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**EXPRESSION OF INTEREST – SMART HOME SOLUTIONS - DEVICES**

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## 1.0 Introduction

Safaricom is planning to offer smart home solutions to the end users. To this end, Safaricom is seeking to pre-qualify partners to supply smart home devices and related accessories e.g. sensors necessary to offer best in class solutions to the end users. The proposed solutions should be capable of being controlled remotely through an app or webpage.

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.

The areas of interest for this EOI will be:

### 1. Smart lighting

These applications contribute to both energy and resource efficiency and security by monitoring both environmental conditions and actual use patterns. Smart devices in this category include smart lightbulbs and lighting systems. Lights should be controllable remotely and when used with Surveillance must respond to some trigger conditions

### 2. Smart IP Surveillance, Safety and Home Security

Smart surveillance and security applications address issues related to the safety of a home and its occupants. Smart devices in this category include smart fire/carbon monoxide detectors, motion sensors, smart door locks and access controls, networked security cameras and monitoring systems, and smart nightlights. This system should be complete with alerts and notifications. In addition, the devices and gateways must support **Smart Streaming and Recording for Live Streaming Service, 24/7 Cloud Recording and Event Recording.**

### 3. Smart gas cylinder valves

These applications allow for tracking of gas consumption and report real time on the status

### 4. Smart Energy management

These applications track and adjust consumption patterns of electricity to increase efficiency. Smart devices in this category include smart thermostats and environmental controls, smart HVAC systems, smart household appliances and smart outdoor watering systems.

### 5. Smart health

Increasingly, smart health applications are expected to play a critical role in monitoring and protecting the health and well-being of customers. Smart devices in this category include smart monitors and wearable sensors that can track and report vital health indicators, as well as sudden movements indicative of a fall.

Of priority now will be smart IP Surveillance and Smart domestic gas cylinder valves. A Separate Request for Proposal (RFP) would be issued post the EOI for Smart Home.

## 2.0 Scope

The scope will largely cover:

1. Devices to support each of the applications
2. Home Gateways
3. Cameras
4. Relevant Sensors, and alarms/or Actuators
5. Smart plugs and lights
6. Available Applications (including mobile App)

7. APIs to allow for integration with Safaricom IoT platform

### **3.0 Aims and Objectives**

The main objective of the EOI is to:

1. Identify partners that Safaricom can work with to develop smart home solutions
2. Identify suppliers of best in class devices that can support Safaricom Smart home offerings
3. 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 launched immediately to the market. Further, they have to give a clear smart home vision and outline a roadmap of getting there with very clear timelines.

### **4.0 Critical Success Factors**

#### **4.1 General**

- 4.1.1 Unified view of all applications being supported under smart home. Integration to Safaricom app is therefore vital. Open APIs are therefore required
- 4.1.2 Simple and intuitive user interfaces
- 4.1.3 Analytics and Reporting – user data analysis and insights sharing to allow for more targeted service tailoring for the end user
- 4.1.4 IT security for the end users information

#### **4.2 Smart Gateways**

##### **4.2.1 Modular Design**

Gateway should be open equipped with multiple wireless networks for communication with smart meters, sensors, smart plugs, thermostats etc. The Modular gateway modular should handle many different wireless protocols at the same time.

##### **4.2.2 Flexible solution**

The gateway must include processor power to implement even very complex local intelligence. The memory options leave room for data storage and logging with capability to configure the Home Area Network with our customer preference.

##### **4.2.3 Protocols and Features**

Gateway should come equipped with numerous protocols and features. Included protocols and features. ZigBee and WiFi are mandatory while Z-Wave, Wireless M-Bus Cellular 3G, LTE, BLE, POE are desired protocols

##### **4.2.4 API**

Gateway should include the low-level API. The API should be accessed from applications running on the gateway and from a hosted IoT application Platform running remotely on Safaricom cloud.

## 5.0 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.
- **Company organogram and CVs of resource persons** including copies of educational qualifications, certificates of registration by relevant authorities and competency to offer QA trainings (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.**

## 6.0 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 smart home solutions in their area(s) of expertise.
- Only those institutions that meet the minimum evaluation and pre-qualification criteria will be considered for further discussion on service provision.

## 7.0 Responses

Please submit your responses by 5.00 pm (EAT) on Tuesday 31<sup>st</sup> October 2017 to [ramayo@safaricom.co.ke](mailto:ramayo@safaricom.co.ke)

## 8.0 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.

