



PRE-BID CONFERENCE ON THE PROPOSED MERU AND NAKURU TURNKEY PROJECTS HELD ON TUESDAY 25TH JANUARY 2022 BETWEEN 11.00AM TO 12.30PM AT THE NHC CONFERENCE ROOM ON 11TH FLOOR NHC HOUSE NAIROBI

Clarifications/Queries

The floor was opened for clarifications/queries from the prospective bidders and the following questions were recorded to have been raised.

S/No	Clarifications/Queries	Response
1.	Will there be time extension on closing/opening date?	<p>The Procuring Entity also referred to as National Housing Corporation (NHC) had provided the reasonable time, however NHC promised to consult and advise the bidders accordingly in due course.</p> <p>Further it is worth noting that any extension of time may result into delays in conclusion of the exercise within the current financial year as provided in the budget.</p>
2.	What are the expected qualifications of the Technical Team, Financial Team, Site Agent?	<p>The Design Work must be handled by competent and qualified Architects, Engineers, Quantity Surveyors and Environmental Expert as per the governing laws.</p>

S/No	Clarifications/Queries	Response
		The bidding firm must also be registered with National Construction Authority (NCA) and with relevant current practicing licenses.
3.	What is the expected level of drawings?	Preliminary/outline drawings with indicative dimensions that comply with the set guidelines and the prevailing government standards and regulations for design approval.
4.	What is the expected maximum of minimum number of units per block?	The technical proposal has indicative maximum acceptable square meters per unit. The bidder will be required to use this estimate in coming up with an acceptable and a competitive proposal.
5.	Who will pay for the units after completion and who is referred to as the Procuring Entity?	<p>The name Procuring Entity refers to National Housing Corporation (NHC).</p> <p>The National Housing Corporation (NHC) is the client and will pay for certified and completed work in accordance with the provisions of contract.</p>
6.	How is the draft of the Letter of Comfort that the Procuring Entity intends to provide?	The National Housing Corporation (NHC) will share a copy of the draft <i>Letter of Comfort</i> to all prospective bidders for information.
7.	When will the survey plan & geotechnical report be issued to prospective bidders who do not have?	The survey plan & geotechnical report will be provided to all prospective bidders at no cost on request. The same shall also be shared on email to all prospective bidders. These are indicative guidelines, hence bidders are free to conduct their own.
8.	What is the acceptable liquidity ratio?	The National Housing Corporation (NHC) will take into consideration the four common accounting ratios during evaluation to establish availability of funds such as cash-in-hand, acid test, Liquidity ratio etc.

S/No	Clarifications/Queries	Response
9.	Are Bills of Quantities (BOQ) required at this stage?	<p>This is a two stage tendering process where technical bids will be submitted and evaluated before the responsive bidders can be issued with the financial proposals. Bidders are only expected to have indicative approximate estimates as they submit for evaluation of the Technical Proposals.</p> <p>Bills of Quantities (firm bid) shall be submitted for financial evaluation for technically responsive bidders.</p> <p>The successful bidder will be required to submit the detailed drawings and complete Bills of Quantities (BOQ) within 60days after award of tender.</p>
10.	Is a letter of interest for funding acceptable?	The Corporation recognizes and accepts letter indicative of willingness by financiers/banks to finance the project, letter of undertaking, term-sheets and the like in the tendering process.
11.	What is the off-take/payback model for the project?	The procuring entity (NHC) shall off-take the approved development. The payment terms are in the financial proposal document. However, NHC promised to avail the payment terms for information to the bidders.
12.	Is it possible to increase the percentage of advance payment?	<p>The approved policy on allowable percentage for advance payment is 5%. This is in conformity with the NHC Turnkey Project Policy.</p> <p>There is a long approval process on the policy document that must be followed before any change on the allowable percentage of advance payment can be adopted. Timelines required for this change would not fit these bids.</p>

S/No	Clarifications/Queries	Response
13.	What are the terms of payment?	<p>The Contractor shall be paid as shown below:</p> <ul style="list-style-type: none"> • 5% of the contract sum paid as an advance paid upon provision of an equivalent bank guarantee from a reputable bank. • 50% upon Completion and Handing Over of the Keys • 35% after 6 months of Handing Over of the Keys • 10% at the end of Defects Liability Period (minimum 12 months) subject to making good defects and outstanding works