



**SAFARICOM PLC**  
**P.O. BOX 66827-00800 WESTLANDS**  
**NAIROBI, KENYA.**

**EXPRESSION OF INTEREST (EOI)**  
**SUPPLY OF UNLICENSED MICROWAVE (P2P & PTMP)**

**Document Release Date: 8<sup>th</sup> February 2023**

**Last Date for Receipt of Proposals: Noon (EAT), 15<sup>th</sup> February 2023**

**Supply of Un-Licensed Microwave (P2P & PTMP)**



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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 Unlicensed Point to Point(P2P) and Point to Multipoint(P2MP) Microwave radios. Safaricom is therefore soliciting for Expressions of Interest (EOI) from interested qualified suppliers.

## 2.0 Background and EOI Requirements

Safaricom shall engage reputable and qualified suppliers who will be able to deliver and integrate Unlicensed Point to Point(P2P) and Point to Multipoint(P2MP) Microwave solutions to target Enterprises and Residential mass market. The scope of the solution will constitute but not limited to:

- a) Supply and delivery of Unlicensed Point to Point(P2P) and Point to Multipoint(P2MP) Microwave radios, Customer Premise Equipment and Accessories.
- b) Support and maintenance of 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.

## 3.0 EOI Requirements for the bidders

Interested suppliers are requested to submit the following documentation as a response to this Expression of Interest (EOI):

Company Information/Documents Required	
1	Overall, Company profile clearly indicating the business focus areas.
2	Valid Tax Compliance certificate.
3	Audited Financial accounts for the past 3 years.
4	Relevant licenses and Accreditation, certificate/s from OEMs in cases where is a partner working with an OEM, including Manufacturer Authorization Forms (MAF).
5	Share details of the partner responsible for local support if available
6	<b>Overall firms' experience</b> I. Share the firm's experience



Company Information/Documents Required	
	II. What is the company's telecom experience? Demonstrate firm's capacity and experience in delivering Unlicensed Point to Point(P2P) and Point to Multipoint(P2MP) Microwave radios. III. List of past projects (not more than 5 years) and ongoing projects of similar scope delivered to a telecommunication company or any other works of similar nature to corporate clients. Verifiable References from beneficiaries of similar scope or currently in operation/contract and specific details including capacities of the deployed solutions may be provided. Use the table format below in the response.
7	Share at least 1(one) industry certification or customer recognition in the last one or two years.
8	Outline any industry best practices and trends that your organization may consider relevant for Safaricom's consideration e.g., Agile, ITIL, etc.

For item 6 (III), attach a separate excel document with the details in the format below:

Project Description	Year of Project Delivery	Country	Client	Capacities deployed	Detailed Project Description	Project Value (USD)

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.

#### 4.0 Important Notes

- 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.

#### 5.0 Next Steps

- 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

#### 6.0 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 **Noon (EAT) on 15<sup>th</sup> February 2023**.

#### 7.0 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.