



**SAFARICOM LIMITED
P.O. BOX 66827-00800
WESTLANDS
NAIROBI, KENYA
TEL +254 722 000000
FAX +254 722 00 4202**

**EXPRESSION OF INTEREST – CARRY OUT A PROOF OF CONCEPT ON CELL SITE BACKHAUL ON
LEO**

Document Release Date: 6th December 2023

Last Date for Receipt of Proposals: As captured in the portal.

Table of Contents

1.0 Introduction

Safaricom PLC is the leading mobile services provider in Kenya and has a steadily growing subscriber base. Safaricom is continuously expanding and upgrading its systems and processes to meet the changing needs of its customers. To meet this objective Safaricom continuously seeks to partner with competent suppliers and service providers on various requirements.

Safaricom PLC now intends to engage the services of competent and reputable firms in carrying out a Proof of Concept (PoC) on Cell Site Backhaul on LEO.

2.0 Scope

For the Selected firms, a Proof of Concept will be done for Cell Site Backhaul solution on LEO with the current Site backhaul being on GEO. This will be for 2G,3G and 4G Cell Site Backhaul. The solution should be able to meet the KPIs for the different services.

3.0 EOI Requirements

Requirements relating to this Expression of Interest are accessible via the below link. Kindly review all instructions on this document before proceeding to the requirements.

[RFI: 1315 - Negotiations - Oracle Fusion Cloud Applications \(oraclecloud.com\)](#)

Important Instructions

- a) All new and participating suppliers for this Eoi will be expected to register as new suppliers via the below link to be able to access the Eoi.
<https://egjd.fa.us6.oraclecloud.com/fscmUI/faces/PrcPosRegisterSupplier?prcBuld=300000002465003>
- b) Note that the responses to this EOI are to be submitted via the Safaricom i-sourcing portal and e-mail responses will **not** be considered.
- c) For any support on this EOI, kindly send an email to sndubi@safaricom.co.ke
- d) This is not a tender.
- e) b) Build a detailed response showcasing your firm's capacity and experience as a Low Earth Orbit player as described in this Expression of Interest (EOI) document.
- f) c) The EOI response should not include pricing/commercial proposal.

- g) d) The receipt of a response shall not bind Safaricom into any contractual agreements with the bidder.
- h) e) Any costs associated with the preparation and submission of the response to the EOI shall be borne by the vendor.
- i) f) Only the suppliers who meet our minimum requirements will be considered for further discussions.

4.0 Next Steps

- Suppliers that express interest to participate in the provision of the above-mentioned scopes and meet our requirements, shall be prequalified in their area(s) of expertise, subject to the provision of required documentation.
- Suppliers that meet the minimum evaluation and pre-qualification criteria will be considered for further discussion on the POC process.

5.0 Note

Safaricom Limited reserves, at its sole discretion, the right to select or reject either in totality or partially, any or all proposals made in the context of this EOI. Any such decisions made will be final and no correspondence will be engaged into, other than for informing the bidders of the outcome of the process.