

Konza Technopolis Development Authority



Application to Invest in Konza Technopolis – Call for Proposal – Parcel XN-003 Petrol Station



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1 PRELIMINARY INFORMATION

1.1 Letter of Invitation

01 November 2017

Nairobi, Kenya

RE: CALL FOR APPLICATION – Petrol Station Parcel XN-003

Dear Sir/Madam:

The Konza Technopolis Development Authority, an implementing agency under the Ministry of Information and Communication of the Republic of Kenya intends to allocate and lease parcels of land within a portion of the Konza Technopolis. You are invited to submit a proposal for the Petrol Station Parcel (Parcel # XN-003) currently on offer. Your proposal should be submitted in accordance with the guidelines and requirements set forth in the attached Request for Proposal (RFP).

Questions, answers and any modifications to the RFP will be posted on the web at <http://www.konzacity.go.ke>.

Details on the proposal submission method, date and time are provided in the advertisement and in Section 2 of this Request for Proposal.

Sincerely,

Eng John Tanui, CEO KoTDA

1.2 Acronyms and Definitions of Terms

Acronyms	
CEO	Chief Executive Officer of KoTDA
GDP	Gross Domestic Product
IFU	Investor Facilitation Unit
ITES	Information Technology Enabled Services
KoTDA	Konza Technopolis Development Authority
KT	Konza Technopolis
LEED	Leadership in Energy and Environmental Design
PAW	Parcel Allocation Worksheet
RFP	Request for Proposal
R&D	Research and Development

Definition of Terms	
Enterprise Developer	An organization that proposes to undertake a qualifying economic activity in KT and to develop the facility in KT necessary to undertake the qualifying economic activity.
Investor Facilitation Unit	Means the department of KoTDA that shall carry out the function of verifying, undertaking a due diligence and evaluating proposals from Investors to determine whether they meet the criteria specified in relation to the general information and documentation provided by an Investor and the Investor's capacity and experience to develop a project or undertake a Qualifying Activity in Konza Technopolis.
Evaluation Committee	Means the committee constituted by the CEO from the officials of KoTDA and co-opted with other persons with the relevant technical professional expertise required to carry out the function of evaluating Proposals to determine whether the economic value proposition proposed by the Investor or the proposed land use by the Investor of a Parcel in Konza Technopolis and project description aligns to Konza Technopolis development goals and objectives, Konza Technopolis Development Guidelines and Konza Technopolis Sustainability Framework.
Qualifying Activity	Means the document outlining the economic segments and compatible activities applicable to proposed projects and developments that are to be carried out by Enterprises and Enterprise - Developers operating within Konza Technopolis and the term Konza Technopolis Qualifying Activity shall be construed accordingly.

2 REQUEST FOR PROPOSALS

2.1 Terms of Reference

Konza Technopolis (KT) is envisioned to be a resilient and sustainable, global technology hub and a major economic driver for Kenya, with a vibrant mix of businesses, workers, residents, and urban amenities. The city will create high value jobs, boost the country's GDP by focusing on R&D and Entrepreneurship in the Science Technology Innovation (STI) sector. This will position Kenya as a global centre for innovation and Africa's technology hub.

Konza aims to attract Research, Education and Commercial partners in ITES, Life Sciences and Engineering. An innovation atmosphere will be developed within KT. Innovation and entrepreneurship leads to an increase in patenting and an increase in the quality and quantity of relevant skilled workers available to work in these critical industries. The City will attract investors and build programs aimed at commercializing the products of research. KT will provide a strong innovation ecosystem to educate new and existing tech entrepreneurs. KT will also provide Multinational Companies entering Africa an opportunity to establish offices/branches.

Konza will be a 'smart city' with highly advanced and reliable overall infrastructure, sustainable developments, communication networks and market viability. KT features world-class civic and commercial architecture including the Regional Innovation Hub; a high quality Technology University; Smart Schools; Research Labs; Recreational Facilities (Sports Stadium, Film and Media Centre); and Hospitality (Hotels and Convention Centers). Smart City Solutions including Smart Traffic, Smart Parking, and Smart Governance will be integrated into the world-class infrastructure at KT.

The implementation of Phase 1 (2014 – 2020+) is already in progress. The Master Plan of this Phase began on a 400-acre piece of land and is expected to attract 30,000 residents, 7,500 knowledge workers, and 16,700 other workers on its completion. Development within KT is based on successful models such as Research Triangle in North Carolina and Silicon Valley in California to enable a real transformation of Kenya towards knowledge and technology economy.

To keep the development of Konza on a competitive and innovative edge as a smart city, KoTDA is seeking proposals from potential investors to develop the Petrol Station Parcel (Parcel # XN-003). Refer to **Appendix A** for the overall site map for Phase 1 of KT. The Parcel Allocation Worksheet (PAW) (**Appendix B**) and Specifications for Parcel XN-003 Petrol Station Parcel (**Appendix C**) is illustrative of the vision sought by KT for parcel development. Instructions for proposal development are as outlined in the other sections of this document.

2.2 Instructions to Investors

This document provides a template for submitting the technical sections of Parcel XN-003: Petrol Station Proposal to KoTDA.

Investors are required to work with the Authority to become familiar with the KT sustainability framework and specific development guidelines relevant to the parcel land use group for which the proposal is submitted. Specifically the investor and consultants shall be aware of the following KT documents and agree to follow the standards established within each document:

- Sustainability Design Guidelines
- Commercial & Residential Design Guidelines

- Parcel Design Submittal Review and Approval Process
- CAD/BIM Drawing Standards
- KTC Master Plan

The above mentioned documents will be available by registering with KoTDA online.

This RFP Process stresses the importance of orientation, capacity building, and sustainability planning at early stages of the review process. A key strategy for the attainment of the Master Plan and overarching vision for KT is to establish on-going working partnerships between development partners and KoTDA that will be iterative, smooth, productive and efficient for the following reasons:

1. Konza is unique and its success will depend on adherence to its high technology identity, urban design excellence, and sustainability vision. These principles are encoded in the framework for the development and construction review process and protocols outlined within this document.
2. It is important that potential partners are well informed at the initial stages so that they will not waste precious time and resources envisioning non-conforming projects. As a knowledgeable partner to the private sector, KoTDA understands the needs of investors for clarity, transparency, and predictability in the development control and permitting process, so as to reduce risk and incentivize serious and high quality investors.
3. KoTDA wants to engage with developers as a partner and facilitator, not an adversary, in the development permitting process. By collaborating as partners in the development of Konza, from the early stages, everyone will benefit in the achievement of the Konza Vision.

Enquiries should be directed to konza@konzacity.go.ke

2.3 Submission Principles

2.3.1 Purpose

1. The purpose of this Investor Proposal Submission and Evaluation Guideline (the Guideline) is to provide guidance to an Investor that wishes to set-up and manage the Petrol Station (Parcel# XN-003) within Konza Technopolis.
2. The Guideline is intended to assist an Investor interested in bidding for the allocation of Parcel #XN-003 in KT to prepare and submit a Proposal that can be effectively and appropriately evaluated by the relevant bodies of KT.

2.3.2 Confidentiality and Interference

1. The information and documentation provided in relation to the Proposal shall be maintained in confidentiality and accorded the highest standard of professionalism by KoTDA.
2. KoTDA shall conduct a verification and due diligence process on the information and documentation provided by an Investor.
3. Any attempt by an Investor to improperly influence KoTDA or any of its officials in the evaluation and determination of the acceptance or ineligibility of a Proposal, may result in the rejection of that Investor's Proposal.

2.3.3 Ethical Principles

The evaluation of a Proposal by personnel at KoTDA shall be done in accordance with the ethical principles outlined below:

1. evaluation shall be done in an open and transparent process;

2. evaluation shall be carried out in a manner that is fair, reasonable, efficient and geared towards the best interest of the Konza Technopolis;
3. the process shall be carried out for the purpose of advancing Kenya's knowledge economy and related functions; and
4. Evaluation shall ensure that speculation and arbitrage does not arise during the evaluation process.

No Proposal for a Parcel shall be evaluated until the Submission Deadline for the relevant Parcel has lapsed to ensure that all Proposals from Investors bidding for the Petrol Station are evaluated concurrently and competitively, so it is incumbent on the Proposer to meet all criteria so the submittal will not be rejected.

The evaluation criteria are included as **Appendix D** herein.

2.3.4 Anti – Corruption Pledge

An Investor should be aware that KoTDA views any corrupt practices in the evaluation process as a serious matter. Corruption, as defined in the Anti-Corruption and Economic Crimes Act No 3 of 2003, is the offering, giving, receiving or soliciting of anything of value to a public official in procurement or in contract execution.

KoTDA defines the terms set forth below as Prohibited Practices:

1. "Corrupt practice" means the offering, giving, receiving, or soliciting, directly or indirectly, of anything of value to influence improperly the actions of another party;
2. "Fraudulent practice" means any act or omission, including a misrepresentation, that knowingly or recklessly misleads, or attempts to mislead, a party to obtain a financial or other benefit or to avoid an obligation;
3. "Coercive practice" means impairing or harming, or threatening to impair or harm, directly or indirectly, any party or the property of the party to influence improperly the actions of a party; and
4. "Collusive practice" means an arrangement between two or more parties designed to achieve an improper purpose, including influencing improperly the actions of another party.

KoTDA will reject a Proposal for allocation if it determines that an Investor has engaged in prohibited practices in the evaluation of the Proposal submitted;

KoTDA may also declare an organization ineligible to submit a Proposal for a Parcel, either indefinitely or for a stated period of time if at any time KoTDA determines that the organization has engaged in Prohibited Practices.

An executed Anti-Corruption Pledge found in **Appendix E** is required with proposal package.

2.4 Proposal Submission

2.4.1 General Information

Investors shall submit the entire Proposal package for **Parcel XN-003** electronically via the KT Online Portal <http://data.konzacity.go.ke>. Please ensure you have followed the electronic Proposal submission procedures specified on the KT Online Portal and provided information and documentation to support your Proposal as stated in the KT Enterprise - Developer Proposal Evaluation Criteria. The link shall expire on the submission deadline.

Once a Proposal is successfully submitted on KT Online Portal on or before the Submission Deadline, KoTDA shall register the following information in relation to the Proposal and the Investor on the Proposal's Ledger:

- a) the Investor name, address and the contact information for the representative responsible for filing the Proposal;
- b) the date and time of receipt of the Proposal;
- c) the Parcel in respect of which the Investor has submitted a Proposal; and
- d) the Investor's Unique Proposal Number.

2.4.2 Currently Available Parcel for Petrol Station

The PAW along with the parcel layout plan is as follows:

S/No.	Codes	Description	Predominant Use	Parcels Area (in Acres) Total
11	XN-003	Special use: Highway commercial parcel	1	1.79

The parcel will be part of the overall entrance and security feature for the Konza Phase 1 with traffic entering the area from a future interchange off of Mombasa Road. This will be the main entrance into the city. It will service both the Phase 1 and Phase 3 portions of Konza.

2.4.3 Proposal Guidelines

Investors are required to work with KoTDA to become familiar with the Konza Technopolis Sustainability Framework and the Konza Technopolis Development Guidelines under separate reference and available with documentation for the Petrol Station Parcel.

Investors are required to:

1. Submit additional documentation and information that is relevant to the information requested in the sections of the Konza Technopolis Enterprise - Developer Proposal Evaluation Criteria (**Appendix D**) provided to the Investor; and
2. Please ensure the Proposal and any information and documentation provided is in English. Any supporting documents that are not in English are to be translated and certified by the Investor as a true copy of the original. When English is not the primary language of the Investor and an English translation is provided with the application materials, English shall be the deciding factor regarding potential discrepancies with the translation.
3. For a proposal to be considered complete, Investors are required to provide complete packages. Incomplete answers and missing information leads to disqualification of the submittal.
4. If you fail to provide all the documentation outlined above and all information as set out in the Konza Technopolis Enterprise - Developer Proposal Evaluation Criteria, your Proposal may be declared incomplete and ineligible for consideration.

All inquiries should be directed to: konza@konzacity.go.ke

Note: The Konza Technopolis Enterprise - Developer Proposal Evaluation Criteria is intended to act as a guideline to assist you as an Investor to prepare and submit sufficient documentation and information in order to compile a complete and competitive proposal for purposes of undertaking the due diligence and evaluation processes.

2.4.4 Proposal Contents

Every Investor will be required to submit proposals in the format set out in the Konza Technopolis Enterprise - Developer Proposal Evaluation Criteria (**Appendix D**). Each proposal consists of the following components:

1. Part A. General Information, Capacity, and Experience
 - a) Complete Registration Application Form to generate Investor's Unique Proposal Number.
 - b) A general proposal that shall set out the general information, capacity and experience of the Investor (the General Proposal) as outlined in Section 2.6 below.
2. Part B. Land Use / Site Plan and Economic Value Proposition
 - a) Details of the proposed land use by the Investor (the Technical Proposal) as outlined in Section 2.7 below;
 - b) Site Plan Schematic, the requirements for which are found in **Appendix F**; and
 - c) Economic Value Proposition the requirements for which are found in Section 2.7 below.

2.4.5 Site Visit

Investors are advised to visit the site at their own cost to familiarize themselves with the site and conditions therein. Veronica Sila, a representative from KoTDA will be available for the site visit at specific times (to be outlined by KoTDA) to show the property. Ms. Sila is available by contacting [+254 725693400](tel:+254725693400) or [+254 735667260](tel:+254735667260) and vsila@konzacity.go.ke.

2.5 Evaluation Process

Once all the Proposals have been submitted on the KT Online Portal, complete Proposals will be subjected to a preliminary evaluation by the KT Investor Facilitation Unit (IFU) within fourteen (14) days of submittal. This evaluation will result in an eligibility determination based on the Proposal.

The IFU shall be responsible for:

- a. An initial verification of the proposal submitted by an Investor together with supporting documentation to determine the completeness of the submittal for evaluation purposes;
- b. Due diligence investigations on the Investor to confirm material facts in relation to the authenticity of the documents and information submitted by the Investor; and
- c. An evaluation of the Investor's Proposal to determine the suitability.

During the evaluation period, KoTDA may invite the prospective Investor for an interview. The purpose of this interview is to allow KT the opportunity to seek any clarification or further information in relation to the particular Proposal and/or any information submitted in the Proposal.

If the Proposal does not attain the required evaluation threshold at any stage of the evaluation process and is determined to be ineligible, KoTDA shall provide written feedback regarding the evaluation results within 14 days of proposal submittal, including the rationale leading to the determination that the proposal is not accepted. Written feedback will be provided to the contact address provided in the Proposal.

If your Proposal, after having been subjected to the evaluation process, is approved for Parcel XN-003 Petrol Station, you shall be informed of the approval by KoTDA in writing. It is important to note that approval of the use does not constitute permission to commence construction. The KT Development Review process must be followed. This process is outlined in Konza Parcel Design Submission Review and Approval, which is available for review.

2.5.1 Evaluation Criteria

Parcel proposals are comprised of a two-part Technical Proposal as shown below. The Proposal will account for 100% of the evaluation scoring.

Proposal evaluation by KoTDA will be as follows:

1. Part A of the General Proposal will be evaluated by the Evaluation Committee.
 - a. Part A will be worth 60% of the total Proposal.
 - b. Investors must achieve a minimum of 70% of the total Part A points in order to have Part B evaluated.
2. If the minimum required percent in relation to a Proposal is achieved for Part A, the Proposal will be subjected to further evaluation in respect to the information provided under Part B.
3. Part B will be worth 40% of the total Proposal.
4. Qualifying Investors will enter into parcel award negotiations with KoTDA.

2.6 PART A: GENERAL INFORMATION – ORGANIZATION, EXPERIENCE AND CAPACITY

Part A is worth 60% of the Proposal. All components listed in Part A shall be provided.

2.6.1 General Information

Company Name

Legal Company Name: Company Address, Contact Name, Telephone/Mobile Number, and Email Addresses, Telephone Number, Website

2.6.2 Qualifying Activity

These subsections will carry heavy weighting within Part A. The intent is to demonstrate the following:

1. The Investor's project proposal and activity aligns with the development goals and objectives of KT as outlined.
2. The Investor is familiar with the relevant Konza Technopolis Development Guidelines and understands the expectations relative to site planning and design, as well as the quality, sustainability and resiliency of construction.
3. The Investor is familiar with Konza Technopolis' Sustainability Framework and expectations relative to sustainability design, reporting, and certification.

2.6.3 Overall Project Description

The potential Investor shall provide Proposal/development details including a description of how proposed development is aligned with the requirements prescribed in the Konza Technopolis Development Guidelines, Sustainability Framework and land use requirements. Schematic site plans, building types & sites are required to allow the IFU to evaluate the proposal properly in relation to the established KTC documents and guidelines. Appendix F outlines the requirements for the site plan schematic requirements.

2.6.3.1 Alignment with Konza Technopolis Goals & Objectives

Demonstrate that proposed activities align with Konza Technopolis' development goals and objectives.

2.6.3.2 Conformance to Konza Technopolis Development Guidelines

1. Confirm that you have read and understood the Konza Technopolis Development Guidelines and you are capable of, and committed to meeting the conditions stipulated within the Guidelines.
2. Confirm that you have read and understood the Konza Technopolis Sustainability Framework and are familiar with the expectations relative to sustainability design, reporting, and certification of projects in Konza Technopolis.

2.6.4 Site Development Schedule and Proposed Tenancy Duration

1. Provide details of the proposed date for the commencement of construction of the facility in Konza Technopolis. Provide a detailed completion timetable/construction schedule and business establishment schedule in relation to the said facility;
2. Provide details on the proposed tenancy duration.

2.6.5 Organizational Structure

This section pertains to the structure of the organization and its valid existence under the laws of Kenya and other jurisdictions.

2.6.5.1 Legal Status

1. Is the organization* formally incorporated or validly existing in Kenya or in any other jurisdiction? Please provide us with documentation evidencing the organization's legal status in Kenya or in any other jurisdiction.
2. In the event that the investor constitutes a Joint Venture, the Investor or Consultant shall submit (i) a copy of the Joint Venture Agreement with its Technical Proposal, and (ii) a power of attorney (executed by all partners) that authorizes the designated lead or managing Partner of the Joint Venture to act for and on behalf of the Joint Venture and to legally bind such Joint Venture in any contractual or similar documentation. Any Joint Venture Agreement and Joint Venture power of attorney shall be attached.

**organization is a company, partnership, society, foundation, non-profit organization, government entity, international entity.*

2.6.5.2 Governance and Management

1. Describe the governance structures and systems that are in place in the organization to oversee the management and function of the organization.
2. Describe the organizational structure with the aid of an organogram.
3. Describe the accounting and audit policies and procedures maintained by the organization.

2.6.5.3 Shareholding

1. Describe the organization's shareholding structure outlining all legal and beneficiary shareholders of the organization.
2. Provide details of the organization's paid up capital.
3. If the organization is:
 - a. Private Company, provide details of all the shareholders, including the names, number of shares held by each shareholder;
 - b. Public Company, provide details of any shareholders holding more than fifty one percent 51% of the shareholding in the company; and
 - c. Public listed company, do not provide details relating to shareholding.

2.6.5.4 Directorship

1. Describe the structure of the board of directors (or similar governing body) of the organization outlining the directors acting in an executive, non-executive and independent capacity (or similar persons).

2. Provide a detailed profile of the directors (or similar persons acting as directors) of the organization including details of their professional or educational experience level in undertaking activities of similar magnitude or complexity.

Note: This section is not applicable to Public Listed Companies.

2.6.5.5 Statutory & Regulatory Compliance

1. If the organization is a local entity, demonstrate that the organization has all the statutory and regulatory approvals, certificates, licenses and permits necessary to undertake a project and its business in Kenya.
2. If the organization is a foreign entity, demonstrate that it has procured all the statutory and regulatory approvals, certificates, licenses and permits necessary to undertake a project and its business in the other jurisdiction(s).
3. Provide copies of annual financial reports for the past 3 years or similar returns from the country of origin of the Organization. Reports must include an auditor's certification or validation.
4. Certificate of tax compliance from the relevant tax authority in the jurisdiction in respect of which the Organization is operating its business.

2.6.6 Relevant Experience

This section pertains to the skill, systems and experience the organization has towards the project and economic activity.

2.6.6.1 Overall

1. Demonstrate that the organization has sufficient technical, knowledge, skill and experience in undertaking and managing projects of similar magnitude and complexity to the one proposed in KT. Include copies of certificates, registrations, licenses and diplomas held by key staff.
2. Describe the strategy and systems that the organization has put in place which will sufficiently guide the undertaking and administration of the project proposed to be undertaken in KT.
3. Provide details of any awards or accolades that the organization has obtained in undertaking its business or projects similar to the ones proposed in KTs or certificates of completion of projects undertaken by the organization.
4. Provide details of any internationally recognized industry, commercial or proprietary standards which the organization prescribes to together with evidence that the organization has been in compliance with the said standards.
5. Demonstrate the essential resources and logistics the organization has to implement its project in Kenya.

2.6.6.2 Local Experience

1. Demonstrate the real estate development experience that the organization has in Kenya.
2. Provide details of projects of similar magnitude or complexity in Kenya that the organization has undertaken and successfully completed, where applicable. Provide a certificate of completion and a project report.

2.6.6.3 International Experience

1. Demonstrate the real estate development experience that the organization has in a jurisdiction other than Kenya of a comparable development environment.

2. Provide details of projects of similar magnitude or complexity that the organization has undertaken and successfully completed in a jurisdiction other than Kenya, where applicable. Provide a certificate of completion and a project report.

Note: If the organization can demonstrate both local and international experience, the organization should provide details with regards to the sections indicated above.

2.6.7 Financial Capacity

This section pertains to the financial capacity the organization has to undertake the project and economic activity.

2.6.7.1 Investment

1. Demonstrate that the organization has the necessary funding to invest towards the proposed project in Konza Technopolis and successfully undertake and complete the project in accordance with the Konza Technopolis Development Guidelines and to undertake the proposed economic activities in Konza Technopolis.
2. Provide details of the organization's resources required for the proposed project which are present in Kenya.
3. Provide details of the organization's resources required for the proposed project that the organization intends to source from other jurisdictions.
4. If the project is to be undertaken in phases, indicate the investment cost and timing of each phase.
5. Provide details of the asset base or capital investment that the organization intends to retain in Kenya for the duration of the proposed project.

2.6.7.2 Funding

1. Provide details of the manner in which the organization proposes to meet the funding requirement of the proposed project in Kenya.
2. Provide details of any external or local debt financing proposed to be obtained by the organization for the undertaking of the project and the manner in which the repayment of the external or local debt financing shall be funded by the organization.
3. Provide details of any partnerships that the organization has with any governmental bodies or state agencies in respect of undertaking the proposed project in Konza Technopolis.
4. If the organization is funded exclusively from donations or government grants, please provide details of the arrangements between the organization and the relevant donors.

2.7 PART B: SITE PLAN AND ECONOMIC VALUE PROPOSITION

Part B is worth 40% of the Proposal. All components listed in Part B shall be provided. Part B shall not be evaluated unless the Proposal meets the minimum score for Part A as outlined in Section 2.6 above.

2.7.1 Development Control Process

The Konza development control process has been adapted from best practice development control processes and management in Kenya, Africa and around the world, with input from lessons learned in development permitting reforms on-going globally. In particular, it follows from the official position paper on "Managing Building Development" published by the Architectural Association of Kenya (2015). The intent of the development permitting process is to balance the need for efficient and cost effective permitting with

achievement of a built environment that fulfils the Vision of Konza and Kenya's Vision 2030. Other Governmental Departments/Offices or regulations may require coordination oversight of development control or reporting of development approvals in Konza and a partial list is within the Development Review and Permitting Process manual.

2.7.2 Sustainability Strategy

1. Provide the following details in respect of the project proposed to be developed within Konza Technopolis:
 - a. Sustainability Certification Program (Green Star, LEED);
 - a. Note that LEED Silver or Greenstar equivalent is a minimum requirement
 - b. Proposed Level of Certification; and
 - c. Proposed Innovations in site development

2.7.3 Job Creation

1. Please describe the number of jobs that the organization intends to create and include all levels of education and/or technical experience.
2. Provide details of the number of Kenyan citizens that the organization intends to employ as managerial staff, technical and supervisory staff, skilled factory workers, unskilled factory workers, sales, clerical and other workers of on a full time basis and the period within which the organization intends to have employed the stated staff members.

2.7.4 Sub-contracting Capacity

1. Demonstrate the manner in which the organization's business model and operations will create business opportunities and promote partnerships with other organizations in Kenya.

2.7.5 Social Impact

1. Provide details regarding how the business will have a positive social impact on Kenya and its citizens.
2. Provide details regarding community based projects the organization intends to implement to benefit Kenya and its citizens.

2.7.6 Technology and Innovation

1. Provide details regarding the scientific, technological and environmental innovation proposed by the organization in undertaking its proposed activities in Konza Technopolis.
2. Demonstrate the manner in which the science, technology, and innovation proposed to be applied by the organization meets the development needs of Kenya and benefits Kenyans and the Kenyan economy.
3. Provide details demonstrating the manner in which the proposed activity in Konza Technopolis will result in incremental advances in technology and processes in Kenya, Africa and the world at large.
4. Demonstrate the manner in which the products proposed to be produced by the organization in Konza Technopolis or the services proposed to be offered by the organization in Konza Technopolis are inventive.

2.7.7 Knowledge Transfer

1. Provide details of the plans and strategies of the organization to replicate the expertise, knowledge and skills it employs in Konza Technopolis to other organizations in Kenya.

2. Provide details of any internship or apprentice program proposed to be implemented within the organization for the benefit of Kenyan citizens.
3. Provide details of any collaborative research and development initiatives proposed to be implemented by the organization with local entities.
4. Outline the specialized skills or training involved in the proposed economic activities which the organization intends to impart on its Kenyan employees.

2.7.8 Site Plan Schematic

1. The requirements for the Site Plan Schematic are found in **Appendix F**.
2. Photographs from existing projects constructed by the Investor or schematic elevations.

3 CONDITIONS OF ENGAGEMENT

KoTDA shall formally engage the investor through the execution of a lease and development agreement. Both the lease and development agreement shall set out legal and commercial conditions with respect to the specific parcel.

3.1 Parcel Lease and Development Agreement

After completion of an evaluation and necessary internal approvals, KoTDA shall initiate leasing negotiations with the most responsive investor.

KoTDA will first notify the successful Investor in writing. The Investor is required to provide written acceptance with an executed letter of intent within thirty (30) days of the notification. The Investor's acceptance of the letter of intent will be accompanied by the payment of a non-refundable deposit prescribed by KoTDA.

Upon the acceptance of the letter of intent and payment of the non-refundable deposit, KoTDA shall, subject to the parameters set out in the PAW, commence negotiations with the Investor. The Investor and KoTDA shall agree upon, prepare and issue a term sheet to the Investor (Term Sheet).

If the terms negotiated between the Investor and KoTDA vary from the leasing terms already approved by KoTDA, then the same shall be subjected to an internal process to seek approval prior to issuing the Term Sheet to the Investor. The Term Sheet will contain the key commercial and legal conditions that shall be applicable to the acquisition of the Parcel by the Investor.

Following the issuance and execution of a Term Sheet between the Investor and KoTDA, KoTDA shall prepare the following definitive contractual agreements based on the terms specified in the Term Sheet for execution by KoTDA and the Investor;

- a) The Development Agreement; and
- b) The Lease.

3.2 Discounted Leasing

KoTDA may elect to support certain projects that serve a public purpose or which are of strategic importance to KT by Leasing a Parcel at a discounted charge, fee or levy.

If a proposed development meets the applicable Investor Proposal Evaluation Criteria KoTDA may evaluate the proposal and Parcel request to determine whether the proposed development provides significant, visible community benefits or is of strategic importance to KT. If determined to be eligible, the Investor may qualify for support in the form of a reduction in charge, fee or levy.

The following programs will qualify for consideration for discounting:

a) Economic Development Projects

These are developments that advance Konza Technopolis' economic development goals or the Government of Kenya's strategic development objectives.

b) Community Development Projects

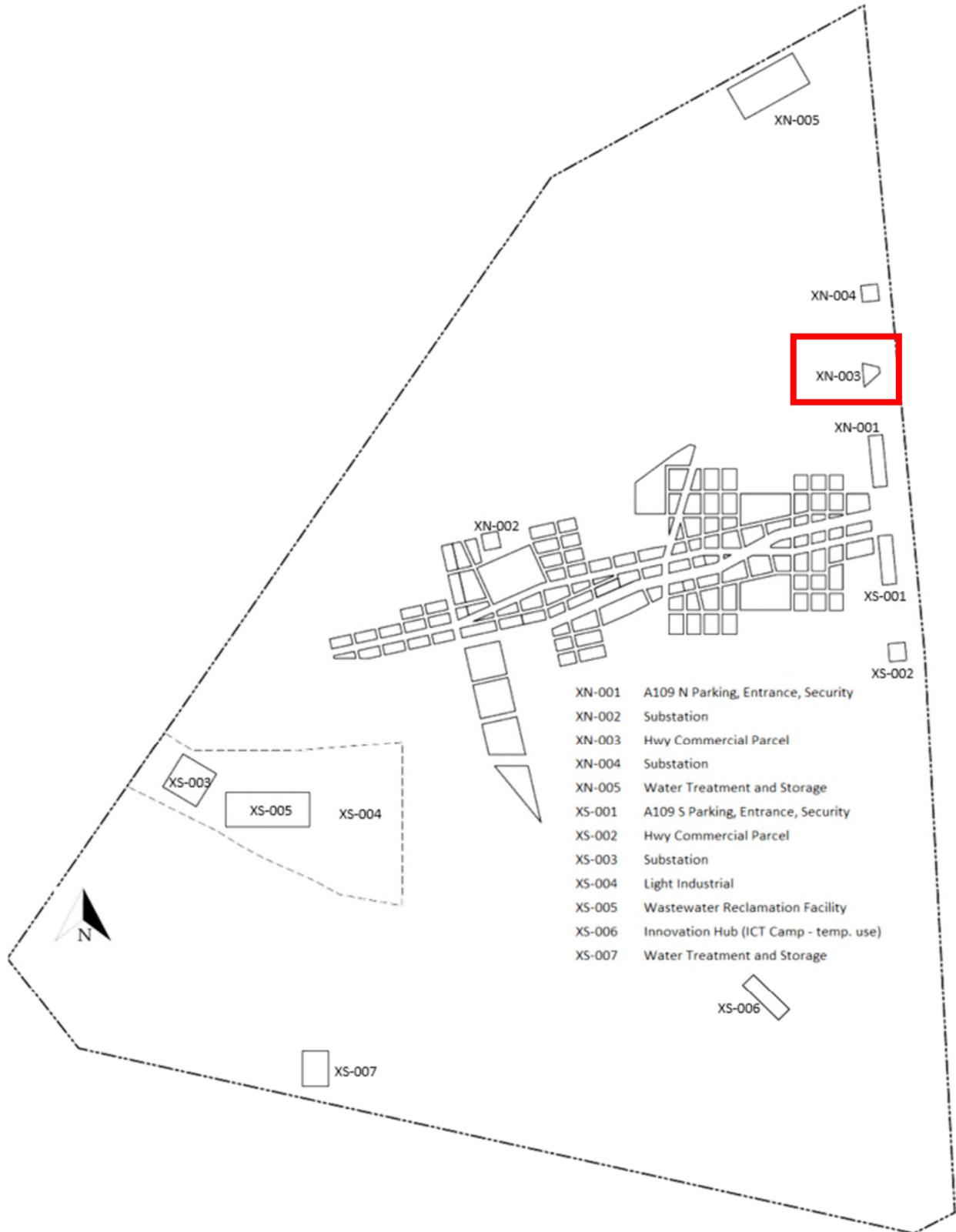
These are developments that propose significant community benefits.

3.3 Negotiation

Qualifying Investors will enter into parcel award negotiations with KoTDA (those achieving requirements detailed in Section 2.6 and Section 2.7, respectively).

Appendix A: Overall Phase 1 Map

Overall Phase 1 Map



Appendix B: Parcel Allocation Worksheet (PAW)

Konza Technopolis

Parcel Allocation Worksheet



XN-003	1.785	0.723	Hwy. Commercial
Parcel No	Acres	Hectares	Primary Use
Hwy Commercial Parcel			
Description			

N/A
Secondary Land Use
Hwy. Commercial
Preferred First Floor Use

Parcel XN-003 Land Use Characterization	Low	High
Stories	1	2
Floor Area Ratio	2.00	4.00
Floor Areas (SM)	867	1,734
CMY Community Facilities	--	--
HSP Hospital	--	--
HTL Hotel	--	--
LAB Laboratory	--	--
LTI Light Industrial	--	--
OFF Office	--	--
PKG Parking	--	--
RES Residential	--	--
RTL Retail	867	1,734
SCH Primary / Secondary Classrooms	--	--
UNC University Classrooms	--	--
UNH University Housing	--	--

Land Use Notes

1) 1st Letter of Pcl No. designates Use Zone as shown to the right. 2nd letter of parcel number designates if parcel is North (N) or South (S) of the Green Transit Corridor.

2) Floor areas, stories, and land uses are based on the parameters established in the Konza Parcel Development Guidelines. These guidelines allow for flexibility on a parcel-by-parcel basis, and as such, the metrics shown herein are intended to establish a framework for negotiating lease agreements relative to the guidelines. The details of land use for each lease holder and parcel shall be fully vetted through the Konza One Stop Shop and processes therein.

3) The PKG designation for parking is only designating areas for major parking structures meant to serve neighborhoods, but not portions of buildings (such as below grade parking) that may be needed to fulfill parking needs within individual parcels.

Parcel Use Zone
1st Letter of Parcel No. designates Use Zone
I Light Industrial
H Housing
A Agricultural Research
U University
E Education
R Residential
M Mixed Use
T Technology
P Park
C Commercial
W Welcome/Entrance
X Special Use

Minimum Lease Commitments			
Stand Premium ¹	KSh 1,560,665	Reduced to KSh 1,404,598 if investor follows thru on lease.	
Commitment Fee	KSh 156,066	10% of Stand Premium. Forfeit if investor backs out.	
Annual Ground Rent ²	KSh 124,801	KSh 71.97/SM	KSh 18,720
		15.00% Service Charge	
		1) Stand Premium based on KSh 900/SM of Floor Area (using High);	2) Not including Plan Escalations

AUTHORIZATION

KoTDA Director of Infrastructure

Signature _____ Date _____

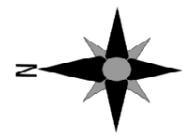
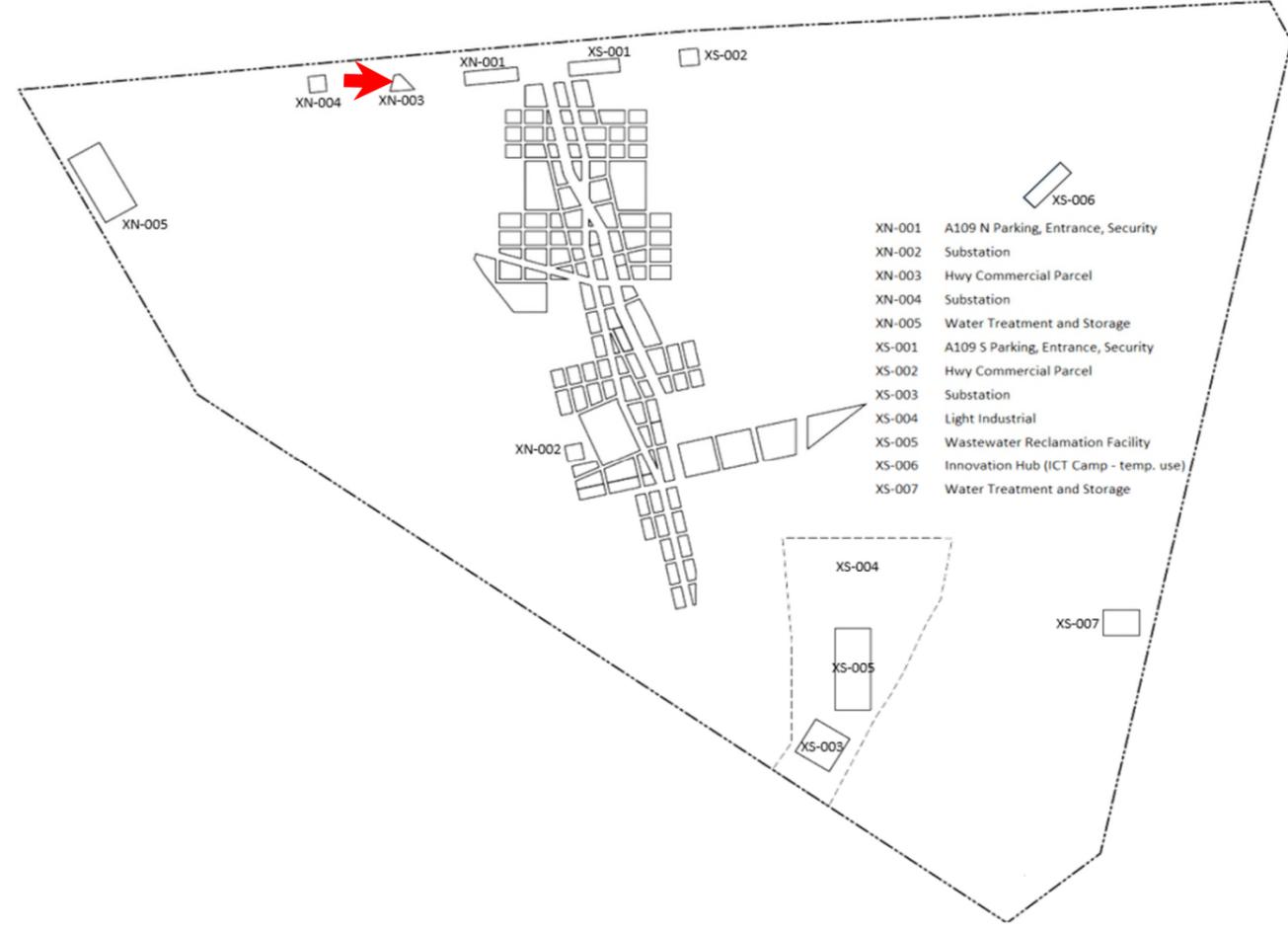
KoTDA Chief Executive Officer

Signature _____ Date _____



Design Example

XN-003
Hwy Commercial Parcel



Appendix C: Specifications for Parcel XN-003-Petrol Station Parcel

SPECIFICATIONS FOR PARCEL XN-003 PETROL STATION PARCEL

Parcel XN-003

The proposed petrol station site is located along Mombasa road, just outside of Konza Technopolis (see Figure 1). This parcel is situated within close proximity to both the main entrance for Phase 1 and the future entrance of Phase 3 (Parcel XN-003). Figure 1 and 2 shows the relative location of the parcel with respect to the site access points. The 1.785 acre site will have direct and free access on and off the highway from the Phase 1 access point as well as the future off ramp. (Figure 3 and 4). The site's configuration is such that it will be the main access to Konza. Parcel layout is included with this package.



Figure 1: Petrol Station Parcel – XN-003

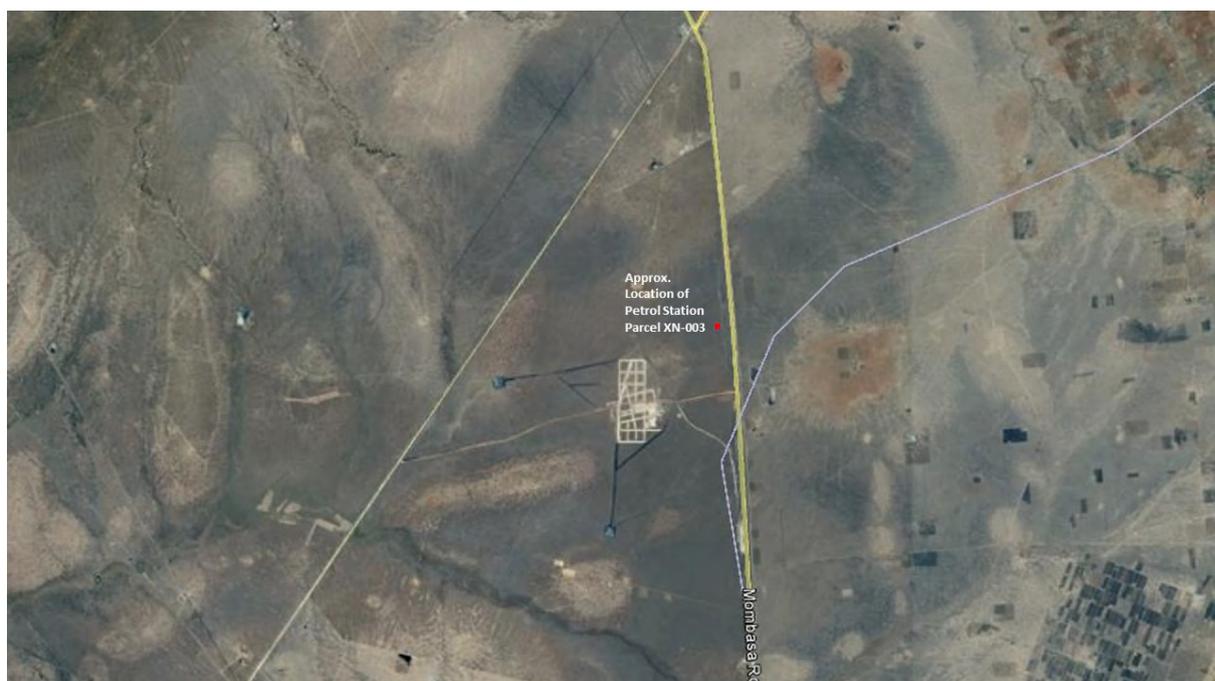


Figure 2: Petrol Station and overall site

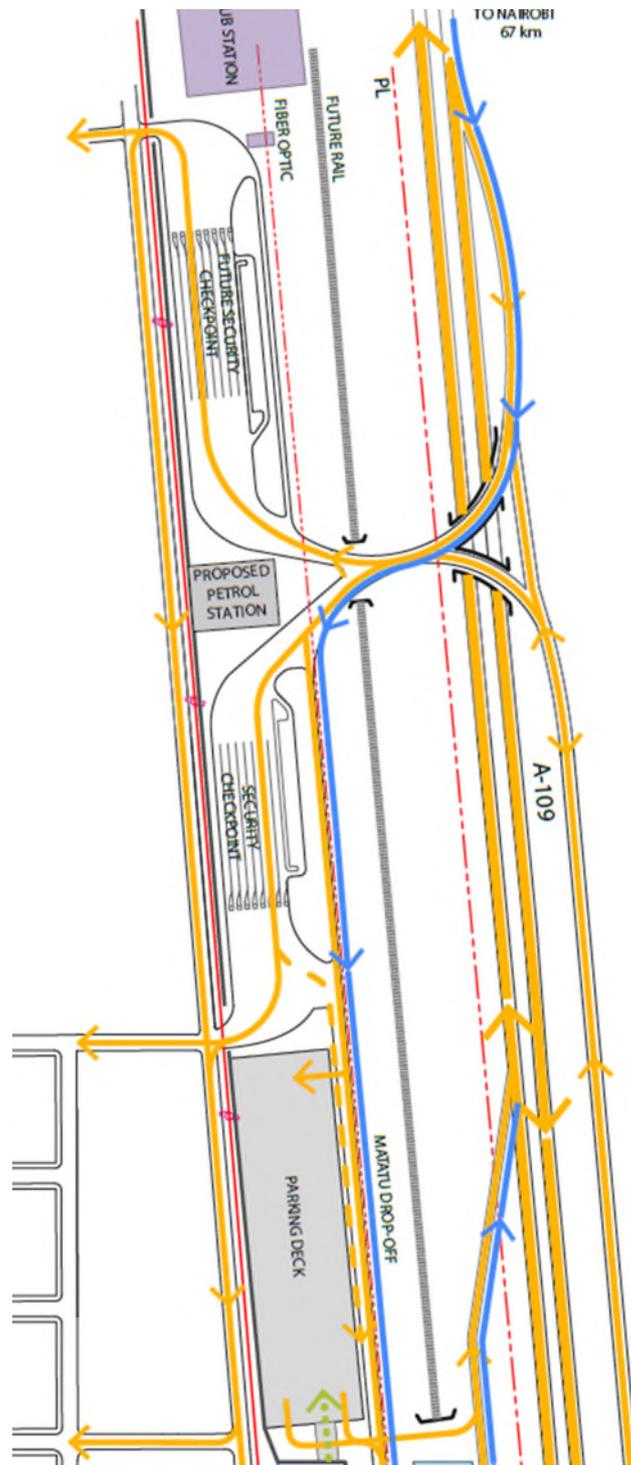


Figure 3: Future interchange (proposed)



Figure 4: Future Proposed Entrance including Petrol Station

The access point will serve the site with access from all vehicles, buses and other transportation means that are entering the city or dropping off the persons entering the city. Ultimately, through the two phases, it is expected that the peak hour traffic for this entrance will be around 6,500 vehicles per hour.

Petro Station Program

At a minimum, the following shall be provided:

- 2 Fueling islands and 8 pumping stations
- 2 Mechanics bays for servicing of vehicles
- Alternative Business – Restaurants/Coffee Shop
- Alternative Business - Convenience/Retail

Allowable uses for the site include the following:

- Car Wash
- Electric vehicle charging stations
- Vehicle fuel storage and dispensing
- Vehicle service, repair and washing
- Welding
- Emissions testing
- Tire replacement
- Short term parking
- Electric vehicle and bicycle sales and rental
- Vehicle accessories retail sales
- Gift shop
- Information Center
- Tour Center

All will require adequate parking on site.

Appendix C: Specifications for Parcel XN-003-Petrol Station Parcel

Uses not allowed:

- Junk yard storage of inoperable vehicles and discarded parts to be recycled
- Storage of trailers or recreational vehicles
- Outdoor storage of equipment, appliances, tools, construction materials or furnishings intended for indoor use.
- Parking in unpaved areas
- Motor vehicle and trailer sales or rental
- Housing or raising of animals
- Residential dwelling units

One to two story structures are anticipated.

Estimated building area ranges from 750—1500 m² for specific building areas without circulation, petrol pumps, parking or signage.

Smart technology concepts including: MPesa and other payment options shall be acceptable at all pumps, Wi-Fi, leak detection monitoring, CCTV security cameras and car wash recycling will be required along with other smart building concepts for the facility.

Development shall be in compliance with Konza Street and Mobility Guidelines.

- Landscaping of trees and shrubs shall be provided to cool and welcome visitors.
- LED 5-6000K Lighting shall be provided with night sky cutoff to prevent light pollution.
- 24/7/365 operation is expected.
- A signage plan shall be proposed for review.
- The site shall be planned for pedestrian safety.
- Pavement shall be concrete or concrete pavers.
- The facility shall procure LEED silver or GreenStar Certification.
- Solar photovoltaics shall be incorporated.
- Storm drainage management with water quality control and rainwater harvesting shall be provided.

Architecture

Because this parcel is located on a highly visible site along the highway and adjacent to vehicle entry to the City, a high visual quality must be created and maintained, as the facilities built here contribute to a strong first impression and public image of Konza upon arrival.

It shall be a world-class, sustainable, clean, welcoming facility. A design opportunity is afforded with overhangs that not only provide weather protection, but can be an expression of innovation and creativity.

Indoor repair functions, vehicles and parts storage must be screened from view.

The concepts shown below provide some idea of the architectural character expected for the parcel.

Appendix C: Specifications for Parcel XN-003-Petrol Station Parcel



Appendix C: Specifications for Parcel XN-003-Petrol Station Parcel





- END -

Appendix D: KT Enterprise - Developer Proposal Evaluation Criteria

Appendix C- Enterprise-Developer Proposal Evaluation Criteria Scoring

Part A	Point Value
A.1 General Information	0
A.2 Qualifying Activity	5
A.3 Overall Project Description	25
A.4 Site Development Schedule and Proposed Tenancy Duration	10
A.5 Organizational Structure	Mandatory
A.6 Relevant Experience	30
A.7 Financial Capacity	30
	<hr/>
	100
 Part B	
B.1 Sustainability Strategy	15
B.2 Job Creation	10
B.3 Sub-contracting Capacity	5
B.4 Social Impact	5
B.5 Technology and Innovation	10
B.6 Knowledge Transfer	5
B.7 Site Plan Schematic	50
	<hr/>
	100

Appendix E: Anti-Corruption Pledge

ANTI-CORRUPTION PLEDGE

Required to be submitted with proposal package

a) Form of Declaration Not To Engage In Prohibited Practices

I/We do hereby declare that I/we will observe the highest standards of ethics during the selection and allocation of the parcel. I/We further declare that I/we have not and will not be involved in corrupt, fraudulent, coercive and collusive practices.

Full Name of Authorized Representative: _____

Designation/Position: _____

Signature: _____

Date: _____

Stamp

b) Form of Declaration on Correctness of Information Provided

I/We do hereby certify that all the information provided is correct in all respects.

Full Name of Authorized Representative: _____

Designation/Position: _____

Signature: _____

Date: _____

Stamp

Appendix F: Schematic Site Plan

All components listed in Appendix F shall be provided.

1. In the section below, please describe any unique utility service demands anticipated at this preliminary stage.

Water:

Sewer:

Electric:

Gas:

Fiber:

2. Parking and Transport:

Land Use	Parking Spaces Required	Parking Spaces Provided	Alternative Transport Options for the number of employees (public transport, cycling, walking)
Total for Site	Calculate total	Calculate total	Calculate total

PRELIMINARY/CONCEPT SITE PLAN REVIEW MAP REQUIREMENTS

A Preliminary/Concept Site Plan is required as part of this RFP Process. The following checklist is designed to assist applicants in making sure the plan they submit for review is complete:

General

1. Standard sheet size: A3
2. Scale on each plan sheet (to be provided)
3. North arrow on each plan sheet
4. Vicinity map (scale to be provided)
5. List of sheet numbers and plan types for each

Title Block

While the format of the title block and its location on a plan sheet may vary, all plan sheets must have a title block that includes the following minimum information.

6. Project name
7. Address (or site location if no address has yet been assigned)
8. Date (and revision date)
9. Plan drawer's name, address, phone number. (e.g. architect, designer, engineer)
10. Plan type (e.g.. site plan, landscape plan, lighting plan, etc.)
11. Application type (Site Plan Review)
12. Applicant's name, address, phone number
13. Sheet number
14. Project tracking number

Site Plan Information

15. Property lines
16. Lot dimensions
17. Conceptual site layout
18. Conceptual building footprints, indicating entry locations and potential building envelopes, if different
19. Building and parking setbacks, dimensioned from property lines
20. Proposed landscaping, conceptual
21. Proposed parking for all forms of transportation, conceptual
22. All stormwater detention and water quality facilities, conceptual
23. Service and loading areas, conceptual
24. Location of all freestanding signs, conceptual
25. Lighting standards and plan, conceptual