing the recorder system to be 100% IP.	This is confirmed.
47.	6.2.2.1. The Recorder system shall be supplied two (2) in number with one being the main system and the other a standby system with no single point of failure.. Please, confirm: - if "two (2) in number" refers to the total number of recording servers: one server acting as main and other server acting as standby. - or if "two (2) in number" refers to two (2) systems: one of them for recording VCCS main and the other for recording VCCS standby. Each of these systems shall include two servers (main and standby), so that the total number of recording servers would be four (4).	The two (2) in number refers to the total number of recording servers: one server acting as main and other server acting as standby.
48.	The Bidder MUST have specific experience in the supply and installation of Air Traffic Management Systems, GPS	No.

	<p>Clock System and Voice & Data Logging System under LOT 1 (for the purposes of this tender ATM System refers to an automated system that enables an air traffic controller assist aircraft to depart from an aerodrome, transit an airspace, land at a destination aerodrome, including air traffic services (ATS) of at least three projects each of a value of Kshs. 300 million or more within the last ten (10) years as follows: - i. At least one project implemented in a country outside the state of manufacture of the ATM system ii. At least one project must be complete and operational iii. At least one the projects should have been implemented within the AFI region iv. At least one must have been commissioned in the last five years or ongoing. v. Evidence of all previously and successfully accomplished integration services undertaken for an ATM System.</p> <p>Question – Please confirm if both, the GPS Clock System and Voice & Data Logging System should have been supplied under the same contracts as the Air Traffic Management Systems. In case it is allowed to present separate contracts for GPS Clock Systems experience and for Voice & Data Logging Systems, please inform if there is a minimum Kshs value to consider them valid.</p>	<p>Bidders may present separate contracts for GPS Clock Systems experience and for Voice & Data Logging Systems as proof of experience. There will be no minimum value to be considered. However, the ATM system must be of value a of Kshs. 300 million and above.</p>
49.	<p>Question – Please confirm if the recorder requested under LOT 1 is included data recorder on the ATM system to be synchronized for audio with an existing recorder, or if an independent legal recorder for voice and data should be supplied.</p>	<p>The recorder under lot 1 should be able to synchronize data and voice.</p>
50.	<p>Number of channels is 256 but no breakdown of Analog/VoIP/RoiP. Please provide breakdown, otherwise confirm that recording solutions with 256 ED137 B/C are accepted • No reference to the number of users concurrently connected to the recorder for effects of playback of the recordings. Please define.</p>	<p>The proposed recorder should have a capacity of 256 channels expandable to 512 channels. The channels should be used for both ED137 B/C.</p>
51.	<p>Complete ATM System comprising ACC and DRS. Earliest Delivery Date: 365 Latest Delivery Date: 1,000 Schedule of supply states a min of 365 days and max 1,000 for LOT1 ATM, however, point 17 on the Preliminary Evaluation Criteria the completion date "should not exceed 240 days". Can you please confirm which one of the two applies to this tender?</p>	<p>The correct delivery period is as provided in section 6.13 – schedule of supply.</p>
52.	<p>The Tenderer is required to quote in Kenya Currency the portion of the Tender price that corresponds to expenditures incurred in that currency. We understand that, if the Tenderer does not have any portion of the project corresponding to expenditures in Kenyan Currency all prices can be quoted in foreign currency.</p>	<p>This is correct.</p>
53.	<p>The currency that shall be used for Tender evaluation and comparison purposes to convert (at the selling exchange rate) all Tender prices expressed in various currencies into a single currency is: KENYA SHILLINGS The source of</p>	<p>This is correct.</p>

	<p>exchange rate shall be: THE CENTRAL BANK OF KENYA. The date for the exchange rate shall be: TENDER CLOSING DATE"</p> <p>Considering that tenderers will not have time to convert prices into KES on the same tender closing date, we understand that the tenderer can quote in foreign currency and KCAA will convert all prices expressed in foreign currency into Kenyan Shillings for evaluation and comparison purposes. Can you please confirm if this understanding is correct?</p>	
54.	<p>"The currency that shall be used for Tender evaluation and comparison purposes to convert (at the selling exchange rate) all Tender prices expressed in various currencies into a single currency is: KENYA SHILLINGS The source of exchange rate shall be: THE CENTRAL BANK OF KENYA. The date for the exchange rate shall be: TENDER CLOSING DATE"</p> <p>We understand that the selected tenderer will receive payment of each portion of the contract in the foreign currency that portion was quoted. Can you please confirm if this understanding is correct?</p>	This is correct.
55.	<p>Installation of adequate air conditioning plants at the ATC Centre. Cooling for the room and the equipment should be separated to ensure the equipment is sufficiently cooled while maintaining a conducive working environment for controllers</p> <p>Considering LOT 5 of the tender is meant to provide HVAC, does the tenderer of LOT 1 have to propose air conditioning plants?</p>	<p>Tenderers for LOT 1 to 4 do not have to propose air conditioning plants.</p> <p>However, tenderers for other lots are free to participate in lot 5.</p>
56.	<p>Flight Data Processing System and its integration to an existing Billing Management System (BMS).</p> <p>Point 16: IFlight Data Processing System and its integration to an existing Billing Management System (BMS). Kindly inform of existing Billing Management System and interface protocols.</p>	The interface protocols will be provided to the winning bidder.
57.	<p>Point 34: The simulator shall also be used for training and shall meet the following: UTM</p> <p>Please confirm that the simulator UTM functions will be limited to the training in the functions included in the provided ACC system as described in rows 400 to 413 of the Technical evaluation criteria for ATM specifications under LOT 1, and point 5.3 - 5 of the present document.</p>	The simulator and the ATM system should have capability to interface with a UTM system.
58.	<p>Point 35.: The simulator VCCS shall function as an integrated radio/telephony system allowing controller to contact pilots, other controllers or neighboring sectors or centers. Does the tenderer of LOT 1 have to provide the VCCS Simulator or will this be covered by LOT 2 contractor?</p> <p>Specifically considering that the simulator needs to act as a backup for the system and, thus, the simulator VCCS needs to be operational.</p>	The VCCS will be supplied by the vendor in lot 2. This VCCS should be equipped with a VCCS simulator.

59.	Point 40. Workstation Ergonomics: The ergonomics of the pilot and controller working positions should benefit from the experience gained on actual ATC working positions. System management should have limited activation of controls aimed at making activations easily conceived and performed. Kindly clarify the meaning of this requirement	The changeover from simulation to actual control should be simple whenever required and be user friendly.
60.	Between points 222 and 223: JKIA Arrival Manager (AMAN) – Functional Requirements AMAN is required for JKIA. DMAN does not specify, please confirm if DMAN is also for JKIA and only for JKIA.	Yes both AMAN and DMAN are for JKIA only.
61.	33: The recorder shall be supplied with a 5KVA UPS with an autonomy of at least 1 hour. Will the UPS have to be proposed by the tenderer to LOT 1 or will it be supplied under LOT 5? Shall we propose UPS for ATM system also?	The 5KVA UPS is dedicated to the recorder and should be supplied with the recorder unit. The autonomy required is 30 minutes. Lot 5 to be provided as per specifications.
62.	3.10. The bidder shall provide a safety management plan for the project; 3.11. The bidder shall provide a safety assessment report for performance of the systems to be supplied. We respectfully request that these plans be required from the contractor and not from the bidder, so that they are not subject to evaluation of the proposal	All bidders to provide a safety assessment plan and give an undertaking to perform a safety assessment and report if awarded a contract.
63.	3. JKIA Arrival Manager (AMAN) – Functional Requirements Does the AMAN/DMAN need to serve all the airports in TMA areas or just the main ones? Please confirm airports to be covered	AMAN/DMAN to serve JKIA and Wilson Airports.
64.	Point 2.7 To complement existing surveillance means, KCAA has implemented and operationalized ADSB and MLAT; How many ADS-B and MLAT stations are there, where are they located, and what is the transmission means to communicate the data?	We have 8 ADS-B stations collocated with the radar sites. The transmission of data is the responsibility of KCAA.
65.	Table 1: ACC and DRS Hardware Configuration Regarding to the namely positions stated as TWR please confirm where will be physically located. If the installation sites are in the remote airports, Which will be the demarcation point of the connection of these positions (power supply, LAN, console space availability, etc)? Is it the connectivity provided by KCAA?	The TWR positions will be implemented at the named airports and KCAA will provide connectivity. Console space will be made available.
66.	2.11. The present ATM system setup as described above does not have a fall back and/or disaster recovery system that can be deployed in case of major disaster in one of the Terminal Areas and the Area Control Centre; Please confirm that the contingency center does not require coordination with the existing center beyond the AIDC interface. This taking into account that a more complex coordination will not allow the DRS system to be truly independent / autonomous.	This is correct.
67.	Point 5.1 - The services and features currently available and implemented in JKIA are also required in the ACC &	This is correct.

	<p>DRS are surveillance (ATM System, PSR, MSSR-S, ADS-C, ADS-B), Communication (terminal VHF, VHF Area cover, CPDLC, AFTN/AMHS, AIDC, ATN, Voice/Data Recorder and ATS-DS), AIM (AIXM5.1), FIXM, MET (WIXM), ATFM, AMAN/DMAN, CDM and Search and Rescue. The system shall also be capable of processing MLAT, WAM, UTM and space-based ADS-B signals. The ATS Interfacility Data Communication (AIDC) functionality shall be implemented for all ATS units</p> <p>Please confirm which are the demarcation points for the stated sources of surveillance and communications data on the available building for installation. Our understanding is that all the connectivity (including the interfaces to the ATM system) and security of the network (firewalls) for the different sources of data are provided by KCAA. Is it our understanding correct?</p>	
68.	<p>Point 5.1 - The services and features currently available and implemented in JKIA are also required in the ACC & DRS are surveillance (ATM System, PSR, MSSR-S, ADS-C, ADS-B), Communication (terminal VHF, VHF Area cover, CPDLC, AFTN/AMHS, AIDC, ATN, Voice/Data Recorder and ATS-DS), AIM (AIXM5.1), FIXM, MET (WIXM), ATFM, AMAN/DMAN, CDM and Search and Rescue. The system shall also be capable of processing MLAT, WAM, UTM and space-based ADS-B signals. The ATS Inter-facility Data Communication (AIDC) functionality shall be implemented for all ATS units</p> <p>According to tender KCAA057/2019-2020 ATFM, AMAN/DMAN, CDM, ATFM and ASM are not included in the existing JKIA system. Taking into account the proposed system is intended as a backup, how will the system be operated for functionalities not existing in the main system?</p>	<p>The required system should meet all the specifications as requested.</p> <p>The backup system does not have to provide all the functionalities of the main system.</p>
69.	<p>Table 1. Number 37. Recovery Position</p> <p>Please confirm and clarify which are the specific functionalities of this position</p>	<p>This is a CWP with all functionalities as captured in item 37. To be used to perform recovery of any position as need arises.</p>
70.	<p>5.2.1.7. The successful bidder will be required to supply UPSs for all equipment supplied. The technical specifications are attached.</p> <p>Will the UPS have to be proposed by the tenderer to LOT 1 or will it be supplied under LOT 5? Where are stated the technical specifications for such UPS's? Please Clarify and confirm.</p>	<p>For lot 1, tenderers to propose appropriate 20 KVA UPS of autonomy 1 hour to serve various system components. Lot 5 to be supplied as per specifications provided.</p>
71.	<p>EFS (standalone)</p> <p>Please confirm and clarify which are the specific functionalities of the required EFS (Standalone)</p>	<p>The functionalities of an Electronic Flight Strip (EFS) are clearly understood whether standalone or integrated.</p>
72.	<p>What is the main source of input for the route between the AMAN and the rest of the air traffic controllers HMI? Is the AMAN HMI the best tool to change the routes as</p>	<p>Flight Data Processor (FDP)</p>

	graphical tools of the Air Situation Display seems more adapted?	
73.	How is FDPS trajectory predictor and the AMAN trajectory predictor synchronized and consistent?	The synchronization is the responsibility of the bidder.
74.	AMAN shall be capable to provide its metering results to external systems. Can KCAA specify the envisioned external systems? Is it for neighboring FIR? Can KCAA provide ICD and specify the standard to be applied?	The envisaged external systems include ACDM system. The system should be ready for external integrations.
75.	Target Off Block Time (TOBT) as provided by the airline/ operator. Can KCAA provide an ICD or describe how TOBT is disseminated to ATM system / DMAN?	This is required for future operations. The proposed system needs to have this capability.
76.	The ATM system must have capability to perform UTM. How this feature is synchronized and harmonized with the RFI for UTM?	Just an interface for connecting to a UTM is required.
77.	This will include amongst others access to UTM registration an e-Identification, UTM authorized airspace, mission approved, real time mission monitoring... Can KCAA provide an ICD or at least some description of the envisioned interfaces to be implemented?	Just an interface for connecting to a UTM is required.
78.	"[...] a tender is considered a foreign tenderer [...] if it does not subcontract foreign contractors more than 10 percent of the contract price.". Can KCAA clarify as the statement seem contradictory to our understanding?	This is an Instruction to Tenderers provided in section 4.11 on page 7 of 288 of the tender document issued by KCAA.
79.	What are the number of systems to be provided? Is it one operational system for ATC centre and another one for DRS, both in main/standby configuration or is it one A? Are Simulators separate systems?	One redundant system in hot standby configuration. Simulators are part of ATM system. Bidders are encouraged to read specifications as provided.
80.	This requirement regarding installation of conditioning plants should be applicable to different LOT and responsibility allocated to the supplier of that particular LOT5?.	This is correct.
81.	The ATM system shall be connected to the Search and Rescue System. Is an Interface Control Document defined to define this connection, the data to be exchanged? Where is the located access point of the Search and Rescue System. Who will be responsible for the network between the ATM system and the Search and Rescue System?	A CWP will be implemented at the Search and rescue room.
82.	The Disaster Recovery System is not defined and described. What is its role, how and when shall it be used? What are the function to be supported? Is it an independent system from ACC?	The DRS is not independent of ACC. Bidders are encouraged to read specifications as provided.
83.	The System simulators shall act as back for the main system. Is it a part of the DRS concept or an additional level of resilience? Is each simulator (JKIA, EASA, Mombasa) a backup of some identified positions of the Main ACC system? Is there any backup for Tower positions? What's the required transition time for the backup to become Main?	Simulators are part of DRS concept. EASA simulator will be back up for ACC in extreme cases, DRS simulator will be back up for ACC, JKIA simulator will be back up for JKIA approach, Mombasa simulator will be back up for Mombasa approach.

		There are no back-up positions for tower. Transition period will be agreed with the winning bidder.
84.	The DRS simulator is not mentioned in this requirement but is mentioned in the table 1: shall we understand that the DRS simulator shall not be used as backup?	See 85 above.
85.	The simulator systems will have independent servers capable of receiving same data as the main system in real time. Is the EASA site connected to Mlolongo site via Optic Fiber? Who is responsible for this connection and network between sites?	Yes. KCAA is responsible for the link.
86.	This requirement related to auxiliary facilities should be of the responsibility of LOT 5 and not of the requirement of LOT 1 to prevent unclear scope of work.	Lot 5 auxiliary equipment shall be supplied as per specifications given. Supplier of lot 1 shall provide an appropriate UPS of 20 KVA of autonomy of 1 hour.
87.	There are 5 lots listed and not 4 as mentioned.	There are 5 lots namely: Lot 1- ATM, recorder, Clock Lot 2 – VCCS Lot 3 – Extended AMHS Lot 4 – VHF Transceiver Lot 5 – Auxiliary equipment (UPS.AVR and air conditioning plant)
88.	Cyber resilience. Can KCAA define how a system can be considered as immune to cyber-attacks?	The bidder should provide evidence of inbuilt capability of proposed system to withstand cyber-attacks.
89.	The ATM system shall be supplied as two independent systems with no single point of failure: main system and standby system. Are the control working positions listed in Table 1 considered as single point of Failure ?	No.
90.	This requirement is related to air cooling, can KCAA propose to be supplied in LOT 5 to ensure consistency with the core system requirement?.	Yes. KCAA will ensure the supplied cooling plant meets acceptance standards.
91.	This requirement is related to UPS , can KCAA propose to be supplied in LOT 5?.	See 88 above.
92.	If ICD cannot be provided at this stage of the ITT process, minimum information regarding standards to be implemented is at least required to be disclosed. Can KCAA specific some interfaces to external system including some additional or specific cyber protections ?	Both interfaces are required. Some inputs from surveillance sources are in serial format and others in IP format.
93.	The ATM system should be able to receive and use external time sources. How many sources shall be managed? Which protocol(s) is(are) available? How such external sources and the Universal GPS master clock can be provided? (cf Req 4.1.3) are integrated?	A GPS clock system is part of the required supply. Also NTP clock system is available through a network.
94.	The ATM system should be able to connect with both serial and IP input sources. Can KCAA specify for which	Both interfaces are required. Some inputs from surveillance sources are

	interface serial or IP sources? Shall each interface be able to support serial and IP?	in serial format and others in IP format..
95.	During the warranty period, is one bug fixing / patching of software at the end of the warranty acceptable ?	No.
96.	Can KCAA specify the format / version to be supported for the various existing surveillance sources?	Standard Asterix format supported.
97.	Is the recording and replay function limited to FDPS data?	No
98.	Is the technical monitoring and control function limited to FDPS?	No
99.	The requirement related to VCS for simulator is under responsibility of LOT 2. It is worth noting that if simulator shall be used as a backup of the main operational system, the VCS of the simulator shall be able to move from operational mode to simulator mode and vice versa.	Correct.
100.	Can KCAA precise the ATFM functions expected in middle of the list of sources of surveillance data? Does the ATFM function require specific performance in terms of coverage, updates?	Refer to item 2 on page 129 of 294 in the tender document on Air Traffic Flow Management (ATFM).
101.	Can KCAA precise the UTM functions expected in middle of the list of sources of surveillance data? Does the UTM function require specific performance in terms of coverage, updates? Is the UTM a specific source of surveillance or a function?	Just an interface for connecting to a UTM is required.
102.	The ATM system shall implement Unmanned Aircraft Management System (UTM). A separate RFI regarding UTM has been issued by KCAA and specify an independent UTM system to be interfaced to the ATM system. Will KCAA operate two different UTM systems? How UTM systems shall be interoperable?	Just an interface for connecting to a UTM is required.
103.	What are the version of AIXM, WIXM, FIXM to be supported? Can KCAA provide with the availability of such interface and example of data exchanged?	AIXM version 5.1, FIXM version 4.3 and WIXM version 3
104.	148. Simulate civil airspace integration of RPAS in controlled and non-segregated airspace. 149. Simulate different scenarios such as a loss of data link with the RPAS, engine failures and communication failures to evaluate procedures Please clarify if the required ATM simulator will perform these typical functionalities of other specific UTM simulators.	Just an interface for connecting to a UTM is required.
105.	Airspace Management (ASM) 189. The tenderer shall provide an ATM system with full functional Airspace Management (ASM) Support System with ability to handle application of Flexible Use of Airspace (FUA), Air Traffic Flow Management (ATFM), Arrival/Departure Management (AMAN and DMAN), Unmanned Aircraft Management System (UTM). Please clarify if the required ATM system will handle applications of Unmanned Aircraft Management System (UTM)	Just an interface for connecting to a UTM is required.

106.	<p>Air Traffic Flow Management (ATFM) 219. ATM system should be able to accept Inputs from Flow Management Position (FMP) and Flight Operation Centre [FOC] via ATFM web-based interface 220. ATM system should be able to assess effects of imbalance to traffic beyond capacity impact range, Stakeholder Collaborative Decision Making (CDM) engagement, Model Flow programs and set hourly capacity and arrival slots to ensure demand/capacity balance. 221. ATM system should be able to facilitate slot assignments which should be viewed via software web interface and notifications. 222. ATM system should be able to Monitor effectiveness of ATFM measure and amend as required including providing daily post operational analysis</p> <p>Please clarify if the required ATM system will cover these functionalities typical of a complex and centralized C-ATFM system. If so, how is this expected to be handled when there is no regional control, but only of the ACC.</p>	<p>These are requirements for a future environment. The proposed system MUST have this capability.</p>
107.	<p>400. Unmanned Aircraft System Traffic Management (UTM): 401 to 413</p> <p>Please clarify if the required ATM system will cover these integrations with a future UTM system and performing some of its functions.</p>	<p>This is correct</p>
108.	<p>Request for extension of the deadline for submission up to 15th of March 2022.</p>	<p>The request for extension of the deadline for submission of tenders has been considered and granted. The new deadline for submission is Wednesday 9th March 2022 at 11:00 Hours East African Time.</p>
109.	<p>BIDDERS TO NOTE:- a) All interested bidders with clarification requests to send to email address: procurement@kcaa.or.ke on or before 14th January, 2022 at 12.00 noon.</p> <p>It is our understanding that in case of extension of the date for bids submission, the deadline to submit request for clarifications will be also extended. We kindly ask KCAA to please state the new deadline for request for clarifications in case an extension is granted.</p>	<p>Deadline for request for clarification is hereby extended to 23rd February 2022.</p>

END

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

8. Qualification

Factor	1 Eligibility					
Sub-Factor	Criteria					Documentation Required
	Requirement	Tenderer	Joint Venture (existing or intended)			
		Single Entity	All members combined	Each Partner	At least one Partner	
1.1 Nationality	Nationality in accordance with ITT 4.6.	Must meet requirement	must meet requirement	Must meet requirement	N / A	Form ELI –1.1 and 1.2, with attachments
1.2 Conflict of Interest	No- conflicts of interests as described in ITT 4.3	Must meet requirement	must meet requirement	Must meet requirement	N / A	Form of Tender
1.3 PPRA Ineligibility (if debarred/Sanctioned)	Not having been declared ineligible by the PPRA as described in 4.5.	Must meet requirement	must meet requirement	Must meet requirement	N / A	Form of Tender
1.4 State Owned Enterprise or Institution	Compliance with conditions of ITT 4.8	Must meet requirement	Must meet requirement	Must meet requirement	N / A	Form ELI –1.1 and 1.2, with attachments
1.5 Ineligibility based on a United Nations resolution or Kenya laws	Not having been excluded as a result of the Kenya laws or official regulations, or by an act of compliance with UN Security Council resolution, in accordance with ITT 4.9 and Section V.	Must meet requirement	must meet requirement	Must meet requirement	N / A	Form of Tender
1.6 Tax Obligations for Kenyan Tenderers	Has produced a current tax clearance certificate or tax exemption certificate issued by the Kenya Revenue Authority in accordance with ITT 4.13.	Must meet requirement	must meet requirement	Must meet requirement	N / A	Attach certificate

Factor	2. Historical Contract Non-Performance					
Sub-Factor	Criteria					Documentation Required
	Requirement	Tenderer				
		Single Entity	Joint Venture (existing or intended)			
			All members combined	Each member	At least one member	
2.1 History of non-performing contracts	Non-performance ¹ of a contract did not occur within the last TEN (10) years prior to the deadline for application submission, based on all information on fully settled disputes or litigation. A fully settled dispute or litigation is one that has been resolved in accordance with the Dispute Resolution Mechanism under the respective contract, and where all appeal instances available to the Tenderer have been exhausted.	Must meet requirement by itself or as member to past or existing JV	N / A	Must meet requirement ²	N / A	Form CON - 2
2.2 Suspension	Not under suspension based on execution of a Tender Securing Declaration or Proposal Securing Declaration pursuant to ITT 4.7 and ITT 20.9	Must meet requirement	Must meet requirement	Must meet requirement	Must meet requirement	Form of Tender
2.2 Pending Litigation	Tender’s financial position and prospective long-term profitability still sound according to criteria established in 3.1 below and assuming that all pending litigation will be resolved against the Tenderer	Must meet requirement	N / A	Must meet requirement	N / A	Form CON – 2
2.3 Litigation History	No consistent history of court/arbitral award decisions against the Tenderer ³ since 1st January 2017	Must meet requirement	Must meet requirement	Must meet requirement	N/A	Form CON – 2

¹ Nonperformance, as decided by the Procuring Entity, shall include all contracts where (a) nonperformance was not challenged by the contractor, including through referral to the dispute resolution mechanism under the respective contract, and (b) contracts that were so challenged but fully settled against the contractor. Nonperformance shall not include contracts where Procuring Entity's decision was overruled by the dispute resolution mechanism. Nonperformance must be based on all information on fully settled disputes or litigation, i.e. dispute or litigation that has been resolved in accordance with the dispute resolution mechanism under the respective contract and where all appeal instances available to the Tenderer have been exhausted.

² This requirement also applies to contracts executed by the Tenderer as JV member.

³ The Tenderer shall provide accurate information on the related Tender Form about any litigation or arbitration resulting from contracts completed or ongoing under its execution over the last five years. A consistent history of awards against the Tenderer or any member of a joint venture may result in failure of the Tender.

Factor	3 Financial Situation					
Sub-Factor	Criteria					Documentation Required
	Requirement	Tenderer	Joint Venture (existing or intended)			
		Single Entity	All members combined	Each member	At least one member	
3.1 Financial Capabilities	Submission of audited balance sheets or if not required by the law of the Tenderer’s Country, other financial statements acceptable to the Procuring Entity, for the last THREE[3] years to demonstrate the current soundness of the Tenderers financial position and its prospective long-term profitability.	Must meet requirement	N / A	Must meet requirement	N / A	Form FIN – 3.1 with attachments
3.2 Average Annual Turnover	Minimum average annual turnover IN KSHS 500 MILLION FOR BIDDERS UNDER LOT 1 AND KSHS 100 MILLION FOR THE OTHER BIDDERS UNDER LOT 2, 3, 4 AND 5 calculated as total certified payments received for contracts in progress or completed, within the last THREE (3) years	Must meet requirement	Must meet requirement	Must meet _____ percent (____%) of the requirement	Must meet _____ percent (____%) of the requirement	Form FIN –3.2
3.3 Financial Resources	The Tenderer must demonstrate access to, or availability of, financial resources such as liquid assets, unencumbered real assets, lines of credit, and other financial means, other than any contractual advance payments to meet: (i) the following cash-flow requirement: KSHS 400 MILLION FOR LOT 1 AND KSHS 50 MILLION FOR LOT 2, 3 AND 5 AND KSHS 15 MILLION FOR LOT 4. and (ii) the overall cash flow requirements for this contract and its current commitments.	Must meet requirement	Must meet requirement	Must meet _____ percent (____%) of the requirement	Must meet _____ percent (____%) of the requirement	Form FIN –3.3

Factor	4 Experience					Documentation Required
Sub-Factor	Criteria					
	Requirement	Tenderer	Joint Venture (existing or intended)			
		Single Entity	All members combined	Each member	At least one member	
4.1 General Experience	Experience in <i>[insert appropriate sector]</i> under contracts in the role of <i>contractor</i> , subcontractor, or management contractor for at least the last <i>[insert number of years]</i> years starting 1 st January <i>[insert year]</i> . AS INDICATED ON PAGE 32 OF THE TENDER DOCUMENT ISSUED BY KCAA	Must meet requirement	N / A	Must meet requirement	N / A	Form EXP-4.1
4.2(a) Specific Experience	(a) Participation as contractor, joint venture member ⁴ , management contractor, or subcontractor, in at least _____ () contracts within the last _____ () years, each with a value of at least _____ (), that have been successfully and substantially ⁵ completed and that are similar to the proposed Plant and Installation Services. The similarity of the contracts shall be based on the following: <i>[Based on Section VII, Scope of Works, specify the minimum key requirements in terms of physical size, complexity, construction method, technology and/or other characteristics. Indicate, if any, of this key requirement may also be met through a specialized subcontractor.]</i> AS INDICATED ON PAGE 32 OF THE TENDER DOCUMENT ISSUED BY KCAA	Must meet requirement	Must meet requirements ⁶	N / A	Must meet the following requirements for the key activities listed below [list key activities and the corresponding minimum requirements to be met by one member otherwise state: “N/A”]	Form EXP 4.2(a)
4.2(b) Specific Experience	(b) For the above or other contracts executed during the period stipulated in 4.2(a) above, a minimum experience in the following key activities: AS INDICATED ON PAGE 32 OF THE	Must meet requirements	Must meet requirements ⁷	N / A	Must meet the following requirements for key activities listed below <i>[if applicable, out of the key activities in the first column of this 4.2 b), list key activities (volume, number or rate of production as applicable) and the corresponding</i>	Form EXP-4.2(b)

Factor	4 Experience					
Sub-Factor	Criteria					Documentation Required
	Requirement	Tenderer				
		Single Entity	Joint Venture (existing or intended)			
			All members combined	Each member	At least one member	
	TENDER DOCUMENT ISSUED BY KCAA				minimum requirements that have to be met by one member, otherwise this cell should state: "N/A".]	

Note: [For Multiple lots (contracts) specify financial and experience criteria for each lot under Sub-Factors 3.1, 3.2, 4.2(a) and 4.2(b)]