



## STATE DEPARTMENT FOR AVIATION AND AEROSPACE DEVELOPMENT

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**Tender No.** SDAAD/OT/001/2025-2026.

6<sup>th</sup> May, 2026

**To: ALL BIDDERS**

### PROCUREMENT OF WORKS CONTRACT – DESIGN AND BUILD

THE PROPOSED DESIGN, DEVELOPMENT AND MODERNIZATION OF JOMO KENYATTA INTERNATIONAL AIRPORT (JKIA) - Tender No: SDAAD/OT/001/2025-2026

### **CLARIFICATION No. 6**

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Pursuant to Sections and Clauses as contained in the table herein under, we hereby issue **Clarification No.6** to the above Tender for your attention.

**CLARIFICATION No 6**

No	Reference to Tender	Clarifications	Response
1.		<p>1. Apply for Site Access Authorization</p> <p>To ensure the tender proposal submitted for this project is safe, feasible, accurate, and fully meet your requirement, we respectfully request the Procuring Entity to grant us unrestricted site access authorization to carry out geotechnical investigation, topographic survey, and assessments of structural conditions and operational constraints within the operational JKIA perimeter.</p> <p>2. Request for Extension of Tender Deadline</p> <p>As the current urgent timeline does not allow sufficient time for thorough technical review, detailed design, risk assessment, and comprehensive preparation of a robust design and build proposal, rushing submission the tender within the current period would result in inadequate planning, increased construction risks and potential delays in further stages that may negatively impact the project quality, safety, and successful delivery for the Procurement Entity. We therefore respectfully request the Procurement Entity to extend the tender</p>	<p>1- Access was only equally granted to all bidders during the site visit. No additional access is foreseen.</p> <p>2- It is hereby clarified that the tender submission deadline remains <b>14th May 2026 at 11:00 A.M. (E.A.T.)</b> and, shall not be changed or extended further; all bidders are therefore required to ensure submission of their bids within the stipulated timeframe.</p>

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		<p>submission deadline by THREE (3) MONTHS from the current deadline of 14 May 2026 to 14 August 2026, to allow adequate time for complete and reliable proposal preparation.</p>	
2.	<p><b>Tender Section III — Key Personnel.</b></p>	<p>1. Equivalent Certification for AGL &amp; ICAO Compliance Engineer</p> <p>The qualification requirements for this position specify that the candidate must possess an</p> <p>“ICAO Annex-14 professional training certificate.” We would like to note that in China, the Civil Aviation Administration of China (CAAC) is the regulatory authority governing all compliance practices within the aviation sector. Professionals practicing in this specialized field are mandated to undergo training and certification governed by the CAAC, which inherently aligns with ICAO standards.</p> <p>Given this national regulatory framework, could you kindly confirm if a relevant professional training certificate issued and recognized by the CAAC can be accepted as an equivalent alternative to the specified ICAO Annex-14 certificate?</p>	<p>Confirmed. Relevant professional training certificate issued and recognized by the CAAC will be accepted.</p> <p>The above provision shall also apply to the requirements for the Operation and Management/ORAT Certificate of the Key Personnel - ORAT Expert position.</p>
3.	<p><b>Tender Section III — Key Personnel.</b></p>	<p>Adjustment of Academic and Experience Requirements for Key Personnel In reference to the general requirements for Key Personnel, the academic qualifications and relevant work experience are set at an exceptionally high level, which significantly limits the</p>	<p>With reference to the request for adjustment of the academic and experience requirements for Key Personnel, the Client has considered the proposal and confirms the following:</p>

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		<p>pool of eligible candidates. Based on our assessment, most candidates who fully meet the current requirements tend to be at a later stage of their careers. While highly experienced, this demographic limitation may reduce the overall flexibility, responsiveness, and long-term sustainability of the project management team.</p> <p>To ensure a balanced, dynamic, and highly efficient project team, we kindly request your consideration and confirmation on whether the requirements can be adjusted as follows:</p> <p>To retain the requirement for a Bachelor's degree in a relevant field, while removing the mandatory requirement for a post-graduate (Master's) degree; To revise the minimum years of relevant work experience from being counted post-registration to being counted based on total professional experience since graduation.</p> <p>We believe these adjustments will allow us to propose a more robust and adaptable team for the successful delivery of the JKIA modernization project.</p>	<ul style="list-style-type: none"> <li>• The requirement for a Bachelor's degree in a relevant field shall be retained;</li> <li>• The mandatory requirement for a post-graduate (Master's) degree shall be removed.</li> </ul> <p>All other requirements, including the stipulated professional registration criteria and the minimum years of relevant work experience, shall remain unchanged as provided in the Request for Proposals (RFP) documents.</p>

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4.		<p>Reference is made to clarification No.3 through which the tender submission deadline is revised to 14<sup>th</sup> May 2026 at 11:00 A.M E.A.T.</p> <p>Having reviewed, the Tender document, we have come to understand that, we require adequate period of time for the preparation of the bid.</p> <p>Accordingly, we hereby kindly request you to re-extend the tender submission date by three weeks from 14<sup>th</sup> of May 2026.</p>	<p>The tender submission deadline remains <b>14<sup>th</sup> May 2026 at 11:00 A.M. (E.A.T.)</b> and, shall not be changed or extended further; all bidders are therefore required to ensure submission of their bids within the stipulated timeframe.</p>
5.		<p>REQUEST FOR EXTENSION OF TENDER SUBMISSION DEADLINE</p> <p>We are currently preparing our submission for the tender referenced above and undertaking preliminary estimation of quantities, as well as requesting quotations from suppliers and subcontractors. Given the scale and complexity of the project, additional time is required to consolidate accurate inputs and ensure a comprehensive, compliant proposal. We therefore respectfully request an extension of the tender submission deadline by 3 months. This adjustment will allow us to finalize our tender with the necessary detail and quality, supporting fair competition and robust evaluation.</p>	<p>The tender submission deadline remains <b>14<sup>th</sup> May 2026 at 11:00 A.M. (E.A.T.)</b> and, shall not be changed or extended further; all bidders are therefore required to ensure submission of their bids within the stipulated timeframe.</p>

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6.	Part A - Contract Data, Sub-Clause 14.3	<p>In the course of preparing our Tender and assessing the project's financial structure, we note that the payment terms under the Contract (Part A - Contract Data, Sub-Clause 14.3) provide for a staggered deferred payment schedule, including a substantial portion of the Contract Sum payable after the issuance of the Performance Certificate at the end of the Defects Notification Period (i.e. 24 months after Taking-Over).</p> <p>Given the scale of the Works and the significant financing requirement that this payment profile places on the Contractor, we respectfully seek the following clarifications:</p> <ol style="list-style-type: none"> <li>I. Payment Guarantee / Funding Security: Does the Employer intend to provide any form of payment guarantee, irrevocable letter of credit, or other financial security in favor of the Contractor to secure the deferred payment obligations, particularly the final 45% of the Contract Sum payable at the end of the Defects Notification Period?</li> </ol>	<p>Payment provisions are clearly defined in PCC (Part A – Contract Data), Sub-Clause 14.3, and further reinforced under Serial No. 7 of Mandatory Requirements of SECTION III – Evaluation and Qualification Criteria.</p> <p>The tenderers are advised to strictly refer to these clauses for complete details of the payment structure. No additional guarantees, securities, or alternative credit support mechanisms are provided by the Procuring Entity.</p>

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		<p>We could not locate any such provision in the Tender Documents or Contract Forms.</p> <p>2. Alternative Credit Support: In the absence of a payment guarantee, is there any alternative form of credit enhancement or funding assurance that the Employer is prepared to offer, such as an escrow arrangement, a sovereign guarantee from the Government of Kenya, or a confirmed financing facility from a multilateral development bank?</p> <p>3. Confirmation of Budgetary Allocation: Could the Employer kindly confirm that the full cost of the Project has been allocated and secured within the Government of Kenya's national budget or any dedicated infrastructure fund, and provide such evidence as may be reasonable available to support the contractor financing arrangements with its lenders?</p>	

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7.	Tender Section III Table 1. Qualification Criteria and Requirement [Technical Part] 4.2 Specific Experience	<p>1. Adjustment of Specific Experience Requirements for Tenderers</p> <p>In reference to Tender Section III Table 1. Qualification Criteria and Requirement [Technical Part] 4.2 Specific Experience - The Tenderer shall demonstrate: (i) successfully completed at least two (2) Design &amp; Build airport terminal projects, one of which is outside the bidder's home country, each with a minimum value of KES 30 Billion and a total construction built-up area of at least 100,000sqm;</p> <p>The requirements are set at an exceptionally high level, which significantly limits the pool of eligible candidates.</p> <p>In order to ensure a competitive tendering process, we kindly request whether the requirements can be adjusted as follows:</p> <p>(i) successfully completed at least two (2) Design &amp; Build airport terminal projects, one of which is outside the bidder's home country, each with a minimum value of KES 20 Billion and a total construction built-up area of the two projects combined of at least 100,000sqm;</p>	<p>The requirements can be adjusted as follows:</p> <p>successfully completed at least two (2) Design &amp; Build airport terminal projects, one of which is outside the bidder's home country, each with a minimum value of KES 20 Billion and a total construction built-up area of the two projects combined of at least 100,000sqm;</p>

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8.	Regarding line 40 of "Component 1 – Schedule of Lump Sum Prices"	<p>2. Reclassification of Control Tower Upgrade Scope</p> <p>Regarding line 40 of "Component 1 – Schedule of Lump Sum Prices": "Upgrade of the Control Tower and pertinent systems in coordination with KCAA" – this work scope cannot be accurately quantified in advance. It is proposed to merge this item into the "Allowance Sum for Unforeseen Contingencies and Corporate Social Responsibility, and purchase of necessary equipment for upgrade of existing ATC, all subject to prior approval of the Employer/Engineer.</p> <p>This item shall be paid against submitted invoices." The estimated amount remains unchanged as a Provisional Sum of USD 15,000,000.</p>	<p>The proposal is acceptable.</p> <p>The item "Upgrade of the Control Tower and pertinent systems in coordination with KCAA" under Component 1 shall be removed as a separate line item and incorporated into the existing Provisional Sum for Unforeseen Contingencies, Corporate Social Responsibility, and purchase of necessary equipment for upgrade of existing ATC systems.</p> <p>The combined scope shall be administered under the Provisional Sum and executed strictly upon instruction and prior approval of the Employer/Engineer. Payments shall be made against verified invoices in accordance with the Contract provisions.</p> <p>The total Provisional Sum shall remain unchanged at USD 15,000,000.</p>
9.		<p>1. Would the client consider extending the tender submission date from May 14th to June 14th 2025? The very nature of this tender is complex, having read the client's requirements that were uploaded on the 11th of April. This will allow bidders to give a more comprehensive and detailed bid capturing the components dealing with operation</p>	<p>The tender submission deadline remains <b>14th May 2026 at 11:00 A.M. (E.A.T.)</b> and, shall not be changed or extended further; all bidders are therefore required to ensure submission of their bids within the stipulated timeframe.</p>

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		<p>and functionality of the existing airport during its renovation/extension.</p> <p>2. During the pre-bid conference and our understanding of the tender document relating to Milestone Payments, a question was asked on the guarantees the procuring entities will give in relation to the partial financing of the project. The answer given by the PE then was that a financial consultant has been engaged and will advice on the "Financial Model". Has this been concluded?</p>	<p>2. Payment provisions are clearly defined in PCC (Part A – Contract Data), Sub-Clause 14.3, and further reinforced under Serial No. 7 of Mandatory Requirements of SECTION III – Evaluation and Qualification Criteria.</p> <p>The tenderers are advised to strictly refer to these clauses for complete details of the payment structure. No additional guarantees, securities, or alternative credit support mechanisms are provided by the Procuring Entity.</p>
10.		Additional Clarification from Procuring Entity regarding the method of submission:	<p>The Tenderer must submit:</p> <p>(a) Technical Proposal:</p> <p><b>one (1) original and 03 copies and one USB flash drive with soft copy in sealed envelope.</b></p> <p>(b) Financial Proposal:</p> <p><b>one (1) original and 03 copies and one USB flash drive with soft copy in sealed envelope.</b></p>

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11.		We request an extension of the submission deadline by two months from May 14th 2026, to July 14th 2026. This will allow us to carefully review all the tender documents and submit a competitive tender.	The tender submission deadline remains <b>14th May 2026 at 11:00 A.M. (E.A.T.)</b> and, shall not be changed or extended further; all bidders are therefore required to ensure submission of their bids within the stipulated timeframe.
12.		We would also like the requirement limiting the experience to East Africa to be removed to enable us to provide similar experiences across Africa and other countries.	No changes or modifications shall be made to the requirements of the RFP.
13.		On page 81 of the bidding document, the design delivery checklist describes that the bidder needs to submit, including but not limited to: topographic survey report, geotechnical investigations report, detailed design drawings and reports. This requirement requires bidders to spend a significant amount of time and incur high costs to fulfil. Please clarify.	Bidders are required to present in their technical proposal the method statements to conduct & deliver the aforementioned items, including but not limited to, the anticipated outcomes.
14.		We downloaded the attached Excel BOQ for the proposed project from the link sent to us. The Excel BOQ has some rows hidden and is protected with a password. We kindly request an Excel BOQ with the rows unhidden and the password removed.	The Excel BOQs issued do not contain any hidden rows/cells, and the file is not password protected.
15.		In the conceptual design report, the curtain wall is specified as a stick system, but the BOQ describes it as a utilised system. Please clarify which one is correct.	Stick system will be used on the old terminal – Unitized system will be used on the new terminal
16.		The conceptual design mentions an aluminium composite panel curtain wall for the facades, but it is not included in the BOQ. Please clarify whether an	Curtain wall with aluminium composite panels is included in this project.

No	Reference to Tender	Clarifications	Response
		aluminium composite panel curtain wall is included in this project.	
17.		Stone cladding, external plaster and paint, balustrades, handrails and aluminium sandwich panels cladding are included in the BOQ but not mentioned in the conceptual design report. Please clarify whether these items are required.	Yes, these items are required.