



**REPUBLIC OF KENYA
THE NATIONAL TREASURY
STATE DEPARTMENT FOR PUBLIC INVESTMENTS AND ASSETS MANAGEMENT**

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When Replying Please Quote

Ref:

17th February, 2026

**REF: REQUEST FOR PROPOSALS (RFP) FOR PROVISION OF TRANSACTION
ADVISORY SERVICES FOR DEVELOPMENT OF A COMMERCIAL SPACEPORT
THROUGH SOLICITED PUBLIC PRIVATE PARTNERSHIPS PROJECTS.**

ADDENDUM III

The National Treasury has issued an addendum to the request for proposals (RFP) for provision of consultancy services for Transaction Advisory Services for Development of a commercial spaceport through Solicited Public Private Partnerships Projects. Also attached is

- **Annex I – EGP Step by Step Guide**
- **Annex II – Full RFP. This RFP document is intended to serve as a guide to assist bidders in navigating the eGP system, identifying mandatory uploads and forms, and ensuring the submission of comprehensive proposals.**

All other terms and conditions remain the same.

**HEAD, SUPPLY CHAIN MANAGEMENT SERVICES
FOR: PRINCIPAL SECRETARY/PUBLIC INVESTMENTS AND ASSETS MANAGEMENT**

ADDENDUM 3-RFP FOR TRANSACTION ADVISORY SERVICES FOR DEVELOPMENT OF TRANSMISSION LINES PROJECTS THROUGH SOLICITED PUBLIC PRIVATE PARTNERSHIPS PROJECTS.

S/No	Query	Clarification
1.	What is the budget amount for the transaction advisory services	<p>The budget amount for this activity is KES 170 million. Refer to uploaded RFP document.</p> <p>This is a competitive procurement process and a firm will be selected under Quality and Cost Based Selection (QCBS) method and in a format as described in the TOR, in accordance with the Public Procurement and Asset Disposal Act 2015. Consequently, the total score is calculated by weighting the technical and financial scores and adding them as per the formula and instructions in the TOR. The Consultant that achieves the highest combined technical and financial score will be notified and invited for negotiations.</p>
2.	<p>Existing environmental and social data:</p> <p>Beyond the confirmed absence of project-specific baseline data for Kipini, are there national or regional environmental and social datasets or prior studies that KSA expects the TA to use, or should we plan to commission all baseline surveys anew as part of the Preliminary ESIA and RAP work?</p>	<p>No baseline studies currently exist to inform the intended outcome. Accordingly, the Transaction Advisor (TA) will be required to commission and undertake all necessary baseline surveys.</p>
3.	Depth of launch vehicle concept work.	<p>The scope of the launch vehicle concepts is as covered under the TORs. Please refer to response no.2 under Addendum I</p>

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	Please clarify whether you expect only high-level launch vehicle concepts and performance envelopes or a more detailed technology roadmap.	and additional responses under Addendum II for additional information.
4.	<p>Non-launch infrastructure scope.</p> <p>Please confirm whether the TA should include satellite integration, mission control, visitor facilities and other non-launch assets in the Phase I concept and cost estimates.</p>	The general site master planning is essential. The listed facilities constitute part of the vertical and horizontal infrastructure as envisaged under the Terms of Reference (ToR). Accordingly, detailed specifications and cost estimates will be required, including the horizontal infrastructure integration aspects.
5.	<p>ESIA standard to apply.</p> <p>Should the Preliminary ESIA be prepared to Kenyan regulatory standards only, or also to a specific IFI framework (e.g. IFC Performance Standards) to support future financing?</p>	The preliminary ESIA to be prepared to Kenyan regulatory standards and widely adopted IFC Performance standards to support future financing.
6.	Can we access the latest Government of Kenya (GOK) Fiscal Commitment and Contingent Liability (FCCL) excel model and guidelines?	FCCL model and guidelines to be discussed with onboarded Transaction Advisor. Kindly refer to the Government Support Measures (GSM) Policy, 2018, for further guidance.
7.	What is the current ownership status and most recent valuation of the proposed site in the Kipini area?	The specific details will be disclosed to selected bidder

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8.	<p>Leadership of MDA engagement. For the listed MDAs, will KSA/PPP Directorate lead convening and introductions, with the TA providing technical inputs and secretariat support, or do you expect the TA to coordinate meetings directly?</p>	<p>KSA and the PPP Directorate will support the convening of meetings and facilitate introductions.</p>
9.	<p>What is the GOK's stance on providing Sovereign Guarantees or Viability Gap Funding (VGF) for this project?</p>	<p>Kindly refer to Section 28 of the PPP Act on Government Support Measures, as well as the Government Support Measures (GSM) Policy, 2018, for further guidance.</p>
10.	<p>Is there a finalized list of government assets (e.g., land, access roads) to be contributed to the project company?</p>	<p>It is the responsibility of the Transaction Advisor (TA) to propose a master plan that takes into account the existing infrastructure and incorporates innovative solutions to ensure maximum vertical and horizontal integration of this greenfield project.</p>
11.	<p>Depth of ECSBA. Do you require the Economic and Social Cost Benefit Analysis to include explicit distributional analysis (e.g. regional, gender, vulnerable groups) and quantified wider economic impacts, or is a standard cost-benefit plus EIRR sufficient?</p>	<p>A standard cost-benefit plus Economic IRR is sufficient under the requirements outlined in the TOR Task 1.3. For the wider economic impacts a qualitative assessment describing the impacts is sufficient.</p>
12.	<p>Are there provisions for Minimum Revenue Guarantees or subsidies during the early years of operation?</p>	<p>To be determined following completion of the feasibility study.</p>

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13.	<p>Scope of international treaty advice. Should the TA provide a project-specific compliance roadmap (for the spaceport PPP only) or a broader national compliance framework covering all space activities under relevant treaties and ITU rules?</p>	<p>The scope of work includes advising on an enabling framework for launch and launch operations. Accordingly, the Transaction Advisor (TA) is expected to provide the necessary recommendations. Additionally, refer to Addendum 1, response no. 4</p>
14.	<p>Drafting versus recommendations. For the enabling framework, do you expect near-final draft laws/regulations from the TA or annotated recommendations and drafting instructions for Government drafters?</p>	<p>Annotated recommendations on relevant frameworks, aligned with industry best practices, are expected. Additionally, refer to Addendum 1, response no. 4</p>
15.	<p>Can you provide a detailed breakdown of the scoring for the technical and commercial proposals in your evaluation criteria?</p>	<p>Once you have registered on the Electronic Government Procurement (eGP) system, you will be able to access the detailed breakdown of the scoring criteria in the Data Sheet. Additionally, refer to uploaded Annex II</p>
16.	<p>Submission format and envelopes. Please clarify whether technical and financial proposals will be submitted as separate encrypted “envelopes” within e-GP and whether any parallel hard-copy originals are required.</p>	<p>No parallel hard copies are required. Upon completion of the technical document upload, the eGP system will prompt bidders to complete the financial forms. During evaluation, only the financial proposals of firms that have met the minimum technical requirements will be opened. Bidders will be duly notified at the time of the financial opening.</p>

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17.	<p>Individual versus firm experience.</p> <p>May experience of individual experts on relevant spaceport projects be credited even where their current firm was not the contracting entity on those projects?</p>	<p>Yes. Under the evaluation of key experts, the experience of individual experts on relevant spaceport projects will be credited even where their current firm was not the contracting entity on those projects. However, under the evaluation of general and specific experience for the firms, the requirements remain as indicated in the TOR</p>
18.	<p>Scope of BRS registration.</p> <p>For foreign suppliers, does mandatory BRS registration before contract award apply to all JV members and key sub-consultants, or only to the contracting lead entity?</p>	<p>Before contract execution, the successful bidder will be required to register with the Business Registration Service (BRS) in Kenya. In the interim, up to the award notification stage, bidders will be evaluated using their registered name in their country of origin or international jurisdiction.</p>
19.	<p>Caps on reimbursable budgets.</p> <p>Are there any ceilings by category (e.g. travel, surveys, workshops) or is the total lump-sum price, including reimbursables, the sole commercial evaluation basis?</p>	<p>The total lump-sum price, inclusive of reimbursables, shall constitute the sole basis for financial proposal evaluation.</p>
20.	<p>Can you provide details of any particular clauses or registrations required that should be included in a consortium JV agreement at this stage in order to</p>	<p>Prospective bidders forming a joint venture are expected to agree mutually on the terms governing their relationship, as no specific clauses have been prescribed to regulate internal JV arrangements. At this stage teaming agreements will be</p>

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	have a compliant bid versus those that must be enacted upon at award	sufficient, compliant JV agreements will only be needed after award.
21.	<p>The RfP states that</p> <p><i>“The TA will be required to provide classroom-based and on-the-job capacity building to a cohort of at least 15 Public officials within the CA are at critical points of the project preparation process ‘</i></p> <p>Could you confirm if KSA will cover the costs of organizing these training sessions, including the venue, meals, and other related expenses?</p>	<p>This shall form part of the cost components in the bidder’s quotation. The Government will cover the daily subsistence allowance (DSA), where applicable, for the Government team, while the Transaction Advisor (TA) shall bear costs related to trainers, and the conference facility for the training venue.</p>
22.	<p>Are there existing meteorological data sets (wind patterns, fog, rain tropical storm risks) in existence already to assess launch cadence viability?</p> <p>In addition, do historical geological studies already exist for the various proposed sites?</p>	<p>Liaison with the relevant responsible agencies will facilitate access to archived historical data; where such data is unavailable, new studies will be undertaken.</p>
23.	<p>We have reviewed the delivery schedule provided in the tender and would appreciate clarification regarding its feasibility. Based on the timelines outlined, it appears that the schedule does not account for key activities to support transition from</p>	<p>The timelines provided are indicative and can be refined further to ensure proper alignment upon discussion with the selected bidder. However, this will not amount to expansion of the scope of work.</p>

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	<p>Phase 1 to Phase 2, that we feel would be required under PPP2021. Please could you confirm:</p> <ol style="list-style-type: none"> 1. Whether you have considered the activities (e.g. PPP approvals, Directorate approvals, Procurement Strategy etc) and whether a detailed breakdown of the pre-procurement activities exists and can be shared? 2. Whether you expect us to propose and insert these missing activities into our proposal, or whether the current schedule is intended to be fixed and non-negotiable? 3. If you are open to revising the delivery timelines to ensure that all key activities between Phase 1 and Phase 2 can be completed to an acceptable standard without introducing delivery risk? 	
24.	<p>Submission by Foreign Consultants The RFP indicates that consultants from all countries are eligible to participate. Kindly confirm whether foreign consultants that are not yet fully registered in Kenya may submit proposals in their own legal name,</p>	<p>Foreign prospective bidders shall use the mandatory registration requirements applicable in their respective countries for purposes of bidding. However, prior to contract execution, the successful bidder will be required to register their company in Kenya.</p>

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	with any outstanding local registration or incorporation requirements to be completed post-award and prior to contract execution.	
25.	<p>e-GP / Supplier Portal Registration</p> <p>We note that registration on the electronic procurement portal appears to require a Kenyan Business Registration Service (BRS) number, Kenyan National ID, and Kenya Revenue Authority (KRA) PIN, which are typically issued upon completion of local incorporation.</p> <p>Kindly advise on the appropriate submission procedure for eligible foreign consultants whose local registration process is underway but not yet finalized, including whether:</p> <ul style="list-style-type: none"> ● an alternative registration pathway exists for such consultants; ● proposals may be submitted without full portal registration; or ● completion of portal registration may be deferred to a later stage of the procurement process. 	<p>The eGP system allows prospective foreign bidders to participate without a BRS number. During supplier registration, they should skip the “Verify” step, after which registration under the foreign legal name will proceed successfully.</p> <p>In the case of a consortium comprising both local and foreign firms, where the lead firm is local, a BRS number will be required.</p>

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26.	<p>Authorized Submission Arrangements Where applicable, please confirm whether foreign consultants may submit proposals directly during this interim period, or whether submission through an authorized local representative is permissible, subject to appropriate documentation.</p>	<p>Foreign consultants may register on the eGP platform and submit their proposals directly for consideration at this stage.</p>
27.	<p>Consistency of Bidder Identity Kindly confirm whether it is acceptable for all proposal documents (including the Form of Tender, Conflict of Interest Declaration, and Power of Attorney) to be issued in the name of the foreign parent company, with a stated commitment to operationalize the Kenyan subsidiary prior to contract execution, should the firm be awarded the assignment. In addition to the above, we have prepared a detailed set of technical and financial clarification questions relating to the proposal forms and schedules. These questions are provided verbatim in the attached document for ease of reference and review. We would be grateful for your guidance on the above matters to ensure that our proposal is submitted in</p>	<p>Foreign prospective bidders shall rely on the mandatory registration requirements applicable in their respective countries for purposes of bidding. However, prior to contract execution, the successful bidder will be required to register their company in Kenya.</p>

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	<p>full conformity with the RFP requirements and applicable procurement procedures. Thank you for your consideration and continued support.</p>	
28.	eGP Support	<p>There shall be a virtual training on the eGP system to assist prospective bidders in navigating the platform and uploading their proposals. The session is scheduled for 20th February 2026 at 11:00 a.m. (EAT). The meeting link will be made available on the PPP website under the relevant RFP line item.</p>
29.	<p>As we finalize our tender response for the Kenya Spaceport project, we respectfully request a three-week extension to the current submission deadline of 23 February 2026. This additional time would allow our team to comprehensively incorporate and respond to the clarifications provided, particularly those relating to our prior pricing queries, which are material to the accuracy and completeness of our submission. We remain fully committed to delivering a robust and competitive proposal and appreciate your consideration of this request.</p>	<p>RFP Closing Date is on 2nd March, 2026 at 11:00 Hrs. Bidders are requested to download the bidding document and carefully review all requirements stipulated in the RFP, including completion of the declaration forms and submission of all mandatory supporting documents. In case of any challenges with e-GP login or access to the bidding documents, bidders should contact support@egpkenya.go.ke and copy procurement@pppkenya.go.ke for assistance.</p>

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