



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

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

19th 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. 2

Pursuant to Sections and Clauses as contained in the table herein under, we hereby issue **Clarification No.2** to the above Tender for your attention.

CLARIFICATION No 2

No	Reference to Tender	Clarifications	Response
1.		<p>With the aim of preparing a high-quality and fully compliant proposal that meets both the technical requirements of the RFP and our internal quality assurance standards, we would kindly request an extension of the proposal submission deadline by three (3) weeks.</p> <p>This additional time would allow us to: -Ensure a thorough and robust technical approach tailored to the complexity of the assignment - Properly structure and coordinate our team and potential partners - Complete all internal review and approval processes required to submit a proposal of the highest standard</p>	<p>The proposer's request is noted.</p> <p>The proposal submission time is hereby extended to 10 June 2026 at 11:00 a.m. EAT.</p>
2.		<p>We kindly ask for the presentation documents held on that day in order for us to plan the ORAT program around your milestones based on the masterplan presented.</p> <p>Furthermore, we kindly ask for a submission deadline extension by 1 week in order to cater for some administrative alignments for our proposal.</p> <p>Especially, due to the fact we are a foreign and international company, we kindly ask for a possibility to submit our proposal (technical and financial) via email instead of a physical submission as required in the RFP.</p> <p>Furthermore, we would kindly ask for a waiver of the requirement to engage 30% Kenyan nationals in the project delivery team. We are an international company with a diversified team. The consultants we engage are not based in Kenya and we will ensure the best fit of</p>	<p>The proposer's request is noted.</p> <p>The proposal submission time is hereby extended to 10 June 2026 at 11:00 a.m. EAT.</p>

No	Reference to Tender	Clarifications	Response
		consultants based on skill and experience and confirm and ensure availability throughout the project period.	
3.		<p>We at would like to propose the following approach.</p> <p>To effectively streamline the monitoring and governance of this extensive project, we recommend structuring the ORAT RFP into three distinct scope packages:</p> <ol style="list-style-type: none"> 1. Airfield – Runway refurbishment 2. Existing Terminal Building - Refurbishment 3. New Terminal Building – Design, review, delivery and activation <p>This approach would enable SDAAD to efficiently oversee the execution, monitoring, and overall governance of the project, while ensuring clear accountability and focused delivery across each scope.</p>	Proposers are required to adhere to the Terms of Reference (TOR) as mentioned in the Request for Proposal.
4.		Considering the complexity and scale of the project, we would kindly ask you to evaluate the possibility of granting a two-week extension to the tender submission deadline. This additional time would allow us to further analyze the project requirements in detail and prepare a more comprehensive, and competitive proposal aligned with the expectations of the Client.	<p>The proposer's request is noted.</p> <p>The proposal submission time is hereby extended to 10 June 2026 at 11:00 a.m. EAT.</p>

No	Reference to Tender	Clarifications	Response
5.		<p>We respectfully request a fifteen-day extension to the proposal submission deadline for the Consultancy Services for Operational Readiness and Airport Transfer (ORAT) for the Design, Development and Modernization of Jomo Kenyatta International Airport.</p> <p>The assignment is technically complex and requires a detailed response covering ORAT methodology, programme governance, staffing, systems integration, live airport operational continuity, training, trials, transfer planning, and post-opening support. Additional time would allow us to ensure that our proposal is fully aligned with the Terms of Reference, the required technical forms, and the supporting documentation requested under the RFP.</p> <p>We therefore kindly request that the submission deadline be extended by fifteen calendar days. This extension would support the preparation of a complete, compliant, and high-quality proposal that properly addresses the requirements of the assignment.</p>	<p>The proposer's request is noted.</p> <p>The proposal submission time is hereby extended to 10 June 2026 at 11:00 a.m. EAT.</p>
6.		<p>We note the recent publication of the clarification document and have carefully reviewed the information provided. In this regard, we would like to kindly request again an extension, this time for four (4) weeks to the submission deadline. Unfortunately, without this additional time, we would not be in a position to submit a compliant and competitive offer.</p> <p>We remain highly interested in this opportunity and would appreciate your favourable consideration of this request</p>	<p>The proposer's request is noted.</p> <p>The proposal submission time is hereby extended to 10 June 2026 at 11:00 a.m. EAT.</p>

No	Reference to Tender	Clarifications	Response
7.	<p>SECTION 2 (B). DATA SHEET- ITC 18.5</p> <p>The Proposals must be submitted no later than: Date: 26 May 2026 Time: 11:00 A.M. EAT</p>	<p>We note that the bid submission deadline falls approximately two weeks after the Pre-Proposal Conference. In addition, the ORAT services are scheduled to commence at a later stage following the start of the other services including the construction.</p> <p>Given the scale and significance of this project, additional time would greatly support the preparation and submission of high-quality proposals that fully align with the Client's expectations. Extended preparation periods for projects of this nature also tend to encourage broader participation and enhance overall competitiveness.</p> <p>In this context, we kindly request your consideration for an extension of the submission deadline by approximately four weeks. We believe that such an extension would contribute positively to the overall success and outcome of the project.</p>	<p>The proposer's request is noted.</p> <p>The proposal submission time is hereby extended to 10 June 2026 at 11:00 a.m. EAT.</p>