



**SAFARICOM LIMITED
P.O. BOX 66827-00800
WESTLANDS
NAIROBI, KENYA
TEL +254 722 000000
FAX +254 722 00 4202**

EXPRESSION OF INTEREST – HQ3 DISPLAY SMART HOME - DEVICES

Document Release Date: Wednesday, 20th September 2017

Last Date for Receipt of Proposals: Friday 28th September 2017 at 17:00 Hours

Table of Contents

<u>EXPRESSION OF INTEREST – HQ3 DISPLAY SMART HOME - DEVICES</u>	1
<u>Table of Contents</u>	2
<u>1.0 Introduction</u>	3
<u>2.0 Scope</u>	4
<u>3.0 Aims and Objectives</u>	5
<u>4.0 EOI Content</u>	5
<u>5.0 Next Steps</u>	6
<u>6.0 Responses</u>	6
<u>7.0 Note</u>	6

1.0 Introduction

Safaricom is planning to offer smart home solutions to the end users. A Smart Home is one that provides its home owners comfort, security, efficiency (low operating costs) and convenience at all times, regardless of whether anyone is home. This by granting them ubiquitous controls and management capabilities.

To this end, Safaricom is seeking to have a Home Display area in HQ3. We are looking for suppliers to supply smart home devices that will be hosted by the HQ3 display area.

The areas of interest for this EOI will be:

	Use Case	Device	Specs/Type	Quantity
1	Connectivity	Repeater	Power line	1
			Wireless repeater	1
			Cable Repeater	1
		Cordless mouse		1
		wireless Keyboard		1
2	TV	Smart TV	More than 4 usb provisioned	1
3	Home Assistant	Alexa		2
		Google Home		2
4	Phone Accessories	Cordless GSM Phone	Philips	1
			Siemens	1
			Huawei	1
		Bluetooth Speaker		1
5	Smart Home Automation	IP Cameras		4
		Motion Sensors	Door sensor	2
			Window Sensor	2
		Smart Bulb	•Change brightness	4
			•Change color	
			•Outdoor use	
			•Scheduling capability	
	Smart Plugs		2	

The IP Camera Specs are as below;

IP Camera	Minimum Specs
Entry Level	<ul style="list-style-type: none">•SD Resolution•Motion Detection•Night Vision
Mid-Level	<ul style="list-style-type: none">•HD Resolution•Wide Dynamic Range (WDR)•Pan, Tilt and Zoon (PTZ) Technology•Video Compression•2 way communication•Night vision•Local Storage
Iconic Level	<ul style="list-style-type: none">•HD Resolution•Wide Dynamic Range (WDR)•Pan, Tilt and Zoon (PTZ) Technology•Tamper Detection•Remote Focus Lens•Vertical/Corridor Format•Video Compression•2 way communication•Night vision•Outdoor use•Local Storage

2.0 Scope

a. Repeaters

The repeaters are used to enhance connectivity in the home as our current routers are not able to cover the entire home in terms of wi-fi connectivity.

b. Smart TV

We wish to use this to display how we plan to take entertainment to the home in terms of content. The Smart TV will allow us to display content such as what is found on showmax and all other future content partners. The Chromecast is also to allow customers to duplicate what you have on your mobile device to your TV Screen.

c. Home Assistance

The two devices are Home Assistants. They are used to play music, set reminders and such other things. They are unique because they can be spoken to. They are used via wi-fi.

d. Phone accessories

These are cordless home phones that customers may use in their phones for communication when they are away. They are home phones that use sim cards. The Bluetooth speaker is a smart home gadget that we will use to display some of the things that a smart home has as our aim is to showcase some of the important gadgets in a smart home.

e. Home Automation Devices

IP Cameras are Internet protocol cameras that customers will be using for surveillance of their homes/premises while they are away. They will allow customers to secure their homes at all times as they can view the activities of their homes from wherever they are. The motion sensors are also to be used to send an alert to the customer if there is any movement in their homes/at the entrance of their homes for security purposes. The smart bulb is a bulb that you can connect to your phone via wifi and control via your phone from wherever you are. You can switch it on or off especially when you are not home and you want the house to stay lighted at night. It can also change colour, Change brightness and be scheduled for the above activities. The Smart plug is a socket plug that you use with your devices that enable you to switch it on and off remotely. It is useful for putting certain equipment in the off chance that it may have been left on and there is no one at home.

3.0 Aims and Objectives

The main objective of the EOI is to:

1. Identify partners that can supply the smart home devices above
2. Pre-qualify and agree on a framework of engagement with successful partners

This document is soliciting interested OEM and/or OEM partners to participate in this exercise. The participating entity must be duly registered and reputable firm(s) with the capacity to provide or demonstrate that they have a mature product that can be used for the purposes mentioned above.

4.0 EOI Content

The EOI proposal/ response should contain the following information:

- **Legal Certification & Registration by relevant regulatory authorities** – i.e. Certificate of incorporation, Single Business Permit, Tax Compliance Certificate, Memorandum and Articles of Association for the Company, VAT Certificate Of Registration, Official search report Form CR12, Form of Annual Return of A Company Having a Share Capital, Registration by relevant body/institution as an approved training institution, Registration by the National Industrial Training Authority, Certificate of Cover for Professional Indemnity.
- **Details of the Bidder's physical premises and contact details.**

5.0 Next Steps

- Institutions that show an interest to participate in the provision of the above mentioned devices shall be prequalified for the provision of this service in their area(s) of expertise, subject to the provision of required documentation and demonstrated ability to deliver the trainings.
- Only those institutions that meet the minimum evaluation and pre-qualification criteria will be considered for further discussion on service provision.

6.0 Responses

Please submit your responses by 5.00 pm (EAT) on Thursday 28th September 2017 to ramayo@safaricom.co.ke

7.0 Note

Safaricom Limited 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 the purpose of informing the bidders of the outcome of the process.