



# **SAFARICOM PLC**

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**EXPRESSION OF INTEREST (EOI)  
FOR  
SUPPLY OF ROUTERS AND FIREWALLS FOR MSMEs.**

**Document Release Date: 10<sup>th</sup> March 2023**

**Last Date for Receipt of Proposals: 17<sup>th</sup> March 2023 by 1600hrs (EAT).**



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## 1.0 Introduction

Safaricom PLC is the leading integrated communication services provider in Kenya. The company is continuously expanding the network and upgrading existing capacities to meet the changing needs of its customers. To meet this objective Safaricom continuously seeks to partner with competent suppliers and service providers for supply of various goods and services.

To this end, Safaricom intends to engage services of a reputable supplier for the supply and delivery of a full range of routers and firewalls for MSMEs ranging from high end to medium and low end. Safaricom is therefore soliciting for Expressions of Interest (EOI) from interested qualified suppliers.

## 2.0 Background

Safaricom has recently rolled out 400G IP core network backbone. 400G is the next generation of network and cloud infrastructure. With a fourfold increase in maximum data transfer speed over 100G, 400G addresses the massive bandwidth demands being placed on network infrastructure providers. Internet bandwidth, Open systems, 5G, FTTH, artificial intelligence (AI), machine learning, IOT and cloud storage all contribute to exponential traffic growth. Consequently, preventing core IP network outage because of new change, Safaricom networking teams must be meticulous when introducing new network nodes (POP), and services. Hence, this necessitates real-time network simulation, modelling, analytics, reporting, performance and forecasting to guide new implementations. Introduction of new service or node will involve simulation prior to, integration to avoid impacting existing service. Providing exceptional customer experiences is not optional, it can mean the difference between loyalty or loss.

## 3.0 Purpose

This EOI is intended to identify reputable and qualified suppliers who will be able to deliver and integrate routers and Firewalls for MSMES.

## 4.0 Scope

The scope of the solution will constitute but not limited to:

- a) Supply and deliver routers and Firewalls for MSMES.
- b) Support and maintain the Solution and platform as may be required from time to time.
- c) Provide training on specialized units to the Operations and Planning teams.

The full details of the scope will be provided in an RFP (Request for Proposal) that will be sent out to the successful suppliers shortlisted through this EOI process.

## 5.0 EOI Requirements for the bidders

Interested suppliers are requested to submit the following documentation as part of their response to this Expression of Interest (EOI) to demonstrate their suitability for the roles including:

NO	Company Information/Documents Required
1	Overall, Company profile clearly indicating the business focus areas.



NO	Company Information/Documents Required
2	<b>Valid Tax Compliance certificate and Certificate of incorporation</b>
3	<b>Address of the physical premises and contact details.</b>
4	<b>Audited Financial accounts for the past 3 years.</b>
5	Relevant documentation from OEMs and Manufacturer Authorization Forms (MAF) for local partners.
6	Share details of the local partner responsible for local support and Support Levels available.
7	<b>Overall firms' experience</b> <ol style="list-style-type: none"> <li>I. List of countries/customers and volumes supplied in the last 3 years</li> <li>II. What is the service provider Telecom experience for the firm? Demonstrate firm's capacity and experience in supplies and delivery of routers and Firewalls.</li> </ol>
8	Share at least 1 (one) industry certification or customer recognition for your product in the last one or two years.  Outline any industry best practices and trends that your organization may consider relevant for Safaricom's consideration. E.g ISO

For item 7, attach a document with the details in the format below:

Order Description	Year of Delivery	Country	Client	Capacities deployed	Project Value (USD or KES)

NB: Attachments to be in separate zipped folders.

## IMPORTANT INSTRUCTIONS:

1. All responses should be provided in standard file formats i.e., XLSs, DOC(X) and PDF, and in English.
2. For bulky files, please share via Microsoft OneDrive. Ensure you share your response in Excel format (with text explanation only).
3. Have all the attachments supporting your submission in a separate zipped file or files. If your submission is above 20MB, share the files through Microsoft OneDrive (it's free up to 5GB). The emails to be allowed access are: [Tmakandi@safaricom.co.ke](mailto:Tmakandi@safaricom.co.ke). And [PGathura@safaricom.co.ke](mailto:PGathura@safaricom.co.ke)

**NB: All submissions sent via Google Drive and WeTransfer will not be reviewed.**

4. The attachments should be submitted in folders properly labelled as per the index listed above. Organize your submission to have folders 1 to 8 as listed above.



## 6.0 Instructions to Respondents

- This is not a Tender.
- The EOI response must **not** include any pricing/commercial proposal.
- The receipt of a response shall not bind Safaricom into any contractual agreements with the bidder. Such arrangements shall only come into place once a tender process has been undertaken and an award issued to successful bidder(s) as evaluated technically and commercially.
- Any costs associated with the preparation and submission of the response to the EOI shall be borne by the vendor.
- State if you intend to submit this bid as a joint venture/consortium or any other joint format.
- Safaricom and its authorized representatives are hereby authorized to conduct any inquiries or investigations to verify the documents and information submitted in connection with this application.
- Only the suppliers who meet our minimum requirements will be considered for further discussions.

## 7.0 Next Steps

Organizations that express interest to participate in the provision of the above-mentioned service, and meet our requirements, shall be prequalified for the provision of this service in their area(s) of expertise, and invited to the tender subject to them providing required documentation and demonstrated ability to deliver the requirement.

Only those institutions that meet the minimum evaluation and pre-qualification criteria will be considered for further discussion on the tender process. The formal next process will be as below:

- Review of submitted Expressions of Interest (EOI)
- Prequalification of the shortlisted suppliers who are not currently in our supplier database.
- Issuing of tender to prequalified suppliers

## 8.0 Submission of Enquiries and Responses

Interested suppliers should submit their responses and all enquiries to this EOI in soft copy addressed to, [Tmakandi@safaricom.co.ke](mailto:Tmakandi@safaricom.co.ke) and copied to [PGathura@Safaricom.co.ke](mailto:PGathura@Safaricom.co.ke) no later than **17<sup>th</sup> March 2023 by 1600hrs ( EAT)**.

## 9.0 Note to Suppliers

Safaricom PLC 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.