

SAFARICOM PLC

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**EXPRESSION OF INTEREST – SUPPLY, INSTALLATION,
MAINTAINANCE AND SUPPORT OF VERY SMALL
APERTURE TERMINAL (VSAT) EQUIPMENT**

Document Release Date: 23rd April,2024

Last Date for Receipt of Proposals: 15th May,2024.

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1.0 Introduction

Safaricom is the leading integrated communication services provider in Kenya and has a steadily growing base of enterprise clients. The company is continuously expanding and intends to be the leading Technology solutions provider in Kenya through the creation of vertical-led solutions. In providing these solutions, Safaricom uniquely targets three key enterprise segments i.e. Large Enterprises, Public Sector Enterprises and Small and Medium Enterprises.

To this end, Safaricom Plc intends to engage services of reputable supplier(s) for the Supply, Maintenance and Support of various VSAT Equipment, suitably differentiated to meet the unique requirements of the GSM Backhaul (2G,3G,4G & 5G) with ability to have SCPC and Large ISPs and Enterprise Customers across the region. Safaricom is therefore soliciting for Expressions of Interest (EOI) from interested qualified providers.

2.0 Background

The selected supplier will partner with Safaricom PLC to deliver VSAT solutions and services especially in areas where other technologies such as fiber and microwave are not ubiquitous. VSAT equipment for GSM Backhaul are predominantly installed in Mt. Kenya and Rift Valley regions of Kenya and remains critical to accessing the network.

3.0 Scope

The scope for this Expression of Interest includes the below:

- i. Supply of VSAT Hub and Associated equipment and Software.
- ii. Supply and Support of RFT (Radio Frequency Transceiver) Equipment including HPA (High Power Amplifiers).
- iii. Supply and Support of Remote VSAT Hardware and Software.
- iv. Installation services
- v. Support Services for Hub and Remote.
- vi. Incident handling services.
- vii. Maintenance services.

This EOI intends to identify suppliers with demonstrated capability to provide the above scopes in the best possible way and tailored to meet the unique requirements of the identified segments. The identified suppliers will be invited for a competitive tendering process, where they will be evaluated technically and commercially and considered for contract award.

4.0 EOI Requirements for the bidders

Requirements relating to this Expression of Interest are accessible via the below link. Kindly review all instructions on this document before proceeding to the requirements.

[View Negotiation: 1553](#)

Important Instructions

All new and participating suppliers for this Eoi will be expected to register as new suppliers via the below link to be able to access the Eoi.

<https://egjd.fa.us6.oraclecloud.com/fscmUI/faces/PrcPosRegisterSupplier?prcBuld=30000002465003>

Note that the responses to this Eol are to be submitted via the Safaricom i-sourcing portal and e-mail responses will not be considered.

For any support on this Eol, kindly send an email to BOdhiambo1@Safaricom.co.ke and copy PGathura@Safaricom.co.ke.

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.
- Safaricom may consider a proof-of-concept period for the prequalified suppliers to demonstrate capacity.

6.0 Next Steps

Organizations that express interest to participate in the provision of Smart Water Meters and meet our requirements shall be prequalified and invited for the tender subject to them providing required documentation and demonstrated ability to deliver the requirement.

Only those institutions that meet the minimum evaluation and pre-qualification criteria will be considered for further discussion on the tender process. The formal next process will be as below:

- i. Review of submitted Expressions of Interest (EOI).
- ii. Prequalification of shortlisted suppliers who are not currently in our supplier database.
- iii. Issuing of Tender to selected prequalified suppliers.

7.0 Submission of Enquiries and Responses

All submissions for this Expression of Interest will be done via the Safaricom i-sourcing portal. All attachments should be in standard formats (word, excel, PDF) and access to One Drive folders supporting your submission should be granted to BOdhiambo1@Safaricom.co.ke and PGathura@Safaricom.co.ke. All attachments should be clearly labelled to match the requirement being responded to and should be attached in the attached in the attachment section corresponding to the requirements being sought in the portal. Submissions in Google Drive format will not be considered. All communication should be done via the messaging tool in the portal. E-mail submissions will not be considered.

8.0 Notes

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 template

Table 1: List of Firms Relevant Project Experience

Project Description	Year of Project Delivery	Country	Client	Segment	Project description include number and models of VSAT Equipment Supplied and other relevant information.