



**AMENDED**

**REQUEST FOR EXPRESSIONS OF INTEREST (EOI) FOR DEVELOPMENT OF AN INTERNATIONAL ARRIVALS AND DEVELOPMENT AND MANAGEMENT OF LOUNGES AND RETAIL AT THE JOMO KENYATTA INTERNATIONAL AIRPORT (JKIA'S) NEWLY BUILT ROOFTOP AT TERMINAL IB AND C.**

**TENDER NO. KAA/OT/MBD/EOI/0003/2024-2025**

---

**Introduction**

Jomo Kenyatta International Airport (JKIA) a leading aviation hub in the region is continually exploring avenues to grow its passenger numbers as well as create capacity to accommodate the growing traffic as well as needs of diverse travelers. The Authority has successfully renovated Terminals I B and C and is in the process of finalizing installation of a new roof that has created additional passenger capacity that can be explored and converted to an exciting retail space for a variety of lounges, restaurants and other retail. JKIA is currently handling close to 9 million passengers per annum and would like to increase its capacity to accommodate these growing numbers.

Kenya Airports Authority wishes to give our clients the “**Wow effect**” by ensuring that all our customers get the feel of our great Kenyan “**Jambo, Karibu and Kwaheri Hospitality**”.

Kenya Airports Authority (KAA) hereby invites Expressions of Interest from qualified and reputable firms to develop lounges, dining and other retail as well as an international arrival. The service will also include management of the developed lounges, dining and other retail that will have been developed on the rooftop.

**Objectives and Scope**

The **objectives** of engaging reputable companies are: -

- Develop and maintain an international arrival on the rooftop of Terminals IB and C
- Develop, manage and maintain lounges, dining and retail spaces at Terminal IB and C Rooftop.
- To promote customer focus, integrity and professionalism within the legislated legal framework.
- To ensure internationally best practices in airport safety and security as well as environmental standards are observed at JKIA.

**Criteria for short-listing**

- a. Firms to demonstrate that they have legal capacity by submitting copies of:

- Certificates of Incorporation / Registration.
  - CR12
  - Valid Tax Compliance
- b. Provide a detailed company profile, including statements on its key business, business affiliations and networks, administrative and contact information.
  - c. Firms to demonstrate that they are undertaking or have previously undertaken a project for development, management and operations of a related/similar business entity within hospitality, aviation hub, 4 star and above in the hotel sector.
  - d. Access to a line of credit of not less than USD8 million, bank statement and overdraft facility specific to this tender.
  - e. Firms to provide at least three (3) letters of recommendation and agreements/contracts from current clients within a period of the last three years.

After the shortlisting is completed, Requests for Proposals (RFPs) with specific Mandatory, Technical and Financial requirements will be shared for the next process to be completed.

1. The expression of interest document should not exceed 50 Pages.
2. Interested bidders may obtain further information at the address below during office hours (weekdays from 08:00Hr to 17:00 Hrs EAT from Monday to Friday excluding lunch hour (13:00 to 14:00 Hrs), public holidays and send their queries on email address [tenders@kaa.go.ke](mailto:tenders@kaa.go.ke) .
3. Expression of Interest documents must be submitted **online** on or before **22<sup>nd</sup> August 2024 at 11.00 am**. Interested bidders who are not in KAA system and therefore do not have login credentials should contact KAA procurement through email: [tenders@kaa.go.ke](mailto:tenders@kaa.go.ke) for login credentials early enough and not later than three (3) days before tender closing date. All relevant submission documents must be attached on the login submission screen (*On submission screen, click technical Rfx Response tab which will lead you to the second screen (Cfolder) where the system creates a folder specific to you for uploading your technical tender response documents. Here you click "Tech Bid" subfolder and create attachments. "Caution Do not attach your documents on the collaboration folder"*). For Financial Proposal, use the submission financial screen for inputting the Price and related financial attachments on Notes and attachments. A step by step manual/guide is available for downloading using the link <https://www.kaa.go.ke/corporate/procurement/manuals/>
4. Bidders shall not have access to the eProcurement system after the official closing time.
5. For clarification please email: [tenders@kaa.go.ke](mailto:tenders@kaa.go.ke) quoting EOI Ref: **CAA/OT/MBD/EOI/0003/2024-2025**

**Managing Director/CEO  
Kenya Airports Authority  
CAA HQ, Jomo Kenyatta International Airport  
P.O Box 19001- 00501**

**NAIROBI, KENYA**

**Telephone: 254-20- (6611000/ 6822111)**

**Email: [tenders@kaa.go.ke](mailto:tenders@kaa.go.ke)**