



**ADDENDUM 1**  
**CLARIFICATION TO BIDDERS**  
**REQUEST FOR PROPOSAL FOR TRANSACTION ADVISOR SERVICES TO THE GOVERNMENT OF KENYA**  
**FOR THE PROPOSED NAIROBI SMART STREET LIGHTING PPP PROJECT**  
**DATE: 12 NOVEMBER 2021**

No.	Section in RFP	Reference	Page	Bidders Questions	GOK & PIDG Clarification																		
1	4.5	Duration of the Assignment		This states that the assignment duration as not more than 12 months	This is the correct duration of the assignment.																		
	4.6	Remuneration Schedule and Disbursement Arrangements		States that acceptable deliverables over an envisaged contract period of 18 calendar months. We would like to enquire on project contract duration	This is an error on project contract duration. The correct project contract period is 12 months.																		
2	5.4	Bids submission		provides that the technical proposal and the password protected financial proposal must be submitted by 29 November 2021 at 10:00 a.m. East African Time. Considering that bidders will be putting together a team of experts and considering the level of documentation required for the submission, please consider extending this deadline by two (2) weeks.	<p>The <b>Bid Submission Date</b> has been extended by one week to close on <b>6<sup>th</sup> December 2021 at 17:00 EAT (GMT+3)</b></p> <p>Section 5.9 of the RFP is also updated as follows:</p> <table border="1" style="margin-left: 20px;"> <thead> <tr> <th>Activity</th> <th>Anticipated Date</th> <th>Note</th> </tr> </thead> <tbody> <tr> <td>Issuance of Request for Proposal (RFP)</td> <td>29 October 2021</td> <td></td> </tr> <tr> <td>Clarifications and Questions Period</td> <td>16 November 2021</td> <td>Clarification Questions Period closes at 17:00 EAT (GMT+3)</td> </tr> <tr> <td>Clarification Questions Response</td> <td>19 November 2021</td> <td></td> </tr> <tr> <td>Bid Submission Date</td> <td>06 December 2021</td> <td>Candidate responses due by 17:00 EAT (GMT+3)</td> </tr> <tr> <td>Contract Award Date</td> <td>29 December 2021</td> <td></td> </tr> </tbody> </table>	Activity	Anticipated Date	Note	Issuance of Request for Proposal (RFP)	29 October 2021		Clarifications and Questions Period	16 November 2021	Clarification Questions Period closes at 17:00 EAT (GMT+3)	Clarification Questions Response	19 November 2021		Bid Submission Date	06 December 2021	Candidate responses due by 17:00 EAT (GMT+3)	Contract Award Date	29 December 2021	
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3	5.5	Clarifications about the		indicates that any clarifications should be	Additional request for clarifications can be sent by 16																		



		Procurement Process		submitted by 7 November 2021. We note that this date falls on a Sunday. Seeing as the RFP was only issued on 29 October 2021, and to enable bidders to have sufficient time to consider the RFP and put in their clarifications, please consider extending the date of submission of clarifications by one (1) week.	November 2021. No further request for clarification will be accepted beyond the 16 November 2021.
4	4.1			<p>The RFP references a recent GPS mapping exercise undertaken to determine the need for street and public lighting. Could more detail be provided as to:</p> <ol style="list-style-type: none"> <li>The scope of the GPS survey?</li> <li>Data fields that have been collected as part of the survey?</li> <li>How the information is stored?</li> <li>Whether this data would be made available to the successful Consultant team as part of delivering the work? If so, could a sample of the data set be made available as part of this RFP proposal?</li> </ol>	<ol style="list-style-type: none"> <li>The GPS survey conducted within Nairobi County covered an estimated 60,000 lighting units and 4,000 meters.</li> <li>Data fields describe the lighting features relative to structure type i.e. LED or other, Streetlights and meters longitudinal and latitudinal coordinates.</li> <li>The data is stored in a geodatabase file that can be accessed via web map application and mobile app for field verification and updates.</li> <li>The GPS mapping data will be made available to the successful bidder.</li> </ol>
5	4.3.1 c)	references mapping the existing street lighting assets		In relation to question (4) above Does this require the successful consultant to undertake a comprehensive survey of all 60,000 assets to determine reuse potential or to establish its current condition? Or is the intention to validate the existing available database and present it in a geolocated manner, to be augmented with the proposed additional 40,000 new assets? We expect the extent of works as part of phase 1 due diligence will be limited to an agreed timeframe.	<p>The scope of work for additional survey is 40,000 lighting units. However, the consultant will be expected to verify the existing asset condition and the accuracy of the geo-referencing data of the 60,000 lighting units as part of the scope of work.</p> <p>The timeline for Phase 1 should be proposed by the consultant noting the 12-month contract duration for the assignment.</p>



6	4.3.1 c)			<p>If the intention is to carry out a major and comprehensive mapping exercise, isn't this better undertaken by the utilities with ingrained knowledge and sufficient personnel? If so, wouldn't it be best for the consultant to develop a scope for the survey after reviewing available information and undertaking a gap analysis (perhaps also for benchmarking)?</p>	<p>The successful bidder will be provided with the mapping data. The bidder is required to price and propose the approach to deliver the survey of the additional 40,000 assets and verification of existing geodata.</p>
7	4.3.1 c)			<p>4.3.1 c) makes reference to mapping existing street lighting network, down to below ground assets, conduit positions, manholes and hand holes etc. For this type of due diligence Transaction Advisor support we would not expect full network design for the existing equipment. However, sampling of existing assets, against any records, will assist with establishing system typology to a reasonable level of detail to support the procurement system. Is our understanding correct?</p>	<p>The Consultant is expected to take full stock of what exists by mapping the service area equivalent to 100,000 units. The consultant is free to propose the approach to accomplish this.</p>
8				<p>On Existing street lighting asset data:</p> <ol style="list-style-type: none"> <li>a. What asset data is currently stored?</li> <li>b. Who has ownership of this data?</li> <li>c. How is the existing asset register managed or controlled?</li> <li>d. How is this information stored/collated? Proprietary asset management database, digital text-based storage, paper filing, or a combination etc?</li> <li>e. Whether this data would be made available to the successful Consultant team as part of delivering the work? If so, could a</li> </ol>	<p>For queries 8a), c), d) and e) please refer to the response to question 4 above.</p> <p>b) NMS/KPLC owns the data and the required data will be shared with the successful bidder.</p> <p>f) The consultant is free to propose verification approach for existing geo-data</p> <p>g) The data was obtained recently in March 2020.</p>



				<p>sample of the data set be made available as part of this RFP proposal?</p> <p>f. We appreciate that maintaining asset data over long periods of time for a large geographically dispersed area can be a challenge, particularly where data recording processes or ownership of the assets has transitioned within the past. If there is an expectation that the existing stock it to be reused/retained, how confident are the County about the data currently held? If the confidence in data is low - would the County consider sampling 100 sites be sufficient to validate the available data, or would 1000 units (or greater) be more appropriate?</p> <p>g. Have there been any asset audits recently or initiatives in place to improve accuracy of the data?</p>	
9	4.3.1 a)			<p>The list of activities the Technical Advisor is expected to undertake includes:</p> <p>a. the development of a 'coverage map' - we assume this relates to the geographic extent of this proposed upgrade of 100,000 assets?</p>	<p>9a) &amp; b) - The consultant should provide the output specifications as part of the assignment.</p> <p>9c) and d) - The capacity &amp; frequency planning of the system regards the technology required to support the envisaged smart street lighting system. The consultant is expected to provide their proposed approach to c) and d).</p>



				<ul style="list-style-type: none"> <li>b. Develop base station position and distribution - We anticipate that there will be a number of different technologies that would be appropriate for deployment. The selection of one particular solution may limit competition in the selection of a technology provider for the PPP provider. Is there a preferred technology partner for the CMS provider, analytics and last mile communications solution?</li> <li>c. Capacity planning - what is intended by 'capacity planning'? Does this relate to the computing capacity or smart city/data capacity; or relate to electrical infrastructure capacity? Or does this relate to long term skills and technology capability in Nairobi?</li> <li>d. Frequency planning - what is intended by 'frequency planning'? Does this relate to the frequency/quantity of equipment as part of financial model/implementation design? Frequency of maintenance? Planning of wireless frequencies for communication networks?</li> </ul>	
10				<p>As part of delivering the service we would look to define the typology and classification of each lit street, as well as understand the current maintenance operational procedures and costs. We would expect to liaise with the Nairobi County</p>	<p>Yes, the required County Officials will be available. The consultant should recommend the type of support required from the client/contracting authority to complete the assignment.</p>



				street lighting team leads. Could you confirm we would have access to the county officials as part of our due diligence work?	
11	4.3.1 k)			For Transaction Advisor due diligence we would not expect to create a detailed implementation schedule for the project. Can we confirm this relates to our services/scope, as opposed to delivery of the PPP project following the successful award to a contractor/consortium?	The detailed implementation schedule is in relation to the completion of <b>this Transaction Advisory</b> scope of work.
12				Is the funding being conditioned on the extent or reuse of existing assets? Are there any sustainability measures that we should be aware of that would impact on our due diligence?	The technical solution and the project itself must render value for money. It is for the bidder to propose how this can be achieved.
13				What is the intended/expected time frame for the completion of Phase 1 of the proposed scope?	The bidder should propose how long phase 1 will take considering the overall contract duration of 12 months
14				In relation to benchmarking or cost appraisals. What is the frame of reference to be applied against? i.e., is it appropriate to benchmark against US\$, or KES?	The Transaction Advisory contract will be denominated in USD. The costs appraisals for the PPP project will be in KES.
15				<p>On Geographic coverage.</p> <ul style="list-style-type: none"> <li>a. The geographic coverage has not been defined, other than giving an indication of “3,000 kilometres of road and related transportation structures”. Is the proposed extent of coverage the official Nairobi City County boundary? If not, then what?</li> <li>b. What is the geographic coverage of the GPS mapping exercise?</li> </ul>	a) and b) The geographic coverage is limited to the Nairobi City County boundaries
16				Roads under the national roads authorities.	The scope of work for this assignment covers the



				<p>a. The majority of Nairobi’s roads are under national roads authorities (KeNHA, KURA, KeRRA). KURA in particular has some of their own streetlights installed (including solar PV power LED lights on the Waiyaki Red Hill Link Road). Will national authority roads come under this programme? What about the equipment understood to be owned by the national roads authorities?</p>	<p>100,000 lighting units. The desire is to have all lighting within the Nairobi City County under the CMS for the smart street lighting system in future, and therefore the TA should propose how other stakeholders will be linked.</p>
17				<p>On Proposed System</p> <p>a. The RfP prescribes lots of aspects of a proposed new system, with some conflicting information. Is the consultant expected to first critique the proposed system before proposing what could be more feasible?</p> <p>b. Are the proposed PV panels meant to be individually mounted or collectively located at PV farms? If so, would they feed into the network to off-set provision?</p> <p>c. Is it likely battery storage would be required to support new installation locations?</p>	<p>a) The consultant should explore the feasibility of various technologies and recommend the most feasible</p> <p>b) Refer to the response in 17 a) above</p> <p>c) Refer to the response in 17 a) above</p>