



Kenya Airports Authority

MINUTES OF PRE-BID MEETING HELD ON 14th APRIL 2025

PROVISION, MAINTENANCE AND SUPPORT FOR PASSENGER WIFI FOR KENYA AIRPORTS AUTHORITY

TENDER No. KAA/OT/HQ/ICT/0161/2024-2025.

IN ATTENDANCE

As per the attached register.

AGENDA

1. Opening remarks
2. Review of tender document
3. Issues raised by bidders
4. A.O.B

MINUTE 1-Opening Remarks

The Chairperson welcomed the representatives of the bidding firms to Kenya Airports Authority and called the meeting to order at 11.00 am.

MINUTE 2-Review of Tender Requirements

Bidders were taken through the tender document and informed of the need to:

- a) Ensure they submit the bid online.
- b) Ensure that they provide all the requirements for Mandatory and Technical Evaluation.
- c) Fill in on the forms in the format provided.
- d) Ensure that they raise their queries in regard to the process not later than 3 days before tender opening/closing day. This includes obtaining login credentials.

MINUTE 3-Review Of Tender Requirement

Bidders were given an opportunity to ask questions, the questions were as follows:

Q1 Are we required to do all site visit in all regions?

Response; Yes, it is good for their understanding and in order to come up with solutions for the airports mentioned.

Q2. Is it a must to be Starlink ?

Response; Yes , it is a must

Q3. Are there pre-existing wiring or purely new set ups?

Response; There is existing cabling for JKIA, Kisumu, Eldoret, Mombasa and Wilson though not not enough but for Ukunda, Malindi, Lamu it has to be new

Q4. Which equipment is in use for internet termination and wireless network if any (include make and model) ?

Response; RUCKUS & CISCO.

Q5. Are they to be replaced or new models?

Response; Depending on the solution it will have to be replaced for example firewall, controller (cloud based for JKIA)

Q6. How many access points are required to cover the area?

Response; 80 , 20 have reached end of life for JKIA, Mia and Wilson

Q7. Are access points indoor or outdoor?

Response. Indoor

Q8. What is the estimate length of cable required to deploy the access points for the particular site ?

Response. Less than 50M the farthest length

Q9. Is there a POE switch (for powering the Aps)?

Response; Yes

Q10. Are mounting poles needed for outdoor access points (where applicable)?

Response; Yes

Q11. Will there be access to terminals?

Response; They were advised to do it a day before to process passes

Q12. Would you consider JV (Joint Venture) for this tender? Maximum of two firms

Response; If the contract states that, then Yes

Q13. Do you have a design for the entire setup?

Response; Right now, the entire wifi solutions is being managed by a vendor who has resident personnel at jkia in 24/7 support and

Q14. On the training requirement, there is a request for flight and VISA; To which country? Manufacturer site for the proposed equipment country of origin

Is there a scope for Wi-Fi provision as no Wi-Fi component is in the pricing schedule?

Which Starlink packages are required? Resident package

Also we would like to seek for an extension of at least 7 days to allow us to come up with a comprehensive response.

Response: Provide for two weeks

A.O.B

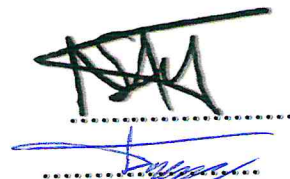
The bidders requested for an extension of time to enable them get prepare adequately.

Two weeks extension was granted.

There being no any other business/question or clarification the meeting was adjourned at 11:15 am.

Stephen Manduku (Chairperson):

David Ngetich (Secretary)



Date: 14th April 2025