



KENYA CIVIL AVIATION AUTHORITY

efficiently managing air safety

KCAA/CONF/1010/3 VOL 60 (249)

26th FEBRUARY 2026

TO ALL INTERESTED BIDDERS

REF: FIRST RESPONSE TO CLARIFICATIONS OF THE TENDER FOR SUPPLY, DELIVERY, INSTALLATION, TRAINING, TESTING AND COMMISSIONING OF AN ADVANCED SURFACE MOVEMENT GUIDANCE AND CONTROL SYSTEM FOR JOMO KENYATTA INTERNATIONAL AIRPORT. TENDER NO. KCAA/008/2025-2026.

Reference is made to the above-mentioned tender issued on 10th February 2026, the mandatory pre-bid meeting held on Tuesday 24th February 2026 at KCAA Headquarters, Aviation House, Jomo Kenyatta International Airport, Nairobi.

In accordance with section II, under the provisions of Instructions to tenderers (ITT), in tender data sheet, clause 8 and 9 of the tender document which was issued or obtained from KCAA website or public procurement information portal, the Authority has prepared a response to the requests for clarifications received as at Tuesday 24th February 2026 at 17:00 Hours.

The purpose of this letter is to forward to you the first response to clarifications and the sought for your perusal and information as you prepare to submit your bid.

For avoidance of doubt, the response to clarifications and the revised evaluation criteria will be uploaded on KCAA website and public procurement information portal as part of the tender documentation.

Please note that this clarification and the revised evaluation criteria shall be read and construed as part of the bidding document issued to you earlier and will amend the respective sections accordingly. The deadline for request for clarifications has been extended to 20th March 2025 at 17:00 Hours.

The tender closing / submission date has been extended from 13th to **Friday 27th March 2026 at 11:00 Hours East African Time**. Other details on the tender opening remain the same.

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

A handwritten signature in blue ink, appearing to be 'W. Kitum', is written over a circular stamp or seal.

William Kitum
FOR: DIRECTOR GENERAL
Encl.





CLARIFICATIONS OF THE TENDER FOR THE SUPPLY, DELIVERY, INSTALLATION, TRAINING, TESTING AND COMMISSIONING OF AN ADVANCED SURFACE MOVEMENT GUIDANCE AND CONTROL SYSTEM FOR JOMO KENYATTA INTERNATIONAL AIRPORT

FIRST RESPONSE TO THE REQUEST FOR CLARIFICATIONS OF THE TENDER FOR THE SUPPLY, DELIVERY, INSTALLATION, TRAINING, TESTING AND COMMISSIONING OF AN ADVANCED SURFACE MOVEMENT GUIDANCE AND CONTROL SYSTEM FOR JOMO KENYATTA INTERNATIONAL AIRPORT. TENDER NO. KCAA-008-2025-2026

1. Objective of the meeting

Kenya Civil Aviation Authority (KCAA) invited bids for supply, delivery, installation, training, testing and commissioning of an advanced surface movement guidance and control system for Jomo Kenyatta International Airport on **Tuesday, 10th February 2026**. Prospective bidders were notified in the advert and in the bidding documents that a mandatory pre-bid and site survey meeting would be held on 24th February 2026 **at 10:00 Hours** at Kenya Civil Aviation Authorities, Headquarters in Aviation House, Jomo Kenyatta International Airport.

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

2. Attendance of the pre-bid and site survey meeting

The meeting started at the scheduled time and was attended by interested bidders' representatives and KCAA officials.

It was clarified that a copy of the Pre-bid meeting minutes, and clarifications provided by KCAA on all the issues raised by bidders would be sent to all the firms through email addresses provided by the respective firm's representatives present before closing business on **26th February 2026** before **17:00 Hours**. Bidders were requested to send all the request for clarifications to the Authority through the email address provided in the tender document.

3. Discussions

The meeting started with a brief on the KCAA requirements as per the tender document. This was followed by discussions with the bidders asking for various clarifications.

4. Clarifications sought by bidders and Response by KCAA

The clarifications sought by bidders and responses given by KCAA are as indicated in the **table** below:

CLARIFICATIONS OF THE TENDER FOR THE SUPPLY, DELIVERY, INSTALLATION, TRAINING, TESTING AND COMMISSIONING OF AN ADVANCED SURFACE MOVEMENT GUIDANCE AND CONTROL SYSTEM FOR JOMO KENYATTA INTERNATIONAL AIRPORT

| NO | CLARIFICATIONS BEING SOUGHT | KCAA RESPONSES |
|----|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1. | Datalink between Jomo Kenyatta International Airport Control Tower and East African School of Aviation at Embakasi | To be provided by KCAA. |
| 2. | Positions at the tower | <p>“iii. The controller HMI shall be installed at two (2) Ground Controller Working Positions, a Supervisor Position within the JKIA control tower cabin, one (1) technical position for system monitoring and Control and one (1) Recording/Replay Position” The Console should have a Console clock too.</p> <p>“x. Provide Interactive Tower pad providing artificial intelligence to support advanced user-centric automation services for air traffic controllers with intuitive touchscreen and integrate all tower applications into one screen.”</p> <p>“xi. The JKIA ground controller position shall be equipped with an Electronic Flight Strip (EFS).”</p> |
| 3. | <p>A-SMGCS Level 1 (improved Surveillance) makes use of improved surveillance and procedures, covering the <u>manoeuvring area</u> for ground vehicles and the <u>movement area</u> for aircraft. The procedures concern identification and the issuance of ATC instructions and clearances. The controllers are given traffic position and identity information which is an important step forward from the traditional <u>Surface Movement Radar (SMR)</u> image.</p> | System should have this level |
| 4. | <p>A-SMGCS Level 2 (Surveillance + <u>Safety Nets</u>) adds safety nets which protect runways and designated areas and the associated procedures. Appropriate alerts are generated for the controllers in case of conflicts between all vehicles on runways</p> | System should have this level |

CLARIFICATIONS OF THE TENDER FOR THE SUPPLY, DELIVERY, INSTALLATION, TRAINING, TESTING AND COMMISSIONING OF AN ADVANCED SURFACE MOVEMENT GUIDANCE AND CONTROL SYSTEM FOR JOMO KENYATTA INTERNATIONAL AIRPORT

| | | |
|----|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------|
| | and the incursion of aircraft onto designated restricted areas. | |
| 5. | A-SMGCS Level 3 (Conflict Detection) involves the detection of all conflicts on the movement area as well as improved guidance and planning for use by controllers. | System should be ready for this level and be activated once all the necessary ground equipment |
| 6. | A-SMGCS Level 4 (Conflict Resolution, Automatic Planning & Guidance) provides resolutions for all conflicts and automatic planning and automatic guidance for the pilots as well as the controllers. | System should be upgradable to this level |
| 7. | <p>LOT 1 – ASMGCS System Specifications (Page 40 of 214)</p> <p>No. 28 The A-SMGCS system shall provide the following Services (ICAO A-SMGCS Level 3 ready)</p> <ul style="list-style-type: none"> i. A-SMGCS Surveillance Service ii. Airport Safety Support Service iii. A-SMGCS Routing/Planning Service and; iv. Be capable of providing Guidance Services. <p>Clarification on Tender Requirement</p> <p>1: Items iii and iv above refers to Level 4 services.</p> <p>Our A-SMGCS system is modular and future proof and upgradable up to Level 4 and in essence Level 4 ready subject to optional upgrades. Each upgrade at its individual cost.</p> <p>Should we consider that item iii and iv should not be quoted or costed for now but should be available for upgrade when the Aerodrome Infrastructure and budget become available?</p> | ICAO Level 4 should be available for upgrade when the Aerodrome Infrastructure become available |

CLARIFICATIONS OF THE TENDER FOR THE SUPPLY, DELIVERY, INSTALLATION, TRAINING, TESTING AND COMMISSIONING OF AN ADVANCED SURFACE MOVEMENT GUIDANCE AND CONTROL SYSTEM FOR JOMO KENYATTA INTERNATIONAL AIRPORT

| | | |
|-----------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------|
| <p>8.</p> | <ul style="list-style-type: none"> • Tender Requirement 2: <p>LOT 1 – ASMGCS System Specifications (Page 41 of 214)</p> <ul style="list-style-type: none"> ▪ No 30. The A-SMGCS will be able to interface with the following external systems. ▪ Departure Manager integration (DMAN). ▪ No. 29. The system shall contain: <ul style="list-style-type: none"> ▪ DMAN Function Responsible for the optimization of the departure flow by calculating Target Startup Approval Times (TSAT) and Target Take-off Times (TTOT). <p>Clarification on Tender Requirement 2: Is it a requirement to have an additional DMAN at additional cost or only interfacing to existing DMAN?</p> | <p>The A-SMGCS system should interface with the existing ATM DMAN.</p> |
| <p>9.</p> | <ul style="list-style-type: none"> • Tender Requirement 3: <p>LOT 1 – ASMGCS System Specifications (Page 41 of 214)</p> <p>No 30. The A-SMGCS will be able to interface with the following external systems.</p> <p>Synchronize with Voice Recorder to realize the synchronous replay of the system record replay information and voice information.</p> <p>No. 29. The system shall contain: Recording and Replay Function</p> <p>The Data Recording and Replay Unit run the Data Recording Function to perform recording of all data streams received by the data sources as well as data streams sent to the controller working positions.</p> <p>Clarification on Tender Requirement 3: Who is the current Voice Recording provider?</p> | |

CLARIFICATIONS OF THE TENDER FOR THE SUPPLY, DELIVERY, INSTALLATION, TRAINING, TESTING AND COMMISSIONING OF AN ADVANCED SURFACE MOVEMENT GUIDANCE AND CONTROL SYSTEM FOR JOMO KENYATTA INTERNATIONAL AIRPORT

| | | |
|-----|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 10. | <p>11. Tender Requirement 4: Technical Evaluation Criteria for A-SMGCS System Specifications Bidders must demonstrate how they will meet all the technical specifications and indicate the respect section of the brochure that meets the specification.</p> <p>Clarification on Tender Requirement 4: Are we allowed to add an additional line below the technical specification to demonstrate how we will meet all the technical specifications and indicate the respect section of the brochure that meets the specification?</p> | <p>There is a place for bidder indicating whether they can meet the technical specifications with respective section in brochure demonstrating how it will be done.</p> |
| 12. | <p>Tender Requirement 5: Contract duration.</p> <p>Clarification on Tender Requirement 5: What is the required contract duration?</p> | |
| 13. | <ul style="list-style-type: none"> • Tender Requirement 6: <p>LOT 1 – ASMGCS System Specifications (Page 43 of 214) No 67. The A-SMGCS shall support surface movement operations of all mobiles within the Coverage Volume. Clarification on Tender Requirement 6: Kindly define the required Coverage Volume. Can we assume that the new SMR will be installed on the existing SMR position?</p> | <p>The required Coverage Volume is the whole of JKIA Airside.</p> <p>Yes, the new SMR will be installed on the existing SMR position.</p> <p>“II. It’s the tenderer’s responsibility to decommission and remove the current antenna at the top of the JKIA control tower.”</p> |
| 14. | <ul style="list-style-type: none"> • Tender Requirement 7: <p>LOT 1 – ASMGCS System Specifications (Page 41 of 214) No 30. The A-SMGCS will be able to interface with the following external systems. ADS-B for surveillance and display of cooperative vehicles on the ground</p> | <p>8 ADS-B in the country (JKIA, Mua Hills, Mombasa, Poror, Wajir, Eldoret, Kisumu and Lokichoggio) but only the one in JKIA which will be interfaced. The ADS-B manufacturer is LES Nanjing, China and meets the ICAO standards and is already interfaced to the current ATM system.</p> |

CLARIFICATIONS OF THE TENDER FOR THE SUPPLY, DELIVERY, INSTALLATION, TRAINING, TESTING AND COMMISSIONING OF AN ADVANCED SURFACE MOVEMENT GUIDANCE AND CONTROL SYSTEM FOR JOMO KENYATTA INTERNATIONAL AIRPORT

| | | |
|-----|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| | <p>Clarification on Tender Requirement 7:</p> <p>How many ADS-B ground stations are currently installed and who is the manufacturer of the installed ADS-B systems and where are they installed?</p> <p>Are there currently any vehicle squitters installed and if so, who are the manufacturer of these squitters?</p> | <p>We don't have any vehicle squitter's installed but should be interfaced later when available</p> |
| 15. | <p>Tender Requirement 8: Clarification Questions. Clarification on Tender Requirement 8: Will we be able to submit clarification questions after the Site Survey?</p> | <p>Yes. The deadline for requesting additional clarifications is hereby extended to 16th March 2026 at 17:00 Hours EAT.</p> |
| 16. | <p>Reference outside the country of manufacturer Turnover of the joint venture companies</p> | <p>Bidders shall demonstrate that they meet the requirement for experience as indicated in the tender document.</p> |
| 17. | <p>The score for the technical evaluation</p> | <p>It was clarified that the technical evaluation is based on mandatory requirements and bidders Shall be required to meet all the requirements as indicated to proceed to the next evaluation stage.</p> |
| 18. | <p>Clarification on preliminary evaluation</p> | <p>The revised preliminary evaluation criteria is herein attached as annex I.</p> |
| 19. | <p>Site survey</p> | <p>Bidders interested in conducting a site survey were requested to send copies of their Identification documents to the email address provided in tender document. The Authority will process the Airport pass for the interested bidders and facilitate the site survey on 26/2/2025. However, bidders were advised that the Airport pass attract a fee of Kshs 3,000 per person and each bidder will person will pay for themselves.</p> |
| 20. | <p>Please confirm whether a local subsidiary company can use/rely on the credentials (references, personnel, financial</p> | <p>This is acceptable. However, the same shall be indicated in the signed Joint Venture agreement.</p> |

CLARIFICATIONS OF THE TENDER FOR THE SUPPLY, DELIVERY, INSTALLATION, TRAINING, TESTING AND COMMISSIONING OF AN ADVANCED SURFACE MOVEMENT GUIDANCE AND CONTROL SYSTEM FOR JOMO KENYATTA INTERNATIONAL AIRPORT

| | | |
|-----|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| | capabilities, etc) of its parent company or sister company within the group to meet these requirements. | Bidders MUST provide the contact details of all the joint venture members and personnel (emails and telephone numbers) to facilitate due diligence on the information provided. |
| 21. | Kindly confirm the number of years to be specified for these criteria for non-performing contracts and litigation history. | The last five (5) years. |
| 22. | We note that the reference sections indicate inconsistent periods for spare parts availability, as one section states 10years, another 12years and another 15years. Please clarify the correct period. | The tenderer shall guarantee the ability to furnish spare parts or to repair the equipment under offer for a period of at least fifteen (15) years after the end of the warranty. |
| 23. | Deadline of the request for clarifications | The deadline for requesting additional clarifications is hereby extended to 16 th March 2026 at 17:00 Hours EAT. |
| 24. | Request for extension of closing date. | The tender submission deadline is hereby extended from 13/03/2026 to 27th March 2026 at 11:00 Hours East African Time |

CLARIFICATIONS OF THE TENDER FOR THE SUPPLY, DELIVERY, INSTALLATION, TRAINING, TESTING AND COMMISSIONING OF AN ADVANCED SURFACE MOVEMENT GUIDANCE AND CONTROL SYSTEM FOR JOMO KENYATTA INTERNATIONAL AIRPORT

ANNEX I. REVISED PRELIMINARY EVALUATION CRITERIA

| No. | Mandatory/Preliminary documents to be submitted. |
|------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1. | Ineligibility - Bidders and their associated firms who have existing ongoing contracts with KCAA which have delayed beyond the original scheduled completion period in the contract without proper justification or who according to KCAA records, have failed in performance of previous contracts, have been served with written notice of non-performance or have had their previous contracts terminated for non-performance are not eligible to participate. |
| 2. | The bidder shall provide manufacturers' authorizations for all core infrastructure and systems if they are not the Manufacturer. |
| 3. | Bidder shall attach evidence that they are the manufacturers of the proposed system. |
| 4. | The tender is signed by the person with power of attorney, without material deviation, reservation or omission. Attach a copy of letter granting power of attorney |
| 5. | Project commitment/plan – Bidders MUST attach sample project plan/work program. |
| 6. | Provide documentary evidence of the company's registration details /certificate of incorporation (legal structure) by a recognized body in the domiciled Country (including for members of joint venture where applicable) |
| 7. | Provide copy of the company Valid Tax Compliance certificate issued by the Kenya Revenue Authority (this is applicable for firms registered in Kenya only including members of a joint venture). |
| 8. | The bidder shall provide two hard copies comprising 1 original document and 1 copy document and a soft copy in USB drive (searchable). |
| 9. | Provide a tender security of Kenya Shillings Two Million Only (KES 6,000,000.00) valid for 210 days |
| 10. | Provide a duly filled and signed Form of Tender. |
| 11. | Duly filled and signed Price Schedules completed in accordance with ITT 14 and ITT 19 (Schedule No. 1 to 5). |
| 12. | Tenderer's eligibility – duly filled and signed confidential business questionnaire. |
| 13. | Validity of bid tender, for a period of 182 days. |
| 14. | Duly signed sworn Anti-corruption affidavit signed by commissioner of oaths. |
| 15. | Ensure serialization of all pages of the bid submitted |
| 16. | Submit copies of all technical brochures for the proposed equipment |
| 17. | Financial Resources The bidders shall submit the latest three years (2024, 2023 and 2022) audited financial statements. |
| 18. | Submit a statement in the letterhead of the bidder indicating that the company has adequate financial resources to supply the equipment if awarded a contract. (Attach evidence) |
| 19. | Duly filled Certificate of Independent Tender Determination |
| 20. | Submit a statement in the letterhead of the bidder indicating that the company is not insolvent, in receivership, bankrupt or in the process of being wound up |
| 21. | Tenderer, member of the joint venture or sub-contractor is not debarred by PPRA or any other Authority. Submit a duly filled and signed Form SD1 |
| 22. | Self-declaration that the person/tenderer will not engage in any corrupt or fraudulent practice. Submit a duly filled and signed Form SD2 |

CLARIFICATIONS OF THE TENDER FOR THE SUPPLY, DELIVERY, INSTALLATION, TRAINING, TESTING AND COMMISSIONING OF AN ADVANCED SURFACE MOVEMENT GUIDANCE AND CONTROL SYSTEM FOR JOMO KENYATTA INTERNATIONAL AIRPORT

| No. | Mandatory/Preliminary documents to be submitted. |
|-----|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 23. | <p>Experience</p> <p>The vendor MUST have successfully implemented at least three (3) A-SMGCS systems or equivalent system over the past Nine (9) years each of a value of Kshs. 300 million or more. The following is required or must be met: -</p> <ul style="list-style-type: none"> i. Provide the Organizations, addresses and locations where the systems have been implemented. ii. Copies of Orders/awards/Contracts to be provided with their requisite completion certificates/ recommendation letters/user acceptance documentation. iii. Contact persons and their email address. iv. The project must be complete and operational. v. At least One of the above projects must have been carried out within the last Five (5) years. vi. At least two of the above projects must have been implemented in a State outside the Country of manufacture of the A-SMGCS system. |
| 24. | Bidders MUST have an annual turnover for each of the last three years of at least Kshs 500 million |
| 25. | Submit evidence that your firm will be able to raise capital of Kshs 300 Million for the project |
| 26. | The bidders shall submit the latest three years audited financial statements and a certificate from the Auditors (2024, 2023 and 2022) |
| 27. | The supplier shall provide a list of all critical system spares which will be supplied with the equipment to sustain the system during the three (3) year warranty. |
| 28. | Tenderer shall provide a written commitment to guarantee availability of spare parts or to repair the equipment under offer for a period of at least ten (10) years after end of warranty. |
| 29. | The Tenderer shall provide written assurance that they can guarantee full operations of the system for the next ten (10) years after the warranty period. |
| 30. | <p>The vendor must have at least four (4) Qualified & Competent Specialists trained and experienced in implementation of A-SMGCS systems.</p> <ul style="list-style-type: none"> i. Attach certified CVs and copies of certificates. ii. Attach documentation for sites implemented by the respective qualified & competent specialists. <p>The qualified & competent specialists proposed here MUST be the experts who will implement the project. This information should be available in the Project Team composition.</p> |
| 31. | Composition of joint venture where applicable. Attach a copy of the Joint Venture Agreement entered in to 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). The lead bidder shall be the Original Equipment Manufacturer (OEM) |
| 32. | <p>The bidders shall provide a proposed service and maintenance agreement for the system with a proposed commencement at the end of the three (3) year warranty period. This maintenance agreement should be for a five (5) years period and should be costed separately as appropriate. This costing shall be considered during the financial evaluation for comparison purposes but shall not be included in the bid price. <i>The quoted maintenance price shall remain firm and fixed for the stated period</i></p> |

Deputy Director, Supply Chain Management
FOR: DIRECTOR GENERAL

Date: 26th FEBRUARY 2026

