

**THIRD RESPONSE TO THE REQUEST FOR CLARIFICATIONS ON THE TENDER FOR VHF RADIO SYSTEMS FOR JKIA, LOKICHOGIO, MALINDI, MOMBASA, WAJIR, POROR, NGONG, WILSON, MUA AND ELDORET – TENDER NO. KCAA-010/2025/2026.**

**THIRD RESPONSE TO THE REQUEST FOR CLARIFICATIONS ON THE TENDER FOR SUPPLY, DELIVERY, INSTALLATION, TRAINING, TESTING AND COMMISSIONING VHF RADIO SYSTEMS FOR JKIA, LOKICHOGIO, MALINDI, MOMBASA, WAJIR, POROR, NGONG, WILSON, MUA AND ELDORET ANS STATIONS AS AT 27<sup>TH</sup> MARCH 2026. TENDER NO. KCAA-010-2025-2026.**

<b>NO</b>	<b>CLARIFICATIONS BEING SOUGHT</b>	<b>KCAA RESPONSES</b>
1.	In the case where the bidder is a JV between the OEM and OEM's Local Representative with the OEM's Local Representative being the Lead Bidder, can the JV use the OEM's Financial Capability to satisfy the financial requirements?	The lead bidder SHALL demonstrate that they have financial capability as required in the tender document.
2.	With reference to the second response to the request for clarifications dated 18/3/26, item 6, please clarify the following: <ul style="list-style-type: none"> <li>Total number of Remote Control Units to be delivered in the project is three (3) to be used for ACC South, ACC North and FIC, all located at the ANS Complex in Mlolongo.</li> <li>No other Remote Control Units are required for the remaining sites?</li> </ul>	The RCU will be installed in ACC South, ACC North and FIC making a total of three. No other site will be installed.
3.	With reference to first response to request for clarification dated 28/2/26, item 5 and second response above item 6, there seems to be a mismatch, please clarify the following: <ul style="list-style-type: none"> <li>Is the required position for the RCU installation S&amp;R or FIC or both positions needs RCU and if both confirm its 4 RCU inclusive of ACC north and ACC south and if not both confirm its 3 RCU only ?</li> </ul>	Three RCU will be delivered at ACC North, ACC South and FIC.
4.	With reference to the second response to the request for clarifications dated 18/3/26, item 7, please clarify the following: <ul style="list-style-type: none"> <li>Apart from JKIA and ANS Complex, no other RCMS workstations are required for the remaining sites including those managed locally?</li> </ul>	The RCMS workstations will be installed at ANS Complex and JKIA. Each site should be able to monitor 50 radios for area control. A spare RCMS should be delivered.
5.	Kindly confirm whether a local company can offer in a JV with a manufacturer/OEM and rely on OEM's financial and technical resources and expertise.	The lead bidder SHALL demonstrate that they have financial capability as required in the tender document.

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<b>NO</b>	<b>CLARIFICATIONS BEING SOUGHT</b>	<b>KCAA RESPONSES</b>
6.	<p>The experience on the mandatory requirements requires the bidder to have specific experience of VHF Radio systems in at least three projects each of a value of Kshs. 150 million or more within the last Seven (7) years. Kindly advise if we can share experience within the last 10 years of a value of more Kshs. 150 million and other projects that are not VHF but have a value of Kshs. 150 million or more.</p>	<p>Bidders should demonstrate that they have the relevant experience as required in the tender document.</p>
7.	<p>Page 38 Mandatory/ Preliminary documents/ requirements to be submitted:</p> <p>Item No. 21- Experience Please clarify that in case of a JV, if the experience of one of the JV partners is sufficient.</p>	<p>Correct.</p> <p>However, the bidders should attach a duly signed (by members of the JV and or Notarized by a commissioner of Oaths) JV agreement indicating that they intend to use the experience on the stated JV partner.</p>
8.	<p>Page 38 Mandatory/Preliminary documents /requirements to be submitted:</p> <p>Item No. 21- Experience</p> <p>Requirement No. iii) Provide copies of Contracts with their requisite completion certificates/ recommendation letters/user acceptance documentation for the three projects.</p> <p>Please note that it is not possible to share copies of contracts in some cases due to data privacy and confidentiality restrictions. We request that the Authority waives this as a mandatory requirement and accept other supporting documentations such as completion certificates, recommendation letters or user acceptance documentation for this requirement.</p>	<p>The contracts are critical to enable the evaluation process to be conducted objectively. Bidders are expected to seek authorization from their clients to share the duly signed contracts. The Authority will treat all the documents with utmost confidentiality.</p> <p>To enable the Authority to verify the documents submitted, bidders should attach due diligence Consent Authorization Letter in the bidder's letter head signed by holder of the power of attorney to obtain information from your clients as per the bidder's contracts attached.</p>

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<b>NO</b>	<b>CLARIFICATIONS BEING SOUGHT</b>	<b>KCAA RESPONSES</b>
9.	<p>Number of Remote-Control Units (RCU) needed per location</p> <p>Kindly indicate in the table below the total no of RCUs and where needed in the other sites (Airport, Approach) an any other sites and also clarify the mismatch as per First Response to Request for Clarifications dated 26th February 2026 item No. 5 (S&amp;R, ACC south, ACC north) and Second Response to Request for Clarifications dated 18th March 2026 item No. 6 (which indicates ACC north, ACC south &amp; FIC) in regard the actual no in ACC 3 or 4.</p>	<p>Bidders will be required to deliver the RCUs in ACC South, ACC North and FIC.</p>
10.	<p>Number of RCMS workstations needed</p> <p>With reference to Second Response to Request for Clarifications dated 18<sup>th</sup> March 2026 item No. 7, please indicate in the table below the number of RCMS workstations needed in the other sites apart from the ACC and JKIA</p>	<p>The RCMS workstations will be installed at ANS Complex and JKIA and a spare. Each site should be able to monitor 50 radios for area control.</p> <p>Three RCMS will be delivered.</p>
11.	<p>Extension through Addendum 1 for clarification 20th March 2026</p>	<p>Bidders are reminded that the deadline for request for clarification was <b>27<sup>th</sup> March 2026</b> at 17:00 Hours.</p>
12.	<p>Tender closing and submission date</p>	<p>Bidders are reminded that the tender closing / submission deadline was extended from 27<sup>th</sup> March to <b>10<sup>th</sup> April 2026 at 11:00 Hours, East African Time.</b></p>



**Deputy Director, Supply Chain Management**  
**FOR: DIRECTOR GENERAL**

**Date: 30<sup>th</sup> MARCH 2026**