TENDER FOR THE LEASE OF LAND FOR THE
DEVELOPMENT AND MANAGEMENT OF A CARGO
TRANSIT SHED FACILITY

AT

KISUMU INTERNATIONAL AIRPORT, KISUMU

TENDER NO: KAA/OT/KIA/1502/2018/2019

MAY, 2019
SECTION I - INVITATION TO TENDER

Date: May 2019

Tender Ref

TENDER NO: KAA/OT/KIA/1502/2018/2019

Tender name

LEASE OF LAND FOR THE DEVELOPMENT AND MANAGEMENT OF A CARGO TRANSIT SHED FACILITY AT KISUMU INTERNATIONAL AIRPORT

1.1 Kenya Airports Authority, a Government Institution established in 1991 by an Act of Parliament to provide facilitative infrastructure for civil aviation services in the Kenya, invites sealed tenders from eligible candidates for the Lease of Land for the Development and Management of a Cargo Transit Shed Facility, at Kisumu International Airport.

1.2 Interested eligible bidders may obtain further information from and inspect the tender documents at Kenya Airports Authority, Procurement and Logistics Office, from 8.00 am to 5.00 pm local time, Monday to Friday except lunch time between 1.00 pm and 2.00 pm and on public holidays.

1.3 A complete set of tender documents may be obtained by interested candidates upon payment of a non-refundable fee of Ksh1,000 in cash payable to Kenya Airports Authority.

1.4 Bidders may however choose to download the tender from KAA website (www.kaa.go.ke) (https://www.kaa.go.ke/corporate/procurement/) or Public Procurement Information Portal (www.ppip.go.ke) and thereafter bidders can forward their company’s details to tenders@kaa.go.ke so that any addendum/clarifications can be sent to their email address. and they can forward their company’s details to procurement department so that any addendum/ clarifications can be sent to their email address.

1.5 Prices quoted should be net inclusively all taxes and delivery costs, must be in Kenya Shillings and shall remain valid for (120) days from the closing date of the tender.

1.6 Completed tender documents serialized from the first to last page including any attachments are to be enclosed in plain sealed envelopes, marked with the tender number and name and be deposited in the tender Box located on the 2nd floor of Kenya Airports Authority Headquarters or be addressed to;

The Managing Director/CEO
Kenya Airports Authority
P.O Box 19001-00501
NAIROBI-KENYA
Tel No 254-020-825400/22111/6611000/6612000
Fax No 254-020-822078

and deposited in the Tender Box situated on 2nd Floor, Kenya Airports Authority Headquarters, Nairobi, so as to be received on or before 23rd May 2019 at 11.00 a.m.
1.7 Tenders will be opened immediately after the closing time in the presence of tenderers' representatives who choose to attend the opening at the Conference Room, 1st Floor, Kenya Airports Authority Headquarters.

1.8 The pre-bid/conference meeting will be held at the Kisumu International Airport Conference Room, on 16th May, 2019 at 10.00am. Bidders to make their own arrangements for travel and accommodation.

1.9 Any additional information, addendums or clarifications in respect to this tender will be available in our KAA website https://kaa.go.ke/corporate/procurement/ portal. All bidders are advised to regularly check the website during the bidding period.

1.10 The Authority reserves the right to accept or reject any tender and does not bind itself to accept the lowest or any tender.

1.11 Canvassing for the tender by the tenderer or by proxy shall lead to automatic disqualification of their tender.

GM (PROCUREMENT AND LOGISTICS)
FOR: MANAGING DIRECTOR/CEO
SECTION II - INSTRUCTIONS TO TENDERERS

2.1 Eligible Tenderers

2.1.1 This invitation for tenders is open to all tenderers eligible as described in the Appendix to Instructions to Tenderers. Successful tenderers shall be contracted for the stipulated duration from the date of commencement (hereinafter referred to as the term) specified in the schedule of requirements.

2.1.2 The procuring entity’s employees, committee members, board members and their relative (spouse and children) are not eligible to participate in the tender unless where specially allowed under section 131 of the Act.

2.1.3 Tenderers shall provide the qualification statement that the tenderer (including all members of a joint venture and subcontractors), is not associated, or have been associated in the past, directly or indirectly, with the firm or any of its officials which have been engaged by the procuring entity to provide consulting services for the preparation of the design specifications and other documents to be used for the purpose of this invitation to tender.

2.1.4 Tenderers involved in corrupt or fraudulent practices or debarred from participating in public procurement shall not be eligible.

2.2 Cost of Tendering

2.2.1 The Tenderer shall bear all costs associated with the preparation and submission of its tender, and the procuring entity, will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the tendering process.

2.2.2 The price to be charged for the tender document shall not exceed Kshs. 1,000/=.

2.2.3 The procuring entity shall allow the tenderer to review the tender document free of charge before purchase.

2.3 Contents of Tender Documents

2.3.1 The tender documents comprise the documents listed below and addenda issued in accordance with clause 2.7 of these instructions to tenderers.

(i) Instructions to tenderers
(ii) General Conditions of Contract
(iii) Special Conditions of Contract
(iv) Schedule of particulars of tender
(v) Form of Tender
(vi) Price Schedules
(vii) Contract Form
(viii) Confidential Business Questionnaire Form
(ix) Tender security Form
(x) Performance security Form
2.3.2 The Tenderer is expected to examine all instructions, forms, terms and particulars in the tender documents. Failure to furnish all information required by the tender documents or to submit a tender not substantially responsive to the tender documents in every respect will be at the tenderer's risk and may result in the rejection of its tender.

2.4 Clarification of tender Documents

2.4.1 A prospective tenderer making inquiry on the tender documents may notify the Procuring entity by post, fax or by email at the procuring entity's address indicated in the Invitation to Tender. The Procuring entity will respond in writing to any request for clarification of the tender documents, which it receives no later than seven (7) days prior to the deadline for the submission of tenders, prescribed by the procuring entity. Written copies of the Procuring entity's response (including an explanation of the query but without identifying the source of inquiry) will be sent to all candidates who have received the tender documents.

2.4.2 The procuring entity's employees, committee members, board members and their relatives (spouse and children) are not eligible to participate in the tender.

2.5 Amendment of tender Documents

2.5.1 At any time prior to the deadline for submission of tenders, the Procuring entity, for any reason, whether at its own initiative or in response to a clarification requested by a prospective tenderer, may modify the tender documents by issuing an addendum amendment.

2.5.2 All prospective tenderers who have obtained the tender documents will be notified of the amendment by post, fax or email and such amendment will be binding on them.

2.5.3 In order to allow prospective tenderers reasonable time in which to take the amendment into account in preparing their tenders, the Procuring entity, at its discretion, may extend the deadline for the submission of tenders.

2.6 Language of Tenders

2.6.1 The tender prepared by the tenderer, as well as all correspondence and documents relating to the tender exchanged by the tenderer and the Procuring entity, shall be written in English language. Any printed literature furnished by the tenderer may be written in another language provided they are accompanied by an accurate English translation of the relevant passages in which case, for purposes of interpretation of the tender, the English translation shall govern.

2.7 Documents Comprising the Tender

2.7.1 The tender prepared by the tenderer shall comprise the following components:

(a) a Tender Form and a Price Schedule completed in accordance with paragraph 2.8, 2.9 and 2.10 below
documentary evidence established in accordance with paragraph 2.12 that the
tenderer is eligible to tender and is qualified to perform the contract if its tender
is accepted;
(c) tender security furnished in accordance with paragraph 2.12

2.8. **Form of Tender**

2.8.1 The tenderer shall complete the Form of Tender and the Price Schedules furnished in the
tender documents, indicating the particulars of the tender.

2.9. **Tender Prices**

2.9.1 The tenderer shall indicate on the Price Schedules the unit prices and total tender price of
the particular of tender under the contract.

2.9.2 Prices indicated on the Price Schedule shall be the amounts to be paid by the tenderer to the
procuring entity for the particulars of the tender under the contract.

2.9.3 Prices quoted by the tenderer shall remain fixed during the term of the contract unless
otherwise agreed by the parties. A tender submitted with an adjustable price quotation will
be treated as non-responsive and will be rejected, pursuant to paragraph 2.20.5

2.10. **Tender Currencies**

2.10.1 Prices shall be quoted in Kenya Shillings unless otherwise stated in the appendix.

2.11. **Tenderers Eligibility and Qualifications**

2.11.1 Pursuant to paragraph 2.1.1 and 2.1.2 the tenderer shall furnish, as part of its tender,
documents establishing the tenderer's eligibility to tender and its qualifications to perform
the contract if its tender is accepted.

2.11.2 The documentary evidence of the tenderer's qualifications to perform the contract if its
tender is accepted shall establish to the Procuring entity's satisfaction that the tenderer has
the financial and technical capability necessary to perform the contract.

2.12. **Tender Security**

2.12.1 The tenderer shall furnish, as part of its tender, a tender security for the amount and form
specified in the Appendix to Instructions to Tenderers.

2.12.2 The tender security shall be in the amount not exceeding 2 per cent of the tender price.

2.12.3 The tender security is required to protect the Procuring entity against the risk of Tenderer's
conduct which would warrant the security's forfeiture, pursuant to paragraph 2.12.7

2.12.4 The tender security shall be denominated in Kenya Shillings or in another freely convertible
currency, and shall be in the form of
a) Cash.
b) A bank guarantee.
c) Such insurance guarantee approved by the authority.
d) Letter of credit.

2.12.5 Any tender not secured in accordance with paragraph 2.12.1. and 2.12.3 will be rejected by the Procuring entity as non-responsive, pursuant to paragraph 2.20.5

2.12.6 Unsuccessful Tenderer’s tender security will be discharged or returned as promptly as possible but not later than thirty (30) days after the expiration of the period of tender validity.

2.12.7 The successful Tenderer’s tender security will be discharged upon the tenderer signing the contract, pursuant to paragraph 2.29, and furnishing the performance security, pursuant to paragraph 2.30.

2.12.8 The tender security may be forfeited:
   (a) if a tenderer withdraws its tender during the period of tender validity.
   (b) in the case of a successful tenderer, if the tenderer fails:
       (i) to sign the contract in accordance with paragraph 2.29 or
       (ii) to furnish performance security in accordance with paragraph 2.30.
   (c) If the tenderer rejects a correction of an arithmetic error in the tender.

2.13. **Validity of Tenders**

2.13.1 Tenders shall remain valid for 60 days after date of tender opening pursuant to paragraph 2.18. A tender valid for a shorter period shall be rejected by the Procuring entity as non-responsive.

2.13.2 In exceptional circumstances, the Procuring entity may solicit the Tenderer’s consent to an extension of the period of validity. The request and the responses thereto shall be made in writing. The tender security provided under paragraph 2.12 shall also be suitably extended. A tenderer granting the request will not be required nor permitted to modify its tender.

2.14. **Format and Signing of Tenders**

2.14.1 The tenderer shall prepare an original and a copy of the tender, clearly marking each “ORIGINAL TENDER” and “COPY OF TENDER,” as appropriate. In the event of any discrepancy between them, the original shall govern.

2.14.2 The original and all copies of the tender shall be typed or written in indelible ink and shall be signed by the tenderer or a person or persons duly authorized to bind the tenderer to the contract. All pages of the tender, except for un-amended printed literature, shall be initialed by the person or persons signing the tender.

2.14.3 The tender shall have no interlineations, erasures, or overwriting except as necessary to correct errors made by the tenderer, in which case such corrections shall be initialed by the person or persons signing the tender.
2.15 **Sealing and Marking of Tenders**

2.15.1 The tenderer shall seal the original and the copy of the tender in separate envelopes, duly marking the envelopes as “ORIGINAL TENDER” and “COPY OF TENDER”. The envelopes shall then be sealed in an outer envelope.

2.15.2 The inner and outer envelopes shall:

(a) be addressed to the Procuring entity at the address given in the Invitation to Tender

(b) bear tender number and name in the Invitation to Tender and the words, “DO NOT OPEN BEFORE 23rd May 2019 at 11.00 a.m.

2.15.3 The inner envelopes shall also indicate the name and address of the tenderer to enable the tender to be returned unopened in case it is declared “late”.

2.15.4 If the outer envelope is not sealed and marked as required by paragraph 2.15.2, the Procuring entity will assume no responsibility for the tender’s misplacement or premature opening.

2.16 **Deadline for Submission of Tenders**

2.16.1 Tenders must be received by the Procuring entity at the address specified under paragraph 2.15.2 no later than 23rd May 2019 at 11.00 a.m.

2.16.2 The Procuring entity may, at its discretion, extend this deadline for the submission of tenders by amending the tender documents in accordance with paragraph 2.5.3 in which case all rights and obligations of the Procuring entity and candidates previously subject to the deadline will thereafter be subject to the deadline as extended.

2.16.3 Bulky tenders which will not fit in the tender box shall be received by the procuring entity as provided for in the appendix.

2.17 **Modification and Withdrawal of Tenders**

2.17.1 The tenderer may modify or withdraw its tender after the tender’s submission, provided that written notice of the modification, including substitution or withdrawal of the tenders, is received by the Procuring entity prior to the deadline prescribed for submission of tenders.

2.17.2 The tenderer’s modification or withdrawal notice shall be prepared, sealed, marked and dispatched in accordance with the provisions of paragraph 2.15. A withdrawal notice may also be sent by fax or email but followed by a signed confirmation copy, postmarked not later than the deadline for submission of tenders.

2.17.3 No tender may be modified after the deadline for submission of tenders.

2.17.4 No tender may be withdrawn in the interval between the deadline for submission of tenders and the expiration of the period of tender validity. Withdrawal of a tender during this interval may result in the Tenderer’s forfeiture of its tender security, pursuant to paragraph
2.18. Opening of Tenders

2.18.1 The Procuring entity will open all tenders in the presence of tenderers' representatives who choose to attend, on 28th February 2019 at 11.00 a.m. and in the location specified in the Invitation of tender. The tenderers' representatives who are present shall sign a register evidencing their attendance.

2.18.2 The tender's names, tender modifications or withdrawals, tender prices, discounts, and the presence or absence of requisite tender security and such other details as the Procuring entity, at its discretion, may consider appropriate, will be announced at the opening.

2.18.3 The Procuring entity will prepare minutes of the tender opening, which will be submitted to tenderers that signed the tender opening register and will have made the request.

2.19 Clarification of Tenders

2.19.1 To assist in the examination, evaluation and comparison of tenders the Procuring entity may, at its discretion, ask the tenderer for a clarification of its tender. The request for clarification and the response shall be in writing, and no change in the prices or substance of the tender shall be sought, offered, or permitted.

2.19.2 Any effort by the tenderer to influence the Procuring entity in the Procuring entity's tender evaluation, tender comparison or contract award decisions may result in the rejection of the tenderers' tender.

2.20 Preliminary Examination and Responsiveness

2.20.1 The Procuring entity will examine the tenders to determine whether they are complete, whether any computational errors have been made, whether required sureties have been furnished, whether the documents have been properly signed, and whether the tenders are generally in order.

2.20.2 Arithmetical errors will be rectified on the following basis. If there is a discrepancy between the unit price and the total price that is obtained by multiplying the unit price and quantity, the unit price shall prevail, and the total price shall be corrected. If the candidate does not accept the correction of the errors, its tender will be rejected, and its tender security forfeited. If there is a discrepancy between words and figures, the amount in words will prevail.

2.20.3 The Procuring entity may waive any minor informality or non-conformity or irregularity in a tender which does not constitute a material deviation provided such waiver does not prejudice or affect the relative ranking of any tenderer.

2.20.4 Prior to the detailed evaluation, pursuant to paragraph 2.20, the Procuring entity will determine the substantial responsiveness of each tender to the tender documents. For purposes of these paragraphs, a substantially responsive tender is one which conforms to all the terms and conditions of the tender documents without material deviations.
entity’s determination of a tender’s responsiveness is to be based on the contents of the tender itself without recourse to extrinsic evidence.

2.20.5 If a tender is not substantially responsive, it will be rejected by the procuring entity and may not subsequently be made responsive by the tenderer by correction of the nonconformity.

2.21. **Conversion to single currency**

2.21.1 Where other currencies are used, the Procuring entity will convert those currencies to Kenya Shillings using the selling exchange rate on the date of tender closing provided by the Central Bank of Kenya.

2.22. **Evaluation and Comparison of Tenders**

2.22.1 The Procuring entity will evaluate and compare the tenders which have been determined to be substantially responsive, pursuant to paragraph 2.20.

2.22.2 The Procuring entity’s evaluation of a tender will take into account, in addition to the tender price, the following factors, in the manner and to the extent indicated in paragraph 2.22.3.

(a) operational plan proposed in the tender;
(b) deviations in payment schedule from that specified in the Special Conditions of Contract

2.22.3 Pursuant to paragraph 2.22.2, the following evaluation methods will be applied.

(a) **Operational Plan**

The Procuring entity requires that the services under the Invitation for Tenders shall be performed at the time specified in the Schedule of Requirements. Tenderers offering to perform longer than the procuring entity’s required delivery time will be treated as non-responsive and rejected.

(b) **Deviation in payment schedule**

Tenderers shall state their tender price for the payment on schedule outlined in the special conditions of contract. Tenders will be evaluated on the basis of this base price. Tenderers are, however, permitted to state an alternative payment schedule and indicate the reduction in tender price they wish to offer for such alternative payment schedule. The Procuring entity may consider the alternative payment schedule offered by the selected tenderer.

2.22.4 Preference where allowed in the evaluation of tenders shall not exceed 15%.

2.22.5 The evaluation committee shall evaluate the tenders within 30 days from the date of opening the tender.
2.23. **Contacting the Procuring entity**

2.23.1 Subject to paragraph 2.19 no tenderer shall contact the Procuring entity on any matter relating to its tender, from the time of the tender opening to the time the contract is awarded.

2.23.2 Any effort by a tenderer to influence the Procuring entity in its decisions on tender evaluation, tender comparison, or contract award may result in the rejection of the Tenderers’ tender.

2.24 **Post-qualification**

2.24.1 The Procuring entity will verify and determine to its satisfaction whether the tenderer that is selected as having submitted the lowest evaluated responsive tender is qualified to perform the contract satisfactorily.

2.24.2 The determination will take into account the tenderer financial and technical capabilities. It will be based upon an examination of the documentary evidence of the tenderers qualifications submitted by the tenderer, pursuant to paragraph 2.11.2, as well as such other information as the Procuring entity deems necessary and appropriate.

2.24.3 An affirmative determination will be a prerequisite for award of the contract to the tenderer. A negative determination will result in rejection of the Tenderer’s tender, in which event the Procuring entity will proceed to the next lowest evaluated tender to make a similar determination of that Tenderer’s capabilities to perform satisfactorily.

2.25 **Award Criteria**

2.25.1 Subject to paragraph 2.29 the Procuring entity will award the contract to the successful tenderer whose tender has been determined to be substantially responsive and has been determined to be the lowest evaluated tender, provided further that the tenderer is determined to be qualified to perform the contract satisfactorily.

2.25.2 To qualify for contract awards, the tenderer shall have the following:

(b) Necessary qualifications, capability experience, services, equipment and facilities to provide what is being procured.

(c) Legal capacity to enter into a contract for procurement

(d) Shall not be insolvent, in receivership, bankrupt or in the process of being wound up and is not the subject of legal proceedings relating to the foregoing.

(e) Shall not be debarred from participating in public procurement.

2.26. **Procuring entity’s right to accept or reject any or all tenders**

2.26.1 The Procuring entity reserves the right to accept or reject any tender, and to annul the tendering process and reject all tenders at any time prior to contract award, without thereby incurring any liability to the affected tenderer or tenderers or any obligation to inform the affected tenderer or tenderers of the grounds for the Procuring entity’s action. If the Procuring entity determines that none of the tenders is responsive, the Procuring entity shall notify each tenderer who submitted a tender.
2.26.2 The procuring entity shall give prompt notice of the termination to the tenderers and on request give its reasons for termination within 14 days of receiving the request from any tenderer.

2.26.3 A tenderer who gives false information in the tender document about its qualification or who refuses to enter into a contract after notification of contract award shall be considered for debarment from participating in future public procurement.

2.27 Notification of Award

2.27.1 Prior to the expiration of the period of tender validity, the Procuring entity will notify the successful tenderer in writing that its tender has been accepted.

2.27.2 The notification of award will constitute the formation of the contract subject to the signing of the contract between the tenderer and the procuring entity pursuant to clause 2.29. Simultaneously the unsuccessful tenderers shall be notified that their tenders have been unsuccessful.

2.27.3 Upon the successful Tenderer’s furnishing of the performance security pursuant to paragraph 2.30, the Procuring entity will promptly notify each unsuccessful Tenderer and will discharge its tender security, pursuant to paragraph 2.12

2.29 Signing of Contract

2.29.1 At the same time as the Procuring entity notifies the successful tenderer that its tender has been accepted, the procuring entity will simultaneously inform the other tenderers that their tenders have not been successful.

2.29.2 Within fourteen (14) days of receipt of the Contract Form, the successful tenderer shall sign and date the contract and return it to the Procuring entity.

2.29.3 The contract will be definitive upon its signature by the two parties.

2.29.4 The parties to the contract shall have it signed within 30 days from the date of notification of contract award unless there is an administrative review request.

2.30 Performance Security

2.30.1 The successful tenderer shall furnish the performance security in accordance with the Appendix to instructions to tenders, in a form acceptable to the Procuring entity.

2.30.2 Failure by the successful tenderer to comply with the requirement of paragraph 2.29 or paragraph 2.30.1 shall constitute sufficient grounds for the annulment of the award and forfeiture of the tender security, in which event the Procuring entity may make the award to the next lowest evaluated tender or call for new tenders.
2.31 Corrupt or Fraudulent Practices

2.31.1 The procuring entity requires that tenderers observe the highest standard of ethics during the procurement process and execution of contracts. A tenderer shall sign a declaration that he has not and will not be involved in corrupt or fraudulent practices.

2.31.2 The Procuring entity will reject a proposal for award if it determines that the tenderer recommended for award has engaged in corrupt or fraudulent practices in competing for the contract in question.

2.32 Further a tenderer who is found to have indulged in corrupt or fraudulent practices risks being debarred from participating in public Procurement in Kenya.
APPENDIX TO INSTRUCTIONS TO TENDERERS

The following information for letting, leasing, licensing, tenancy, franchise or management contract for the **Cargo Transit Shed Facility** at Kisumu International Airport shall complement, supplement or amend, the provisions of the Instructions to Tenderers. Wherever there is a conflict between the provisions of the instructions to tenderers and the provisions of the appendix, the provisions of the appendix herein shall prevail over those of the instruction to Tenderers.

| 2.1.1 | Eligibility | This tender is open to all firms/companies registered in Kenya with demonstrable capacity to develop, operate and manage a Transit Shed Facility (which include: companies, partnerships, proprietary concerns etc.) who are interested in bidding for the Project either individually or as a consortium / joint venture of such firms. |

Successful tenderers shall lease the land for a term of 25 years and shall be allowed to put up relevant infrastructure to facilitate their business but subject to approval as per the terms and conditions of the contract.

| 2.1.4 | Debarment | Bidders shall provide a duly filled self-declaration Form |

| 2.2.2 | Cost of Tendering | Cost of tender document Kenya Shillings One Thousand (Ksh1,000/-) or downloaded at no cost from the company’s www.kaa.go.ke website [https://www.kaa.go.ke/corporate/procurement](https://www.kaa.go.ke/corporate/procurement) or the Public Procurement Information Portal (PPIP) ([www.ppip.go.ke](http://www.ppip.go.ke)). |

| 2.4 | Clarification of Tenders | Contact person for any clarification is:-

**General Manager,**

**Procurement and Logistics**

2nd Floor Kenya Airports Authority HQ.

Airport North Road, Jomo Kenyatta International Airport

P.O. Box 19001-00501

 Nairobi, Kenya

Telephone: 254-(0)20-6611000

Electronic mail address: tenders@kaa.go.ke

The Authority will not accept and/or respond to request for clarification from bidders received 3 or less days to the tender opening date. |

| 2.7 | Documents comprising the tender | 1. Form of Tender

2. Confidential Business Questionnaire Form

3. Self-declaration-form

4. Site visit certificate

5. Statement of Financial Compliance

6. Technical Proposal |
7. Financial proposal
8. Tender Security from a bank operating in Kenya or insurance firm approved by Public Procurement Regulatory Authority (PPRA) of Kenya Shillings One Hundred Thousand (Ksh100,000/-) for Cargo Transit Shed furnished in accordance with the Tender requirements.
Any information or other materials required to be completed and submitted by Tenderers as specified in the Tender Document.

<table>
<thead>
<tr>
<th>2.8</th>
<th>Form of Tender</th>
<th>Bidders shall provide a duly filled Form of Tender</th>
<th>Bidders to Comply</th>
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</thead>
<tbody>
<tr>
<td>2.9</td>
<td>Tender Prices</td>
<td>Bidders to submit duly signed Statement of Financial Compliance Form and the form of tender.</td>
<td>Bidders to Comply</td>
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<tr>
<td>2.11 &amp; 2.22</td>
<td>Tender eligibility and qualifications &amp; Evaluation and comparison of tenders.</td>
<td>The documentary evidence of the Tenderer’s qualifications to perform the contract if its Tender is accepted shall be established to KAA’s satisfaction. The evaluation criteria below will be used to determine the eligibility and qualification of bidders as well as comparison of tenders.</td>
<td>Bidders MUST Comply</td>
</tr>
<tr>
<td>2.12</td>
<td>Tender Security</td>
<td>Bidders to provide a Bid security of One Hundred Thousand (Ksh100,000/-) for Cargo Transit Shed and must be valid for one hundred and fifty (150) days from the date of tender opening and shall be in form of; a) Cash or banker’s cheque, b) A bank guarantee, Such insurance guarantee approved by the Public Procurement Regulatory Authority, tenderer shall submit policy number.</td>
<td>Bidders to Comply</td>
</tr>
<tr>
<td>2.13</td>
<td>Tender Validity</td>
<td>Tenders shall remain valid for 120 days from the date of tender opening.</td>
<td>Bidders to Comply</td>
</tr>
<tr>
<td>2.14.</td>
<td>Format and signing of tenders</td>
<td>Copies of Tender Documents to be Submitted: one original and one copy clearly as such.</td>
<td>Bidders to Comply</td>
</tr>
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<td>2.16</td>
<td>Deadline and Tender Submission</td>
<td>Tenders shall be received on or before 23rd May 2019 at 11.00 a.m.</td>
<td>Bidders to Comply</td>
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<tr>
<td>2.16.</td>
<td></td>
<td>Address of Receiving Tenders: Completed Tender Documents should be deposited in the tender box provided at The Kenya Airports Authority’s Headquarters, 2nd floor, Procurement Office or be addressed to: The Managing Director/CEO Kenya Airports Authority P. O. Box 190001 - 00501 NAIROBI</td>
<td>Bidders to Comply</td>
</tr>
<tr>
<td>2.18.</td>
<td>Opening of Tenders</td>
<td>As in 2.16 above</td>
<td>Bidders to Comply</td>
</tr>
<tr>
<td>2.20</td>
<td>Preliminary Examination and Responsiveness</td>
<td>The bids shall be evaluated on their responsiveness to preliminary requirements as set out in the tender document;</td>
<td></td>
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</tbody>
</table>
| 2.25 | Award Criteria | The successful bidder shall be one,  
i. having been responsive to mandatory requirements and  
ii. having scored a minimum of 70 out of 100 points in the Technical evaluation, and;  
iii. having the **highest proposed concession rate** and shall be informed through a **“Notification of Intention to Enter into a Contract.”** |
| 2.30 | Performance security | The Performance Security shall be Kshs.1,000,000/-. This shall be paid by the successful bidder only. The Performance Security shall be in the form of a Bank Guarantee or Cash. |
Evaluation Criteria

The following evaluation criteria shall be applied notwithstanding any other requirement in the tender documents.

A. MANDATORY REQUIREMENTS

<table>
<thead>
<tr>
<th>No.</th>
<th>Requirement</th>
<th>Must meet</th>
</tr>
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<tbody>
<tr>
<td>MR1</td>
<td>All Tenderers shall fill the following Standard Forms:</td>
<td></td>
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<tr>
<td></td>
<td>• Form of Tender</td>
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<tr>
<td></td>
<td>• Statement of Financial Compliance</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Self – declaration- Anti-Corruption Form</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Confidential Business Questionnaire</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Tender Security</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Signed Site Visit certificate</td>
<td></td>
</tr>
<tr>
<td>MR2</td>
<td>Copy of Registration / Incorporation certificate.</td>
<td></td>
</tr>
<tr>
<td>MR3</td>
<td>Copy of current CR12. Where one or more of the shareholders is a company (beneficial ownership) the CR12 of such a company shall be provided.</td>
<td></td>
</tr>
<tr>
<td>MR4</td>
<td>Copy of a Valid KRA Tax Compliance Certificate.</td>
<td></td>
</tr>
<tr>
<td>MR5</td>
<td>Copy of valid Business Permit from county of operation.</td>
<td></td>
</tr>
<tr>
<td>MR6</td>
<td><strong>Access to Liquid Assets</strong></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Proof of access to liquid assets or capacity to have a minimum cash flow of Ksh 25,000,000/- . Evidence in form of either of the following: three (3) months current bank statements (issued within the last six months), bank letter of Credit or Overdraft specific to this tender to be provided.</td>
<td></td>
</tr>
</tbody>
</table>

**NOTE:**
Bidders who do not meet any of the above requirements will be disqualified from further evaluation.
TECHNICAL REQUIREMENTS

Having met the mandatory requirements the firms shall be subjected to a technical evaluation based on the criteria below.

<table>
<thead>
<tr>
<th>ITEM</th>
<th>REQUIREMENTS</th>
<th>SCORE</th>
</tr>
</thead>
</table>
| 1 Relevant Experience | - Firms will be expected to demonstrate that they have the necessary understanding of the cargo export and import processes in the form of a flow chart  
  i) Import procedures (3 points)  
  ii) Export procedures (3 points)  
 - Firms to provide documentary proof of any one site of cargo handling/processing where they operate from in form of leases, title, contracts, or agreements (10 points)  
 - Annual Cargo Handling Volumes (tonnes) in form of a manifest or any other documentary evidence  
  i. If <=20,000 (2.5 points)  
  ii. if >20,000 and <50,000 (5 points)  
  iii. If >50,000 and <70,000 (7.0 points)  
  iv. If >70,000 (14 points) | 30 points |
| 2 Business Plan | The Cargo Transit facility will be located on the airside.  
  Concept  
  Bidder should submit a detailed business plan supported by findings of a factual study on transit shed business  
  The Business Plan should have a structured format and must contain the following standard parts:  
  i. Title page. (1 point)  
  ii. Project executive summary. (2 points)  
  iii. Operator’s description. (2 points)  
  iv. Service(s) description. (3 points)  
  Potential / future market  
  Bidders to indicate how they intend to generate business eg. Demonstrate through letters of commitment from airlines, correspondence confirming partnership of a similar kind.  
  i. Market analysis. (3 points)  
  ii. Promotion strategy. (3 points)  
  iii. Production. (2 points)  
  iv. Personnel plan. (2 points) | 30 points |
<table>
<thead>
<tr>
<th>Financial</th>
<th>Organizational setup and management. (2 points)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Financial</strong></td>
<td>Bidders shall provide a five year cash flow analysis indicating the following key indicators:</td>
</tr>
<tr>
<td>i.</td>
<td>Projected cost of project (2 points)</td>
</tr>
<tr>
<td>ii.</td>
<td>Projected earnings expected (2 points)</td>
</tr>
<tr>
<td>iii.</td>
<td>Projected payments due to KAA (2 points)</td>
</tr>
<tr>
<td>iv.</td>
<td>Projected anticipated term to recoup investment (ROI) as well as the volumes to be handled. (2 points)</td>
</tr>
<tr>
<td>v.</td>
<td>Risk Analysis (2 points)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Facility layout and designs</th>
<th>Having visited the site, firms will be expected to provide design drawings of the proposed cargo transit shed facility. This design and layouts will be evaluated on appropriateness and to meeting overall expectation. (10 points)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Facility layout and designs</strong></td>
<td>Proposed layout should be one that shall enhance efficient flow and processing of cargo, by employing modern cargo handling systems.</td>
</tr>
<tr>
<td>•</td>
<td>Provide a lay out on processing of cargo imports and exports (1 Point)</td>
</tr>
<tr>
<td>•</td>
<td>Modern basic cargo handling Equipment such as:</td>
</tr>
<tr>
<td>i.</td>
<td>Cold-rooms (1 Point)</td>
</tr>
<tr>
<td>ii.</td>
<td>Motorized equipment such as forklift (1 Point)</td>
</tr>
<tr>
<td>iii.</td>
<td>Dollies (1 Point)</td>
</tr>
<tr>
<td>iv.</td>
<td>Shelves (1 Point)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Bidders to provide the proposed Standard Operating procedure for the following:</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>i.</td>
<td>Security (1 Point)</td>
</tr>
<tr>
<td>ii.</td>
<td>Safety (1 Point)</td>
</tr>
<tr>
<td>iii.</td>
<td>environment and waste management (2 Points)</td>
</tr>
<tr>
<td>iv.</td>
<td>Fire regulations. (1 Point)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Personnel</th>
<th>The bidder shall be expected to give the following details.</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Personnel</strong></td>
<td>• Proposed organizational structure (1 point)</td>
</tr>
<tr>
<td>•</td>
<td>Educational background, relevant experience and training of expected office holders.</td>
</tr>
<tr>
<td>i.</td>
<td>General manager – minimum of a bachelor’s degree in Business Management or in related field (3 Points)</td>
</tr>
</tbody>
</table>
ii. Operations Supervisor – minimum diploma in air cargo operations/management or in a related field (3 Points)

iii. Accountant - a minimum of CPAII or related qualification ( 3 Points)

For each of the roles above, the proposed personnel should meet the criteria stated below:

General Qualifications (technical/professional qualifications/certifications)

- Relevant Degree (1 points)
- Diploma (0.5 points)
- Additional technical qualifications (0.5 point)

Adequacy for the assignment (adequate skills, expertise in similar position, and a minimum number of three (03) years cumulative experience in Cargo Handling)

- 0 -3 Years (0.5 points)
- Above 3 years (1 points)

Experience in the country (number of similar assignment carried out in the country, with similar culture, administrative systems, government organizations, commercial environment, secured facilities)

- 1-3 years (0.5 points)
- Above 3 years (1 points)
- Relevant Degree (1 point)

Implementati on Schedule

Firms to provide timelines for project implementation. Construction period of the transit shed is expected to take not more than two (2) years from the date of signing of the contract.

Bidders to provide Gantt Chart indicating the program of works:

1. Project Planning (2points)
2. Project design (3points)
3. Project development (3points)
4. Project finish (2points)

TOTAL SCORE

100 points

Note;

- Bidders should attain a Minimum Score 70% to proceed to the next evaluation stage. Bidders who do not meet a minimum score of 70% shall be considered non-responsive.

<table>
<thead>
<tr>
<th>Implementati on Schedule</th>
<th>10points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Firms to provide timelines for project implementation. Construction period of the transit shed is expected to take not more than two (2) years from the date of signing of the contract. Bidders to provide Gantt Chart indicating the program of works:</td>
<td>100 points</td>
</tr>
<tr>
<td>i. Project Planning (2points)</td>
<td></td>
</tr>
<tr>
<td>ii. Project design (3points)</td>
<td></td>
</tr>
<tr>
<td>iii. Project development (3points)</td>
<td></td>
</tr>
<tr>
<td>iv. Project finish (2points)</td>
<td></td>
</tr>
</tbody>
</table>
(C) FINANCIAL REQUIREMENTS

<table>
<thead>
<tr>
<th>Minimum Annual Guaranteed</th>
<th>Payment of a fixed minimum annual guarantee of Kshs. 1,000,000/= payable quarterly in advance.</th>
<th>Bidders to sign statement of financial compliance.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Annual concession fee</td>
<td>Bidders to propose an annual concession rate based on gross turnover. However the proposed rate should not be less than 9%</td>
<td>Bidders to sign statement of financial compliance.</td>
</tr>
<tr>
<td></td>
<td>Proposed annual concession rate……………………..%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>The concession fees shall be payable quarterly in arrears based on management accounts and reconciled at the end of the financial year based on the audited accounts.</td>
<td></td>
</tr>
<tr>
<td>Land rental fee</td>
<td>Payment of a land rental fee at the rate of Kshs. 20/- per sq.ft Per Annum</td>
<td>Bidders to sign statement of financial compliance.</td>
</tr>
</tbody>
</table>

**Award Criteria**

The qualified bidder with the highest annual concession rate / fee shall be recommended for award subject to complying with the minimum annual guarantee and land rental fee.

**Note:**

Due diligence may be carried out on the successful bidder prior to the award. Due diligence will be conducted to confirm and verify the qualification of the tenderer who submitted the best evaluated responsive tender.

Any false information provided will lead to automatic disqualification.

All pages of the bidding documents shall be serialized from the first to last page including all attachments.
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<th>Description</th>
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<td>3.2</td>
<td>Application</td>
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<td>3.3</td>
<td>Standards</td>
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<td>3.4</td>
<td>Use of Contract documents and information</td>
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<td>3.6</td>
<td>Performance security</td>
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<td>3.7</td>
<td>Delivery of services and documents</td>
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<td>Payment</td>
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<td>3.13</td>
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<td>3.14</td>
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<td>Applicable law</td>
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<td>Force Majeure</td>
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<tr>
<td>3.18</td>
<td>Notices</td>
<td>29</td>
</tr>
</tbody>
</table>
SECTION III GENERAL CONDITIONS OF CONTRACT

3.1. Definitions

3.1.1 In this Contract, the following terms shall be interpreted as indicated:

(a) “The Contract” means the agreement entered into between the Procuring entity and the tenderer, as recorded in the Contract Form signed by the parties, including all attachments and appendices thereto and all documents incorporated by reference therein.

(b) “The Contract Price” means the price payable to the procuring entity under the Contract by the tenderer for the full and proper performance of the contractual obligations.

(c) “The Procuring entity” means the organization offering the particulars of the tender under this Contract.

(d) “The Contractor” means the organization or firm procuring the particulars of tender under this Contract.

(e) “GCC” means the General Conditions of Contract.

(f) “SCC” means the Special Conditions of Contract.

(g) “Day” means calendar day.

3.2. Application

3.2.1 These General Conditions shall apply to the extent that they are not superseded by provisions of other part of the contract.

3.3. Standards

3.3.1 The services provided under this Contract shall conform to the standards mentioned in the schedule of particulars of the tender.

3.4. Use of Contract Documents and Information

3.4.1 The Contractor shall not, without the Procuring entity’s prior written consent, disclose the Contract, or any provision therefore, or any specification, plan, drawing, pattern, sample, or information furnished by or on behalf of the Procuring entity in connection therewith, to any person other than a person employed by the contractor in the performance of the Contract.

3.4.2 The Contractor shall not, without the Procuring entity’s prior written consent, make use of any document or information enumerated in paragraph 2.4.1 above.

3.4.3 Any document, other than the Contract itself, enumerated in paragraph 2.4.1 shall remain the property of the Procuring entity and shall be returned (all copies) to the Procuring entity on completion of the contractor’s performance under the Contract if so required by the Procuring entity.
3.5. Patent Rights

3.5.1 The Contractor shall indemnify the Procuring entity against all third-party claims of infringement of patent, trademark, or industrial design rights arising from use of the services under the contract or any part thereof.

3.6 Performance Security

3.6.1 Within twenty eight (28) days of receipt of the notification of Contract award, the successful tenderer shall furnish to the Procuring entity the performance security where applicable in the amount specified in SCC.

3.6.2 The proceeds of the performance security shall be payable to the Procuring entity as compensation for any loss resulting from the Tenderer’s failure to complete its obligations under the Contract.

3.6.3 The performance security shall be denominated in the currency of the Contract, or in a freely convertible currency acceptable to the Procuring entity and shall be in the form of:
   (a) Cash.
   (b) A bank guarantee.
   (c) Such insurance company guarantee approved by the Authority.
   (d) A letter of credit.

3.6.4 The performance security will be discharged by the Procuring entity and returned to the Contractor not later than thirty (30) days following the date of completion of the Contractor’s performance of obligations under the Contract, including any warranty obligations, under the Contract.

3.7. Delivery of services and Documents

3.7.1 Delivery of the services shall be made by the Contractor in accordance with the terms specified by the procuring entity in the schedule of requirements and the special conditions of contract.

3.8. Payment

3.8.1 The method and conditions of payment to be made to the procuring entity under this Contract shall be specified in the SCC.

3.8.2 Payment shall be made promptly by the contractor, but in no case later than sixty (60) days after submission of an invoice or claim by the procuring entity.

3.9. Prices

3.9.1 Prices charged by the procuring entity for particulars provided under the Contract shall not, with the exception of any price adjustments authorized in SCC vary from the prices quoted by the Contractor in its tender or in the procuring entity’s request for tender validity.
extension as the case may be. No variation in or modification to the terms of the contract shall be made except by written amendments signed by the parties.

3.9.2 Contract price variations shall not be allowed for contract not exceeds one year (12 months)

3.9.3 Where contract price variation is allowed, the variation shall not exceed 10% of the original contract price.

3.9.4 Price variation requests shall be processed by the procuring entity within 30 days of receiving the request.

3.10. Assignment

3.10.1 The Contractor shall not assign, in whole or in part, its obligations under this Contract, except with the Procuring entity’s prior written consent.

3.11. Termination for Default

3.11.1 The Procuring entity may, without prejudice to any other remedy for breach of Contract, by written notice of default sent to the Contractor terminate this Contract in whole or in part:

(a) if the Contractor fails to provide any or all of the services within the period(s) specified in the Contract, or within any extension thereof granted by the Procuring entity.

(b) If the Contractor fails to perform any other obligation(s) under the Contract

(c) If the Contractor in the judgment of the Procuring entity has engaged in corrupt or fraudulent practices in competing for or in executing the contract

3.11.2 In the even the Procuring entity terminates the contract in whole or in part, it may procure, upon such terms and in such manner as it deems appropriate, services similar to those undelivered, and the Contractor shall be liable to the Procuring entity for any excess costs for such similar services. However the contractor shall continue performance of the contract to the extent not terminated.

3.12. Termination for insolvency

3.12.1 The Procuring entity may at any time terminate the contract by giving written notice to the Contractor if the contractor becomes bankrupt or otherwise insolvent. In this event, termination will be without compensation to the contractor, provided that such termination will not prejudice or affect any right of action or remedy, which has accrued or will accrue thereafter to the procuring entity.

3.13. Termination for convenience

3.13.1 The Procuring entity by written notice sent to the contractor, may terminate the contract in whole or in part, at any time for its convenience. The notice of termination shall specify that the termination is for the procuring entity’s convenience, the extent to which
performance of the contractor under the contract is terminated and the date on which such termination becomes effective.

3.13.2 For the remaining part of the contract after termination the procuring entity may elect to cancel the services and pay to the contractor an agreed amount for partially completed services.

3.14 Resolution of Disputes

3.14.1 The procuring entity and the contractor shall make every effort to resolve amicably by direct informal negotiations any disagreement or disputes arising between them under or in connection with the contract.

3.14.2 If after thirty (30) days from the commencement of such informal negotiations both parties have been unable to resolve amicably a contract dispute either party may require that the dispute be referred for resolution to the formal mechanisms specified in the SCC.

3.15 Governing Language

3.15.1 The contract shall be written in the English language. All correspondence and other documents pertaining to the contract, which are exchanged by the parties shall be written in the same language.

3.16 Applicable Law

3.16.1 The contract shall be interpreted in accordance with the laws of Kenya unless otherwise specified in the SCC.

3.17 Force Majeure

3.17.1 The Contractor shall not be liable for forfeiture of its performance security, or termination for default if and to the extent that its delay in performance or other failure to perform its obligations under the Contract is the result of an event of Force Majeure.

3.18 Notices

3.18.1 Any notices given by one party to the other pursuant to this contract shall be sent to the other party by post, Fax or Email and confirmed in writing to the other party’s address specified in the SCC.

3.18.2 A notice shall be effective when delivered or on the notices effective date, whichever is later.
SECTION IV - SPECIAL CONDITIONS OF CONTRACT

Notes on Special Conditions of Contract

1. The clauses in this section are intended to assist the procuring entity in providing contract-specific information in relation to corresponding clauses in the General Conditions of Contract.

2. The Provisions of Section IV complement the General Conditions of Contract included in Section III, specifying contractual requirements linked to the special circumstances of the procuring entity and the particulars of the tender. In preparing Section IV, the following aspects should be taken into consideration.

   (a) Information that complement provisions of Section III must be incorporated; and

   (b) Amendments and/or supplements to provisions of Section III, as necessitated by the circumstances of the particulars of the tender must also be incorporated.

3. Section III should remain unchanged and can only be amended through the SCC Section IV.

4. Clauses to be included in this part must be consistent with the public procurement law and the regulations.

4.1 Special condition of contract shall supplement the General Conditions of Contract. Whenever there is a conflict between the GCC and the SCC, the provisions of the SCC herein shall prevail over those in the GCC.

4.2 Special Conditions of Contract as relates to the GCC.

<table>
<thead>
<tr>
<th>GCC REFERENCE</th>
<th>SPECIAL CONDITIONS OF CONTRACT</th>
</tr>
</thead>
<tbody>
<tr>
<td>3.6.1</td>
<td>The Performance Security shall be equivalent to one year concession fee amounting to Kshs. 1 000,000/-. This shall be paid by the successful bidders only. The Performance Security shall be in the form of a Bank Guarantee or Cash.</td>
</tr>
<tr>
<td>3.6.2</td>
<td>Successful tenderers shall be contracted for a term of twenty five (25) years with a provision for a review of concession terms at the end of the 5th year.</td>
</tr>
<tr>
<td>3.8.1</td>
<td>Minimum Concession Fees Kshs.1, 000,000/= Payments shall be made quarterly in advance. Taxes, fees and Duties payable by successful bidder to the relevant Authorities or agents.</td>
</tr>
<tr>
<td>3.14.2</td>
<td>Where the matter is referred to Arbitration, the rules contained under Arbitration Act No. 4 of 1995 Laws of Kenya shall apply. Appointment of sole Arbitrator shall be done by the Chairman of the Chartered Institute of Arbitrators, Kenya Chapter.</td>
</tr>
</tbody>
</table>
The cost of arbitration (including arbitration fees and expenses of the arbitrator) shall be shared equally between the parties.

<table>
<thead>
<tr>
<th>3.16.1</th>
<th>Laws of Kenya</th>
</tr>
</thead>
</table>
| 3.18.1 | Kenya Airports Authority  
P.O. Box 19001-00501  NAIROBI |

Tel:  +254 20 822 111  
Fax:  +254 20 822 078  
url:  www.kaa.go.ke  
email:  tenders@kaa.go.ke
SECTION V - SCHEDULE OF PARTICULARS OF TENDER

Notes on preparation of the Schedule of the Particulars of Tender

5.1 The schedule of particulars of tender shall be included in the tender documents by the procuring entity and shall cover, at the minimum, a description of the assets, services or facilities being offered and full particulars of the same.

5.2 The objectives of the Schedule of Particulars of Tender is to provide sufficient information to enable tenderers to prepare their tenders comprehensively, efficiently and accurately. In particular, the price schedule for which a form is provided in Section VI must be carefully completed.

5.3 In addition, the Schedule of Particulars of Tender together with the price schedules should serve as a basis in the event of particulars of tender variation at the time of award of contract pursuant to instruction to tenderers paragraph 2.26

TENDER FOR THE LEASE OF LAND FOR THE DEVELOPMENT AND MANAGEMENT OF A CARGO TRANSIT SHED FACILITY AT KISUMU INTERNATIONAL AIRPORT

BACKGROUND

Kisumu International Airport has been newly constructed and expanded with a vision of achieving accelerated economic growth, through integration and opening up of the Western Region to local and international markets. The airport is also expected to promote the exploitation of the rich tourism circuit in Western Kenya that is largely untapped. Kisumu airport has adequate land to develop and operate transit shed facilities for air cargo operations. Globally, air cargo has been a major contributor of airport traffic and revenues.

Objectives

The objectives of this request for proposal are to:-

- Develop facilities exclusively dedicated to processing all cargo passing through the airport.
- Introduce the cargo handling facilities at the airport since they are currently not existing.
- Link the airport with leading world markets on air cargo operations.
- Develop a revenue generation stream through cargo exports/import.
- Facilitate in the collection of cargo charges and freight traffic.

CARGO TRANSIT SHED FACILITY

We are therefore proposing the development of a cargo transit shed facility to be developed by the private sector on a Build Operate Transfer (BOT) basis. The facility will accommodate all import and export process and goods/services. The freight handling facility will provide adequate cargo
processing capacity in terms of transit sheds, cold rooms and warehouses to facilitate processing of cargo for export and import.

AREA & LOCATION

The plot to be allocated is on the airside clearly identified for the development of a dedicated transit shed facility. The plot measures approximately 1 acre and shall attract land rent of Kshs20/= per sq. ft. per annum. The plots shall be easily accessible from the apron as the existing development project will extend to the frontage of the site.

DESIGN & LAYOUT

The design and layout of the proposed cargo transit shed will take into account the size of the available plot, costs and aesthetics. The operator shall provide and equip all common fittings and fixtures and facilities.

MANAGEMENT

The operator shall manage the cargo transit shed professionally, ensuring that all areas are kept clean and serviceable at all times.

Services to be provided by concessionaire

i. **Water Supply Arrangement:** The Concessionaire shall arrange adequate water for general use and cleanliness of the cargo transit shed.
ii. **Electricity Supply:** The Concessionaire shall ensure adequate electricity supply for proper lighting of the cargo transit shed. KAA shall only facilitate the concessionaire for getting an electricity connection; however the concessionaire shall be solely responsible for arranging and providing the same and bear all costs for connection as well as regular payment of necessary charges.
iii. **Landscaping:** The Concessionaire shall the designated area as per the approval of the KAA and maintain the same in good condition at all times.
iv. **Cleaning:** The Concessionaire shall ensure regular cleaning of the cargo transit shed.
v. **Garbage Disposal:** The Concessionaire shall install litterbins as specified and disposal of the collected waste shall be the responsibility of the Concessionaire.
vi. **Safety & Security:** The safety and security of the cargo transit shed rests with the concessionaire. The Concessionaire shall maintain security personnel, gadgets as required as part of the maintenance services.

vii. Any other work as needed and agreed upon jointly by KAA and the concessionaire.

SCOPE OF WORK

1. Construction of a cargo transit shed facility as per approved detailed design.
2. Operation and Maintenance of the cargo transit shed facility during the Concession period as specified in the Concession Agreement.
3. The essential services to be provided by the Concessionaire.
4. Pay Concession Fee as indicated in their financial proposal and accepted by the KAA, as provided in the Concession Agreement.
5. Transfer of cargo transit shed facility to KAA in sound condition at the end of Concession Period.
6. Submit freight traffic data to KAA on a monthly basis.

PROJECT COST

The project cost would include the cost of construction comprising civil, electrical and other costs and the recurring annual cost associated with operation and maintenance of the cargo transit shed over the concession period. The concessionaire shall also pay required taxes applicable.
SECTION V - SCHEDULE OF REQUIREMENTS

1. The tenderer shall develop the facility at Kisumu International Airport at their own cost, as per the plans to be submitted to and approved by the Authority.

2. Any additional area created for expansion of facility may be at the discretion of Authority and shall be provided to licensee with their consent on mutually acceptable terms and conditions.

3. All the existing and future rates, taxes (including applicable Service Tax), levies, charges shall be borne and paid by the licensee.

4. Notwithstanding that the licensee shall have developed the said space /premises, these shall be deemed to be public spaces.

5. The licensee shall not erect or put up any flag staff, wireless poles, TV antenna or other structures or installations except with the express permission of the Authority and only in accordance with the conditions and in such manner as the Authority may so direct.

6. The Authority or any of its officers and other persons authorized by the Authority shall have the right, at all reasonable times, to enter upon the said space /premises to view the state and conditions thereof or for the purpose of operating the facility.

7. The licensee shall display the prices of all the articles and shall sell items at prices listed in it menu.

8. In the event of licensee being prohibited from selling one or more articles in the facility because of Laws, Rules, Regulations or Governmental orders, the Authority shall not be liable for any loss suffered by the licensee. In such an event, the licensee shall not be entitled to any reduction in the license fee and royalty and or any other charges payable to the Authority under or as provided in this Agreement and shall not grant permission for sale of additional items.

9. Due to operational necessity and compulsion, the Authority reserves the right to change the location of any or all the areas of the facility any time either before handing over the possession to the licensee.

10. The licensee shall not, without the written consent of the Authority, sub-let or assign or part with the possession of the said space/premises of the facility or any part thereof, nor shall, without such written consent of the Authority as aforesaid, assign or transfer this license or any part thereof.

11. During the currency of this licence, it shall be the responsibility of the licensee to take out and maintain proper policy of insurance covering all risks in respect of or relating to the said space/premises including equipment, furniture, fitting & fixture, installed or put therein, and goods and materials deposited or stored therein.

12. The licensee shall, during the continuance of this licence, insure agent any claims or workmen’s compensation or otherwise of all persons employed by it in connection with its business to be carried on, as aforesaid, with such Insurance Company as the Authority shall approve of and shall
produce, for inspection of the Authority, all policies in respect thereof and receipts for payment of premium.

13. The Licensee shall make necessary arrangement for keeping away the insects, flies, mosquitoes from the allotted premises and shall be liable to initiate pest control measures as desired by the Authority.

14. The Licensee and the staff employed by them shall deal with all the c with extreme courtesy and caution and any complaints from the public about the misbehavior of the Licensee or his/her employees shall be construed as grounds for non-performance.

15. The Licensee shall be responsible to remove the garbage, if any, resulting from the performance of the business and shall dispose off the same at designated areas.

16. As the facility is meant for the cargo, the timings of the facility shall be kept open as per the flight timings.

17. The Licensee, for the convenience of the cargo handlers, may also keep arrangements for payments by the credit/debit cards.

18. The Licensee shall only be permitted to sell the commodities as per category bid for and in case of any dispute regarding grouping of commodities to be sold, the decision of the Authority shall be final and binding on the Licensee.

19. The tenderer is expected to maintain tariff rates comparable to those prevailing in the town/city. Rates list should be submitted to the Authority for record. The rates are to be displayed in the restaurant.

20. The licensee awarded the contract should display his name prominently including franchisees approval (if any) in the premises. Further, display of any advertisement shall not be permitted in the earmarked area; however the Authority reserves the right to display advertisement.

21. The Authority shall not be responsible for any legal cases that arise due to health hazard on account of quality of product and other legal matters for quantity, price etc. sold by the tenderer. The sole responsibility shall be of the tenderer in any legal cases.

22. To keep the premises in a clean and tidy condition and open to inspection to the satisfaction of the Authority or his representatives.
SECTION VI - STANDARD FORMS

Notes on the sample Forms

1. **Form of Tender** - The form of Tender must be completed by the tenderer and submitted with the tender documents. It must also be duly signed by duly authorized representatives of the tenderer.

2. **Statement of Financial Compliance** - The form must similarly be completed and submitted with the tender.

3. **Contract Form** - The contract form shall not be completed by the tenderer at the time of submitting the tender. The contract form shall be completed after contract award and should incorporate the accepted contract price.

4. **Confidential Business Questionnaire Form** - This form must be completed by the tenderer and submitted with the tender documents.

5. **Debarment Declaration Form** – This form must be completed by tenderer and submitted with the tender documents

6. **Tender Security Form** - When required by the tender documents the tenderer shall provide the tender security either in the form included herein or in another format acceptable to the procuring entity. The tender security form must be completed by the tender and submitted with the tender.

7. **Performance security Form** - The performance security form should not be completed by the tenderers at the time of tender preparation. Only the successful tenderer will be required to provide performance security in the form provided herein or in another form acceptable to the procuring entity.

8. **Authorization Form** - When required by the tender documents this form must be completed and submitted with the tender documents. This form will be completed by the principal where the tenderer is an agent.
1. Form of Tender

To: Date

Kenya Airports Authority
P.O. Box 19001 – 00501

NAIROBI

Tender No. KAA/OT/KIA/1502/2018/2019

Tender Name: Tender for the Lease of Land for the Development and Management of a Cargo Transit Shed Facility at Kisumu International Airport.

Gentlemen and/or Ladies:-

1. Having examined the Tender documents including Addenda No. (Insert numbers) ……. the receipt of which is hereby duly acknowledged, we the undersigned, offer for the Development and management of a Cargo Transit Shed Facility at Kisumu International Airport tendered for at the annual concession rate of …………………………% subject to a minimum annual guarantee of Ksh 1,000,000/- and to such other sums as may be ascertained in accordance with this Tender.

2. We undertake, if our Tender is accepted, to abide by the conditions of the tender.

3. We agree to abide by this Tender for a period of 120 days from the date fixed for Tender closing of the Instructions to Tenderers, and it shall remain binding upon us and may be accepted at any time before the expiration of that period.

4. This Tender, together with your written acceptance thereof and your notification of Intention to enter into a contract, shall constitute a Contract between us subject to the signing of the contract by both parties.

5. We understand that you are not bound to accept the lowest or any tender you may receive.

Dated this ______________ day of __________________________ 2019

_________________________________________  ______________________________

[Signature] [In the capacity of]

Duly authorized to sign Tender for and on behalf of ______________
2. STATEMENT OF FINANCIAL COMPLIANCE

The successful bidder shall pay the minimum annual guarantee and the proposed concession fee as well as all other applicable rates in the manner and periods provided.

<table>
<thead>
<tr>
<th>ITEM</th>
<th>REMARKS</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Minimum annual guarantee</td>
<td>Payments of <strong>Kshs. 1,000,000/-</strong> per annum and shall be made quarterly in advance.</td>
</tr>
<tr>
<td>2 Concession fees</td>
<td>Bidders to propose an annual concession rate based on gross turnover. However the proposed rate should not be less than 9% Proposed annual concession rate…………………………% The concession fees shall be payable <strong>quarterly in arrears</strong> based on management accounts and reconciled at the end of the financial year based on the audited accounts. Payments shall be made quarterly in arrears</td>
</tr>
<tr>
<td>3 Space fees</td>
<td>Rates of KShs. 20/= per sq.ft per annum shall apply for space occupied. Approximate total space = 43,055.64 Square feet. Payments shall be quarterly in advance.</td>
</tr>
<tr>
<td>Taxes and Duties</td>
<td>Payable by successful bidder to the relevant Authorities</td>
</tr>
</tbody>
</table>

Name

__________________________________________

Dated this ___________________ day of ___________ 2019

[Signature] [In the capacity of]

Duly authorized to sign Tender for and on behalf of____________________________________________

______________________________

Signature of tender
3. CONTRACT FORM

THIS AGREEMENT made the day of 2019 between [name of Procurement entity] of [country of Procurement entity] (hereinafter called “the Procuring entity”) of the one part and [name of tenderer] of [city and country of tenderer] (hereinafter called “the tenderer”) of the other part:

WHEREAS the Procuring entity invited tenders for Cargo Transit Shed and has accepted a tender by the tenderer for the supply of the services in the sum of [contract price in words in figures] (hereinafter called “the Contract Price”).

NOW THIS AGREEMENT WITNESSTH AS FOLLOWS:

1. In this Agreement words and expressions shall have the same meanings as are respectively assigned to them in the Conditions of Contract referred to.

2. The following documents shall be deemed to form and be read and construed as part of this Agreement, viz:
   (a) the Tender Form and the Price Schedule submitted by the tenderer;
   (b) the Schedule of Requirements
   (c) the Details of cover
   (d) the General Conditions of Contract
   (e) the Special Conditions of Contract; and
   (f) the Procuring entity’s Notification of Award

3. In consideration of the payments to be made by the Procuring entity to the tenderer as hereinafter mentioned, the tenderer hereby covenants with the Procuring entity to provide the GPA cover and to remedy defects therein in conformity in all respects with the provisions of the Contract.

4. The Procuring entity hereby covenants to pay the tenderer in consideration of the provision of the services and the remedying of defects therein, the Contract Price or such other sum as may become payable under the provisions of the contract at the times and in the manner prescribed by the contract.

IN WITNESS whereof the parties hereto have caused this Agreement to be executed in accordance with their respective laws the day and year first above written

Signed, sealed, delivered by _______ the ________ (for the Procuring entity)

Signed, sealed, delivered by _______ the ________ (for the tenderer) in the presence of ________
### 4. CONFIDENTIAL BUSINESS QUESTIONNAIRE

You are requested to give the particulars indicated in Part 1 and either Part 2(a), 2(b) or 2(c) whichever applied to your type of business

You are advised that it is a serious offence to give false information on this form

#### Part 1 – General:

<table>
<thead>
<tr>
<th>Information</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Name</td>
</tr>
<tr>
<td>Location of business premises</td>
</tr>
<tr>
<td>Plot No.</td>
</tr>
<tr>
<td>Street/Road</td>
</tr>
<tr>
<td>Postal Address</td>
</tr>
<tr>
<td>Tel No.</td>
</tr>
<tr>
<td>Fax</td>
</tr>
<tr>
<td>e-mail address</td>
</tr>
<tr>
<td>Nature of Business</td>
</tr>
<tr>
<td>Registration Certificate No.</td>
</tr>
<tr>
<td>Maximum value of business which you can handle at any one time – Kshs.</td>
</tr>
<tr>
<td>Name of your bankers</td>
</tr>
<tr>
<td>Branch</td>
</tr>
</tbody>
</table>

#### Part 2 (a) – Sole Proprietor:

<table>
<thead>
<tr>
<th>Information</th>
</tr>
</thead>
<tbody>
<tr>
<td>Your name in full</td>
</tr>
<tr>
<td>Age</td>
</tr>
<tr>
<td>Nationality</td>
</tr>
<tr>
<td>Country of origin</td>
</tr>
<tr>
<td>Citizenship details</td>
</tr>
</tbody>
</table>

#### Part 2 (b) Partnership

Given details of partners as follows:

<table>
<thead>
<tr>
<th>Name</th>
<th>Nationality</th>
<th>Citizenship Details</th>
<th>Shares</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4.</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

#### Part 2 (c) – Registered Company:

<table>
<thead>
<tr>
<th>Information</th>
</tr>
</thead>
<tbody>
<tr>
<td>Private or Public</td>
</tr>
<tr>
<td>State the nominal and issued capital of company-</td>
</tr>
<tr>
<td>Nominal Kshs.</td>
</tr>
<tr>
<td>Issued Kshs.</td>
</tr>
</tbody>
</table>

Given details of all directors as follows

<table>
<thead>
<tr>
<th>Name</th>
<th>Nationality</th>
<th>Citizenship Details</th>
<th>Shares</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4.</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Note: If a Kenya Citizen, indicate under “Citizenship Details” whether by Birth, Naturalization or registration.
5. TENDER SECURITY FORM

Whereas [name of Bidder] (hereinafter called <the tenderer>) has submitted its bid dated [date of submission of bid] for [particulars] (hereinafter called <the tender>).

KNOW ALL PEOPLE by these presents that WE [name of bank] of [name of country], having our registered office at [name of procuring entity] (hereinafter called <the procuring entity>) in the sum of [state the amount] for which payment well and truly to be made to the said procuring entity, the Bank binds itself, its successors, and assigns by these presents. Sealed with the Common Seal of the said Bank this __________ day of __________________________ 20 ______________________

THE CONDITIONS of this obligation are:-

1. If the tenderer withdraws its tender during the period of tender validity specified by the procuring entity on the Form; or

2. If the tender, having been notified of the acceptance of its tender by the procuring entity during the period of tender validity

   (a) Fails or refuses to execute the Contract Form, if required; or
   (b) Fails or refuses to furnish the performance security, in accordance with the Instructions to tenders.
   (c) Refuses correction of arithmetic errors in the tender.

We undertake to pay to the procuring entity up to the above amount upon receive of its first written demand, without the procuring entity having to substantiate its demand, provided that in its demand the procuring entity will note that the amount claimed by its is due to it, owing to the occurrence of one or both of the conditions, specifying the occurred condition(s)

This tender guarantee will remain in force up to and including thirty (30) days after the period of tender validity, and any demand in respect thereof should reach the Bank not later than the above date

[Signature of the Bank]
(Amend accordingly if provided by Insurance Company)
6. PERFORMANCE SECURITY FORM

To: ...........................................
   [Name of procuring entity]

WHEREAS ........................................... [Name of tenderer]
(Hereinafter called “the tenderer”) has undertaken, in pursuance of Contract No. __________
[Reference number of the contract] dated __________ 2019 __________ to supply
………………………………………………. [Description of materials and spares] (Hereinafter called “the Contract”)

AND WHEREAS it has been stipulated by you in the said Contract that the tenderer shall furnish
you with a bank guarantee by a reputable bank for a sum specified therein as security for compliance
with the Tenderer’s performance obligations in accordance with the Contract

AND WHEREAS we have agreed to give the tenderer a guarantee:

THEREFORE WE hereby affirm that we are Guarantors and responsible to you, on behalf of the
tenderer, up to a total of ...........................................
[amount of the guarantee in words and figures], and we undertake to pay you, upon your first written
demand declaring the tenderer to be in default under the Contract and without cavil or argument,
any sum of sums within the limits of ............................................. [amount of
guarantee] as aforesaid, without your needing to prove or to show grounds or reasons for your
demand or the sum specified therein.

This guarantee is valid until the _________________ day of _________________ 2019

Signature and seal of the Guarantors

_____________________________________________
[Name of bank of financial institution]

_____________________________________________
[Address]

_____________________________________________
[Date]

(Amend accordingly if provided by Insurance Company)
7. SELF-DECLARATION FORM – ANTI CORRUPTION FORM

ANTI-CORRUPTION DECLARATION

I/We (insert the name of the company / supplier) __________________________ declare and guarantee that no offer, gift or payment, consideration or benefit of any kind, which constitutes an illegal or corrupt practice, has been or will be made to anyone by our organization or agent, either directly or indirectly, as an inducement or reward for the award or execution of this procurement. In the event the above is contravened we accept that the following to apply;

a) The person shall be disqualified from entering into a contract for the procurement; or
b) If a contract has already been entered into with the person, the contract shall be voidable at the option of KAA.
c) The voiding of a contract by the procuring entity under subsection (b) does not limit any other legal remedy that KAA may have.

Name ........................................Signature........................................Date .................

Company Seal / Business Stamp

ANTIFRAUDULENT PRACTICE DECLARATION

I/We (insert the name of the company / supplier) __________________________ declare and guarantee that no person in our organization has or will be involved in a fraudulent practice in any procurement proceeding.

Name ........................................Signature........................................Date .................

Company Seal / Business Stamp

NON - DEBARMENT DECLARATION

I/We (insert the name of the company / supplier) __________________________ declare and guarantee that no director or any person who has any controlling interest in our organization has been debarred from participating in a procurement proceeding.

Name ........................................Signature........................................Date .................

Company Seal / Business Stamp
CONTACT FORM

To:
Kenya Airports Authority
P.O. Box 19001 - 00501
NAIROBI, KENYA

Tender No: KAA/OT/KIA/1502/2018/2019

Tender Name: Tender for the Lease of Land for the Development and Management of a Cargo Transit Shed Facility at Kisumu International Airport

WE ……………………………………………………………… hereby do provide the particulars of the person to whom ALL correspondences; i.e letters, emails or telephone calls, should be forwarded to with respect to this tender.

Name: .................................................................

Designation: ...........................................................

Postal Address


Telephone:


Email:


Fax:


Dated this __________ day of ______________________ 2019

__________________________________  [Signature]

[In the capacity of]

Duly authorized to sign Tender for and on behalf of

........................................................................
SITE VISIT CERTIFICATE

This is to certify that I, …………….. …………….. …………….. …………….. …………….. 
(Name of Tenderer or his Representative)

of the firm of …………….. …………….. …………….. …………….. …………….. 
(Name of Firm Tendering) in the company of …………….. …………….. …………….. …………….. 
(Name of KAA Representative conducting the visit)

visited the site in connection with the Tender for the Lease of Land for the Development 
and Management of a Cargo Transit Shed Facility at Kisumu International Airport 
Tender No. KAA/OT/KIA/1502/2018/2019

Having previously studied the Contract Documents, I carefully examined the Sites.

I have made myself familiar with all the local conditions likely to influence the works and the cost thereof.

I further certify that I am satisfied with the description of the work and the explanations given by 
the said Representative and I understand perfectly the work to be as specified and implied in the 
execution of the Contract.

Signed …………….. …………….. …………….. …………….. …………….. 
Date …………….. …………….. …………….. …………….. ……………..

Name …………….. …………….. …………….. …………….. …………….. …………….. ……………..

(Tenderer or his Representative)

Signed …………….. …………….. …………….. …………….. …………….. 
Date …………….. …………….. ……………..

Name …………….. …………….. …………….. ……………..

(KAA Representative Conducting the visit)
REQUEST FOR REVIEW FORM

FORM RB 1
REPUBLIC OF KENYA
PUBLIC PROCUREMENT ADMINISTRATIVE REVIEW BOARD

APPLICATION NO…………..OF…………..2019
BETWEEN
…………………………………………….APPLICANT
AND
………………………………………….RESPONDENT (Procuring Entity)

Request for review of the decision of the…………… (Name of the Procuring Entity) of
……………dated the…day of ………….20……….in the matter of Tender No……………of
……………20…

REQUEST FOR REVIEW
I/We……………………………, the above named Applicant(s), of address: Physical
address…………….Fax No……Tel. No……..Email ……………, hereby request the
Public Procurement Administrative Review Board to review the whole/part of the above mentioned
decision on the following grounds , namely:-
1.
2.
etc.
By this memorandum, the Applicant requests the Board for an order/orders that: -
1.
2.
etc

SIGNED ………….(Applicant)

Dated on…………….day of ……………/2019