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**PROCUREMENT OF CONTRACTOR FOR  
THE LABOUR-BASED CONSTRUCTION OF GRAVEL DISTRICT ROAD D3624:  
OMUNDAUNGILO TO OMBOLOKA (43 KM), 27 KM - WESTERN ACCESS ROADS, 28 KM-  
EASTERN ACCESS ROADS IN THE OHANGWENA REGION,  
IN THE OHANGWENA REGION**

**BID PROCUREMENT NO:**

**W/ONB/RA – 01/2026**

**W/ONB/RA – 02/2026**

**W/ONB/RA – 03/2026**

**BID CLARIFICATIONS NOTICE NO.2**

**ISSUE DATE: 17 June 2026**

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## NOTICE TO BIDDERS

Kindly take note of the following bid clarifications:

No.	Bid clarification request	Employer response
1.	How shall the Bill of Quantities be submitted?	<p>The submission of the Bill of Quantities should be in the following formats:</p> <ol style="list-style-type: none"> <li>1. Original <b>handwritten submission</b> completed in <b>black</b> ink.</li> <li>2. An electronic scanned copy of the <b>handwritten submission</b> on a USB-drive</li> </ol> <p>An electronic Excel (.xlsx) file has been attached to facilitate the Contractor's compilation of the BOQ.</p>
2.	Bidders seek clarity on scope of each contractor.	Kindly find attached locality map clearly indicating the scope of each contract.
3.	What should the financial Turnover be and across how many years?	<p>ITB 6.3 (a) is amended as follows:</p> <ul style="list-style-type: none"> <li>• The <b>Main Contractor</b> must have a minimum average annual construction turnover of <b>N\$ 20 million</b> over the last <b>ten (10) years</b>.</li> <li>• The <b>Emerging Contractor</b> must have a minimum average annual construction turnover of <b>N\$ 2.5 million</b> over the last <b>ten (10) years</b>.</li> </ul>
4.	Bidders seek clarity on the minimum number of projects needed to participate as a Main/Emerging Contractor.	<p><b>Reference: Evaluation of Bids (ITB 6.3(b))</b></p> <p>It is noted that the current requirements under ITB 6.3(b) state the following:</p> <p><b>1. Main Contractor</b></p> <p><b>Current Requirement:</b></p> <p>The number of Works is: two (2).</p> <p>Experience as “Main Contractor” in the construction of a minimum number (above) of Labour-based Works of a “similar nature” equivalent to the Works over the period of eight (8) years.</p> <p><b>Amendment: Main Contractor Experience Requirement</b></p> <p>The number of Works is: two (2).</p> <p>Experience as “Main Contractor” in the construction of</p>

		<p>a minimum number (above) of Labour-based Works of a “similar nature” equivalent to the Works over the period of ten (10) years.</p> <p><b>2. Emerging Contractor</b></p> <p><b>Current Requirement:</b></p> <p>The number of Works is: two (2) Roads Authority labour-based projects completed as earthworks or concrete SME.</p> <p><b>Amendment: Emerging Contractor Experience Requirement</b></p> <p>The requirement relating to the minimum number of completed labour-based projects for Emerging Contractors is hereby amended in full as follows:</p> <p><b>The number of Works is: Zero (0) projects.</b></p> <p>In lieu of prior project experience, eligibility as an Emerging Contractor shall be based on ownership and certification requirements as follows:</p> <ul style="list-style-type: none"> <li>• The Emerging Contractor entity must have a minimum of <b>fifty-one percent (51%) shareholding</b> held by individuals who are recognised as Emerging Contractors; and</li> <li>• Such shareholders must be in possession of a valid Emerging Contractor Certificate issued by the Roads Authority.</li> </ul> <p><b>Proof of certification shall be submitted as part of the bid.</b></p>
5.	<p><b>Number of works (Labour-based works or similar);</b></p> <p>If Contractor A have done one labour-based road and Contractor B has also done one labour-based road, how do you weigh the experience for the JV contractors if the required number of works is two (2) as required on ITB 6,3 (b)?</p>	<p>The Joint Venture (JV) has demonstrated the required experience through the combined qualifications of its members as follows:</p> <p>Contractor A successfully completed one (1) qualifying labour-based road construction project.</p> <p>Contractor B successfully completed one (1) qualifying labour-based road construction project.</p>

		<p>Collectively, the JV members have successfully completed two (2) qualifying labour-based road construction projects of a similar nature and size.</p> <p>Accordingly, the JV meets the minimum experience requirement of having successfully completed at least two (2) labour-based road construction projects in last ten (10) years.</p>
6.	<p><b>Liquidity Ratio</b></p> <p>If Contractor A has an average liquidity ratio of 0,9 and Contractor B has an average liquidity ratio of 1.2, how do you weigh the ratio if the required ratio is an average of 1,05 over the last 8 years?</p>	<p>Contractor A has an average liquidity ratio of 0.90 and Contractor B has an average liquidity ratio of 1.20. The qualification criteria permit the liquidity ratios of JV partners to be averaged; the JV achieves an average liquidity ratio of 1.05 and meets the minimum requirement.</p>
7.	<p><b>Annual turn over</b></p> <p>One of the requirements as specified on ITB 6,3 (a) is that the contractor should have an average annual turnover of 25 million in past five years. If Contractor A has an average turnover 20 million and Contractor B has an annual turnover of 30 million, did the JV qualified on this criterion?</p>	<p><b>Refer to No. 3, ITB 6.3(a) amendments</b></p> <p>"An average annual turnover of N\$20 million for the main contractor and N\$ 2.5 million for the emerging contractor over the past ten (10) years"</p> <p>and allows the financial capacities of JV partners to be combined, then:</p> <p>Contractor A: N\$20 million average annual turnover  Contractor B: N\$30 million average annual turnover  Combined JV turnover: N\$50 million average annual turnover</p> <p>In this case, the JV would satisfy the requirement because its combined average annual turnover exceeds the minimum requirement of N\$20 million.</p>
8.	<p>What specific risk or technical consideration informed for the Road Authority labour-based projects, instead of one completed projected of similar nature, value and scope?</p>	<p>Labour-based Road works require specific competencies in the management of labour-intensive operations, including:</p>

		<ul style="list-style-type: none"> <li>• Community engagement and stakeholder coordination</li> <li>• Productivity control in labour-based environments</li> <li>• Quality assurance in manually executed works</li> <li>• Training, supervision, and management of local labour</li> <li>• Compliance with Roads Authority labour-based procedures and specifications</li> </ul> <p>Historically, the requirement for multiple completed projects was intended to ensure that contractors had consistently demonstrated these competencies across more than one assignment, thereby reducing the risk associated with reliance on a once-off project experience. However, in recognition of:</p> <ul style="list-style-type: none"> <li>• The limited number of labour-based projects available in the market;</li> <li>• The developmental objectives of promoting Emerging Contractors; and</li> <li>• The need to enhance competition and inclusivity;</li> </ul> <p>the Employer has revised the requirement for Emerging Contractors to Zero (0) completed projects, subject to:</p> <ul style="list-style-type: none"> <li>• Possession of a valid Emerging Contractor Certificate issued by the Roads Authority; and</li> <li>• Compliance with all other technical, personnel, and financial requirements.</li> </ul> <p>Accordingly, the Employer will rely on alternative evaluation criteria (including personnel experience, methodology, and capacity) to ensure that contractors are capable of executing the works, while still maintaining acceptable risk levels.</p>
9.	Has the Employer considered the current capacity and development stage of emerging contractor under the Road Authority labour-based programme before setting the two-project requirement?	Yes, refer No. 4 response
10.	Has the Employer considered that the requirement may restrict competition by excluding contractors who have successfully completed one relevant labour-based project and who may otherwise meet the equipment, personnel and financial requirement of the bid?	We note the Employer's clarification that contractors with only one completed Roads Authority labour-based project may enter into a Joint Venture (JV) with another contractor to collectively satisfy the requirement of two (2) Roads Authority labour-based projects.
11.	Has the Employer considered accepting one Road Authority labour-based project, or alternatively one	<b>Reference is made to the Employer's response to Question No. 6.</b>

	completed project of similar nature, value and scope, as sufficient evidence of relevant experience?	We note the Employer's clarification that contractors with only one completed Roads Authority labour-based project may form a Joint Venture with another contractor to satisfy the requirement for two (2) Roads Authority labour-based projects.
12.	Will experience obtained from similar labour-based, earthworks or concrete works projects executed for other public entities or reputable clients be accepted as equivalent experience?	Projects executed for any other entity will be considered, provided they are labour-based roads construction projects and comparable in nature and scope to the works under consideration.
13	The Contract manager must possess at least a National Diploma in Civil Engineering or Construction management from a recognised institutions and must comply with the staff and experience requirements specified in Section VII Clause 4.2 of the bidding Document	<p>Section VII Clause 4.2 <b>(Emerging Contractor) is amended as follows:</b></p> <p>The Contracts Manager must have a minimum of ten (10) years of relevant cumulative experience in road construction. He/She must have successfully completed at least two (2) projects of similar magnitude and complexity in a similar capacity within the past ten (10) years. In addition, the candidate must have working experience on at least two (2) labour-based projects in rural areas of Namibia</p> <p>Fluency in written and spoken English is mandatory, and knowledge of a local language will be considered an added advantage</p>

- Requests for clarifications should be emailed to:

Email: [GoresebL@ra.org.na](mailto:GoresebL@ra.org.na)

Email: [itanaj@ra.org.na](mailto:itanaj@ra.org.na)

- No telephonic inquiries will be accepted.