



SAFARICOM PLC
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NAIROBI, KENYA

EXPRESSION OF INTEREST

PROVISION OF DATA CENTRE & MAIN SWITCH ROOMS CABLE INSTALLATION AND UPGRADE SERVICES

Document Release Date : Friday, 17th March 2023

Last Date for Receipt of EOI : 10AM (Kenyan Time), Friday, 24th March 2023

Provision of Data Centre & Main Switch Rooms Cable Installation and Upgrade Services

1.1. Introduction

Safaricom is the leading integrated communication services provider in Kenya and has a steadily growing subscriber base of mobile and enterprise clients. The company 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 for the supply of various goods and services.

To this end, Safaricom intends to engage services of a reputable company to provide Data Centre & Main Switch Rooms (MSRs) cable installation and upgrade services. Safaricom is therefore soliciting for Expressions of Interest (EOIs) from interested qualified companies.

1.2. Background and EOI Requirements

Safaricom has various Main Switching Rooms (MSRs), Media Gateways (MGWs) and a Data Centre spread all over Kenya. These sites' cable infrastructure requires to be continuously upgraded as new services are provisioned and/or as changes are made to enhance service provision. The process is expected to continuously optimise space, improve reliability and cable manageability in these sites as services are expanded or decommissioned.

Safaricom is seeking to engage a company that has capabilities to supply, install and commission this cable infrastructure and one that has capabilities in services migration on a fixed term contract.

SCOPE:

1. Supply, installation, and commissioning of Data Center cabling infrastructure,
2. Migration of existing services to the newly installed infrastructure,
3. Recovery of replaced infrastructure.

This EOI's aim is to identify suitable suppliers that can demonstrate sufficient capability to provide these services in a way that meets Safaricom's requirements. After capable suppliers have been identified in this EOI, a Request for Proposals will be issued, and a supplier competitively identified.

Safaricom is therefore soliciting for Expressions of Interest from interested companies clearly showing the following:

- Years of experience as a provider of similar services.
- The supplier's principal place of business.
- Three years audited accounts.

- Certification required to offer these services. These should include necessary statutory, company and staff certifications.
- List of projects and clients where the services have been offered in the last 5 years with reference contact details in the provided format below.
- Any other information to support your experience in this scope.

1.3. Submission of Responses

Interested suppliers should submit their responses to this EOI in soft copy addressed to HOngira@safaricom.co.ke and copied to PGathura@safaricom.co.ke **no later than 10AM EAT on Friday 24th March 2023.**

Prospective suppliers should attach an excel document with specific responses to each of the requirements above in the format below:

	Requirement	Detailed Response
1	Years of experience as a provider of similar services.	
2	The supplier's principal place of business	
3	Three years audited accounts	
4	Statutory, company and staff certifications	
5	List of projects and clients where the services have been offered in the last 5 years with reference contact details in the provided format below.	
6	Any additional information that Safaricom should be aware of	

For item 5, attach a separate document with the details in the format below:

Country	Period	Client/ Company	Brief description of deliverables/project scope	Supporting Documents e.g., LPO(s), contract(s)	Additional comments

NB: Attachments to be in separate zipped folders.

IMPORTANT INSTRUCTIONS ON DOCUMENTS SUBMISSION:

1. Ensure that you share your response in excel format (with text explanation only).
2. Have all the attachments supporting your submission in a separate zipped file/s. If your submission is above 20MB, share the files through Microsoft. The emails to be allowed access are: HOngira@safaricom.co.ke and PGathura@safaricom.co.ke.

The attachments should be submitted in folders properly labelled as per the index listed above. You will have folders 1 to 6 as listed above. Ensure you properly label the attachments and have them referred to in the excel containing the response. **DO NOT APPEND ATTACHMENTS IN THE EXCEL.**

The submission format will be an email with the excel attached and a Microsoft OneDrive link with the supporting attachments.

NB: Response attachments to be shared via Microsoft OneDrive and **NOT** GoogleDrive or WeTransfer or Dropbox. Submissions sent via GoogleDrive or WeTransfer or Dropbox will **automatically be disqualified**.

1.4. NEXT STEPS

- Review of submitted Expressions of Interest.
- Prequalification of shortlisted suppliers.
- Issuing of tender to prequalified suppliers.
- Award to successful bidders.

NOTE:

- Only the suppliers who meet our minimum requirements will be considered for further discussions.
- **No prices should be provided with this EOI.**
- Safaricom 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 the purpose of informing the bidders of the outcome of the process.