



**PSM/CTC/1/01 (218) VOL. 1**

3<sup>rd</sup> July 2026

**Dear Bidder,**

**RE: ADDENDUM NO. 5**

**TENDER NO. KPA/218/2025-26/CO - PROVISION OF LEASE OF EQUIPMENT AND OPERATING SERVICES FOR PORT OPERATIONS**

=====

Pursuant to clause 10.1 of the tender document, the Authority hereby issues the following addendum: -

<b>NO.</b>	<b>REQUEST FOR CLARIFICATION SOUGHT</b>	<b>KPA RESPONSE</b>
1.	Please provide detailed technical specifications of all tugboats, pilot boat and mooring boat, especially the design, engine model, ASD propulsion, drydock schedule, class certificates, local crew, current running hours for main and auxiliary engines, local compliance requirement for the vessels and the crew.	Specifications for All the Equipment to be considered under the Equipment Leasing Tender have been provided in the Revised Tender Document. Tugs-bollards pull STW 50-65T
2.	Please advise daily operating hours and the type of vessels that the Ports are handling with the marine vessels.	We handle all types of vessels, Maximum 150,000MT DWT. We operate 24/7.
3.	Please confirm availability of dedicated berths for the marine vessels and provision of shore power at the berths.	There are no dedicated berths for Tugboats. There is no provision for shore power for privately owned vessels.
4.	Please clarify pilotage coordination specifically if the responsibility for pilot transfer and integration with Harbour Master / VTS shall be with the Contractor or remains with KPA port operations.	This shall remain with KPA Marine Operations
5.	Please advise safety standards (HSE, QMS, SMS etc) & requirements which are applicable to the site and work scope. Please also confirm if emergency response shall be part of Contractor's obligation, especially for the marine assets.	Marine Operations Department maintains SMS
6.	Please clarify if this tender is Soley for the lease of equipment or also includes management & operation i.e. provision & management of crew, procurement, maintenance & repair etc.	Pure lease of equipment to be managed, operated and maintained by the bidder's crew

**Kenya Ports Authority**

P.O. Box 95009 - 80104 Mombasa, Kenya

Tel: +254 41 2112999 / 2113999

Mobile: +254 709 092999 / 709 093999 / 730 653999

ISDN (041) 2112999 / 2113999 KEBS ISO 9001 Certified Org. No. 087 | KPA: 5023801017

www.kpa.co.ke | KenyaPortsAuthority



Kenya\_Ports

NO.	REQUEST FOR CLARIFICATION SOUGHT	KPA RESPONSE
7.	Please advise if contract may also be awarded for longer than five years. A long-term agreement such as for fifteen (15) years may be more feasible for prospective Contractors.	The 5 Years is retained
8.	We understand a new tender document was sent on 19 <sup>th</sup> May. We have not received this document. Can we get it as soon as possible?	The revised Tender Document is hereby attached with this addendum (Revised tender No KPA/218/2025-26/CO) with a closing date of 17 <sup>th</sup> July 2026.
9.	Considering timeline in the initial tender we would like to request for extension for 14 days	Tender Closing/Opening Extended to <b>17th July 2026</b>
10.	Could you send technical specifications for vessels (tugs, pilot boat, mooring boats)	Specifications for All the Equipment to be considered under the Equipment Leasing Tender have been provided in the Revised Tender Document.
11.	Will KPA provide free berthing facility for the vessels during standby time?	Yes
12.	Could you define "incident" and KPI applicable for vessels / marine services? as the ones given seems to be for Handling equipment / land base equipment and not applicable for vessels	Marine Operations Department maintains SMS: - An incident is any event or near-miss connected to the operation of a vessel that endangers, or if not corrected, could endanger—the safety of the ship, its occupants, the environment, or external infrastructure. Applicable KPIs; Pilot Boarding Time (within 30 minutes), Tugboat Making Fast Time (within 20 minutes).
13.	Is it possible to only reply on marine assets? (Tugs, pilot boats, mooring boats)	The award of Tender shall be per Equipment Lot
14.	what are the crewing and flag requirement for the vessels?	Any Nationality. Any Flag.
15.	Clause ITT 4.1 mentions that Joint Ventures (JV) are not applicable. Kindly confirm whether JV participation is allowed or not.	Joint Venture is Allowed
16.	As per Section V, there are nineteen (19) scope/service items to be offered. Kindly clarify whether bidders are permitted to bid for one or more individual items/lots, or whether bidding for all 19 items as a single lot is mandatory.	The award of Tender shall be per Equipment Lot

NO.	REQUEST FOR CLARIFICATION SOUGHT	KPA RESPONSE
17.	In the Price Schedule, bidders are requested to quote based on "moves per shift" and "lifts per shift." We would like to highlight that it is extremely challenging to determine commercial costing based on moves/lifts, as the same is not tangible and may be difficult in terms of monitoring and accountability. The common industry practice for equipment leasing business is based on fixed monthly rentals under defined operational conditions. Kindly clarify and advise further	The Pricing Mechanism have been provided in the Revised Tender Document.
18.	<b>For each activity item, kindly share the estimated number of moves and lifts per shift.</b>	
	<ul style="list-style-type: none"> <li>• Expected monthly quantifiable moves/lifts;</li> </ul>	moves per shift not monthly
	<ul style="list-style-type: none"> <li>• Minimum guaranteed monthly moves/lifts to be charged; and</li> </ul>	no guarantee on the moves- bidder to meet targets
19.	<b>KPA currently has its own operational equipment/assets on site. During the pre-bid meeting, it was mentioned that the leased equipment will support existing operations and future business requirements. In this regard, kindly clarify:</b>	leased equipment to complement
	<ul style="list-style-type: none"> <li>• Whether KPA intends to significantly expand operations in the near future; and</li> </ul>	Indeed true- KPA to expand operations
	<ul style="list-style-type: none"> <li>• In the event KPA prioritizes utilization of its own fleet, resulting in leased equipment remaining idle, how such situations will be addressed commercially, considering it may result in zero or reduced revenue for the awarded bidder.</li> </ul>	work is allocated as and when no guarantee to be given
20.	<b>Since this is an equipment leasing arrangement, kindly clarify the scope and responsibility for the following:</b>	
	<ul style="list-style-type: none"> <li>• Preventive and breakdown maintenance;</li> </ul>	bidder
	<ul style="list-style-type: none"> <li>• Driver/operator salaries and management;</li> </ul>	bidder
	<ul style="list-style-type: none"> <li>• Spare parts storage/room facilities;</li> </ul>	bidder
	<ul style="list-style-type: none"> <li>• Fuel storage tanks and fuel supply;</li> </ul>	bidder but can lease storage facilities
	<ul style="list-style-type: none"> <li>• Electricity/charging stations for electric equipment;</li> </ul>	KPA will provide infrastructure for power supply and energy metering
<ul style="list-style-type: none"> <li>• Consumables and operational utilities.</li> </ul>	Bidder to Provide consumables, KPA will provide infrastructure for utilities which shall be metered	

NO.	REQUEST FOR CLARIFICATION SOUGHT	KPA RESPONSE
21.	Technical specifications for Forklifts and Manlifts have not been provided in detail. Kindly share the required specifications for the same.	Specifications for All the Equipment to be considered under the Equipment Leasing Tender have been provided in the Revised Tender Document.
22.	<p><b>For each activity item mentioned, kindly clarify the expected operational uptime requirements, including:</b></p> <ul style="list-style-type: none"> <li>• Number of operational hours per day;</li> <li>• Expected downtime allowances; and</li> <li>• Availability requirements in days/hours.</li> </ul>	<p>8 hour per shift</p> <p>no allowance</p> <p>24 hours</p>
23.	The tender allows for both Diesel and Electric equipment. Considering the Government of Kenya's green energy initiatives and sustainability policies, electric equipment would be highly recommended. Kindly clarify whether electric equipment shall be given preference during technical evaluation.	Specifications for All the Equipment to be considered under the Equipment Leasing Tender have been provided in the Revised Tender Document.
24.	<p>The tender covers both Mombasa and Lamu Ports. Kindly clarify the operational schedule at both ports, specifically whether operations are conducted:</p> <ul style="list-style-type: none"> <li>• 24 hours daily; and Under 1, 2, or 3 shift operations</li> </ul>	Port operates on 24-hour schedule, 1st shift begin 0700hrs to 1500hrs, 2nd shift beginning at 1500hrs to 2300hrs and 3rd shift from 2300hrs to 0700hrs
25.	Kindly clarify whether KPA intends to conduct factory/manufacturer visits to assess the manufacturer's production capability, technical capacity, and know-how of the proposed equipment. If yes, kindly indicate the tentative timeline for the same.	Bidders should fully comply to the Tender Requirements
26.	Considering this is a long-term leasing arrangement with a Government Parastatal body for a minimum period of five (5) years, kindly clarify the implications to the awarded bidder in the event of any future privatization, restructuring, or operational transition of KPA during the contract period.	Bidders should fully comply to the Tender Requirements
27.	Kindly clarify that bidder is allowed to bid and be paid in USD to avoid any forex losses considering long term lease contract?	USD is acceptable
28.	40% local rule: Request to clarify on how this will be assessed considering JV partnership.	All Equipment Operators must be local excluding marine crafts

NO.	REQUEST FOR CLARIFICATION SOUGHT	KPA RESPONSE
29.	Diesel and Electric options: We intend to offer both option for diesel and electric equipment so to have better idea. Kindly confirm that options of electric and diesel equipment's can be offered?	Specifications for All the Equipment to be considered under the Equipment Leasing Tender have been provided in the Revised Tender Document.
30.	Deployment of Equipment's: The location / departments is not mentioned in the tender. Kindly confirm.	STSS and RTGs to be deployed in Nairobi Lamu & Mombasa only, RMGs to Mombasa, ICD & Naivasha and light equipment to Lamu, Mombasa and ICDS
31.	While detailed specifications are provided for STS and RTG cranes, the tender document does not provide technical specifications for the marine assets. What is the required bollard pull specifications, engine capacities, and corresponding class notations (e.g., unrestricted service, FiFi-1) for the Tugboats, Pilot Boats, and Mooring Boats?	Specifications for All the Equipment to be considered under the Equipment Leasing Tender have been provided in the Revised Tender Document.
32.	Please clarify if the Service Provider is responsible for the provision of marine fuel (marine gas oil/marine diesel oil) and manning (masters, engineers, ratings) for the marine fleet, or if KPA will provide these?	Bidder to provide
33.	Will KPA guarantee any minimum deployment or utilization levels to underpin the financing structure, particularly during the Lamu Port ramp-up phase?	KPA cannot guarantee any minimum deployment work will be allocate as and when available
34.	Are there specific peak operational scenarios or seasonal patterns bidders should consider when sizing fleet availability and operator shifts?	work is pre-planned during joint port planning meeting between KPA and ships agents
35.	The tender references "Appendix D - Services and Facilities Provided by the Procuring Entity," but this section appears to be blank in the provided document. Please clarify exactly what facilities KPA will provide at Mombasa, Lamu, and Kisumu, particularly regarding workshop/maintenance bays, power supply for cranes, and fuel storage arrangements.	to rent storage facilities, power to their equipment to be metered, fuel storage - consider mobile bowser
36.	Are there any known operational or infrastructure limitations that bidders should model for, particularly at Lamu Port where greenfield commissioning is contemplated?	At Lamu Port bidder Only to put in consideration the construction of storm anchors for STS. That's the only pending item while KPA shall replace the crane rail in the mid term plans

NO.	REQUEST FOR CLARIFICATION SOUGHT	KPA RESPONSE
37.	The technical requirements state the equipment must have the "Ability to communicate with the Authority's TOS". Please provide the technical protocols for this requirement, including specific TOS integration APIs, SCADA integration for cranes.	The Technical Protocols are as follows: REST (Representational State Transfer) with JSON format, and SOAP (Simple Object Access Protocol) on XML format and SCADA communication protocols as per IEC 60870-5
38.	Please provide technical protocols for TOS including specific TOS integration APIs'	There are no specific TOS integration APIs but they will be developed as and when required. The vendor is to develop the respective/relevant equipment APIs that will connect to the developed TOS API endpoints
39.	Please provide the technical protocols for cybersecurity requirements	<p><b>The equipment should support the following features:</b></p> <ul style="list-style-type: none"> <li>Role-Based Access Control (RBAC).</li> <li>Unique user accounts and strong password policies</li> <li>Integration with centralized identity services (AD/LDAP).</li> <li>Integration with anti-malware (CrowdStrike).</li> <li>Support Multi Factor Authentication</li> <li>Automatic session timeout and account lockout mechanisms</li> <li>Comprehensive security event logging and auditing which is tamper resistant.</li> <li>Vendor notification of newly discovered vulnerabilities</li> <li>The operating system supplied with the terminal equipment shall support the installation and operation of industry-standard anti-malware and endpoint protection solutions approved by the Authority</li> <li>All operating systems supplied shall be vendor-supported and shall not be end-of-life (EOL) or end-of-support (EOS)</li> <li>The vendor shall provide security patches and updates for the supported lifecycle of the equipment and OS</li> <li>The operating systems shall be hardened in accordance with industry best practices and the Authority's security standards</li> </ul>



NO.	REQUEST FOR CLARIFICATION SOUGHT	KPA RESPONSE
		<p>The Authority shall have visibility into OS versions and patch levels for all supplied equipment</p> <p>The vendor shall ensure that all operating systems supplied with the terminal equipment are genuine, appropriately licensed and covered by valid manufacturer support and maintenance agreements for the duration of the warranty and support period</p>
40.	Given the extensive international manufacturing lead times required for heavy assets like Ship-to-Shore (STS) and Rubber Tyred Gantry (RTG) Cranes, what is KPA's expected mobilization and delivery timeline post-award?	To be allowed if the bidder is awarded both heavy and light equipment-expected lead time for heavy equipment to be determined by the Authority (KPA)
41.	Will KPA accept a phased deployment schedule, allowing yard-handling equipment to be deployed in an early mobilisation tranche while heavy assets are manufactured?	To be allowed if the bidder is awarded both heavy and light equipment-expected lead time for heavy equipment to be determined by the Authority (KPA)
42.	How will equipment left idle due to operational delays strictly attributable to KPA (e.g., berth unavailability, vessel delays, or planned port outages) be treated for payment purposes?	Payment is based on moves per shift meaning we pay for work done
43.	The tender demands strict Performance Securities of KES 1,000,000 from the bidder. Will KPA provide reciprocal payment security mechanisms (such as a standby Letter of Credit or escrow arrangement) to the successful bidder to secure the heavy capital expenditure required?	KPA will not provide any financial support to any bidder.
44.	Are there existing equipment fleets currently in operation at any of the three ports that will be displaced, run in parallel, or require transition integration with the new contractor's fleet?	Existing equipment will not be displaced rather leased equipment will be assigned tasks- work in particular berth/yard
45.	Will the successful bidder be expected to absorb or transition any existing KPA operators or third-party staff currently rendering these services?	No. the successful bidder will not be expected to absorb any existing KPA staff
46.	Recommendation for Joint Venture (JV) Arrangement-We note that Section I, Clause 4.1 (Eligible Tenderers) allows for a firm to be a combination of entities in the form of a Joint Venture. However, Section II - Tender Data	Joint Venture is Allowed

NO.	REQUEST FOR CLARIFICATION SOUGHT	KPA RESPONSE
	Sheet (TDS) ITT 2.1 states that "Joint Venture (JV) is not applicable". Given the specialized nature of port operations and the diverse equipment required, we recommend that the JV arrangement be allowed as per the eligibility criteria in Clause 4. Permitting JVs would allow bidders to pool their expertise and resources, resulting in a more technically superior and responsive submission.	
47.	Does KPA want to lease brand new equipment or used equipment?	The Equipment should be capable of meeting the Set Productivity and Availability Targets
48.	When does KPA envision the contract commencing?	Contracts will be signed within the Tender Validity Period and will be effective upon signing.
49.	Because the Price Schedule requires pricing based on utilization (e.g., "Moves per Hour" and "Moves per Shift"), bidders need baseline data to accurately model their return on investment. Could KPA share historical and forecast operational data (e.g., expected vessel calls, TEUs per year) for each deployment location?	A diagram is attached showing KPA's performance

Subsequently the closing date has been extended to before **"BEFORE 1000HOURS ON FRIDAY 17TH JULY 2026"**

=====

All other conditions of tender remain the same.

Yours faithfully,



Eveline I. Shigoli  
**GENERAL MANAGER SUPPLY CHAIN MANAGEMENT**  
**FOR: MANAGING DIRECTOR**

