



SAFARICOM PLC
P.O. BOX 66827-00800 WESTLANDS
NAIROBI, KENYA.
TEL: +254 722 003272.

EXPRESSION OF INTEREST (EOI)
for
Supply of Solar Power solution for Access sites

Document Release Date: *5th September 2022*

Last Date for Receipt of Proposals: *12th September 2022, at 1600hrs (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 Solar Power solution for its Access sites. 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 on the scope (but is not limited to) below:

- a) Supply and deliver into the country Solar power solutions of various capacities.
- b) Support the newly installed units and existing units as may be required from time to time.
- c) Provide training on specialized units to the Operations teams.
- d) Provide ready stock of consumables/spare parts.

3.0 Scope

The Solar power solution kits will constitute but not limited to the Solar PV panels, PV mounting structures, Chargers and inverters, Controllers, switches and breakers, cables and accessories, surge and fault protection, remote monitoring/management system.

The full details of the scope of the Solar power 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
A. Company Information	Please share	<ul style="list-style-type: none">I. Overall Company profile clearly indicating the business focus areas.II. Certificate of Incorporation.III. Valid Tax Compliance certificate.IV. Address of the physical premises and contact details.V. Audited Financial accounts for the past 2 years.VI. Share name, contact details and position of the person primarily responsible for this EOI.
B. Accreditations	The Partner shall share accreditations	Accreditation certificate with OEMs in cases where the local partners are working with OEMs.

Category	Requirement	Criteria
C. Local Support	The partner shall share information about local support	<ol style="list-style-type: none"> Share details of the local partner responsible for local support. Support Levels available.
D. Overall firms' experience	The partner shall share the firms and key staff experience	<ol style="list-style-type: none"> Demonstrate firm's capacity and experience in offering Service Provider large network solar power deliveries, installation and operations. What is the Service provider Telecom experience for the firm? Share examples of at least five (5) Solar power solution deployments in the last one to three years in the format on Table 2, below. Share experience and valid practicing licenses of at least 3 key technical members/staff in the format shared in Table 1, below. Scope of work currently being provided to Safaricom, if any. Also, indicate if you have a working relationship with Vodafone Group.
E. Best practice culture	ISO and other certifications in possession	<ol style="list-style-type: none"> Indicate any 3 industry certifications and best practices adopted culture. Statutory Authority approval documents that are required for the provision of this service e.g. NCA, CA, EPRA certificates etc. Share 1 (one) award or customer recognition in the last FY as an added advantage. Outline any industry best practices and trends that your organization may consider relevant for Safaricom's considerations.

5.0 Instructions to Respondents

- 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

- All responses should be provided in standard file formats i.e. XLSs, DOC(X) and PDF.
- For bulky files, please share via Microsoft OneDrive. Ensure you share your response in Excel format (with text explanation only).
- Have all the attachments supporting your submission in a separate zipped file or files. If your submission is above 15MB, share the files through Microsoft OneDrive (it's free up to 5GB). The emails to be allowed access are: PGathura@safaricom.co.ke and PMwangi1@safaricom.co.ke.

NB: All submissions sent via Google Drive and WeTransfer will not be reviewed.

- The attachments should be submitted in folders properly labelled as per the index listed above. You will have folders A to E as listed above.
- The submission format will be an email with the Excel attached and a OneDrive link with the supporting attachments.
- Interested suppliers should submit their responses to this EOI in soft copy addressed to, PMwangi1@safaricom.co.ke and copied to PGathura@safaricom.co.ke, no later than **12th September 2022 by 1600hrs (EAT)**.

7.0 Next Steps

- Review of submitted Expressions of Interest.
- Prequalification of the shortlisted suppliers.
- Issuing of tender to prequalified suppliers

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.

Appendix 1: Information on staff and organization experience

Table 1: List of Key Technical Staff

Name	Current Position	Years of Professional Experience

Table 2: List of Firms Relevant Project Experience

List of past projects (not more than 3 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.

Project Description	Year of Project Delivery	Client	Project Value (KES)

Yours faithfully,

FOR: SAFARICOM PLC

Paul Gathura

Ag. Senior Manager – Purchasing