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When we come together,  
**great things happen.**

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<b>EXPRESSION OF INTEREST – PROVISION OF PRODUCT MANAGEMENT TRAINING FOR 50 PARTICIPANTS</b>
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**Document Release Date: Tuesday 24th April 2018**

**Last Date for Receipt of Proposals: Tuesday 1<sup>st</sup> May 2018**

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## 1.0 Introduction

This training aims to raise the Product Management standards by instructing, equipping and inspiring participants to enhance their Product life cycle management skills to be able to develop functional capability in the evolving space of Financial Services.

Training to be offered should cover but not limited to:

- ❖ Digital Product rationalization toolkit and processes
- ❖ Digital Business and market planning
- ❖ PMTK Action Model
- ❖ Presentation tips
- ❖ Managing Product life cycle
- ❖ Procedural requirements management
- ❖ Product strategy and planning
- ❖ Product strategy and planning
- ❖ End to end enterprise Digital Product Management delivery model
- ❖ Successful Matrix Management lessons
- ❖ Communication
- ❖ Enterprise Product Management operating model
- ❖ Product Management Value proposition
- ❖ NDP Process and governance
- ❖ SCM and procurement
- ❖ Foundation level product development

## 2.0 Aims and Objectives

The objectives of this training are:

- Strategic Digital product Management techniques
- Build best in market skills in Managing Product life cycle in a digital world/space
  
- Manage time and learn practical ways of prioritizing customer calls and problems effectively

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.

- **Company organogram and CVs of resource persons** including copies of educational qualifications, certificates of registration by relevant authorities and competency to offer Product Management training (stating areas of expertise). Note - emphasis will be placed on the calibre of trainers provided.
- **Demonstrate capacity to undertake the above listed services** - detailed scope and methodology of the trainings offered, sample training manual, sample course outline and course content, sample timetable to be used in training for each of the trainings the vendor is able to provide.
- **Provision of recent client referrals/ referral letters** where similar services have been carried out and number of staff trained providing contact address, scope of works and duration.
- **Details of the Bidder's physical premises and contact details.**

### **3.0 Next Steps**

- Institutions that show an interest to participate in the provision of the above mentioned service 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.
- The shortlisted institutions will be exposed to RFPs for Provision of Product Management training in their area(s) of expertise.
- Only those institutions that meet the minimum evaluation and prequalification criteria will be considered for further discussion on service provision.

#### **4.0 Responses**

Please submit your responses by 5.00 pm (EAT) on **Tuesday 1<sup>st</sup> May 2018** to [sowuor@safaricom.co.ke;mkwena@safaricom.co.ke](mailto:sowuor@safaricom.co.ke;mkwena@safaricom.co.ke)

#### **5.0 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.