



MINISTRY OF ROADS AND TRANSPORT
STATE DEPARTMENT FOR AVIATION AND AEROSPACE
DEVELOPMENT

Tender No. MoR&T/SDAAD/RFP/002/2025-2026.

18th May, 2026

To: ALL BIDDERS

REQUEST FOR PROPOSAL (RFP) - CONSULTANCY SERVICES PROCUREMENT OF

Consultancy Services for Operation Readiness Airport Transfer (ORAT) for the Design, Development and Modernization of Jomo Kenyatta International Airport (JKIA), Nairobi, Kenya

CLARIFICATION No. 1

Pursuant to Sections and Clauses as contained in the table herein under, we hereby issue **Clarification No.1** to the above Tender for your attention.

CLARIFICATION No 1

No	Reference to Tender	Clarifications	Response
1.		<p>In the tender briefing meeting held on 08 May it was confirmed that you will share a copy of the concept design and other documentation that was presented in the meeting.</p>	<p>All required documents, including the concept design and related briefing materials presented during the Tender Briefing Meeting held on 08 May, have been uploaded to the State Department for Aviation and Aerospace Development tender portal.</p> <p>Proposers are kindly requested to download the documents directly from the link of State Department for Aviation and Aerospace Development Kenya Tender Portal</p>
2.		<p>Together with the additional information provided during last Friday's pre-bid meeting, we respectfully request, following your instructions, an extension of six (6) weeks to the submission deadline.</p> <p>This additional time would allow us to prepare a proposal that more effectively meets your requirements and ensures a high standard in terms of technical quality, competitiveness, and alignment with the objectives of the assignment.</p> <p>Furthermore, the requirement to identify and mobilize qualified onsite personnel for this project requires a more detailed assessment and coordination process, in order to ensure the availability of the most suitable experts and to develop a technical approach fully adapted to the project requirements</p>	<p>The Consultant's concerns and request for extension of the proposal submission deadline are duly noted. However, the proposal submission deadline shall remain unchanged. Consultants are therefore requested to submit their proposals on or before 26 May 2026 at 11:00 A.M. (E.A.T).</p>

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3.		Regarding the clarification deadline, the tender mentions that clarifications can be posted up to 7 days prior to the deadline. How long is it expected to receive a response to these clarifications?	1. Responses to requested clarification shall be communicated to all Proposers sufficiently before the proposal submission deadline.
4.	CLAUSE 6.7	<p>MARGIN OF PREFERENCE</p> <p>We have noted that in CLAUSE 6.7 of the Bidding Document, Margin of Preference and Reservations has been struck off in the selection of Consultants, save for special groups. {Special groups in Kenya - comprise women, youth, and persons living with disabilities (PLWDs)}</p> <p>Nevertheless, and without prejudice, we wish to advise that, in future International Bidding Contracts of Goods, Works, or Services, the use of Local Experts (both KEY and NON-KEY) should be encouraged to the Bidders, in line with CLAUSES 155 to 157 of the Public Procurement and Asset Disposal Act (Cap. 412C), which provides for Participation of candidates in preferences and reservations.</p> <p>Similarly, in FIDIC Conditions of Contract for Construction (Red Book), for Projects funded by Multilateral Development Banks (MDBs), a Margin of Preference is normally applied, to encourage the use of LOCAL / DOMESTIC CONTRACTORS and, by extension, LOCAL DOMESTIC EXPERTS (FIDIC ITB 33.1).</p>	<p>The Request for Proposal (RFP) has been prepared in accordance with the Kenya Public Procurement Regulatory Authority (PPRA) Standard Tender Document for Request for Proposals for Selection of Consulting Firms (Document No. 5 of 2022). Accordingly, no Margin of Preference shall apply in the selection of Consultants under ITC Clause 6.7, and the same shall be strictly adhered to during the procurement process.</p> <p>However, the participation of Kenyan citizens has been incorporated in the evaluation criteria. Proposers</p>

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		<p>Notably, the Margin of Preference, Added Advantage Points, Percentages and Mechanisms, must be inserted in the Bidding Document Tender Data Sheet (TDS) or Particular Conditions of Contract; where it is then applied to the evaluated bid prices.</p> <p>The aim of applying a Margin of Preference is to prioritize bids that demonstrate high utilization of Local Labor, Local Technical Expertise, and Resources, even if they are not the lowest in absolute price.</p>	<p>are encouraged to include Kenyan professionals in their proposed teams, whereby participation of Kenyan citizens comprising at least 30% of the Key Experts shall attract a score of five (05) points during the Technical Evaluation.</p>
5.		<p>We have accessed the main RFP documentation via the public procurement portal (https://www.transport.go.ke/sdaa-tenders). Could you kindly confirm whether any additional documents, addenda, or clarifications have been issued to date, and how such updates will be communicated to bidders</p>	<p>Proposers / Consultant are requested to visit the SDAAD tender portal to obtain additional documents, addenda and clarifications.</p>
6.	7 (b)	<p>Will subcontractors' experience be considered during evaluation or only for JV partners?</p>	<p>The experience of Sub-Consultants/Sub-Contractors shall not be considered during the evaluation process. Only the experience of Joint Venture (JV) Partners shall be considered in accordance with the provisions of the Request for Proposal (RFP) document.</p>

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7.	7 (b)	Please clarify your understanding of "in associated with" regarding firms bidding together	The Consultant Query is not clear for response. Consultants are kindly requested to provide details regarding the phrase "in association with" in the context of firms bidding together.
8.	SECTION 2 (B). DATA SHEET	We request a two (2) weeks extension from the current submission date	Proposal submission deadline shall remain unchanged. Consultants are therefore requested to submit their proposals on or before 26 May 2026 at 11:00 A.M. (E.A.T).
9.	Mandatory Requirement S/No.-2	This is not available in South Africa. Only Individuals are registered with the Engineering Council of South Africa. Will registration with voluntary body such as the "Black Business Council Built Environment" in South Africa suffice?	The Mandatory Requirement is flexible and allows for submission of a valid registration certificate issued by the Engineers Board of Kenya (EBK) or an equivalent regulatory body from the consultant's country of origin. Accordingly, if engineering consultant firms in South

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			<p>Africa are regulated and registered by the Engineering Council of South Africa, such registration shall be considered acceptable as an equivalent registration from the country of origin.</p> <p>However, registration with voluntary or non-statutory professional associations alone, such as the Black Business Council Built Environment, shall not suffice unless supported by evidence of recognition as the applicable statutory regulatory authority for engineering consultancy practice in South Africa.</p>
10.	Mandatory Requirement S/No.-3	<p>Is this applicable for international companies?</p> <p>Will company registration papers in the home country suffice?</p>	<p>Yes, this requirement is applicable to international companies.</p> <p>Applicants are required to submit a copy of their Registration/Incorporation Certificate as evidence that the firm is duly registered and</p>

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			legally authorized to conduct business either in Kenya or in its country of origin. Accordingly, for international companies, valid company registration/incorporation documents issued in the home country shall suffice.
11.		As our firm is currently involved in procurement activities related to the JKIA development programme and has access to the official procurement portal, we became aware of the above opportunity and would kindly request confirmation that international consultants may participate in the procedure, provided they are not participating in other procurement processes that may give rise to a conflict of interest in relation to this assignment.	International consultants are eligible to participate in this procurement process, provided that they comply with the Conflict-of-Interest provisions set out in the RFP. Accordingly, firms currently engaged in other procurement or consultancy activities under the JKIA development programme may participate, subject to confirmation that such involvement does not create an actual or potential conflict of interest in relation to this

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			<p>assignment, as defined under Clause 3 of the RFP.</p> <p>All Consultants are required to disclose any actual or potential conflict of interest at the time of submission, and the Procuring Entity reserves the right to determine the existence and materiality of any such conflict in accordance with the RFP provisions.</p>