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When Replying Please Quote

Ref: PPPD/0&S/RFP/05/2025-2026

30th March, 2026

**REF: REQUEST FOR PROPOSALS (RFP) FOR PROVISION OF TRANSACTION ADVISORY
SERVICES FOR THE KONZA CLOUD EXPANSION AND SMART CITY FACILITIES
RFP NO. PPPD/0&S/RFP/05/2025-2026**

ADDENDUM 2

The National Treasury has issued an addendum to the request for proposals (RFP) for provision of Transaction Advisory Services for the Konza Cloud Expansion and Smart City Facilities. In addition to response table this addendum includes:

- **Annex I – Executive Feasibility Summary for previously undertaken study**

All other terms and conditions remain the same.

**HEAD, SUPPLY CHAIN MANAGEMENT SERVICES
FOR: PRINCIPAL SECRETARY/PUBLIC INVESTMENTS AND ASSETS MANAGEMENT**

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No.	Query	Clarification
GENERAL & ADMINISTRATIVE		
1.	Will the presentation slides be shared with bidders? Additionally, will the minutes of this meeting be distributed?	<p>The presentation by KoTDA covered the project details and the Feasibility Study. The Executive Summary of the Feasibility Study Report is hereby provided as Annex 1 to this Addendum.</p> <p>Further, the questions and responses from the pre-bid session have been consolidated into this Addendum.</p>
2.	Is it possible to share the proposed budget for this project?	<p>The budget for this activity is KES 50 million, inclusive of taxes.</p> <p>This is a competitive procurement process, and a firm will be selected using the Quality and Cost-Based Selection (QCBS) method, in accordance with the format described in the ToRs and the Public Procurement and Asset Disposal Act, 2015.</p> <p>Accordingly, the total score shall be determined by weighting the technical and financial scores and combining them in line with the formula and instructions provided in the ToRs. The Consultant achieving the highest combined technical and financial score shall be notified and invited for negotiations.</p>
PROJECT BACKGROUND & FEASIBILITY STUDY		
3.	When was the previous feasibility study conducted, and who funded it?	<p>The initial feasibility study was undertaken in 2019 and funded by the Konza Technopolis Development Authority (KoTDA).</p> <p>A subsequent feasibility study for the Konza Cloud Expansion and Smart City Facilities</p>

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		Project was completed in November 2025 by KoTDA to assess the technical, financial, economic, institutional, and environmental viability of expanding the existing KNDC and associated smart city digital infrastructure. This study was also funded by KoTDA.
4.	Will the previous feasibility study be made available to bidders?	The Feasibility Study is hereby provided to assist bidders in quantifying the scope of work. The same is annexed to this Addendum as Annex 1 and has been pinned to the relevant line item on our website.
5.	Can you confirm whether there are additional off-takers for the expansion phase? If so, are they primarily government departments or from the private sector?	Yes, there are additional off-takers for the expansion. The majority are government entities, including Ministries, Departments, and Agencies (MDAs).
6.	Who are the funders for this study? Are any external Development Finance Institutions (DFIs) providing funding?	The funding for these Transaction Advisory Services is provided by the Government of Kenya (GoK) through the Project Facilitation Fund under the PPP Directorate. Funds have been set aside for this activity, and no external Development Finance Institutions (DFIs) are financing this study.
ELIGIBILITY & CONFLICT OF INTEREST		
7.	If our firm is appointed for Phase 1 and Phase 2, would this disqualify us from tendering for subsequent expansion design services? If restrictions apply, please specify which activities in Phase 1/2 would create a conflict or unfair advantage. What mitigation measures (e.g., ring-fencing teams, independent preparation of tender documents) would be acceptable to maintain eligibility?	<p>Yes. The Transaction Advisor appointed for Phases I and II shall not be eligible to participate in the tendering for any subsequent expansion of the data centre.</p> <p>This is because the firm would have an unfair advantage over other bidders due to its intimate knowledge of the project developed during the advisory phase. This restriction is consistent with standard conflict-of-interest provisions and is intended to ensure a level playing field.</p>

PARTNERSHIPS & JOINT VENTURES		
8.	The RFP limits joint ventures to a maximum of three firms. Could this requirement be relaxed, or may bidders propose a subcontracting structure involving more than three partners?	<p>Pursuant to the RFP provisions, the Procuring Entity is mandated to evaluate bidders strictly in accordance with the criteria set out in the tender documents. Accordingly, only the experience and qualifications of the bidder whether a single entity or a Joint Venture within the prescribed limit shall be considered during evaluation.</p> <p>Bidders may, however, propose sub-consultants to supplement their capacity. In this regard, it is clarified that the Procuring Entity does not evaluate sub-consultants independently; rather, the primary responsibility for meeting the qualification requirements rests with the bidder or Joint Venture as submitted. Sub-consultants shall therefore not be used to circumvent the Joint Venture limitation.</p> <p>All bidders are advised to structure their submissions in full compliance with the provisions of the RFP.</p> <p>The requirement limiting Joint Ventures to a maximum of three (3) firms remains as stipulated in the RFP.</p>
SCOPE OF SERVICES & KEY PERSONNEL REQUIREMENTS		
9.	Could you provide further clarification on Section 7.1 of the Terms of Reference, which refers to "Success Fee and Recoverable Costs Compliance"?	No success fee applies to this Transaction Advisory contract. The clause is included to ensure the TA structures the downstream PPP Agreement to comply with Section 29 of the PPP Act, 2021, which provides for a

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		success fee (capped at 1% of project cost) to be paid by the private party (the future PPP concessionaire) into the PPP Project Facilitation Fund.
10.	Following up on Section 7.1, can we confirm that no success fee applies to this contract?	<p>A success fee does not apply to this Transaction Advisory contract.</p> <p>The clause is included to ensure that the Transaction Advisor structures the downstream PPP Agreement in compliance with Section 29 of the PPP Act, 2021, which provides for a success fee (capped at 1% of the project cost) to be paid by the private party (the future PPP concessionaire) into the PPP Project Facilitation Fund.</p>
TECHNICAL CLARIFICATIONS		
11.	a) What is the current IT load (in MW)?	The current IT load is 300 kW out of a total capacity of 706 kW.
	b) What is the current rack count and occupancy rate?	The data Centre has 144 racks, with an average occupancy of 100 racks.
	c) What is the current Tier III certification status (Design, Construct, or Operational)?	<p>The facility has achieved Tier III Certification for Design Documents and Constructed Facility.</p> <p>Operational certification is pending.</p>
	d) What platforms are currently deployed (e.g., VMware, OpenStack, Kubernetes)?	The current platform deployed is OpenStack.
	e) Is integration with hyperscalers such as AWS, Azure, or GCP planned?	Yes. Integration with hyperscalers such as AWS, Azure, and GCP is being considered to support hybrid and specialized workloads while maintaining security and compliance.
	f) What is the target service mix (percentage colocation versus cloud services)?	The target service mix is 100% cloud services.
	g) Is the facility designed for AI/HPC readiness? Are GPU clusters planned?	Yes. The facility is designed with AI/HPC readiness in mind, and GPU clusters are

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		planned to support AI, ML, and deep learning workloads.
	h) What compliance standards are required (e.g., ISO 27001, NIST)?	The required compliance standards include: -ISO/IEC 27001, 27017, 27018 (Information Security & Cloud Protection) -ISO 22301 (Business Continuity) -ISO/IEC 20000-1 (IT Service Management) -NIST CSF & NIST SP 800-53 (Cybersecurity Controls) -Compliance with the Kenya Data Protection Act, 2019 and CA Guidelines
	i) Is there a roadmap for implementing a Zero Trust architecture?	Yes. KNDC has a phased Zero Trust roadmap aligned with NIST SP 800-207: -Short-term: IAM, MFA, network segmentation, SIEM integration - Medium-term: ZTNA, micro-segmentation, EDR/XDR - Long-term: AI-driven security and full SOC integration The proposed solution must align fully with Zero Trust principles.
PROJECT TIMELINES		
12.	What are the expected start and completion dates for Phase 1 and Phase 2?	Significant amount of information is already available for this project; therefore, the assignment is expected to be undertaken within a relatively short timeframe once the Transaction Advisor (TA) is engaged. The procurement process is scheduled with the bid closing in mid-April 2026. The evaluation process is anticipated to take approximately 21 days, followed by a 14-day period for clarifications and award, and a further 10 days for confirmation of experts and commencement of the contract. Regarding the assignment, Phase 1 is expected to be completed within five (5)

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		weeks, while the more intensive Phase 2 is scheduled for nineteen (19) weeks.
13.	The 24-week timeline for the scope of work appears optimistic. May bidders propose an alternative, more realistic implementation timeline?	The overall contract duration is twelve (12) months. Bidders may, however, propose a more realistic timeline in their proposals, taking into account that a significant amount of preliminary work has already been completed.