THE INFORMATION AND COMMUNICATIONS TECHNOLOGY AUTHORITY

KENYA DIGITAL ECONOMY ACCELERATION PROJECT ICTA-PROGRAM IMPLEMENTATION UNIT

Name of Assignment: Supply, Delivery, Installation and Commissioning of 300 Public Wi-Fi Hotspots in Four (4) Lots: Lot 1: 51 Public Wi-Fi Sites; Lot 2: 90 Public Wi-Fi Sites; Lot 3: 82 Public Wi-Fi Sites and Lot 4: 77 Public Wi-Fi Sites
RFB Reference No.: KE-ICTA-571735-GO-RFB
Loan No./Credit No./Grant No.: IDA 7289-KE and 7290-KE
Country: Kenya
Date:13th November 2026

To: All Interested Bidders

CLARIFICATION FOR REQUEST FOR BIDS DOCUMENT THROUGH CLARIFICATION NO. 1

In accordance with Instructions to Bidders (ITB) 7, the Client has amended the issued RFB Document as shown below:

S/No	Clarification Request	ICTA's Response
1.	ITB 11.1 (j) additional documents to be submitted by the bidder. We would like to inquire if the evaluation permits in case of a JV that, if one member does not have all the documents i.e EPRA or CA and the other partner has it, will this be permitted.	Joint Ventures are permitted, subject to ITB 4.1, with a maximum of two (2) members. All JV members shall individually meet the applicable eligibility, legal, regulatory, licensing and mandatory documentation requirements under the SPD.
2.	1. Solar Array Assembly We can confirm our ability to provide this product. However, we require clarification regarding the intended power load:	Reference is made to Section VII, Solar Power System specifications and the BOQ. The specified solar panel capacity is a minimum requirement. Bidders shall design and provide a complete solar power system capable of supplying all equipment installed at the Smart Pole, with a minimum autonomy of 72 hours

	• Is the solar array strictly designated to power the luminaire only, or is it required to supply power all equipment	
3.	2. 50W 48V DC LED Street Light We note a discrepancy in the documentation regarding the quantity of these lights: • The document shows 2 pcs • However, the representative schematic drawing provided appears to illustrate 4 pcs. • Could you kindly confirm the final required quantity?	Reference is made to the BOQ and Section VII, Table 2. The required quantity is two (2) units per site. The schematic drawing is illustrative and does not override the quantities specified in the BOQ.
4.	3. CCTV Cameras • The illustrative schematic drawing includes CCTV cameras. However, CCTV equipment is not listed in the BOQs. • Could you please clarify if CCTV is a mandatory requirement for this contract? If so, we request that the technical specifications and BOQ be updated accordingly. If it is not required, we will proceed based on the current BOQ	Reference is made to the BOQ and Section VII technical specifications. CCTV cameras are not specified as contract requirements. The illustrative schematic drawing does not introduce additional equipment requirements
5.	4. Lockable Weatherproof Equipment Cabinet • This component is in the drawing. However, it does not appear as a distinct line item in the BOQ. • We request clarification on whether this cabinet is expected to be included within the pricing of the Smart Pole or if a separate line item needs to be priced.	Reference is made to Section VII, TS-STR-01 (page 84) and the Smart Pole specifications (page 101), which require a lockable, weatherproof equipment cabinet. The BOQ provides for the Smart Pole as a complete assembly, therefore, the cabinet cost shall be included in the Smart Pole pricing, with no separate line item required
6.	May a U.S.-registered company submit a bid directly or through a joint venture with a qualified Kenyan partner? Please advise on applicable eligibility, local licensing, and submission requirements for foreign bidders	Reference is made to ITB 4 and BDS ITB 4.1 regarding bidder eligibility and Joint Venture requirements. Foreign bidders may participate, either individually or in a Joint Venture, subject to the eligibility, qualification and submission requirements stipulated in the SPD. Under BDS ITB 11.1(j), foreign firms must submit equivalent home-country registrations and commit to obtaining the requisite licenses upon award and prior to contracting.

7.	The tender specifies an 18m pole but also permits an equivalent height/design. Kindly confirm whether a 12m smart pole is acceptable where compliance with Wi-Fi coverage, structural and wind-load requirements, solar/lighting installation and equipment mounting is demonstrated. This option could reduce transport, installation complexity, cost and safety risks.	Reference is made to Section VII, Smart Pole specifications, which provide for an 18m pole or equivalent design.
8.	Three outdoor APs are required per site, but a separate network switch is not listed in the equipment schedule. Kindly confirm whether a managed 8-port PoE switch may be proposed at each site, provided it supports the AP power budget, required fibre uplink and solar-system compatibility. Please confirm whether its cost should be included within existing equipment prices.	Reference is made to Section VII, which provides for three outdoor APs per site, each with two PoE ports and a fibre uplink interface. A separate managed PoE switch is not specified as a BOM item. The three APs will be interconnected through a daisy-chain arrangement using the provided PoE and fibre interfaces, without necessarily requiring a separate access switch.
9.	The compliance table requires IP68, whereas the detailed specifications state a minimum of IP67. Kindly confirm the binding minimum ingress-protection rating for outdoor Wi-Fi access points for bid evaluation.	Reference is made to Section VII, Technical Compliance Table (TS-ACT-06), which specifies IP68 for outdoor access points. This requirement shall apply for bid evaluation
10.	The solar autonomy test requires uninterrupted operation of APs, NMS telemetry and streetlights for 72 hours without solar input. Kindly confirm whether this requires dedicated power-monitoring/telemetry equipment or whether telemetry provided through the proposed network-management solution is sufficient. We seek to avoid unlisted monitoring equipment and cost where not required.	Reference is made to Section VII, which provides for NMS-based monitoring of the deployed sites by ICTA. The solution shall enable ICTA to remotely monitor the operational status of the APs and associated site equipment, including power status
11.	Data rates: 5GHz: up to ≥1200 Mbps and 2.4GHz: up to ≥500 Mbps Given that these access points will be deployed in public market areas with high user concurrency of about 2000 devices, having a minimum of 1200 Mbps on 5 GHz will result in proposed equipment having a low performance that will end up causing a bottleneck. It is recommended that the throughput of 5 GHz be increased from 1200 Mbps to at least 5 Gbps.	Reference is made to Section VII, TS-ACT-03. The specified data rates remain the minimum requirements for bid evaluation. Bidders may offer higher specifications
12.	Ethernet surge protection The access points will be powered via PoE++ which can experience an electrical power surge caused by inductive voltage spikes from the solar power system charge controllers.	Reference is made to Section VII, Technical Specifications on lightning protection and grounding. The requirements remain as specified, with grounding resistance tested to ≤ 5 Ohms. Bidders may offer higher surge-protection ratings

	It is recommended that the proposed equipment have at least 5kA surge protection as a safety valve to prevent equipment failure and ensure long term operational reliability.	
13.	we note that Curriculum Vitae (CVs) for key personnel and details regarding Firm Experience are not explicitly outlined within the document. Kindly clarify whether submissions of CVs for key personnel and Firm Experience records are required as part of our bid, or if they are optional?	Reference is made to Section III, Qualification Criteria, which sets out the firm experience requirements. Bidders shall submit the relevant firm experience records as specified in the SPD. CVs for key personnel are not expressly prescribed as a mandatory bid submission requirement
14.	Should we need to quote for access switches & routers	Reference is made to Section VII, which specifies the required network functionality. Bidders shall propose the necessary network architecture and associated equipment to meet the specified requirements
15.	Whether the Central NMS Platform should be in HA	Reference is made to Section VII, TS-ACT-08. The successful bidder shall integrate the deployed sites with ICTA's existing Central NMS Platform to facilitate centralised monitoring and management.
16.	The Smart Pole design indicates Access Points & CCTV IP cameras will connect to the PoE switch, with the APs explicitly requiring optical links. Clarification is required on the quantity and type of IP CCTV cameras to be deployed. - This will inform the proposed switch type and model to meet the required ports & PoE requirements	Reference is made to Section VII and the BOQ. CCTV cameras are not specified as contract requirements.
17.	Is there an existing Data Center where a bidder is proposing an On-premise Central NMS Platform ? If available can a survey be organised	Reference is made to Section VII, TS-ACT-08. The deployed sites shall be integrated with ICTA's existing Central NMS Platform. Bidders may undertake the necessary assessment of the integration requirements in consultation with ICTA during deployment.
18.	Is there an existing DNS & DHCP service ? If so kindly specify where these services will be hosted	Reference is made to Section VII, Technical Specifications. DNS services shall utilise a public DNS systems, while DHCP services shall be configured on the one of the APs. Bidders shall provide the necessary configuration and integration to support the proposed arrangement.

19.	We note that the project includes implementation activities; however, the personnel requirements for executing the project have not been specified in the tender documents. Kindly clarify whether there are any specific personnel requirements, qualifications, or staffing criteria that bidders are expected to meet as part of the tender submission	Reference is made to Section III, Qualification Criteria, and Section VII, Implementation Requirements. Bidders shall demonstrate the technical and implementation capacity necessary to deliver the project. .
20.	1. Smart Pole Height – 12m Alternative (Section VII, pp. 84 & 101) The tender specifies an 18m smart pole but also allows an equivalent height/design meeting the required performance standards. Kindly confirm whether a 12m smart pole would be acceptable, provided it meets the Wi-Fi coverage, structural integrity, wind-load, solar, lighting and equipment-mounting requirements. This alternative could reduce cost of the pole, transportation costs, installation complexity and safety risks while maintaining the required functionality.	Reference is made to Section VII, pages 84 and 101. The specified pole height as 18m. Equivalent designs shall comply with the stated height and technical requirements
21.	2. Network Switch – 8-Port PoE Switch (Section VII, pp. 83 & 95–97) The tender requires connectivity for three APs per site but does not separately specify a network switch in the equipment schedule. Kindly confirm whether a managed 8-port PoE switch may be proposed per site, provided it meets the AP power, fibre uplink and solar-system compatibility requirements. Please also confirm whether its cost should be incorporated into the existing equipment pricing.	Reference is made to Section VII, which provides for three outdoor APs per site, each with two PoE ports and a fibre uplink interface. A separate managed PoE switch is not specified as a BOM item. The APs shall be interconnected through a daisy-chain arrangement using the provided PoE and fibre interfaces, without necessarily requiring a separate access switch
22.	Please confirm the coverage requirement and acceptance test: (a) a 300 m radius from the pole, or the designated market service area agreed at site survey (Table 1: 'or equivalent coverage of the designated service area')? (b) For obstructed sites, can the coverage boundary be agreed in the Site Readiness Report?	Reference is made to Section VII, Table 1. The 300m coverage radius or equivalent coverage of the designated service area shall apply, subject to the site requirements.
23.	Please confirm the 300 concurrent-user requirement applies per site (3 APs combined), not per AP.	Reference is made to Section VII, TS-ACT-03. The requirement of 300 concurrent users applies per AP, not per site

24.	Please define the throughput test: number of test clients, device type, downlink/uplink, test server location (site, OGN POP or internet) and test points. Please confirm 15 Mbps is not required for all 300 users at the same time.	Reference is made to Section VII, Inspection and Tests. Compliance with the specified throughput requirement of 15 Mbps shall be verified during site inspection and acceptance testing. The testing shall be assessed against the specified performance criteria and shall not be construed as requiring 15 Mbps to be simultaneously guaranteed to all 300 concurrent users
25.	Please confirm the AP must be capable of ≥25 dBm but will be configured to CA-permitted EIRP in operation, and this will not be treated as non-compliance.	Reference is made to Section VII, TS-ACT-05. The AP shall meet the specified minimum transmit power capability of 25 dBm, while actual operating power shall be configured in accordance with applicable Communications Authority of Kenya (CA) regulatory limits
26.	Please confirm whether IP67-rated APs are compliant, or IP68 is mandatory.	Reference is made to Section VII, Technical Compliance Table (TS-ACT-06), which specifies IP68 for outdoor access points. This shall be the applicable requirement for bid evaluation.
27.	Please confirm whether a MAF is required for the optical transceiver. If the transceiver is from the AP manufacturer, is the AP MAF naming the transceiver model sufficient?	Reference is made to Section VII, TS-ACT-07, and the Manufacturer's Authorisation Form (MAF) requirements. The MAF shall cover the proposed optical transceiver model, either directly or as part of the AP manufacturer's authorisation.
28.	Please confirm the intended use of the two transceivers per site (e.g., one at the site and one at the OGN end, or two AP uplinks with the third AP fed by pass-through). Is the OGN-side optic in the bidder's scope?	The two SFP transceivers shall provide the optical link between the OGN handover point and the site. The other AP shall be connected through UTP using the provided AP interfaces
29.	Please confirm the demarcation: does OGN deliver fibre to a termination point at each market, or must the Contractor build ADSS from the market to the nearest OGN POP? Please provide the nearest OGN POP and estimated route distance per site.	The approximate site distances are provided in the online repository with site list. The Contractor shall undertake the required ADSS fibre connectivity from the designated OGN handover point to each project site.
30.	Please provide an estimated ADSS length (metres) per lot or per site, or the GPS coordinates between the smart pole and nearst OGN will be connected to/	The site list in the online repository provides the indicative distances for ADSS connectivity.
31.	Please confirm whether existing power or telecom poles may be used, and who obtains and pays for wayleaves (KPLC, county, road authorities). If new intermediate poles are needed, which BoQ line covers them?	Bidders must price for all requirements need to roll out the fibre to the designated point. including cost for providing the .
32.	Please confirm: (a) bandwidth per site from OGN; (b) who provides public IP/NAT, firewall, DHCP and DNS; (c) handover	ICTA shall provide the OGN handover at each designated site through a 1Gbps interface. The Contractor shall provide the necessary site-side connectivity and

	interface (1G/10G, SM, LC); (d) whether ICTA provides internet transit.	integration. IP addressing, network configuration and service integration shall be coordinated with ICTA
33.	Please confirm 100 W is a minimum only and bidders must size the array and battery from their own energy calculation	The specified solar panel is a minimum requirement. Bidders shall size the solar array and battery capacity based on their energy calculations to meet the total site load and the required 72-hour autonomy.
34.	Please confirm the autonomy load profile: (a) streetlights included; (b) hours per night (dusk to dawn, about 12 h); (c) whether dimming is allowed; (d) irradiance basis (worst month) per region.	Bidders shall size the solar and battery system to support the complete site load, based on the specified operating requirements and minimum 72-hour autonomy.
35.	Please confirm whether ICTA will provide hosting (e.g., Government data centre or Government cloud) for NMS/AAA/portal/logs, or the Contractor must host. Must the data be held in Kenya?	Reference is made to Section VII, TS-ACT-08. The deployed sites shall integrate with ICTA's existing Central NMS Platform. Hosting arrangements for any other services shall be coordinated with ICTA in accordance with applicable DPA requirements.
36.	Please issue Annex 1 with GPS coordinates for all 300 sites and the link referred to in S-01.	The site list is available in the online repository. The site details, including GPS coordinates are provided.
37.	Please confirm the lot for each site (e.g., add a 'Lot' column to Annex 1).	The site list is available in the online repository. The site details, including GPS coordinates are provided.
38.	Please confirm SN 76 and SN 195 are different sites and SN 237 will be available. Please state the process if a site has to be replaced (unavailable or unsafe).	The updated site list is available in the online repository. The site details, including GPS coordinates are provided.
39.	Please confirm ICTA is responsible for site allocation, trader compensation and E&S approvals, and state who obtains and pays county permits for pole erection.	Site allocation and coordination shall be undertaken by ICTA. Site-specific permits and approvals shall be coordinated with the respective authorities.
40.	Please confirm: (a) when OGN backhaul will be ready at each site; (b) delays caused by OGN, site access, approvals or insecurity give an extension of time and LD relief; (c) sites complete except for OGN backhaul can be accepted for payment.	OGN readiness and site access shall be coordinated with the Contractor during implementation. Any resulting delays and their implications on completion, liquidated damages and payment shall be addressed in accordance with the Contract provisions case by case.
41.	Please confirm all goods must be delivered within 16 weeks (week 8 indicative for the delivery milestone), and that staged deliveries are accepted.	Reference is made to Section VII, Delivery Schedule. All goods shall be delivered within 16 weeks. The 8-week delivery milestone is indicative, and staged deliveries are acceptable, subject to completion within the stipulated delivery period

42.	Please confirm: (a) the solar autonomy test is required at every site or on a sample per batch; (b) it may run at the same time as the burn-in; (c) the NMS integration test is per lot.	Solar autonomy and NMS integration tests shall be undertaken as part of site inspection and acceptance per site. The applicable test scope and sequencing shall be coordinated with ICTA during implementation
43.	Please confirm the price basis: CIP Nairobi plus inland transport to site per the Section IV form, with duties and taxes shown separately. Please confirm the central delivery warehouse for the delivery milestone and who provides it.	Bidders shall price delivery in accordance with the specified delivery terms and indicate applicable duties and taxes separately. Delivery shall be made to the designated project sites as provided in the SPD
44.	Please confirm equivalent designs offered under 1.13 and 4 (e.g., pole arrangement, battery location, module type) form part of the base bid and are not alternative bids under ITB 13.	Reference is made to Section VII, Clauses 1.13 and 4. Equivalent designs meeting the specified technical requirements shall form part of the bid and shall not be treated as alternative bids under ITB 13.
45.	Based on the network diagram, we understand that DC-powered PoE switches are required. Could you please confirm whether the switches should be equipped with fully DC-powered power supply units, or if a combination of DC and AC power supply units would be acceptable?	The power supply arrangement shall be compatible with the site's DC solar power system provided all the power requirements are met.
46.	Does the DC PoE switch need to support Layer 3 functionality, or would Layer 2 switching be sufficient, with all Layer 3 services terminating on the router at the ICT Center?	Reference is made to Section VII, TS-ACT-07 and the detailed AP specifications (page 96), which require support for IPv4/IPv6, VLAN (802.1Q), QoS (WMM) and interconnection of multiple APs through integrated switching/pass-through capability or equivalent architecture.
47.	We noted that a backup router providing 4G/5G connectivity is indicated as a redundancy option for the primary fiber link. However, we could not identify the technical specifications for this device in the documentation. Should this router be included in the proposal?	Reference is made to Section VII, TS-ACT-07 and the equipment BOQ. A 4G/5G backup router is not specified as an item.
48.	If the network is to support 1G or a 10G traffic?	Reference is made to Section VII, TS-ACT-07 and the detailed AP specifications on pages 95–96.

This Clarification No. 1 forms part of the issued RFB document. All other terms and conditions of the issued RFB remain unchanged.

Jessy K. Maruti
Chief Executive Officer
ICT AUTHORITY