



**TO ALL INTERESTED BIDDERS**

**SECOND 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 AS AT 13<sup>th</sup> MARCH 2026. TENDER NUMBER KCAA/008/2025-2026.**

Reference is made to the above tender advertised by Kenya Civil Aviation Authority (KCAA) on Tuesday 10<sup>th</sup> February 2026 which you have expressed interest to participate. Reference is also made to our first response to the request for clarifications dated 26<sup>th</sup> February 2026 shared with all the bidders and uploaded on KCAA website.

The Authority has received further 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 Datasheet ITT 8.2 of the tender document which was issued or obtained from KCAA website, the Authority has prepared the second set of response to various requests for clarification received and as stated in the tender document. The preparation of this second set of response to the request for clarifications has been necessitated by the request for clarifications sought by some of the bidders.

Attached herein is the second set of responses 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 requesting for additional clarifications is hereby extended from 16<sup>th</sup> to **27<sup>th</sup> March 2026** at 17:00 Hours.

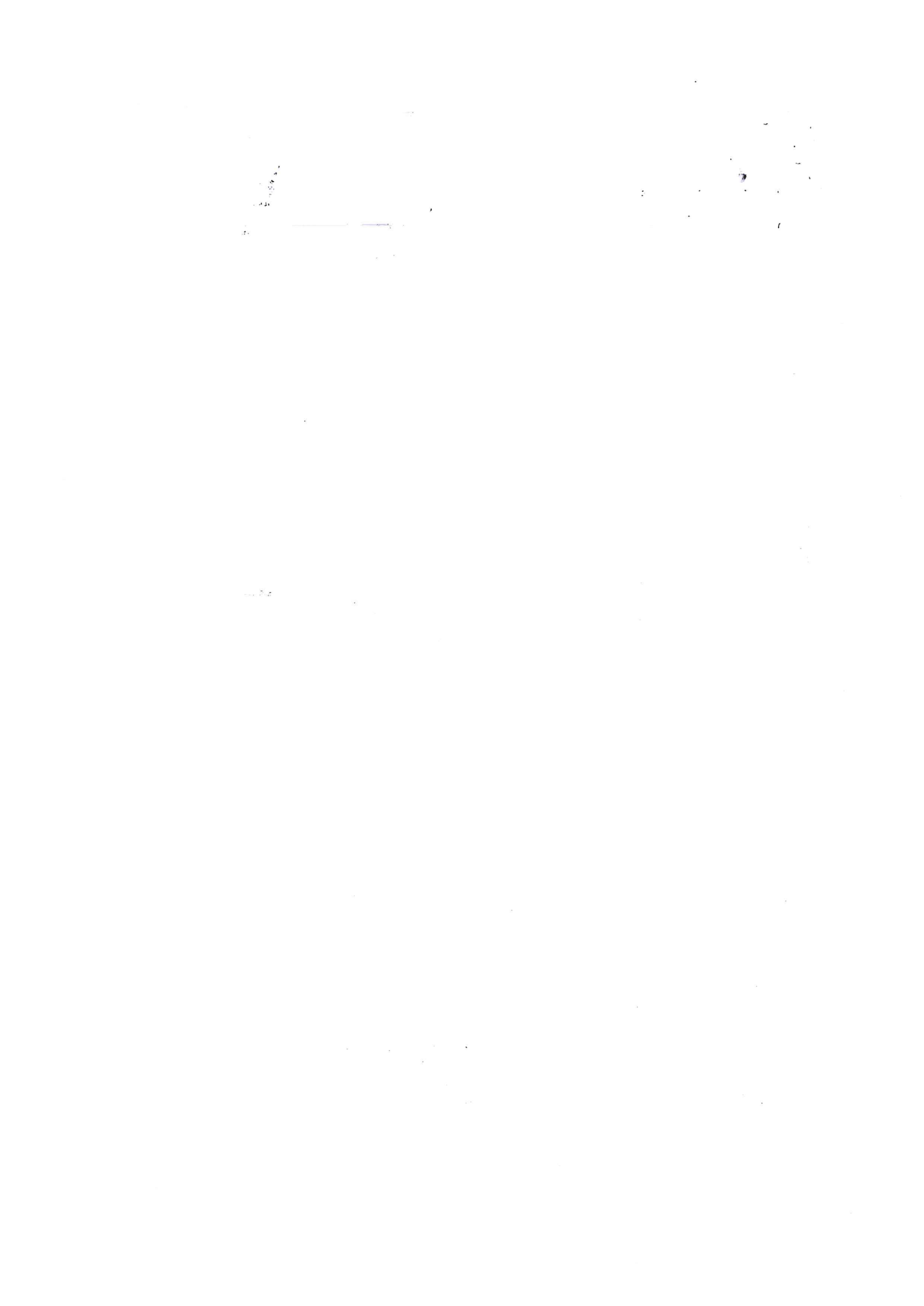
The deadline for tender closing / submission has been extended from 27<sup>th</sup> March 2026 to **10<sup>th</sup> April 2026 at 11:00 Hours, East African Time.**

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

A handwritten signature in blue ink, appearing to be 'William Kitum', is written over a blue horizontal line.

**William Kitum**  
**FOR: DIRECTOR GENERAL**  
**Encl.**





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NO	CLARIFICATIONS BEING SOUGHT	KCAA RESPONSES
1.	<p>Foreign tenderers are required to source at least forty (40%) percent of their contract inputs (in supplies, subcontracts and labor) from national suppliers and contractors. To this end, a foreigner tenderer shall provide in it's tender documentary evidence that this requirement is met. Foreign tenderers not meeting this criterion will be automatically disqualified. Information required to enable the procuring entity determine if thus condition is met shall be provided in SECTION III – EVALUATION AND QUALIFICATION CRITERIA, item 9</p> <p>The vast majority of an Advanced Surface Movement Guidance and Control System is technically a high complex product, comprising of hardware and software of a very specific nature developed for the Air Traffic Control Industry. Therefore, they are sourced from the foreign market. Consequently, it's not possible to meet the requirement of sourcing 40% of the contract inputs from local suppliers and contractors. We request this requirement to be waived.</p>	<p>The Authority has noted that the Advanced Surface Movement Guidance and Control System is technically a high complex product with almost all the components and labor manufactured and sourced outside the country. As such, it might not be possible to source at least forty (40%) percent of their contract inputs (in supplies, subcontracts, and labor) from national suppliers and contractors.</p> <p>The Authority will therefore consider and waive this requirement during the tender evaluation.</p> <p>However, bidders should strive to source supplies, subcontracts and labor from national suppliers and contractors as much as possible.</p>
2.	Kindly confirm the number of years to be specified for these criteria of non-	Bidders should provide the required information of non-performing contracts

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	performing contracts and litigation history.	and litigation history within the last five years.
3.	<p>Could you please provide a more detailed level information regarding the expected equipment scope? For example, details on touchscreen display sizes, hardware specifications and the required quantities of hardware components would be highly appreciated.</p>	<p>The bidder shall specify the proposed A-SMGCS system dimensions and accompanying hardware as part of their technical solution. This Unique technical solution includes: display sizes, hardware specifications, system architecture, and the quantity of all equipment required to support the system, including controller working positions, servers, networking equipment, and any associated infrastructure. They should be COTS that meet high reliability, availability, and maintainability.</p> <p>The proposed equipment should be suitable for operational Air Traffic Control environments and comply with applicable international aviation standards and best practices. The proposal should demonstrate that the solution is capable of providing reliable, ergonomic, and efficient operational performance for the A-SMGCS system.</p>
4.	<p>LOT 1 – A-SMGCS system specifications 8. the training module will consist of a single A-SMGCS system sharing SMR from JKIA with five (5) controller working positions for training i. could you please clarify whether the training module is an independent system intended to operate as attest system with real SMR data? ii. please clarify the scope and objective of the training module. By example, it is to test the SMR sensor and A-SMGCS level-3 functionality only or is a complete iTWR system with A-SMGCS + EFS + external FDP/AMAN/DMAN</p>	<p>The objective of the training module is to provide a dedicated environment for the training of Air Traffic Controllers and system engineers on the operational use of the A-SMGCS system without affecting the live operational system.</p> <p>The training module will operate as an independent A-SMGCS system (Single system) utilizing real SMR data from JKIA. It will include five (5) controller working positions configured to replicate the operational A-SMGCS Human Machine Interface (HMI).</p> <p>The scope of the training module is primarily focused on training and familiarization with A-SMGCS functionalities, including surveillance</p>

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		<p>display, target identification and tracking, alerting functions, and A-SMGCS Level-3 operational procedures.</p> <p>The training system is not intended to function as a complete integrated iTWR environment. Therefore, full operational integration with external systems such as EFS, AMAN, or DMAN is not required though integration with FDP is desirable. However, the training module should reproduce the operational behavior and interfaces of the A-SMGCS system to the extent necessary to support realistic controller training.</p>
5.	<p>LOT 1- A-SMGCS System Specifications (Page 41 of 214) No. 172. The equipment should cover entire movement area of the airport preferably five (5) nautical miles radius.</p> <p><b>Clarification on Tender Requirement:</b> With only one (1) SMR installed on the airport, there will be some blind spots behind the terminal building. The coverage of the entire movement can be achieved by adding MLAT systems or another SMR. See coverage area as per the current configuration. Will this be acceptable?</p>	<p>The bidder may propose an appropriate sensor configuration (Supplementary Sensors) to ensure effective surveillance coverage of the movement area in accordance with the operational requirements of the A-SMGCS. The proposed solution should clearly demonstrate how the required coverage will be achieved where line of sight of the Primary sensor is limited.</p> <p>Such a configuration will be considered acceptable provided that the proposed solution ensures reliable surveillance coverage of the operational movement area and meets the performance requirements of the A-SMGCS. "The coverage of the entire movement can be achieved by adding MLAT systems or another SMR" If the Vendor can offer this solution without any alteration of this tender document, its acceptable.</p>
6.	<p>System for Jomo Kenyatta International Airport annex 1. Revised preliminary evaluation criteria</p>	<p>A local registered company is also considered as a manufacturer is the local company is wholly owned by the manufacturer. However, bidders shall provide all the legal documents to prove</p>

For Director General  
Kenya Civil Aviation Authority  
P.O. Box 30163 - 00100,  
Nairobi

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	<p>Bidder shall attach evidence that they are the manufacturers of the proposed system</p> <p>Please confirm whether a local registered company is also considered a manufacturer if it is a subsidiary of the system manufacturer of the proposed solution</p>	<p>such relationship. The Authority shall conduct due diligence to confirm this information.</p>
7.	<p>According to your response on question 20: further to your response to the referenced question, kindly confirm whether in the case of a parent company and its wholly owned subsidiary providing evidence of the bidders relationship with the parent company including ownership documentation would be acceptable in place of a joint venture agreement in this instance.</p>	<p>A local registered company is also considered as a manufacturer is the local company is wholly owned by the manufacturer. However, bidders shall provide all the legal documents to prove such relationship. The Authority shall conduct due diligence to confirm this information.</p>
8.	<p>Provide the A-SMGCS equipment including the consoles and furniture to match the status at JKIA tower cabin</p> <p>Provide the A-SMGCS equipment including consoles and furniture at the EASA</p> <p>kindly provide the specifications of the consoles and furniture at JKIA tower cabin and EASA that bidders are required to match</p>	<p>The proposed consoles and furniture should be designed to accommodate the A-SMGCS equipment, including operational displays, input devices, communication equipment, and associated hardware, while ensuring appropriate ergonomics, cable management, and accessibility for maintenance.</p> <p>The bidder's proposal shall demonstrate that the supplied consoles and furniture are compatible with the operational environment and match, as closely as practicable, the functionality, layout, and quality of those currently used in the JKIA tower cabin and EASA facility.</p>

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<p>9.</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 26/02/2025. 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> <p>In the communication sent on 27<sup>th</sup> February, KCAA mentioned that the voluntary site survey was scheduled for 26<sup>th</sup> February. As this communication was issued after the date had already passed, we kindly request that another day be set for bidders who wish to undertake the survey.</p> <p>We also note that KCAA communicates only in writing.</p>	<p>Bidders are free to conduct a site survey to enable them submit competitive bids. However, bidders are requested to conduct the site survey atleast seven days before the tender closing date.</p> <p>Bidders interested in conducting a site survey should send copies of their identification documents to the email address provided in tender document.</p> <p>Bidders should be ready to pay Airport pass fee of Kshs 3,000 per person for those conducting the site survey.</p>
<p>10.</p>	<p>Request for KCAA to allow bidders to provide reference within the country of manufacturing facility and mandatory condition for having reference outside the country of reference should be removed. We strongly believe that a reference is a reference weather it is deployed within the country where the system is developed / manufactured or it is outside.</p>	<p>Bidders are requested to ensure that their bids meet the requirement on experience as indicated in the tender document</p> <p>"The vendor MUST have successfully implemented at least three (3) A-SMGCS systems or equivalent system over the past ten (10) years each of a value of Kshs. 300 million or more.</p> <p>The following is required or must be met:</p> <ul style="list-style-type: none"> <li>-</li> <li>i. Provide the Organizations, addresses and locations where the systems have been implemented.</li> <li>ii. Copies of Orders/awards/Contracts to be provided with their requisite completion/certificates/ recommendation letters/user acceptance documentation.</li> <li>iii. Contact persons and their email address.</li> </ul>

*For Director General  
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P.O. Box 30163 - 00100,  
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		<p>iv. The projects must be complete and operational.</p> <p>v. At least One of the above projects must have been carried out within the last Five (5) years.</p> <p>vi. At least one of the above projects must have been implemented in a State outside the Country of manufacture of the A-SMGCS system."</p>
11.	Request for KCAA to consider the turnover of the joint venture bidders as a qualification criteria.	Members of a joint venture are legally independent and should meet all the qualification criteria independently as indicated in the tender document.
12.	Deadline of the request for clarifications	The deadline for requesting additional clarifications is hereby extended to 27 <sup>th</sup> March 2026 at 17:00 Hours EAT.
13.	<p>The tender closing/submission date has been extended from 13<sup>th</sup> to Friday 27<sup>th</sup> March 2026 at 11:00 Hours East African Time. Other details on the tender opening remain the same.</p> <p>We have noted that the submission date set for 27<sup>th</sup> March 2026 is not adequate for comprehensive preparation of a response and we hereby humbly request an extension of the closing date to 27<sup>th</sup> April 2026.</p>	<p>The tender submission deadline is hereby extended from 27/03/2026 to <b>10<sup>th</sup> April 2026 at 11:00 Hours East African Time</b></p>

For Director General  
 Kenya Civil Aviation Authority  
 P.O. Box 30163 - 00100,  
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**Deputy Director, Supply Chain Management**  
**FOR: DIRECTOR GENERAL**

**Date: 13<sup>th</sup> MARCH 2026**

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 P.O. Box 30163 - 00100,  
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