



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

Tender No. MoR&T/SDAAD/RFP/001/2025-2026.

18th May, 2026

To: ALL BIDDERS

**REQUEST FOR PROPOSAL (RFP)CONSULTANCY SERVICES FOR
CARRYING OUT DESIGN REVIEW MANAGEMENT, CONTRACT ADMINISTRATION
AND CONSTRUCTION SUPERVISION OF TH EPROPOSED DESIGN, DEVELOPMENT,
AND MODERNIZATION OF JOMO KENYATTA INTERNATIONAL AIRPORT (JKIA) IN
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 1

No	Reference to Tender	Clarifications	Response
1.		<p>1. 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?</p> <p>2. Can the complete recording of this presentation be made available to all attendees after the meeting?</p>	<p>Responses to clarification requests shall be communicated to all Proposers sufficiently before the proposal submission deadline.</p>
2.	<p>Under Section 2(B) Data Sheet – ITC 22.2</p>	<p>1. Experience Requirements</p> <p>Technical Evaluation Criteria: Specific Experience of the Consultant), the RFP requires firms to demonstrate experience in at least three (3) airport construction supervision projects, each with a minimum construction value of USD 2 billion.</p> <p>While we acknowledge the need to ensure capacity for a project of this scale, this requirement does not reflect the realities of the aviation sector within Kenya and the broader Sub-Saharan region, where projects of such magnitude are limited. As this criterion contributes directly to the technical score under ITC 22.2, its current structure significantly limits the competitiveness of Kenyan firms despite their demonstrated experience in complex infrastructure projects across transport and urban systems.</p>	<p>The Procuring Entity appreciates the concerns raised regarding the experience requirements. However, the assignment pertains specifically to the Design Review, Management, Contract Administration, and Construction Supervision of the Proposed Design, Development, and Modernization of Jomo Kenyatta International Airport, which is a highly specialized and complex aviation infrastructure project.</p> <p>Accordingly, the requirement for demonstrated experience in airport construction supervision projects of similar scale and complexity has been intentionally established to ensure that the Consultant possesses the requisite technical expertise, operational understanding, safety</p>

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		<p>Further, while ITC 6 (Eligibility) allows broad participation, the effect of this requirement is to indirectly narrow the pool of eligible firms. This may reduce effective competition, contrary to the intent of the QCBS method outlined under ITC 29 (Combined Quality and Cost Evaluation).</p> <p>We recommend that the Procuring Entity consider broadening the definition of relevant experience to include comparable large-scale infrastructure projects and adopting a more flexible approach to project value thresholds, including cumulative experience.</p>	<p>compliance knowledge, and experience associated with large-scale airport developments.</p> <p>Therefore, the criteria shall remain limited to airport projects with required construction value and will not be extended to general infrastructure, transport, or urban development projects, as such projects may not adequately demonstrate the specialized competencies required for this assignment.</p>
3.	Under Section 2(B) Data Sheet – ITC 22.2 (iii),	<p>2. Qualification Requirements for Key Experts</p> <p>The RFP allocates a total of 55 points to the qualifications and competence of Key Experts, with evaluation based on general qualifications, adequacy for the assignment, professional certification, and regional experience.</p> <p>In addition, the Terms of Reference impose high thresholds, including requirements for experience in large international airports handling approximately 40 million passengers per annum.</p> <p>While the importance of experienced personnel is recognized, these thresholds are not aligned with the scale of existing or planned airport infrastructure in Kenya. As such, they constrain the available pool of experts and exclude qualified Kenyan professionals who</p>	<p>The Procuring Entity noted the concerns raised regarding the qualification requirements for Key Experts. However, considering the scale, complexity, operational sensitivity, and strategic importance of the Proposed Design, Development, and Modernization of Jomo Kenyatta International Airport, the qualification and experience thresholds have been carefully established to ensure engagement of highly qualified experts with proven international airport development experience.</p> <p>The requirement for experience in major international airports handling significant</p>

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		<p>possess relevant experience in comparable infrastructure environments.</p> <p>This creates a misalignment between ITC 22.1 (responsiveness to Terms of Reference) and the actual project context, potentially leading to over-specification of requirements beyond what is necessary for effective delivery.</p> <p>We recommend that these qualification thresholds be reviewed to reflect realistic project benchmarks and to allow recognition of equivalent experience in infrastructure systems of similar complexity.</p>	<p>passenger volumes is intended to ensure that the proposed Key Experts possess the necessary technical, managerial, operational, safety, and coordination capabilities required for the successful delivery of a project of this magnitude and complexity.</p> <p>Accordingly, the qualification criteria shall remain as specified in the RFP and will not be broadened to include general infrastructure or non-airport comparable projects, as such experience may not adequately demonstrate the specialized expertise required for this assignment.</p>
4.	ITC 6.2 ITC 14.1(a) ITC 22.1 ITC 22.2	<p>3. Joint Venture Structure and Local Participation</p> <p>The RFP permits Joint Ventures of up to three (3) members under ITC 6.2, and further provides for association between firms under ITC 14.1(a). However, when these provisions are read together with the high thresholds for firm experience and key expert qualifications, the practical effect is that Kenyan firms are compelled to enter into Joint Ventures with international firms to meet eligibility and competitiveness requirements.</p>	<p>The Procuring Entity acknowledges the concerns raised regarding Joint Venture arrangements and local participation.</p> <p>The RFP provisions under ITC 6.2 and ITC 14 are intended to provide flexibility to Consultants to associate through Joint Ventures and/or sub-consultancy arrangements in order to combine complementary expertise and strengthen</p>

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		<p>Even within such Joint Ventures, the stringent requirements under ITC 22.1 (mandatory responsiveness criteria) and ITC 22.2 (technical scoring) make it difficult for local firms to assume lead roles or nominate qualifying Key Experts. This limits their participation to secondary roles and reduces opportunities for meaningful technical contribution.</p> <p>As a result, the intended benefits of Joint Ventures, including knowledge transfer and capacity building, may not be fully realized. Instead, local firms risk being included primarily for compliance purposes rather than substantive engagement.</p>	<p>capacity for the successful delivery of the assignment.</p> <p>The qualification and experience requirements provided under the RFP have been established based on the scale, complexity, and specialized nature of the Proposed Design, Development, and Modernization of Jomo Kenyatta International Airport and are applied uniformly to all Consultants, irrespective of nationality or origin.</p> <p>The RFP does not restrict local firms from acting as lead members of a Joint Venture or from nominating Key Experts, provided the proposed Joint Venture and personnel meet the stated qualification and experience requirements. The structuring of Joint Ventures, allocation of responsibilities, and level of participation of each member remain the responsibility of the participating firms.</p> <p>Accordingly, the provisions of the RFP shall remain unchanged.</p>

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5.	ITC 22.2 ITC 22.1	<p>4. Local Content Requirements</p> <p>Under Section 2(B) Data Sheet – ITC 22.2 (iv), the RFP provides for a minimum of 30% participation of Kenyan citizens among Key Experts, allocated a total of 5 points in the technical evaluation.</p> <p>While this provision is commendable, it is not included among the mandatory requirements listed under ITC 22.1 and is measured based on the number of personnel rather than their level of input. This limits its effectiveness in ensuring meaningful participation and creates a risk of nominal compliance.</p> <p>We recommend that this requirement be strengthened by:</p> <ul style="list-style-type: none"> i. Increasing the threshold to a minimum of 40% Kenyan participation; ii. Measuring participation based on man-month input, consistent with the time-based nature of the contract under Section 6 (Conditions of Contract – Time-Based); iii. Including this provision as a mandatory requirement under ITC 22.1 to ensure compliance. 	<p>The Procuring Entity appreciates the recommendation regarding enhancement of local participation and capacity development through the engagement of Kenyan citizens in the assignment.</p> <p>The provision under ITC 22.2(iv) regarding participation of Kenyan citizens among the Key Experts was established to encourage local content and promote involvement of qualified Kenyan professionals within the technical evaluation framework.</p> <p>The current requirement of a minimum of 30% participation of Kenyan citizens, evaluated as part of the technical scoring criteria, is considered appropriate and proportionate for this assignment, taking into account the specialized nature, scale, and international complexity of the Proposed Design, Development, and Modernization of Jomo Kenyatta International Airport.</p> <p>Accordingly, the Procuring Entity shall retain the existing provisions of the RFP, including the evaluation methodology, participation threshold, and scoring approach, and no amendments shall be made in this regard.</p>

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6.	ITC 22.1	<p>5. Mandatory Requirements and Compliance Structure</p> <p>It is noted that proposals must satisfy all mandatory requirements under ITC 22.1 to be considered responsive. In the context of Joint Ventures, the application of certain requirements—particularly Tender Security and Consultancy Experience (as outlined in Form TECH-7: Mandatory Support Documents)—to all members may create practical challenges.</p> <p>To align with the structure of Joint Ventures as defined under ITC 1(k) and ITC 11, we recommend that:</p> <ul style="list-style-type: none"> i. Tender Security (Mandatory Requirement Item 7) be applied to the Lead Firm only; ii. Consultancy Experience (Mandatory Requirement Item 10) be applied to the Lead Firm only. <p>This would ensure accountability while facilitating broader participation of local firms within Joint Ventures.</p>	<p>In the case of a Joint Venture (JV):</p> <ul style="list-style-type: none"> i. The Tender Security shall be submitted as a single Tender Security in the name of the Joint Venture (or in the names of all JV partners jointly) for the full required amount in accordance with the RFP requirements; and ii. The mandatory consultancy experience requirements shall remain as specified in the RFP and shall not be limited solely to the Lead Firm. <p>Therefore, the provisions of ITC 22.1 and Form TECH-7 shall remain unchanged.</p>
7.	ITC 29 ITC 22.2	<p>6. Evaluation Framework and Competitiveness</p> <p>The technical evaluation framework under ITC 22.2 assigns:</p> <ul style="list-style-type: none"> i. 15 points to firm experience, ii. 25 points to methodology and work plan, iii. 55 points to Key Experts, iv. 05 points to participation of Kenyan Citizens 	<p>The Procuring Entity noted the observations regarding the technical evaluation framework.</p> <p>The evaluation criteria and weightings have been established considering the scale, complexity, and specialized nature of the Proposed Design, Development, and Modernization of Jomo Kenyatta</p>

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		<p>v. 05 points to suitability of the transfer of knowledge</p> <p>While this structure is consistent with QCBS under ITC 29, the strong emphasis on narrowly defined aviation experience and highly specialized expert qualifications limits recognition of broader competencies such as contextual knowledge, multidisciplinary expertise, and innovation.</p> <p>This may reduce effective competition and limit the range of technically viable proposals, thereby affecting value for money.</p> <p>We recommend that the evaluation framework be applied in a manner that recognizes relevant experience across infrastructure sectors and places appropriate emphasis on methodology and contextual understanding.</p> <p>Additionally, the points add up to 105 instead of 100. This should be corrected.</p>	<p>International Airport. Accordingly, particular emphasis has been placed on specialized airport consultancy experience, methodology, and suitably qualified Key Experts to ensure successful delivery of the assignment.</p> <p>The Procuring Entity further clarifies that experience requirements related to aviation infrastructure are intentional and project-specific, and therefore the evaluation framework shall not be broadened to include general infrastructure sector experience.</p> <p>However, it is noted that there was an inadvertent error in the allocation of the technical evaluation scores, resulting in a total of 105 points instead of 100 points.</p> <p>Accordingly, the revised evaluation criteria have been amended as per Addendum No. 2.</p>
8.	7 (B)	Will subcontractors' experience be considered during evaluation or only for JV partners?	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.

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9.	7 (B)	Please clarify your understanding of "in associated with" regarding firms	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.
10.	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).
11.	SECTION 2 (B). DATA SHEET	Can the "USD 2,000,000,000" requirement please be relaxed to USD 200,000,000 so as to allow more players in Africa	The requirement shall remain unchanged, and the reduction of the threshold to USD 200,000,000 is not considered.
12.	Particulars of Appendix Instructions to Tenders	There are a total of 51 Key experts required. Where it makes sense, can a name be used in more than one position?	Considering the scale, complexity, multidisciplinary nature, and implementation requirements of the Proposed Design, Development, and Modernization of Jomo Kenyatta International Airport, the Key Expert positions have been identified to ensure adequate technical coverage, supervision, coordination, quality assurance, safety compliance, and timely delivery of the assignment.
13.	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.

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			<p>Accordingly, if engineering consultant firms in South 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>
14.	Mandatory Requirement S/No.-3	Is this applicable for international companies? Will company home country registration papers suffice?	Applicants are referred to comply with Serial No. 3 of Mandatory Requirements.
15.	Mandatory Requirement S/No.-10	Can the requirement "..Airport project.." please be relaxed to "..Engineering project.." ?	<p>The Procuring Entity clarifies that the requirement for experience in "Airport Projects" shall remain unchanged.</p> <p>This consultancy assignment relates to the Design Review, Management, Contract Administration, and Construction Supervision of the Proposed Design, Development, and Modernization of Jomo Kenyatta International Airport, which is a live and operational international airport with highly</p>

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			<p>specialized aviation, operational, safety, security, phasing, and stakeholder coordination requirements.</p> <p>Accordingly, only firms and experts with demonstrated airport project experience of similar scale and complexity are considered suitable for this assignment. General engineering project experience, while valuable, may not adequately demonstrate the specialized competencies required for works within a live airport environment. Therefore, the requirement shall not be relaxed to include general engineering projects.</p>

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16.	Qualification Requirements for the Key Experts	The requirement for 40 million Passengers per annum limits experience outside Africa only. However, in the Mandatory requirements, company experience in two sub-Saharan Airport is required. Can the 40 million PAX be removed or relaxed for this Key Expert?	<p>The requirement for experience in international airports handling at least 40 million passengers per annum has been established considering the scale, operational complexity, future expansion requirements, and strategic importance of the Proposed Design, Development, and Modernization of Jomo Kenyatta International Airport.</p> <p>The requirement is to ensure that the proposed Key Experts possess experience in managing large-scale airport environments with complex operational, safety, phasing, and stakeholder coordination challenges comparable to this assignment.</p> <p>Accordingly, the requirement shall remain unchanged and will not be relaxed or removed.</p>