SUPPLY CHAIN MANAGEMENT DEPARTMENT

RFP No: KeNHA/3010/2026 **Date:** 17th November, 2026

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Dear All,

MULTINATIONAL HORN OF AFRICA ISIOLO – MANDERA CORRIDOR: REQUEST FOR PROPOSALS FOR CONSULTING SERVICES FOR IRAP STAR RATING ASSESSMENT & ROAD SAFETY AUDIT OF SELECT MAJOR CORRIDORS (2,500 KM) AND INSTITUTIONAL SUPPORT ON DEVELOPMENT OF KENYA ROAD ASSESSMENT PROGRAM (KenRAP)

SUBJECT: MINUTES OF PRE-PROPOSAL CONFERENCE AND RESPONSE TO CLARIFICATIONS NO.1

Reference is made to our Request for Proposal letter for the above assignment sent to you via email on 23rd October, 2026.

Pursuant to: -

a) Section 2: Instructions to Consultants (ITC) 13: Clarification and Amendment of RFP, Sub– Clause 13.1 and

b) Section 2: Instructions to Consultants (ITC) Data Sheet: Clause 2.3

We hereby issue minutes of Pre-Proposal Conference held on 5th November, 2026 and Clarifications No. 1 to the Request for Proposal for your attention.

All other details shall remain as per the RFP document.

Richard Kilel
DEPUTY DIRECTOR-SCM

MULTINATIONAL HORN OF AFRICA ISIOLO – MANDERA CORRIDOR: REQUEST FOR PROPOSALS FOR CONSULTING SERVICES FOR IRAP STAR RATING ASSESSMENT & ROAD SAFETY AUDIT OF SELECT MAJOR CORRIDORS (2,500 KM) AND INSTITUTIONAL SUPPORT ON DEVELOPMENT OF KENYA ROAD ASSESSMENT PROGRAM (KenRAP)

CLARIFICATION NO. 1

No.	RFP Reference	Request for Clarification	Client's Response
1	DS 21.1 (i)	Please confirm that the 8-year period for relevant assignments is counted back from the proposal submission date (25 November 2026).	Yes. The 8-year period is counted back from the proposal submission deadline stated in Section 17.7 and 17.9 of ITC Data Sheet.
2	DS 21.1 (v)	For the 9 points on participation of nationals: (a) Is a "Kenyan Key Expert" defined by Kenyan citizenship? (b) How are dual nationals and foreign nationals permanently resident in Kenya treated? (c) Please confirm the ratio is calculated on person-months as shown in Form TECH-6.	A Kenyan Key Expert is a Kenyan citizen, evidenced by a copy of a Kenyan national ID card or passport attached to the CV. Dual nationals holding Kenyan citizenship qualify as Kenyan. Foreign nationals with permanent residence in Kenya do not qualify as Kenyan for this criterion. Criteria/sub-criteria No. (v) and point system for the evaluation of the Full Technical Proposals provided under section 21.1 of ITC Data Sheet shall apply.
3	DS 21.1 (iii); TOR 7.12	Several Key Experts must be "Registered Professional Engineers with Engineers Board of Kenya (EBK) or equivalent". Please confirm that registration as a professional engineer with a recognised foreign body (e.g. ECSA, ICE/Engineering Council UK, a national order or council of engineers) is accepted as "equivalent" for non-Kenyan experts. Please also confirm whether such foreign registration is sufficient at the proposal submission stage, without additional local EBK registration, and whether temporary EBK registration	Yes. Registration with a recognised national engineering regulatory body is accepted as equivalent at proposal stage. Foreign Key Experts of the successful Consultant shall obtain temporary registration with EBK before mobilisation.

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		will be required only before mobilisation.	
4	TOR 7.12	Could the Client confirm whether a Bachelor's degree in Construction Technology and Management, Highway Engineering, Transportation Engineering, or a closely related discipline may be considered equivalent to a BSc in Civil Engineering, particularly where the expert holds a relevant MSc or PhD in Civil or Transportation Engineering?	A Bachelor's degree in an engineering discipline closely related to civil engineering (e.g. Highway Engineering or Transportation Engineering) is accepted as equivalent.
5	TOR 7.12 (a)	Could the Client clarify whether an MSc in Transport Planning and Management, Road and Transport Engineering, or another closely related discipline would satisfy the MSc in Transportation Planning/Engineering requirement for the Team Leader position?	Yes. A Master's degree in a closely related transport discipline is accepted as equivalent, provided the expert demonstrates specialisation in road safety engineering.
6	TOR 7.12 (b)–(d)	For the iRAP Road Surveyor, Coder and Analyst, many iRAP-accredited practitioners are graduate engineers who are not yet registered as Professional Engineers. Will registration as a Graduate Engineer (EBK or equivalent) be accepted, or will it score zero under the 10% registration sub-criterion?	Criteria/sub-criteria No. (iii) and point system for the evaluation of the Full Technical Proposals provided under section 21.1 of ITC Data Sheet shall apply.
7	TOR 7.12 (a)	The Team Leader must hold "a valid accreditation in all iRAP disciplines (Road Survey, Road Attribute Coding, or Analysis & Reporting)". Please confirm	The requirements stated in Sub-section 7.12 (a) of the TOR shall apply. The Team Leader must hold "a valid accreditation in all iRAP disciplines (Road

No.	RFP Reference	Request for Clarification	Client's Response
		whether accreditation in all three disciplines is mandatory, or whether at least one is sufficient (the word "or" suggests the latter).	Survey, Road Attribute Coding, and Analysis & Reporting)".
8	TOR 7.12	Could the Client clarify whether an expert whose iRAP accreditation has expired but is undergoing renewal may be considered eligible at the proposal submission stage, provided that valid accreditation is obtained before mobilisation?	No. iRAP accreditation must be valid at the proposal submission deadline, and evidence of validity shall be attached to the CV.
9	TOR 7.12	Are the minimum qualifications and experience in TOR 7.12 (years of experience, assignments completed in the last 24 months, CPD) pass/fail conditions that would make a CV, or the proposal, non-responsive? Or are they only used to score the CVs under DS 21.1 (iii)?	Criteria, sub-criteria and point system for the evaluation of the Full Technical Proposals provided in ITC and under section 21.1 of ITC Data Sheet shall apply. Team composition and qualifications requirements under section 7.12 of TOR shall be used to score the CVs pursuant to the criteria provided under section 21.1 of ITC Data Sheet.
10	TOR 7.12	What evidence is acceptable for the requirement of a minimum of 2 days of Continuous Professional Development (CPD) in the last 12 months (attendance certificates, institution's CPD records, online course certificates)? Could the Client also confirm whether Road Safety Audit training certificates issued by internationally recognised institutions, together with relevant online training courses and technical workshops, are acceptable to meet the professional	Certificates or CPD records showing the course title, provider, dates and duration are acceptable. CPD from several courses within the preceding 12 months may be combined to make up the minimum of 2 days.

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		training and minimum two-day CPD requirements? May CPD hours from multiple courses completed within the preceding 12 months be combined?	
11	DS 14.1.2; TOR 7.12 (e)	Key Expert K-5 is called "Traffic Engineer" in the Data Sheet and "Traffic Engineer/Traffic Data Analyst" in the TOR. Please confirm this is the same position, and which title to use in Form TECH-6.	Yes, they are the same position (K-5). Use the title "Traffic Engineer/Traffic Data Analyst" in Form TECH-6.
12	TOR 7.12 (h)	Must the Senior Ex-Police Officer (Traffic) be a retired officer of the Kenya National Police Service, or is a retired traffic officer from another police service with Sub-Saharan Africa experience acceptable?	A retired traffic officer from another police service is acceptable, provided the requirements on Team composition and qualifications stated in Sub-section 7.12 (h) of the TOR are met. A serving police officer is not acceptable.
13	DS 14.1.2; TOR 7.12	The Data Sheet gives 65 person-months as an "estimated" input, while the TOR table is headed "Minimum Staff/Man Months". (a) Is 65 person-months, and the input shown for each position, a minimum? Would a proposal with a different distribution between positions be considered non-responsive? (b) May one expert be proposed for two Key Expert positions?	The requirements of clause 14.1.2 of ITC Data Sheet; and Sub-section 7.12 of the TOR on team composition and qualifications, shall apply. No. Each Key Expert position shall be filled by a different expert, and each CV will be evaluated for one position only.
14	TOR 7.2 I (i); 7.3 b)	Please confirm whether the 2,500 km is centreline length. For dual-carriageway sections (e.g. Nairobi–Thika, Rironi–Nairobi, Athi River), is the survey and coding expected in both directions, which would increase the	The 2,500 km corridor length is an approximate centreline length. Consultants are encouraged to familiarize themselves with the subject roads prior to bid submission.

No.	RFP Reference	Request for Clarification	Client's Response
		length to be surveyed and coded?	Yes, in line with iRAP coding practice, divided (dual-carriageway) sections shall be surveyed and coded for each carriageway.
15	TOR 7.2 I (i)	Some corridors share sections or pass through Nairobi (A8 through Nairobi, A2 Athi River–Nairobi–Thika, A3 from Thika, A8/A12 from Mau Summit). Please confirm how urban sections within Nairobi are treated, and that shared sections are surveyed and reported only once.	Kenya Road classification is distinct. The assignment shall therefore be undertaken based on individual road classifications and coverage, including urban sections passing through Nairobi.
16	TOR 7.3 a)	Please confirm the availability, format and period covered of: (a) any previous iRAP surveys, star ratings or georeferenced imagery on the selected corridors; (b) recent traffic counts (AADT), axle-load and speed data held by KeNHA; (c) previous Road Safety Audit/Assessment reports. Can existing imagery or coding be reused where recent?	The Client does not hold previous iRAP surveys, star ratings or georeferenced imagery for the subject road corridors. Any traffic data and previous Road Safety Audit/Assessment reports in the Client's possession will be shared for reference only, subject to TOR 7.3 a). The consultant is expected to factor in cost of acquisition of requisite data to satisfactorily undertake the assignment.
17	TOR 7.3 a)	The extent of the supplementary traffic, speed and pedestrian/bicycle surveys will only be set in the Inception Report, but this is a lump-sum contract. To ensure comparable financial proposals, can the Client state an indicative number of classified count stations, spot-speed sites and pedestrian/bicycle count sites, and their duration (e.g. 24-hour or 7-day counts)? Alternatively, will these surveys be paid on a re-	The requirements of Section 7.3 of the TOR shall apply. The assignment including traffic, speed, surveys shall be undertaken in accordance with all iRAP Star Rating Manuals, Road Safety Policy documents, Manuals/Guidelines, documents of the Government of Kenya and any other internationally acceptable standards.

No.	RFP Reference	Request for Clarification	Client's Response
		measurable or provisional basis?	
18	TOR 7.3 c), g)	For crash data covering at least five years: (a) Will KeNHA obtain formal authorisation from the National Police Service (Traffic Department) for the Consultant to access Occurrence Books and records at all traffic bases along the corridors? (b) Will access to the NTSA crash database be facilitated? (c) Are any fees payable for access to the data?	The provisions of Section 7.13.1 of the TOR on Data, Local Services and Facilities to be provided by the Client shall apply.
19	TOR 7.3 k)	For the day and night inspections on the A2 Isiolo–Marsabit–Moyale and A3 Thika–Garissa segments, will KeNHA facilitate security escorts from the National Police Service and/or Kenya Wildlife Service? If escorts are required, who bears the cost?	The provisions of Section 7.13.1 of the TOR on Data, Local Services and Facilities to be provided by the Client shall apply. Any Security facilitation and associated costs that may be needed shall be borne by the consultant.
20	TOR 7.3 b), e); 7.9.1	Regarding the iRAP ViDA platform: (a) Should the ViDA project be set up under a KeNHA account or the Consultant's account? (b) Are any iRAP fees (ViDA processing, iRAP quality review, data licensing) expected to be borne by the Consultant within the lump sum?	The ViDA project shall be set up under a KeNHA account. All iRAP fees for the Star Rating assessment shall be borne by the Consultant within the lump sum.
21	TOR 7.3 e), q); 7.4 vi)	Please clarify the expected level of detail of the SRIP ("sufficient for direct use in KeNHA's procurement and works programme") and of the consolidated 5-year Implementation Action Plan for the 80 priority HCLs. Are	Concept-level proposals with schematic layouts, quantities and preliminary cost estimates are required. Detailed engineering designs, construction drawings and Bills of Quantities are not required.

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		concept-level layouts and cost estimates sufficient, or are preliminary/detailed designs, drawings and Bills of Quantities expected?	
22	TOR 7.3 e)	For the climate-vulnerability screening of countermeasures, which climate projections or hazard datasets (flood, landslide) does KeNHA expect the Consultant to use? Can the Client make available any existing climate risk or flood-prone section data for the network?	The Consultant shall use recognised publicly available sources and state them in the Inception Report. The provisions of Section 7.13.1 of the TOR shall apply.
23	TOR 7.1	The corridor map on page 73 of the TOR is not legible in the RFP document. Could the Client share a higher-resolution version, or a GIS/KML file of the selected corridors?	No higher-resolution map or GIS/KML file will be provided. Refer to TOR 7.2 I (i) and the response to Question 14. Consultants are encouraged to familiarize themselves with the subject roads.
24	TOR 7.3	Could the Client share, before the proposal deadline, the KeNHA Road Safety Audit & Assessment Manual, the Black Spot Identification and Management Guidelines, and the KeNHA Road Safety Policy and Strategy referred to in the TOR?	The KeNHA Road Safety Policy and Strategy, The Road Safety Audit & Assessment Manual and the Black Spot Identification and Management Guidelines will be provided to the successful Consultant.
25	TOR 7.2 II; Task 2 d)	Are any licence, membership or accreditation fees payable to iRAP for the official iRAP National Licence and launch of KenRAP? If so, are these to be borne by the Consultant within the lump sum, by KeNHA/MoR&T, or from a Provisional Sum?	Any licence, membership or accreditation fees payable to iRAP for the KenRAP national licence will be met by the Consultant within the lump sum.
26	Task 2 b); DS 16.1 (viii)	How many KenRAP Steering Committee	Multi-Stakeholder Steering Committee meetings will be determined by the client

No.	RFP Reference	Request for Clarification	Client's Response
		meetings and validation workshops are expected over the 30 months? Please confirm that all direct costs of these meetings (venue, meals, participants' travel and sitting allowances, launch event) are met from the KES 5,000,000 Provisional Sum, and that the Consultant's lump sum covers only its own staff time and secretariat support.	during the implementation of the assignment. All associated committee meetings costs (for identified stakeholders) shall be reimbursed from the allocation of KES 5,000,000 provided under section 16.1 (viii) of ITC-Data sheet. The Consultant shall cover the associated costs of its own staff, the secretariat and technical support.
27	Task 2 e), f), g)	For the minimum Star Rating policy, the National Safer Road Infrastructure Strategy and the recommendations on design standards, is the Consultant's role limited to producing technical drafts and supporting consultation and validation? Or is support expected through formal approval/gazettement? Which design manual(s) should be reviewed (e.g. Road Design Manual 2017)?	The Consultant shall prepare the technical drafts and support stakeholder consultation and validation in accordance with Task No. 2 of the TOR. The review shall cover the Road Design Manual (2025) and any other standards and guidelines identified by the Client.
28	DS 16.1 (vii); Task 3	Please list the activities covered by the KES 15,000,000 Provisional Sum: (a) benchmarking for 5 KeNHA staff + 1 Consultant staff; (b) the accredited road safety course for 5 KeNHA staff; (c) iRAP training of 30 staff from Government agencies; (d) field allowances for the 10 Road Safety Unit staff during on-the-job training. Which of these must instead be priced in the Consultant's lump sum?	The provisions of Clause 16.1 of ITC Data Sheet; and section 7.2 Objective III and section 7.3 Task No. 3 (Knowledge Sharing/Learning by Doing and Training for Road Safety Unit) of the TOR shall apply. The costs shall be spent and reimbursed in whole or part as approved by the Employer, and shall cover: (a) Benchmarking: All applicable costs (including travel, visa, accommodation, subsistence, and applicable allowances at Government of Kenya applicable Rates for the staff) to facilitate Client Staff and Consultants accompanying staff to undertake Benchmarking tour to select countries to be identified by the Client (b) Road Safety Course: This shall be determined by the Client. All associated costs including course/tuition fees,

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			examination and certification fees, training materials, travel, accommodation, subsistence and applicable allowances for the staff. (c) iRAP Training: All applicable online training fees by iRAP and homebased in-house training by consultant experts up to accreditation. Conference facilitation and allowances for Client's staff for homebased in-house Road Safety Audit/Assessment training by Consultant's experts (d) on-job training: Field Allowances at Government of Kenya approved rates for seconded Clients Staff The Consultant shall however cover any associated costs of his own staff who will facilitate the homebased in-house iRAP and Road Safety Audit/Assessment training and knowledge sharing/on-job training activities/assignments under this task.
29	DS 16.1; FIN-2/FIN-4	Please confirm that both Provisional Sums (KES 15,000,000 and KES 5,000,000) must be included unchanged in every Financial Proposal, and whether they will be included in or excluded from the evaluated price used for the financial score.	The provisions of Clause 16.1 of ITC and Data Sheet, and Section 4: Financial Proposal shall apply. Both sums (KES 15,000,000 and KES 5,000,000) shall be included unchanged in Form FIN-4, as separate lines, and carried into Form FIN-2.
30	DS 16.3; ITC 25.1; SCC 38.1, 39	Please confirm the tax treatment: (a) Is the contract subject to 16% VAT, or exempt under the AfDB financing agreement? (b) Is withholding tax applicable to payments to non-resident JV members and experts, at what rate, and is it borne by the Consultant or paid by the Client on its behalf? (c) Should the Financial Proposal prices be inclusive or exclusive of withholding tax?	The provisions stated under 16.3 and 25.1 of ITC and Data Sheet shall apply. Consultants are encouraged to visit Kenya Revenue Authority website: www.kra.go.ke, for more information. SCC 38.1: Replace: "Any indirect local taxes chargeable in respect of this Contract for the Services provided by the Consultant shall [insert as appropriate: "be paid" or "reimbursed"] by the Client [insert as appropriate: "for"or "to"] the Consultant."

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			With "Any indirect local taxes chargeable in respect of this Contract for the Services provided by the Consultant shall be ["reimbursed"] by the Client to the Consultant." SCC 39: Replace: clause 39.1 and 39.2 With "The Client warrants that any indirect taxes, duties, fees, levies and other impositions imposed, under the applicable law in the Client's country, on the Consultant, the Sub-consultants and the Experts in respect of: (a)any payments whatsoever made to the Consultant, Sub-consultants and the Experts (other than nationals or permanent residents of the Client's country), in connection with the carrying out of the Services; (b)any equipment, materials and supplies brought into the Client's country by the Consultant or Sub-consultants for the purpose of carrying out the Services and which, after having been brought into such territories, will be subsequently withdrawn by them; (c)any equipment imported for the purpose of carrying out the Services and paid for out of funds provided by the Client and which is treated as property of the Client; (d)any property brought into the Client's country by the Consultant, any Sub-consultants or the Experts (other than nationals or permanent residents of the Client's country), or the eligible dependents of such experts for their personal use and which will subsequently be withdrawn by them upon their respective departure from the Client's country, provided that: (i) the Consultant, Sub-consultants and experts shall follow the usual customs

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			procedures of the Client's country in importing property into the Client's country; and (ii) if the Consultant, Sub-consultants or Experts do not withdraw but dispose of any property in the Client's country upon which customs duties and taxes have been exempted, the Consultant, Sub-consultants or Experts, as the case may be, (a) shall bear such customs duties and taxes in conformity with the regulations of the Client's country, or (b) shall reimburse them to the Client if they were paid by the Client at the time the property in question was brought into the Client's country."
31	TOR 7.5; SCC 14.1	The contract period is 30 months, with all deliverables due within 28 months. Please confirm that no staff input is expected during the last 2 months beyond finalising reports in response to Client comments.	The Consultant shall maintain the staff input throughout the contract period.
32	FIN-4	Has the Client set a ceiling for per diem allowances for international and national experts? If so, please state the applicable rates.	Consultant shall determine and propose its own reasonable per diem rates for their experts.
33	TOR 7.8; TECH-3	Please confirm that KeNHA will not provide office space for the Consultant's team, so the Consultant must budget for its own office in Nairobi. Will KeNHA provide a working space for joint work with the Road Safety Unit at Barabara Plaza?	Please refer to section 7.8 of the TOR. The Consultant shall provide for their office facilities, equipment and transport throughout the period of their services.
34	TOR 7.3, Task 1(c)	Crash Risk Mapping is a separate iRAP methodology from Star Rating and the Safer Road Investment Plan (SRIP), and requires reliable, georeferenced historical	Yes. Crash Risk Mapping is required as specified in Task 1(c) of the TOR. Refer to the responses to Questions 16 and 18. The Consultant shall be responsible for collecting, processing and georeferencing

No.	RFP Reference	Request for Clarification	Client's Response
		crash and traffic volume data. Could the Client confirm whether a standalone Crash Risk Mapping assessment is required, or whether collection and analysis of crash data to support the SRIP and identify high-risk locations would suffice? If standalone mapping is required, will the necessary crash and traffic data be provided ?	the crash data and for any supplementary traffic surveys.
35	TOR 7.3, Task 1(c)	Where historical crash data are inadequate, the ToR refers to traffic conflict observations and near-miss analysis. Could the Client confirm whether separate field studies are mandatory or whether available-data assessments and identification of data gaps would suffice? If field studies are required, please specify their expected locations, extent and methodology .	Surrogate safety studies shall be undertaken where crash data are inadequate. Their locations, extent and methodology shall be proposed in the Inception Report for the Client's approval.
36	TOR 7.3, Task 3(b) and 3(c)	The iRAP Star Rating Essentials online course is a training step, whereas accreditation is a separate process requiring each applicant to complete an individual assessment reviewed by iRAP. The Consultant can provide technical support during both stages but cannot guarantee accreditation. Could the Client clarify: (i) whether completion of the online course with consultant support is sufficient or face-	(i) Both online and face-to-face training are required. (ii) All 30 trainees shall complete the course and be supported to apply for iRAP accreditation. (iii) The Consultant shall prepare and support the trainees through the application and assessment process. Award of accreditation is decided by iRAP.

No.	RFP Reference	Request for Clarification	Client's Response
		to-face training is also required; (ii) whether all 30 trainees completing the SRE online training course or only a selected number are expected to apply for accreditation; (iii) Whether the Consultant is responsible for facilitating applications and assessments rather than ensuring successful accreditation?	
37	ITC 17.7; DS 17.7	We would like to request an extension of at least fourteen (14) calendar days from the current submission deadline.	The proposal submission deadline stated in ITC Data Sheet 17.7 shall apply.
38	DS 14.1.2	The estimated total cost of the assignment is stated as "N/A" in the Data Sheet. Please confirm that no indicative budget or price ceiling applies to this assignment.	The estimated total cost of the assignment is not disclosed. Financial Proposals will be evaluated as provided in the RFP.
39	Section 1; Section 5 (b)	The Loan No. is 2100150042744-ADF, but Section 1 refers to financing from the African Development Bank (ADB) and does not state the source of funds explicitly. Please confirm that the loan is financed by the African Development Fund (ADF), so that the definition of "Eligible Countries" in Section 5(b) ("any country") applies and firms and experts of any nationality may be proposed.	Yes. The assignment is financed by the African Development Fund (ADF). The eligibility provisions in Section 5 of the RFP shall apply.
40	TOR 7.2 I (i), Note	The note states that the corridor lengths are approximate and are to be verified during the inception	The contract is lump-sum and covers the corridors listed in TOR 7.2 I (i), which comprise a mix of dual and single carriageway sections, surveyed and coded as

No.	RFP Reference	Request for Clarification	Client's Response
		phase. If the verified lengths differ from those stated, please clarify how the contract price and the deliverables will be adjusted.	set out in the response to Question 14. Consultants are encouraged to familiarize themselves with the subject roads, including which sections are single or dual, prior to bid submission and to price accordingly. Differences between the stated and verified lengths will not lead to any adjustment of the contract price or deliverables.
41	TOR 7.3, Task 3 a)–c)	(a) International benchmarking visit: Could the Client specify the proposed countries for the benchmarking visit, so that the associated travel and other costs can be estimated accurately in the Financial Proposal? (b) Government agencies and key organisations: Could the Client provide the names and locations of the Government agencies and key organisations to be visited or engaged, so that transport, accommodation and other logistical costs can be estimated? (c) Training modality: May the road safety training for the 5 KeNHA staff be conducted virtually, or is in-person attendance required?	(a) Benchmarking costs are met from the DS 16.1 (vii) sum and shall not be priced by the Consultant. The destination(s) shall be determined by the Client. (b) The agencies and organisations shall be confirmed during implementation. (c) The mode of delivery shall be determined by the Client. Refer to the response to Question 28.
42	TOR 7.4 (iv)	TOR 7.4 (iv) lists "Strip Plan Reports" among the contents of the iRAP Star Rating Reports, described as "a linear, meter-by-meter graphical representation of how the star ratings and risk profiles change along the length of the road". Under the iRAP definition, a Strip Plan plots the SRIP countermeasures for each 100-metre segment, whereas a Risk Worm shows how risk (Star Rating Score) varies	Both (a) and (b) are required, presented at the standard iRAP 100-metre segment resolution.

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		along the road per 100 metres. Please clarify whether the required Strip Plan Report is (a) a Strip Plan as defined by iRAP, (b) a Risk Worm as defined by iRAP, or (c) a report prepared to the description given in the TOR.	
43	TOR 7.12	Could the Client clarify whether additional key or non-key positions, such as GIS Experts and IT Experts, are expected to be included in the Consultant's team? Could the Client also specify the required non-key positions and their level of effort, to provide a common basis for all Consultants in estimating personnel costs?	No additional Key Expert positions are required. However, Consultants are free to propose additional Non-Key Experts they consider necessary. The proposed additional Non-Key Experts will not be considered for evaluation and award of technical scores.
44	TOR 7.12	The RFP specifies a Bachelor's degree in Civil Engineering "or equivalent" for several Key Expert positions, together with specialised experience in Road Safety Engineering. Will recognised degrees in Traffic Engineering, Transportation Engineering, or Transport and Traffic Sciences be considered equivalent? Furthermore, for the iRAP Road Attribute Coder position, can documented extensive professional experience and valid iRAP accreditation be considered when assessing qualification equivalence, or is a bachelor's-level engineering degree mandatory?	Refer to the responses to Questions 4 and 9. Professional experience and iRAP accreditation shall not substitute for the academic qualification stated in Sub-section 7.12 of the TOR.
45	TOR 7.12	The RFP requires certain Key Experts to have	Only assignments or work packages completed and formally accepted within the

No.	RFP Reference	Request for Clarification	Client's Response
		completed at least two or more comparable assignments within the preceding 24 months. In international road safety projects, specific project components may be completed and accepted while the overall contract remains ongoing. Will formally completed and accepted work packages or deliverables within ongoing contracts qualify as completed assignments, provided that the expert's personal participation and completion of the relevant work can be documented?	preceding 24 months, supported by evidence of acceptance, shall be considered.
46	TOR 7.3, Task 1(a), (c), (g) and (h)	The RFP requires collection and analysis of historical fatal and serious injury crash data covering at least five years from all relevant Traffic Police Stations/Bases. The availability, completeness and geographical accuracy of these records directly affect the feasibility of Crash Risk Mapping and collision investigation. Are sufficiently detailed and georeferenced crash records already available for all selected corridors? Will the Client facilitate access to these records in electronic format?	Refer to the responses to Questions 18 and 34. The Consultant shall be responsible for collecting, processing and georeferencing the crash data.
47	TOR 7.3, Task 1(a)	The RFP specifies that supplementary classified traffic counts, speed surveys and pedestrian/bicycle flow estimations shall be undertaken where existing data are unavailable, older than three years or	Refer to the response to Question 16.

No.	RFP Reference	Request for Clarification	Client's Response
		inadequate. Can the Client provide an inventory of available AADT, classified traffic volume, operating speed and non-motorised traffic datasets, including their coverage and collection dates?	
48	TOR 7.3, Road Attribute Coding and Quality Assurance	The RFP requires road attribute coding according to iRAP protocols and submission of quality-assured road infrastructure datasets. Independent external quality assurance can introduce additional costs and may affect the delivery schedule. Is the required Quality Assurance limited to the Consultant's internal procedures, or must the coded datasets also undergo independent review by a third-party iRAP-accredited service provider? If external QA is required, who shall bear the costs and what review duration should be assumed?	Quality assurance shall be undertaken in accordance with iRAP protocols. All associated costs shall be borne by the Consultant within the lump sum (refer to the response to Question 20).
49	TOR 7.2 Objective III; 7.3 Task 3	The RFP specifies that ten KeNHA Road Safety Unit staff members shall accompany the Consultant during field and office assessment activities, with field allowances borne by the Consultant. Are all ten staff members expected to participate simultaneously throughout the road survey, coding and assessment activities, or may smaller groups participate on a rotational basis? What daily allowance rates shall apply, and should these expenses be included in general	Participation of the Road Safety Unit staff shall be as determined by the Client during implementation. On field allowances, refer to the response to Question 28 (d).

No.	RFP Reference	Request for Clarification	Client's Response
		reimbursable costs or the designated capacity-building allowance?	
50	TOR 7.3, Task 2	The RFP requires the Consultant to support the establishment and operationalisation of the Kenya Road Assessment Program (KenRAP), including acquisition of the official iRAP National License. The licensing procedure and associated obligations may depend on decisions by iRAP and the proposed national host institution. Which institution is expected to hold the KenRAP national licence, and have preliminary arrangements with iRAP already been established? Should the Consultant include initial licensing fees, recurring charges or operational costs in the Financial Proposal? How will completion of this obligation be assessed where issuance of the licence depends on approvals by external institutions?	Refer to the response to Question 25. The host institution shall be confirmed during implementation, and the requirements of Task No. 2 of the TOR shall apply.
51	TOR 7.3; Road Safety Implementation Action Plan	The RFP requires identification and prioritisation of eighty High-Collision Locations (HCLs)/Blackspots and development of a five-year Implementation Action Plan with proposed countermeasures, cost estimates and implementable works packages. Is the identification of eighty locations a fixed minimum requirement, regardless of the actual crash-data	The requirements of Section 7.3 of the TOR shall apply. On the level of engineering detail, refer to the response to Question 21.

No.	RFP Reference	Request for Clarification	Client's Response
		findings, or an indicative planning target? What level of engineering detail is required for proposed interventions: preliminary concepts and cost estimates, or procurement-ready designs, drawings and Bills of Quantities?	
52	TOR 7.3, Task 1(k)	The RFP specifies road safety assessments along selected major corridors throughout Kenya. Considering the current security situation in certain regions, some road sections may be subject to security risks, conflict-related restrictions, or limited accessibility, potentially affecting the safety of field personnel and the feasibility of survey activities. Could the Client clarify whether any of the selected road corridors are currently affected by security concerns or access restrictions? Should specific sections be deemed unsafe for field operations, would the Consultant be permitted, in consultation with the Client and subject to its approval, to substitute these with alternative road sections of equivalent length and comparable characteristics?	Refer to the response to Question 19. The corridors listed in TOR 7.2 I (i) shall apply, and any change shall be at the Client's sole discretion.
53	TOR 7.2 Objective III	Considering the need for capacity building within the road safety unit and amongst stakeholders, we request that the Client share report from previous Training Needs Assessment Reports to facilitate us repairing the	The requirements of section 7.2 Objective III and section 7.3 Task No. 3 of the TOR shall apply.

No.	RFP Reference	Request for Clarification	Client's Response
		proposal on ton capacity building.	

Kenya National Highways Authority
Quality Highways, Better Connections
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MINUTES OF THE PRE-PROPOSAL CONFERENCE HELD VIRTUALLY ON 5TH NOVEMBER 2026 FOR THE MULTINATIONAL HORN OF AFRICA ISIOLO – MANDERA CORRIDOR: CONSULTING SERVICES FOR IRAP STAR RATING ASSESSMENT & ROAD SAFETY AUDIT OF SELECT MAJOR CORRIDORS (2,500 KM) AND INSTITUTIONAL SUPPORT ON DEVELOPMENT OF KENYA ROAD ASSESSMENT PROGRAM (KenRAP)

TENDER NO.: KeNHA/3010/2026

PRESENT

KeNHA REPRESENTATIVES

S/No.	Name	Designation
1	Eng. Monica Abonyo	Director-Highway Design & Safety Directorate (Chairing)
2	Eng. Rael Maswan	Deputy Director- Highway Design & Safety Directorate
3	Eng. Ezekiel Odede	Principal Engineer-Development Directorate
4	Mr. Samson Arisa	Engineer- Highway Design & Safety Directorate
5	Mr. Peter Ndichu	Principal Supply Chain Management Officer (Taking Minutes)

CONSULTANTS' REPRESENTATIVES

S/No.	Name	Consultants
1	Mr. Bernard Mandere	M/s. Road Korea Inc. - M/s. B&L Engineering Services Limited JV
2	Eng. Robert Oyoo	M/s. I.T. Transport Limited - M/s. Faculty of Transport & Traffic Sciences, University of Zagreb JV
3	Mr. Chege Kinuthia	M/s. I.T. Transport Limited - M/s. Faculty of Transport & Traffic Sciences, University of Zagreb JV
4	Ms. Diana Rose	M/s. TIMCON Associates Inc. - M/s. TRL Limited JV
5	Eng. Timothy Oketch	M/s. TIMCON Associates Inc. - M/s. TRL Limited JV
6	Mr. Edwin Chirwa	M/s. CCM Worldwide – M/s. Parabol and M/s. SOBOCON JV
7	Mr. Leonid Ljubotina	M/s. I.T. Transport Limited - M/s. Faculty of Transport & Traffic Sciences, University of Zagreb JV
8	Ms. Terrylene Wawira	M/s. FRED Engineering S.r.l. - M/s. ITEC Engineering Ltd JV
9	Mr. Francisco Reina	M/s. FRED Engineering S.r.l. - M/s. ITEC Engineering Ltd JV
10	Mr. Noel C. Casupang Jr.	M/s. Road Korea Inc. - M/s. B&L Engineering Services Limited JV
11	Eng. Gibson Maina	M/s. FRED Engineering S.r.l. - M/s. ITEC Engineering Ltd JV
12	Mr. Ghada Hedfi	M/s. CCM Worldwide – M/s. Parabol and M/s. SOBOCON JV
13	Eng. Elijah Ochieng	M/s. I.T. Transport Limited - M/s. Faculty of Transport & Traffic Sciences, University of Zagreb JV
14	Ms. Rachel Karimi	M/s. I.T. Transport Limited - M/s. Faculty of Transport & Traffic Sciences, University of Zagreb JV
15	Mr. Harold A. Moreno	M/s. Road Korea Inc. - M/s. B&L Engineering Services Limited JV
16	Mr. Jeff Odago	M/s. FRED Engineering S.r.l. - M/s. ITEC Engineering Ltd JV
17	Ms. Maria Pena	M/s. FRED Engineering S.r.l. - M/s. ITEC Engineering Ltd JV
18	Ms. Benta Ouma	M/s. TIMCON Associates Inc. - M/s. TRL Limited JV

AGENDA

1. Introduction.
2. Chairman's Opening Remarks.
3. Overview of the assignment.
4. Clarifications sought by the Consultants.
5. Procurement process and submission requirements.
6. Closing remarks.

Item	Minute	Action
1.	**Introduction**	
	The meeting was called to order by the Chairman at 1110hrs, who welcomed all participants and thanked them for attending the pre-proposal conference. This was followed by a self-introduction session.	Information
2.	**Chairman's Opening Remarks**	
	The Chairman noted that the purpose of the meeting was to provide the Consultants with an opportunity to seek clarifications regarding the subject assignment in order to have a clear and common understanding of the terms of reference, scope of services and the requirements and expectation of the client.	Information
3.	**Overview of the Assignment**	
	The Client gave a highlight of the scope of the assignment, that involves: • Conducting iRAP Star Rating Assessments along approximately 2,500 km of selected major road corridors. • Undertaking Road Safety Audits on the identified corridors. • Providing institutional support for the development and operationalization of the Kenya Road Assessment Programme (KenRAP). • Enhancing national capacity in road safety management and data-driven infrastructure assessment. • Supporting implementation of international road safety best practices and standards. The Chairman noted that the successful Consultant will be expected to help reference locations where records use local or imprecise descriptions and the police crash records that are generally linked to local centers, towns, or known areas and determine survey locations based on professional requirements and data gaps that should be set out during the inception stage. Part of the Consultant's assignment will be to facilitate bringing together a multi stakeholder involvement which includes people from different government agencies as well as people from the private sector in line with the iRAP and the UN steps of developing Road assessment program.	Information

4.	**Clarifications sought by the Consultants**	
	Consultants were given an opportunity to make comments or seek clarifications related to the assignment. Several clarifications were raised and the Client provided provisional responses and promised to provide comprehensive responses in writing to all the requests for clarifications that will have been received by the deadline stipulated in the RFP document. Where necessary, addendum may also be issued, pursuant to the provisions of the RFP document. Matrix of the clarifications sought and corresponding responses is attached to these minutes	Information
5.	**Closing remarks**	
	There being no any other business, the Chairman thanked all the Consultants for attending the pre-proposal conference and for their participation. The meeting ended at 1220hrs.	Information

Prepared by Secretary:

Mr. Peter Ndichu

Signature ....Date.....16/11/2026.....

Confirmed by Chairman:

Eng. Monica Abonyo

Signature.....Date.....16/11/2026.....