

**KCAA/CONF/1010/3/VOL.61 (189)****4<sup>th</sup> June, 2026****TO ALL INTERESTED BIDDERS****THE FIRST AND FINAL CLARIFICATIONS OF THE TENDER FOR THE SUPPLY, DELIVERY, INSTALLATION, TRAINING, TESTING AND COMMISSIONING OF VOICE COMMUNICATION AND CONTROL SYSTEM AT ELDORET AIRPORT AND RELATED EQUIPMENT (AIR CONDITIONERS AND BINOCULARS). (RE-TENDERING) ; TENDER NUMBER KCAA/030/2025-2026.**

Following the various clarifications sought by bidders and those made by Kenya Civil Aviation Authority during the mandatory site/pre-bid meeting held on **Tuesday, 2<sup>nd</sup> June, 2026 at 11.00 a.m.** at the Authority's headquarters, Aviation House, we hereby issue final clarifications and responses to all interested bidders who attended the mandatory site/pre-bid meeting.

In accordance with section II under provisions of instructions to tenderers (ITT), in tender data sheet, clause 8.4 and 9.1 of the tender document which was issued or obtained from KCAA website and public procurement information portal, the Authority has prepared final responses to requests for clarifications sought during the pre-bid meeting.

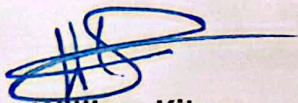
The purpose of this letter is to forward to you the final mandatory pre-bid/site meeting minutes and responses to clarifications sought for your perusal and information as you prepare your bid.

For avoidance of doubt, the documents to be uploaded on KCAA website and public procurement information portal as part of these clarifications are the mandatory pre-bid/site meeting minutes final response to clarifications sought.

Please note that these clarifications shall be read and construed as part of the bidding document.


The closing date of the tender remains **Friday, 12<sup>th</sup> June, 2026 at 11.00 hours.**

We wish you all the best as you prepare to submit your bids.

A handwritten signature in blue ink, appearing to read 'W. Kitum', is written over a circular stamp or seal.

**William Kitum**  
**FOR: DIRECTOR GENERAL**

**Encl.**

Company Confidential	
<b>Pre-Bid Meeting Minutes</b>	

<b>Purpose:</b>	Minutes for the Pre-Bid Meeting of the supply, delivery, installation, training, testing and commissioning of Voice Communication and Control System at Eldoret Airport and Related Equipment (Air Conditioners and Binoculars) – Re-tendering; Tender No. KCAA/030/2025 – 2026.
<b>Date:</b>	Tuesday, 2 <sup>nd</sup> June,2026
<b>Time:</b>	12:00 – 1.00 Hours
<b>Venue:</b>	Eldoret International Airport Conference Room
<b>Reference:</b>	Tender Number KCAA/030/2025-2026
<b>Prepared by:</b>	A.M.Ndombi
<b>Prepared On:</b>	Tuesday, 2 <sup>nd</sup> June,2026
<b>Attendants</b>	KCAA Representatives and Various Bidders
<b>Agenda:</b>	Minutes for the Pre-Bid Meeting of the supply, delivery, installation, training, testing and commissioning of Voice Communication and Control System at Eldoret International Airport and Related Equipment (Air Conditioners and Binoculars) – Re-tendering; Tender No. KCAA/030/2025 – 2026.

Action	Points of Discussion	Action by	Action Date
	<b>01: 02 – 06 – 2025 - 2026 – Introduction</b>  The meeting started at 12:00 Hours and the chairman welcomed the members to the meeting. All members introduced themselves as registration of attendees continued.	<b>All</b>	<b>Immediate</b>
	<b>02: 02 – 06 – 2025 – 206;KCAA Requirements</b>  The Chairlady took the bidders through the Terms of Reference as outlined in the Tender Document.	<b>Chairman</b>	<b>Immediate</b>

  
**For Director General**  
**Kenya Civil Aviation Authority**  
**P.O. Box 30163 - 00100,**  
**Nairobi**

<p><b>03: 02 – 06 – 2025 - 2026 - <u>Request for clarifications</u></b></p> <p>The Bidders requested for various clarifications, which were provided as per the attached response to clarifications.</p>	<b>KCAA</b>	<b>02 – 06 - 2026</b>
<p><b>04: 02 – 06 - 2026 - <u>Closing Remarks</u></b></p> <p>The bidders were informed that the pre-bid minutes will be sent to them through the emails provided and would be uploaded in KCAA tender website (<a href="http://www.kcaa.or.ke">www.kcaa.or.ke</a>) and the Government tender portal (<a href="http://www.tenders.go.ke">www.tenders.go.ke</a>) at least by the morning of <b>4<sup>th</sup> June, 2026.</b></p> <p>The chairman thanked the members for attending the meeting and reminded them to submit the tenders as per the stipulated date and time.</p>	<b>Chairman</b>	<b>N/A</b>

**N/B:** The clarifications sought by bidders and responses given by KCAA are as indicated in the attachment.

  
**For Director General**  
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**FIRST RESPONSE TO CLARIFICATIONS ON TENDER FOR SUPPLY, DELIVERY, INSTALLATION, TRAINING, TESTING AND COMMISSIONING OF VOICE COMMUNICATION AND CONTROL SYSTEM AT ELDORET AIRPORT AND RELATED EQUIPMENT (AIR CONDITIONERS AND BINOCULARS). (RE-TENDERING) RECEIVED AS AT 4TH JUNE 2026. TENDER No. KCAA/031/2025-2026.**

NO.	REQUEST FOR CLARIFICATION	KCAA RESPONSE
<b>VOICE COMMUNICATION AND CONTROL SYSTEM UNDER LOT 1</b>		
1.	monitoring and maintenance workstations	
	How many Monitoring and Maintenance Workstations will be installed for VCS system?	One (1) Monitoring and Maintenance Workstations will be installed for VCS system
	Is suitable AC power with UPS available for each Monitoring and Maintenance Workstation?	A UPS should be supplied for Monitoring and Maintenance Workstation
2.	<b>RADIO CHANNELS</b>	
	Please confirm how many 4W E&M radio channels will be connected to VCS.	Six (6) radios
	Please confirm how many VoIP ED137 radio channels will be connected to VCS.	The VCS should support a Minimum of 32 channels
	How many frequencies shall be available for TWR/APP/ACC operations?	Tower – 3 Approach – 3 Emergency – 1 Ground – 1 The above information can be found in the technical specification.
	How many sites for each frequency are/will be available (frequency multisite configuration)?	Two (2) sites, Eldoret and Kisumu for tower and approach frequencies
3.	<b>TELEPHONE LINES</b>	
	Please confirm how many 2W/4W E&M Telephone Lines will be connected to VCS.	The VCS should support at least Six (6)
	Please clarify the type of 2W/4W Telephone Lines (FXS, FXO, LB, etc.), which will be connected to VCS.	The VCS should have the ability to support all the protocols as per the specifications
	Please confirm how many SIP Telephone Connections will be connected to VCS.	The VCS should support at least Twenty-four (24)
	Please confirm how many ATS R2 and N5 Telephone Connections will be connected to VCS.	The VCS should support at least Six (6)
	Please confirm how many ISDN Telephone Connections will be connected to VCS.	Should support at least Three (3)

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NO.	REQUEST FOR CLARIFIATION	KCAA RESPONSE
4.	Please Note that ATS-QSIG Technology is Obsolete and is no longer in use. However, we shall Provide no.2 SIP telephone lines. Kindly advise if this is Acceptable	This is acceptable
5.	Server Redundancy (Clauses 5.2.2 / 5.2.3) "Regarding the server architecture outlined in clauses 5.2.2 and 5.2.3, the spec currently calls for centralized servers running in a parallel processing mode. To eliminate localized common-cause failures and drive system availability as high as possible, would the Authority be open to decentralized, distributed node-based topologies? Specifically, architectures that distribute call processing natively across the network rather than relying on a centralized core server framework?"	A solution that offers a similar or higher level of availability is acceptable
6.	CWP Separation (Clause 5.11.1) "Looking at clause 5.11.1, it states that the touch entry display and the position electronics shouldn't be physically separated. From a lifecycle and maintenance perspective, modular hot-swapping is usually a lot cleaner on the tech team if the components aren't fused. Would you accept a decoupled configuration where the hardened touchscreen display is physically separate from its underlying processing module?"	If separated it should not introduce a layer of failure and should meet the space optimization requirement as per the specifications.
7.	Panel Dimensions & Brightness (Clauses 5.11.17 / 5.11.19) "On clauses 5.11.17 and 5.11.19, the specification sets very rigid panel dimensions and actually caps the screen brightness at a maximum of 450 nits. To allow for broader competition—especially from vendors offering high-performance, ultra-bright tactical displays that handle high-glare environments better—would the Authority consider revising this to specify functional performance parameters instead? For example, setting it as a minimum screen size and a minimum nit rating rather than hard fixed limits?"	The bidder can provide a different solution that meets or exceeds the performance requirement and fits the existing console space.

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NO.	REQUEST FOR CLARIFIATION	KCAA RESPONSE
8.	<p>Monitoring UI Layout (Clause 5.12.15)                      "Finally, clause 5.12.15 restricts the management GUI layout to exactly three windows. A lot of modern, unified management dashboards utilize different layout configurations or single-pane web interfaces to achieve the exact same operational goals. Will the Authority accept any functional application layout, provided it fully accomplishes the core requirements for configuration, real-time monitoring, and supervisory control?"</p>	<p>The functional requirement as described in the specification does not restrict the solution to a single window combining all the functions.</p>
9.	<p>Acoustic Safety &amp; Minimum Volume Locks                      "On the acoustic performance and volume control specifications for the CWP—specifically to prevent operational human errors where a controller might accidentally mute a critical frequency completely—will the Authority accept or mandate a safety feature where minimum audio thresholds can be locked via the management database, ensuring that critical radio traffic always remains audible even if a physical volume knob is turned to its lowest setting?"</p>	<p>The solution is acceptable.</p>
10.	<p>Localized "Last Call" Playback vs. Central Recording                      "In the section detailing Voice Recording requirements, the focus is heavily on the centralized legal recording interface. For immediate tower situational awareness, will the Authority clarify if the CWPs must also support a localized, independent 'Last Call Module'—such as an internal solid-state buffer capable of recording up to 24 hours of the position's direct audio—for instant playback by the controller without impacting the central server?"</p>	<p>This is acceptable provided it meets the minimum requirements in the technical specifications.</p>
11.	<p>Multi-Generation ED-137 Protocol Interoperability                      "The tender references compliance with the EUROCAE ED-137 VoIP standard. To guarantee seamless interoperability across a mixed network of legacy and newly procured radio endpoints, will the Authority confirm</p>	<p>This is acceptable to cater for backward compatibility and the latest standard.</p>

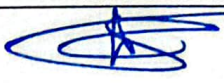
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NO.	REQUEST FOR CLARIFICATION	KCAA RESPONSE
	that the proposed VCCS must natively and concurrently support both the older ED-137B profile and the newer ED-137C profile on a channel-by-channel basis?"	
12.	At requirement 5.1.16 it is stated that "Each item shall include TWO totally separated interfaces and IP addresses for connection to the LAN networks". Please confirm that solutions that have two separated interfaces, but a single IP address (bonding mode) are also accepted.	Provided the network redundancy is met even during maintenance of the system.
13.	At requirement 5.1.17 it is stated that "By using full parallel operations NO switchover from active to passive interface shall be executed. Thus, NO loss of communication shall be granted". Please confirm that also solutions that use a mechanism of switchover from active to passive, with NO loss of active communication are also accepted.	This is acceptable provided guarantee that any active session during switch over is not interrupted, degraded or terminated
14.	At requirement 5.1.18 it is stated that "By using full parallel operations NO switchover from active to passive interface shall be executed. Thus, NO loss of communication shall be granted". Please confirm that also solutions that use a mechanism of switchover from active to passive, with NO loss of active communication are also accepted.	This is acceptable provided guarantee that any active session during switch over is not interrupted, degraded or terminated
15.	At requirement 5.1.22 it is stated that "The voice communication system shall guarantee a lowest audio delay due to 1ms packet size". Please review the requirement as EUROCAE ED-137 standard explicitly describes and prescribes audio packet sizes (packet duration) of 10ms, 20ms and 30ms for digital voice communication in Air Traffic Management. 1ms packet size is not described and/or supported by ED-137 standard.	The requirement now revised as per EUROCAE ED-137 standard to packet sizes of 10ms, 20ms and 30ms

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NO.	REQUEST FOR CLARIFIATION	KCAA RESPONSE
16.	At requirement 5.2.3 It is stated that "The server of the voice communication system shall be 100% Independent of the redundant side. The Independence shall be realized by physical network separation". Please provide clarifications and technical details about the required separation of the network.	Check response in clarification 12,13, and 14.
17.	At requirement 5.3.10 It is stated that "The voice communication system shall store the last 30 minutes of radio calls and the last 30 minutes of telephone calls directly on the operator position". Please confirm that the total storage shall support 60 minutes for both radio and telephony calls.	The radio recording and telephone recording should be separate from each other.
18.	At requirement 5.6.2 It is stated that "The voice communication system shall offer Local, Remote and Remotely Controlled Side Tone". Please confirm that VCS solution that can provide 3 methods of selecting the Side Tone (e.g. OFF, Local and Remote) are also accepted.	This is acceptable.
19.	At requirement 5.8.4 (with 5.8.4.1, 5.8.4.2 and 5.8.4.3) It is stated that "The BSS calculation shall include the following quality factors: Signal Energy, Spectral richness and Articulation Index". As per our experience, the most reliable BSS calculation is performed via comparing the level of the received signal. In this respect, please confirm that VCS solution that can provide BSS calculation based on RSSI (Received Strength Signal Indication) and Spectral Richness are also accepted.	The solution that provides the best audio selection to the controller is desired.
20.	At requirement 5.11.1 It is stated that "The operator positions shall consist of a single compact solution to optimize console space. The Touch Entry Device (TED) and position electronics shall be integrated	If separated it should not introduce a layer of failure and should meet the space optimization requirement as per the specifications.

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NO.	REQUEST FOR CLARIFICATION	KCAA RESPONSE
	into an all-in-one unit and must not be physically separated". As this requirement is in advantage of a single vendor and thus limiting the principle of fair competition, please confirm that VCS solutions with distributed position electronics are also accepted.	
21.	At requirement 5.11.18 it is stated that "The panel of TED shall have a resolution of at least 800x600". As this resolution is considered, in modern TEDs, as being a Low-Grade resolution, in order to ensure a good quality image to ATC operators please modify the resolution requirements to 1280 x 800.	The specification outlines the minimum requirements, and a bidder is not restricted from offering better performance.
22.	At requirement 5.11.19 it is stated that "The panel brightness of TED shall be max 450 cd/m <sup>2</sup> ". As this brightness is considered, in modern TEDs, as being a Low-Grade brightness and which cannot provide sufficient brightness in very bright environments (under direct sunlight), please modify the brightness requirement to 700 cd/m <sup>2</sup> .	The specification outlines the minimum requirements, and a bidder is not restricted from offering better performance.
23.	The tender document has a requirement for a 30 minute recording for Radio Communication and Telephone Communication that should be stored separately. Can bidders propose an integrated system that records and stores this two components simultaneously?	The radio recording and telephone recording should be separate from each other.
24.	Can bidders be allowed to move and appreciate all the layout areas that includes the equipment rooms, tower and where the cables will be installed?	All bidders were given this opportunity during the pre-bid/ site visit held on 2 <sup>nd</sup> June 2026 at the site. Since this is a highly restricted area, and the places the bidders have visited is considered sufficient for an effective bidding. The estimate for the cable length of the furthest CWP from the server is about 70 metres.
25.	Must all the indicated equipments' have individual Manufacturer's Authorization?	Yes, this a mandatory requirement. All equipments' indicated must have individual Manufacturer's Authorization. The cables may not have Manufacturer's Authorization (MAF) but must meet the specifications indicated.

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NO.	REQUEST FOR CLARIFIATION	KCAA RESPONSE
26.	Will the workers of the winning bidder be charged while executing the contract within the Airport?	Workers will be charged a rate of Kshs,3,000.00 per person per calendar year by Kenya Airports Authority (KAA)
27.	Is there an implementation schedule for this contract?	The implementation schedule shall be agreed upon contract signing but the bidders are required to attach a draft project implementation plan with their bid document.
28.	<p><b>Server Redundancy (Clauses 5.2.2 / 5.2.3) reads as follows;</b>                      "Regarding the server architecture outlined in clauses 5.2.2 and 5.2.3, the spec currently calls for centralized servers running in a parallel processing mode to eliminate localized common-cause failures and drive system availability as high as possible. Would the Authority be open to decentralized, distributed node-based topologies? Specifically, architectures that distribute call processing natively across the network rather than relying on a centralized core server framework?"</p>	A solution that offers a similar or higher level of availability is acceptable.
29.	<p><b>CWP Separation (Clause 5.11.1) reads as follows:</b>                      "The touch entry display and the position electronics shouldn't be physically separated" From a lifecycle and maintenance perspective, modular hot-swapping is usually a lot cleaner on the tech team if the components aren't fused. Would the Authority accept a decoupled configuration where the hardened touchscreen display is physically separate from its underlying processing module?</p>	If separated it should not introduce a layer of failure and should meet the space optimization requirement as per the specifications.
30.	<p><b>Panel Dimensions &amp; Brightness (Clauses 5.11.17 / 5.11.19)</b>                      "On clauses 5.11.17 and 5.11.19, the specification sets very rigid panel dimensions and actually caps the screen brightness at a maximum of 450 nits. To allow for broader competition—especially from vendors offering high-performance, ultra-bright tactical displays that handle high-glare environments better—would the Authority consider revising this to specify functional performance parameters instead? For example, setting it as a <i>minimum</i> screen size and a <i>minimum</i> nit rating rather than hard fixed limits?"</p>	The bidder can provide a different solution that meets or exceeds the performance requirement and fits the existing console space

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NO.	REQUEST FOR CLARIFICATION	KCAA RESPONSE
31.	<p><b>Clause 5.12.15</b> restricts the management GUI layout to exactly three windows. A lot of modern, unified management dashboards utilize different layout configurations or single-pane web interfaces to achieve the exact same operational goals. Will the Authority accept any functional application layout, provided it fully accomplishes the core requirements for configuration, real-time monitoring, and supervisory control?"</p>	<p>The functional requirement as described in the specification does not restrict the solution to a single window.</p>
32.	<p><b>Acoustic Safety &amp; Minimum Volume Locks Clause 5.12.16</b>                      "On the acoustic performance and volume control specifications for the CWPs—specifically to prevent operational human errors where a controller might accidentally mute a critical frequency completely . Will the Authority accept or mandate a safety feature where minimum audio thresholds can be locked via the management database, ensuring that critical radio traffic always remains audible even if a physical volume knob is turned to its lowest setting?"</p>	<p>The solution is acceptable.</p>
33.	<p><b>CWP Power Infrastructure &amp; Ground Isolation</b>                      "Regarding the redundant power footprint for the controller working positions, the specification mandates dual power lines. To prevent localized ground-loop interference or hum on the low-impedance operator headsets, could the Authority clarify if strict galvanic/electrical isolation is required between those two power inputs, or if a shared-ground architecture utilizing internal diode separation is perfectly acceptable?"</p>	<p>A shared ground architecture which can break the ground path and avoid common mode noise and ground loop currents is accepted.</p>
34.	<p><b>Localized "Last Call" Playback vs. Central Recording</b>                      "In the section detailing Voice Recording requirements, the focus is heavily on the centralized legal recording interface. For immediate tower situational awareness, will the Authority clarify if the CWPs must also support a localized, independent 'Last Call Module'—such as an internal solid-state buffer capable of recording up to 24 hours of the position's direct audio—for instant playback by the controller without impacting the central server?"</p>	<p>This is an additional feature and is acceptable.</p>

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NO.	REQUEST FOR CLARIFIACION	KCAA RESPONSE
35.	<p><b>Multi-Generation ED-137 Protocol Interoperability</b>                      "The tender references compliance with the EUROCAE ED-137 VoIP standard. To guarantee seamless interoperability across a mixed network of legacy and newly procured radio endpoints, will the Authority confirm that the proposed VCCS must natively and concurrently support both the older ED-137B profile and the newer ED-137C profile on a channel-by-channel basis?"</p>	<p>This is acceptable to cater for backward compatibility and the latest standard.</p>
<p><b><u>AIR           CONDITIONERS           AND BINOCULARS UNDER LOT 2</u></b></p>		
	<p>Required number of binoculars</p>	<p>Bidders were informed that the quantity of binoculars required had been revised. The addendum for the bid range and premium binoculars is here in attached.</p>
36.	<p>A bidder sought a clarification on whether there could be a possibility of extending the closing date this tender to enable an effective bidding?</p>	<p><b>No.</b> An extension of the closing date is not possible. We are already behind schedule and the end of the financial year is quickly approaching. Bidders are encouraged to work on their bid documents and submit them on time before the closing date as indicated in the tender document.</p>



**Deputy Director, Supply Chain Management**  
**FOR: DIRECTOR GENERAL**

**Date: 4<sup>TH</sup> JUNE 2026**

For Director General  
 Kenya Civil Aviation Authority  
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