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**EXPRESSION OF INTEREST (EOI)**  
**FOR**  
**SUPPLY OF 4G CPEs**

**Document Release Date:** *9<sup>th</sup> February 2024*

**Last Date for Receipt of Proposals:** *23<sup>rd</sup> February 2024, by 1700hrs (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 4G to target both Enterprise and mass market. Safaricom is therefore soliciting for Expressions of Interest (EOI) from interested qualified suppliers.

## 2.0 Purpose

This EOI is intended to identify reputable and qualified suppliers who will be able to deliver and integrate 4G CPEs solution to target both Enterprise & mass market.

## 3.0 Scope

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

- a) Supply and deliver 4G CPEs.
- 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.

## 4.0 EOI Requirements for the bidders

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

| Category                      | Requirement   | Criteria   |
|-------------------------------|---|--|
| <b>A. Company Information</b> | Please share  | <ol style="list-style-type: none"><li>i. Overall, Company profile clearly indicating the business focus areas.</li><li>ii. Certificate of Incorporation.</li><li>iii. Valid Tax Compliance certificate.</li><li>iv. Address of the physical premises and contact details.</li><li>v. Audited Financial accounts for the past 3 years.</li><li>vi. Share name, contact details and position of the person primarily responsible for this EOI.</li></ol> |
| <b>B. Accreditations</b>      | The Partner shall share accreditations                  | Accreditation certificate with OEMs in cases where the local partners are working with OEMs, including Manufacturer Authorization Forms (MAF).   |
| <b>C. Local Support</b>       | The partner shall share information about local support | <ol style="list-style-type: none"><li>i. Share details of the local partner responsible for local support.</li><li>ii. Support Levels available.</li></ol>   |

| Category                            | Requirement  | Criteria   |
|-------------------------------------|--|--|
| <b>D. Overall firms' experience</b> | The partner shall share the firms and key staff experience | <ol style="list-style-type: none"> <li>I. What is the Service provider Telecom experience for the firm? Demonstrate firm's capacity and experience in delivering 4G CPEs.</li> <li>II. Share examples of at least three (3) 4G CPEs or similar solution deployments in the last five (5) years in the format on Table 1, below.</li> <li>III. Scope of work currently being provided to Safaricom, if any. Also, indicate if you have a working relationship with Vodafone Group.</li> </ol> |
| <b>E. Technical Requirements</b>    |  | <p>Share the Device Type Approval with relevant regulatory bodies Kenya (CA) and KEBs</p> <p>Shared detailed data sheets for the 4G CPEs.</p>  |
| <b>F. Best practice culture</b>     | ISO and other certifications in possession                 | <ol style="list-style-type: none"> <li>1. Indicate any industry best practices adopted by your organization for the provision of the Optimizer solution.</li> <li>2. Share at least 1 (one) industry certification or customer recognition in the last one or two years as an added advantage.</li> <li>3. Outline any industry best practices and trends that your organization may consider relevant for Safaricom's consideration.</li> </ol>   |

**5.0 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.

## 6.0 Submission of Responses

The responses to this EOI are to be submitted via the Safaricom i-sourcing portal and **email** responses **WILL NOT BE CONSIDERED**

If you are a registered vendor, please use below link to submit your responses.

### iSupplier Cloud

[https://egjd.fa.us6.oraclecloud.com/supplierPortal/faces/FndOverview?fndGloballItemNodeId=itemNode\\_supplier\\_portal\\_supplier\\_portal](https://egjd.fa.us6.oraclecloud.com/supplierPortal/faces/FndOverview?fndGloballItemNodeId=itemNode_supplier_portal_supplier_portal)

If you are new, please use the link below to register and submit your responses.

### Registration Link

<https://egjd.fa.us6.oraclecloud.com/fscmUI/faces/PrcPosRegisterSupplier?prcBuild=300000002465003>

## 7.0 Evaluation Process and Follow-On Steps

Once Safaricom PLC receives responses to this EOI on the closure date indicated, an Evaluation Committee will be constituted to evaluate the responses provided by the EOI respondents.

- The Evaluation Committee constituted shall evaluate all the responses to the EOI including all supporting documents, links & documentary evidence. Please NOTE that failure to submit requisite supporting documents or documentary evidence, may lead to rejection of the EOI response.
- The Evaluation Committee may seek additional documents as it deems necessary, at its discretion as part of the evaluation exercise that will be undertaken.
- Only those EOI respondents that meet the minimum requirements indicated in the EOI requirements section will be shortlisted following successful evaluation of their offering/solution proposal
- Only shortlisted partners shall be invited for Request for Proposal evaluation.

Below is a summary of activities from when the EOI will be sent out to closure/contracting;

| No. | Activity              |
|-----|-----------------------|
| 1.  | EOI sent out          |
| 2.  | EOI responses receipt |

|    |  |
|----|--|
| 3. | EOI responses review and evaluation                              |
| 4  | Clarifications and further discussions with partners if required |
| 5. | EOI Presentations and Demo if deemed necessary                   |
| 6. | Tender Process   |
| 7. | Evaluation, Award and Contracting                                |

## 8.0 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.

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.

**APPENDICES**

**Appendix 1: Further Information required.**

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

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.

| <b>Project Description</b> | <b>Year of Project Delivery</b> | <b>Country</b> | <b>Client</b> | <b>Capacities deployed</b> | <b>Project Value (USD)</b> |
|----------------------------|---------------------------------|----------------|---------------|----------------------------|----------------------------|
|                            |                                 |                |               |                            |                            |
|                            |                                 |                |               |                            |                            |
|                            |                                 |                |               |                            |                            |
|                            |                                 |                |               |                            |                            |

**Table 2: Technical Requirements**

Prospective suppliers should attach a technical proposal detailing the specific responses to each of the technical requirements in the format below:

| <b>Core Functionality (a – h)</b> | <b>Functional Description</b> | <b>Supporting Document(s) i.e., show proof of compliance.</b> | <b>Remarks/Comments i.e., Availability, Roadmap etc.</b> |
|-----------------------------------|-------------------------------|---|--|
|                                   |                               |   |  |
|                                   |                               |   |  |
|                                   |                               |   |  |
|                                   |                               |   |  |