



**SAFARICOM PLC  
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**EXPRESSION OF INTEREST – IP Network Planning, Design, Modelling, analytics, and performance platform.**

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## 1.0 Introduction

Safaricom PLC is the leading mobile services and technology provider in Kenya and has a steadily growing subscriber base. Safaricom is continuously expanding and upgrading its network, 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 to provide IP Network planning, design, modelling, analytics, assessment, optimization, performance and reporting platform.

## 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 as a result 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 isn't optional, it can mean the difference between loyalty or loss.

## 3.0 Scope

The selected partners will offer IP Network Planning, Design, Modelling, and reporting, performance platform.

## 4.0 EOI Requirements for the bidders

Interested firms must provide information to demonstrate their suitability for the roles including:

Category	Requirement	Criteria
Company Information	Please share	<ol style="list-style-type: none"><li>I. Overall Company profile clearly indicating business focus areas</li><li>II. Tax Compliance Certificate</li><li>III. Address of the physical premises and contact details</li><li>IV. Audited financial accounts for the past 2 years.</li></ol>
Accreditations	Accreditations	OEM to confirm or if working through a partner to share Accreditation
Overall firms' experience	The partner shall share the firms experience	<ol style="list-style-type: none"><li>I. Demonstrate firm's capacity and experience in offering Service Provider large network installation and operations.</li><li>II. What is the Service provider Telecom experience for the firm?</li><li>III. Share examples of at least three (3) IP network planning, design, modelling,</li></ol>

Category	Requirement	Criteria
		analytics platform deployment in the last one year in the format on Table 1.

**5.0 Instructions to Respondents**

- The EOI response must not include any pricing/commercial proposal.
- All responses should be provided in standard file formats i.e. XLSs, DOC(X) and PDF. For bulky files please share via Microsoft OneDrive.
- 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
- Organization and staff experience information to be submitted in the format provided in appendix 1 (Information on staff and organization experience)

**6.0 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 tender process.

**7.0 Responses**

All responses should be provided in electronic format only i.e. emailed to [Snubi@safaricom.co.ke](mailto:Snubi@safaricom.co.ke) and [PGathura@safaricom.co.ke](mailto:PGathura@safaricom.co.ke).

**8.0 Note**

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.

**Appendix 1: Information on organization experience**

**Table 1: List of Firms Relevant Project Experience**

Project Description	Year of Project Delivery	Client	Project Value (KES)