



**MINISTRY OF EDUCATION  
STATE DEPARTMENT FOR BASIC EDUCATION  
SOLARIZATION PROJECT**

**RESPONSES TO CLARIFICATIONS ONE TENDERS FOR CONSULTANCY SERVICE FOR DESIGN & SUPERVISION OF SOLAR PV SYSTEM INSTALLATION IN TARGETED PUBLIC SCHOOLS IN KENYA AND FRAMEWORK CONTRACT FOR SUPPLY, DELIVERY AND INSTALLATION OF SOLAR PV SYSTEM IN TARGETED SCHOOLS ACROSS THE COUNTRY IN KENYA**

**1. Introduction & Background**

The Government of Kenya is implementing a nationwide program to solarize targeted public schools across the country. The initiative seeks to enhance access to reliable, clean, and affordable energy, while promoting the integration of renewable energy solutions within public institutions as part of long-term greening initiative that links to national priorities of clean energy, cost reduction and sustainability.

The following are the questions/clarifications sought by prospective bidders and the accompanying responses done by the client in regard to the tender.

Serial No.	Questions asked	MoE Response
Q 1	Kindly clarify ITT: 3:11 Registration with the supplies Branch	Bidders are hereby informed that this is <b>NOT</b> a requirement for this tender and should therefore be disregarded during preparation and submission of bids.
Q 2	Please clarify, is the submission date extended to all or its for framework only	The extension of the submission and bid opening date applies to both tender's consultancy services and framework contract.

Q 3	<p>The bid Security of 500K is it required? Is it per Lot or per the framework?</p> <p>If i am applying for 10 Lots, do i need provide Bid security for 500K 10 times. Like 10 Bid Security each for 500K?</p>	<p>The Bid Security of <b>Kes. 500,000</b> is a mandatory requirement for all bidders participating in this tender. Therefore, a bidder applying for multiple lots shall be required to submit individual Bid Securities for each lot applied for. Failure to comply with this requirement may result in the bid being considered non-responsive.</p>
Q 4	<p>Please clarify if submission date can be extended further by two weeks for EPRA to issue licenses to contractors who have recently applied for renewable energy licenses or can they fast track the issuance of the licenses?</p>	<p>The position is that no further extension of the submission deadline will be granted as it has been extended initially to 21<sup>st</sup> April, 2026 at 10.00 am EAT to enable prospective bidders prepare a responsive bid.</p>
Q 5	<p>Please clarify the issue of KEBS certificate. Is the certificate for the company or for individual products such as the batteries, inverter etc.</p>	<p>This is for individual products where at this initial stage the prospective bidders are required to do a commitment letter that the products will be certified. The actual KEBS Certificate will be required at the next stage when product are being supplied</p>
Q 6	<p>Please clarify if a company is interested in bidding for all the lots will they submit one document or we are supposed to submit a bid for each lot?</p>	<p>The instructions regarding submission are clearly provided in the tender document. However, a firm interested in bidding for multiple lots may submit one consolidated bid document, provided that it clearly indicates the specific lots being applied for and includes all required information and documentation for each lot to meet the aggregate requirement for all the Lots. And meets the requirements for each lot applied.</p>
Q 7	<p>Please clarify for the Framework contract can one apply for multiple regions or it's limited to one region</p>	<p>Yes, a bidder may apply for multiple regions (lots) under the Framework Contract. However, as stipulated in ITT Clause 33.2 of the tender document,</p>

		the award will be limited to a maximum of three (3) lots per bidder.
Q 8	Please clarify how many firms are allowed in a consortium? Clarify if the sub contractor serves as a JV	As guided by both the Framework contract and the Consultancy tender under ITT 3.1 and ITC 6.1 the maximum number of members in the Joint Venture (JV) shall be: Two respectively.
Q 9	Is the main applicant required to have all the licences stated in the tender for the framework i.e C1, V1 and V2? Does the applicant need to have all three or either of them?	The bidders are required to have a C1 license (Solar PV Contractor/Vendor (Class C1) for design and installation and Class V2 for importation of solar products. V1 is not a requirement
Q 10	Please clarify how do we ensure technical design is compliant with the actual load requirement of the specific school? Will there be avenue for correction or feedback by the vendor?	The actual load will be established during the mini competition at the school level.
Q 11	Please clarify what happens if an EPC doesn't have the financial audited accounts for 2025 ready at the time of this tender submission?	The bidders whose statements for 2025 have not been Audited are allowed to submit audited financial statements for the years 2022, 2023, and 2024.
Q 12	Please clarify are the EPC's working on the same brand or each can have a preferred brand,	EPC contractors are not required to work with a specific brand. In line with the Public Procurement and Asset Disposal Act 2015, specifying particular brands is not permitted, as this would limit fair competition. Bidders are therefore free to propose their preferred brands, provided that all components of the solar PV system fully meet or exceed the technical specifications outlined in the tender document.

Q 13	Please clarify what is V1 license for small installations? Is this listed in EPRA website?	Class V1 licence entitles the holder to design, distribute, promote, sell or install solar PV systems. The holder is required to be, or to have in his employment a class T2 technician. A T2 technician carries out installations of up to 300Wp.
Q 14	Please clarify for the consultancy service for design & supervision of solar pv system installation in targeted public schools, i am supposed to prepare a separate technical proposal and financial proposal, guide am i supposed to fill in the forms or develop something separate?	Yes, the requirement is to have two envelopes for Technical proposal and separate one for the financial proposal
Q15	Please clarify for the Consultancy tender, the schools have not been specified they have just indicated the regions, how should the financial proposal be quoted	For consultancy, please check the document, you quote per rate. This is a framework contract thus at this stage bidders are required to bid for the unit cost of the items requested for in the price schedule for shortlisting at this stage. The List of Schools will be provided for in the next stage of Mini-competition based on actual designs and quantities.
Q 16	Please clarify how feasible is having two consultants for 3000 + schools. Will the design documents really cover all aspects required for a sound solar PV system	The implementation per school will be as and when required when a school meets the funding requirement by KCB. Therefore, it is not necessarily or envisaged that all schools will simultaneously be implemented at the same time hence the two consultants each covering 5 regions will be able to cover the scope within the 3 years. You are further required to ensure you meet the requirements of the tender in terms of capacity.
Q 17	Is it a Pre-qualification process?	This is a framework Contracting Procurement process

		to establish a shortlist with guiding prices of equipment's. This will be followed by a Mini-competition stage at the school level.
Q 17	Please clarify the requirement for OEMs outside of Kenya to have EPRA license and local presence for the last 5 years is limiting. Additionally, does an OEM having a distributor in the country sufficient or will it suffice?	The manufacturer's presence for support is mandatory. The distributor needs to have been dealing with the products for the past 5 years and provide evidence. Further, provide evidence for offices across the country for support.
Q 18	Please clarify the tender for supply, delivery and installation encourages SME and women EPCs to participate. However, the requirement for the EPC to have the V2 licence at this point will kick off many EPCs from this bid. Request for consideration on this	This is an open category procurement and not AGPO exclusive tender.
Q 19	Please clarify if we are awarded only three lots, what criteria will be used to evaluate and determine the final bid at the school level?	There will be a need to distribute EPC's across all regions. Mini competition will be done to all EPC's per region at the school level to compete.
Q 21	Please clarify class C1 licence, which shall entitle the holder to carry out design and installation work for solar PV systems, in which case the contractor shall be requested to be or have in his employment a class T3 technician?	Solar PV class C1 license entitles the holder to carry out design and installation work for solar PV systems. The holder should be a T3 licensed technician OR have one in their employment. Class T3 technician carries out solar PV system installation work for advanced, including grid connected and hybrid systems.
Q 22	Please clarify if class V1 licence, which shall entitle the holder to design, distribute, promote, sell or install solar PV systems, in which case the licensee shall be required to be, or to have in his employment a class T2 technician?	Class V1 licence entitles the holder to design, distribute, promote, sell or install solar PV systems. The holder is required to be, or to have in his employment a class T2 technician. A T2 technician carries out installations of up to 300Wp.

Q 23	Please clarify are the 2 tenders completely separate or linked i.e Consultancy services as a separate tender with Framework Contract or its treated as 1 tender with the 2 scopes	The consultancy and framework contract are being procured under two separate tenders, and bidders are required to submit independent proposals for each respective tender. They are separate tenders.
Q 24	Please clarify in the evaluation and qualification criteria section under System Design and Methodology, one of the requirements is implementation schedule and compliance with site conditions but we don't know the site conditions so how is this an evaluation criteria?	This is to clarify that the requirement in the Technical Evaluation under System Design & Methodology; <ul style="list-style-type: none"> <li>✓ System design drawings</li> <li>✓ Installation methodology</li> <li>✓ Project implementation schedule</li> <li>✓ Compliance with site conditions</li> </ul> Will apply for the next stage of Mini-competition and will not form part of the evaluation criteria at this stage
Q 25	Please clarify, What are the standard system capacities per school (kWp range)? Or should bidders propose system sizing based on assumed load profiles?	No standard system capacities (kWp ranges) have been predefined for the schools. The detailed system sizing and design shall be undertaken by the appointed Consultant based on actual site conditions and verified load assessments. Accordingly, the final system capacities will be determined during the Mini-competition stage at the school level, based on designs prepared and approved by the Consultant.
Q 26	Please clarify, Can the Employer provide load profiles or estimated demand for the targeted schools?	Load profiles and estimated demand data for the targeted schools will not be provided at this stage. The Consultant shall be responsible for carrying out site assessments, load analysis, and preparation of detailed energy demand profiles for each school. As part of this process, the Consultant will, where applicable, request and review historical electricity consumption data (e.g., utility bills) from the

		<p>respective schools to inform and validate the load assessment.</p> <p>This, together with on-site verification of connected loads and usage patterns, will form the basis for developing accurate demand profiles and system sizing</p>
Q 27	Please clarify ,Are systems expected to be grid-tied, hybrid (battery + grid), or off-grid	The project will comprise a mix of system configurations, including grid-tied, hybrid and off-grid systems, depending on the specific conditions of each school. The Consultant shall evaluate site-specific parameters including grid availability, reliability, and load requirements, and recommend the most appropriate system configuration for each site.
Q 28	Please clarify, will the contractors be paid by KCB directly or the Ministry?	KCB are the financiers thus contractors will be paid directly by KCB upon approval and certification of the works done by Contract Implementations Committee.
Q 29	Please clarify, what is the difference between KCB Prequalification and Ministry framework EPCs? Are they the same or different	The Pre-qualification by KCB is different from the Ministry one. The Ministry is following the Public Procurement and Asset Disposal Act, 2015 to ensure all shortlisted bidders are within the prescribed public laws and regulations. The firms qualified by SDBE are the ones that will undertake the works at the school level.
Q 30	Please clarify,what is the Maximum Number of Schools per Lot? and what will 3 Lots therefore translate to. in Terms of the Total Number of Schools	Each lot provides for all schools in the specific region.

Q 31	Please clarify the nature of the systems to install. It is mentioned that grid-tied and hybrid systems are of concern, we need to understand the type of experiences to give that are more similar with what is in consideration	The project will comprise a mix of system configurations, including grid-tied, hybrid (grid + battery), and off-grid systems, depending on the specific conditions of each school. The Consultant shall evaluate site-specific parameters including grid availability, reliability, and load requirements, and recommend the most appropriate system configuration for each site. Bidders are therefore encouraged to demonstrate relevant experience in the design, supply, installation, and commissioning of grid-connected and hybrid solar PV systems
Q 32	Please clarify, Is it possible to participate in both consultancy and framework tenders, such that we can offer consultancy and framework services to different schools, and not both for the same school? This is given that most of us offer both consultancy and installation services	The participation of bidder in both tenders as a consultant and a bidder is not allowed to avoid conflict of interest. Reference is made to the Framework contract under clause 3.3 (e) and (g) on conflict of interest
Q 33	Please clarify on the pricing per equipment in the framework contract, will it cover both the various brands and various equipment sizes per brand?	EPC contractors are not required to work with a specific brand. In line with the Public Procurement and Asset Disposal Act 2015, specifying particular brands is not permitted, as this would limit fair competition. Bidders are therefore free to propose their preferred brands, provided that all components of the solar PV system fully meet or exceed the technical specifications outlined in the tender document.

Q 33	Please clarify, Do I just have to quote the unit prices of all my relevant solar products? If this is the case, how will the specific system design drawings be determined, considering that the solar system installations vary on a case by case basis?	Yes, at this stage what is required is the unit price. The next stage will have actual quantities that will be based on the specific school that you will be invited to compete.
Q 34	Kindly clarify how pricing should be structured for multiple lots, as the price schedule format does not clearly indicate lot-wise segregation	You are required to indicate the price per lot for each lot interested in as evaluation will be done lot by lot
Q 35	Kindly confirm whether pricing should include the complete system (BOS, installation, cables, earthing, etc.) or only these components.	Pricing should involve the major components of the solar only as the pricing for installation and other accessories will be done in the next stage at school level based on specific design and actual quantities
Q 36	Please clarify instruction number 6 under invitation to tender	Kindly disregard the date of 6th May 2026 as it was erroneously indicated. Note; The final date for seeking clarification as mentioned during the pre-bid Conference was 14 <sup>th</sup> April, 2026
Q37	Will the EPC be required to take detailed design for construction after the Mini-Competition	The Designs will be undertaken by the Consultant and not the EPC. EPC will implement the approved design in the Mini-Competition document.
Q 38	Does the Mini-competition apply for Consultants also?	No, Consultancy will have a definite signed contract at the end of this process. Thus, there will be no Mini-competition under consultancy.
Q 39	Do we need to attache the EPRA Licenses for the OEM?	Yes
Q 40	What if the Manufacturer has EPRA V1 and V2 can we provide the License for the Manufacturer?	The requirement is that the Bidder/Vendor should be the one possessing the required licences in their names and not the OEM's. Any products in Kenya require clearance and certificate as per requirements.

**NB:**

As indicated in the addendum no 1 to Tender “**The Deadline for submission of tenders is on 21<sup>st</sup> April, 2026 at 10.00 am EAT**”