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**EXPRESSION OF INTEREST – TOWER BUILD O LEASE AS A SERVICE**

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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 tower leasing as a service. Safaricom is therefore soliciting for Expressions of Interest (EOI) from interested and qualified suppliers.

## 2.0. Purpose

This EOI is intended to identify reputable and qualified providers who can partner with Safaricom towards growing its Network in the most aggressive and efficient way.

## 3.0. Scope

The intended scope of works is:

- i. Acquisition of BTS Sites as per Safaricom requirement.
- ii. Procurement of Towers and Power Equipment
- iii. Shipment and Logistics of site passive equipment
- iv. Passive Equipment Warehousing
- v. Rollout and Deployment of passive infrastructure
- vi. Site Passive Maintenance.
- vii. Site Access Management

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

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 RFI 1530](#)

Important Instructions

- a) 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/supplierPortal/faces/FndOverview?fndGlobalItemNodeid=itemNode\\_supplier\\_portal\\_supplier\\_portal](https://egjd.fa.us6.oraclecloud.com/supplierPortal/faces/FndOverview?fndGlobalItemNodeid=itemNode_supplier_portal_supplier_portal)
- b) Note that the responses to this Eoi are to be submitted via the Safaricom i-sourcing portal and e-mail responses will not be considered.
- c) For any support on this Eoi, kindly send an email to [HOnkira@Safaricom.co.ke](mailto:HOnkira@Safaricom.co.ke) copying [BOdhiambo1@Safaricom.co.ke](mailto:BOdhiambo1@Safaricom.co.ke).

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

#### **6.0. 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.