



SAFARICOM PLC
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EXPRESSION OF INTEREST

FOR

Mini Grid Power Supply

Document Release Date: 14th July 2020

Deadline for Receipt of Response: Noon (EAT Time), 31st July 2020



1. Introduction

Safaricom PLC is the leading integrated communications services provider in Kenya. To provide reliable services, Safaricom continuously expands its network infrastructure across all regions in Kenya. The company has committed to the UN sustainable development goals (SDG), particularly SDG7-affordable and clean energy and SDG12-responsible production and consumption, in the quest to attain carbon emissions neutrality status by 2030.

In pursuit of this ambition and commitment, the company intends to progressively increase the contribution of renewable energy sources in its energy mix through off-grid and grid-connected projects. Within this plan and following the enactment of the **Energy Act 2019**, Safaricom seeks partnerships with Mini-grid solution providers in Kenya for Proof of concept and future commercial engagements.

2. Purpose.

The principle objective of this EOI is to enable Safaricom obtain information from licensed mini-grid plant developers on their capabilities and the regions they are licensed to operate in. Interested companies are required to submit information as per the response requirements below.

3. Response Requirements

A complete response to this EOI should include the following information: -

A) Licences

- a) Requisite EPRA contractor license for Solar, Wind or mini-hydro Power plants development in Kenya
- b) Requisite EPRA Equipment Importation license for Solar or Wind Power projects in Kenya
- c) Requisite NCA license.

B) Solution description

1. Description of:
 - a) Scope and design of at least two successfully completed projects, with a capacity of **20kWp-1MWp**, within Africa.
 - b) Description of the energy mix.
 - c) Estimated annual yield of the plant (kWh)
 - d) Estimated annual carbon footprint (tCO₂)

Attach a separate excel document with specific responses to each of the following requirements in the format below:

Item	Requirement	Attach response & Comments
1	Audited accounts for the past 2 years	
2	Overall Company profile (if a company), clearly indication the principal place of business.	
3	Licenses: Attach all relevant licenses as given in section 3(A) above.	
4	Mini-grid plant a) Provide a high level design of the plant; indicate the energy mix and all key components of the plant (generation, distribution and power flow monitoring) b) Provide the Operations and Support model c) Provide the plant capacity (kWp) d) Provide the estimated annual plant yield (kWh or MWh) e) Provide the estimated annual carbon footprint (tCO ₂ e)	
5	List of past projects (not more than 5 years) of similar scope delivered to a telecommunication company or any other works of similar nature to corporate clients. Demonstrate your industry experience as a provider of Mini-Grid Solutions.	
6	Reference letters from clients of at least (2) completed projects that are relevant for the proposed assignment.	
7	Declare conflict of interest that may exist or potential business conflict for you (or your company) in regards to the proposed assignment at the time of the submission of the EOI proposal or in the future up to your knowledge.	
8	Share name, contact details and position of the person primarily responsible for this expression of interest.	
9	Any additional information that supports your capabilities in this scope including any joint ventures you may have for this type of projects.	

4. Submission of Enquiries and Responses

All enquiries relating to this EOI and the final responses should be addressed to Pmwangi1@safaricom.co.ke and Lgachuhi@safaricom.co.ke

The deadline for submission of responses is Noon (EAT Time), 31 July 2020.

5. Next Steps

- i. Review of submitted Expressions of Interest.
- ii. Prequalification of shortlisted suppliers.

NOTE TO SUPPLIERS:

- Only the suppliers who meet our minimum requirements will be considered for further discussions.
- **No prices should be provided with this EOI.**



- Safaricom 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 to informing the bidders of the outcome of the process.
- The receipt of a response shall not bind Safaricom into any contractual agreements with the bidder. Such arrangements shall only come into place once an award is issued and the bidder is successful 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.
- 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.
- Suppliers who wish to provide bulk documents using share drives **MUST** use OneDrive. Documents submitted using public share drives will not be accepted.

Yours faithfully,

FOR: SAFARICOM PLC

Lydia Gachuhi

Senior Manager – Purchasing