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### EXPRESSION OF INTEREST

**Supply of Rectifiers, Inverters and UPS for use in Telecom Sites and Data centers**

**Document Release Date: Friday, 16<sup>th</sup> February 2024**

**Last Date for Receipt of EOI: As Captured in the Portal**

#### **Confidentiality**

The contents of this EOI are confidential, and recipients must observe this requirement in their use and distribution of this document and any copies they may make of it for internal distribution. This confidentiality requirement must accompany any such copies or extracts.

## 1.1. Introduction

Safaricom is the leading integrated communication services provider in Kenya and has a steadily growing subscriber base and enterprise clients.

The vast network of existing and new base stations as well as Data centers and edge facilities means Safaricom PLC. requires secure, reliable, and fit for purpose power systems driven by sound engineering technology and support to deliver for its customers.

Safaricom PLC strives to continually review and update network power solutions using operational insights as well as industry technology trends. The Key objective being Network power resiliency, cost management through energy efficient and smart power systems to support the sustainability agenda.

To meet this objective Safaricom seeks to partner with qualified and competent Vendors offering the above power systems and services to ensure Safaricom PLC meets and surpasses its strategic corporate objectives.

## 1.2. Background and EOI Requirements

Power systems are categorized into two key areas depending on the use. The Access network which is predominantly the radio network and the Data center and Edge facilities. Both segments require rectifiers and inverters of different capacities and application.

The expectation is that the power systems shall be layered with a robust smart monitoring system with flexibility to integrate with third-party platforms. The systems should be flexible, and modular direct current (DC) & alternating current (AC) power systems designed to deliver exceptional performance both in Access and mission critical data center facilities.

## 1.3. Scope

This document captures this EOI's scope which constitutes the following items:

1. Rectifiers and Inverters
  - i. Small and Medium capacity indoor/Outdoor DC rectifier systems
  - ii. High capacity indoor/Outdoor DC rectifier systems
2. Uninterruptible Power System

### **Important Instructions on Enquiries and submission of Responses:**

- 1) **The responses to this EOI are to be submitted via the Safaricom i-sourcing portal and e-mail responses WILL NOT BE CONSIDERED.**
- 2) Suppliers not registered with Safaricom who would like to participate in this EOI are expected to register as new suppliers via the link below in order to access the EOI.  
<https://egjd.fa.us6.oraclecloud.com/fscmUI/faces/PrcPosRegisterSupplier?prcBuld=300000002465003>
- 3) All registered suppliers who would like to participate in this EOI can access the EOI through the link below.  
[https://egjd.fa.us6.oraclecloud.com/supplierPortal/faces/FndOverview?fn\\_dGlobalItemNodeld=itemNode\\_supplier\\_portal\\_supplier\\_portal](https://egjd.fa.us6.oraclecloud.com/supplierPortal/faces/FndOverview?fn_dGlobalItemNodeld=itemNode_supplier_portal_supplier_portal)
- 4) For any support or inquiries relating to this EOI, including challenges in accessing the EOI details and submitting the EOI, kindly send an email to [bodindi@Safaricom.co.ke](mailto:bodindi@Safaricom.co.ke).
- 5) Once logged in, all interested suppliers can access the EOI by following the steps below:  
**Supplier Portal>>Negotiations>>View Negotiations>>\*Invitation Received (pick NO)>> Search.**
- 6) The EOI response should not include pricing/commercial proposal.

All responses should be provided in standard file formats, such as XLS, DOC(X), and PDF.

Any link submitted alongside the documentation should lead to an MS OneDrive folder, not Google Drive or WeTransfer. Submissions with links to platforms other than MS OneDrive will not be accessible on our end and will NOT BE CONSIDERED.

**Any costs associated with the preparation and submission of the response to the EOI shall be borne by the vendor.**

### **Evaluation Process**

- Once Safaricom PLC receives responses to this EOI by the indicated closure date, the evaluator will assess all received responses, including supporting documents and documentary evidence.
- Please note that failure to submit the required supporting documents or documentary evidence may result in rejection of the EOI response.
- The Evaluation Committee may seek additional documents as deemed necessary at its discretion as part of the evaluation exercise.

- EOI respondents who meet the minimum requirements may be called for a detailed presentation to further evaluate their technical capabilities, product quality, quality analysis procedures, etc., as part of the EOI evaluation.
- Only those EOI respondents that meet the minimum requirements indicated in the EOI requirements section will be shortlisted following the successful evaluation of their offering/solution proposal.

### **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 in the EOI and pre-qualification criteria will be considered for further discussion on the tender process.

### **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.
- 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.