

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

EXPRESSION OF INTEREST

PROVISION OF A MODULAR BUILD DATA CENTRE SOLUTION

Document Release Date : Wednesday, 23rd October 2019

Last Date for Receipt of EOI : Noon (Kenyan Time), 8th November 2019.

1.1. Introduction

Safaricom is the leading integrated communication services provider in Kenya and has a steadily growing subscriber base of subscribers and enterprise clients. The company is continuously expanding and upgrading its systems and processes 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 provision of a **modular data center** build solution for its network. Safaricom is therefore soliciting for Expressions of Interest (EOI) from interested qualified solution providers.

Safaricom had issued an EOI in January 2019 for the same requirement and this is a similar request. The intention is to give any additional interested party a chance to express their interest and for any party who had expressed interest to provide additional documentation for any requirement where applicable. Parties that had expressed their interest before will still be required to express their interest **AGAIN** and if there is nothing that has changed since January 2019 e.g. additional projects, they can submit the same documents they submitted previously.

1.2. Background and EOI Requirements

Safaricom intends to build data centres and upgrade its existing main switch rooms to data centres. The intention is build these data centres using a modular-build model.

Safaricom is therefore seeks a supplier to construct a new scalable, movable, modular data centre with the specifications highlighted below. The data centre is expected to be built within 40 kilometres radius of Nairobi, Kenya. We therefore invite potential bidders to express interest by providing information on their capabilities to build these data centre with the following baseline guidelines:

- The vendor will provide a design and build turnkey solution that covers design, construction, integration and commissioning of all systems/components and hand over to Safaricom.
- The vendor's proposed solution(s) should meet Uptime Tier III certification requirements (Design & Facility).
- To vendor's proposed solution(s) should embrace the use of renewable energy including solar (preferably 100% self-consumption) and free cooling technologies.
- **The proposed solutions should have outstanding security systems, eco-energy efficiency systems, onsite and offsite monitoring capabilities and notification transmission**
- **The design should provide a comprehensive description of power systems, HVAC, intelligent BMS systems, Containment PODs, fire protection, lightning protection and grounding.**
- The proposed solution(s) should be modular, quick to deploy and easily transferable.

This EOI is intended to lead to the identification of suppliers that can demonstrate having sufficient capability to provide this solution in the best possible way and in a manner that enables Safaricom to meet its expectations.

Safaricom is therefore soliciting for Expressions of Interest from interested companies clearly showing the following:

- Years of experience as a provider of modular data center solutions.
- The principal place of business.
- Regions/Countries where the company provides the solution and the intended plans for the Kenyan market if there is currently no presence.
- List of clients where the solution has been deployed in the past with reference contact details.
- Current list of any ongoing projects.
- Specific details including capacities of the deployed solutions and also the ones in progress.
- Details of the company's membership to any well-known data center membership association.
- Details of the company's key staff membership to any well-known data center membership association.
- Three years audited accounts.

1.3. Submission of Responses

Interested suppliers should submit their responses to this EOI in soft copy addressed to PGathura@safaricom.co.ke and copied to PKyengo@safaricom.co.ke no later than **Friday, 8th November 2019 at 12:00Noon.**

Prospective suppliers should attach a separate excel document with specific responses to each of the requirements above in the format below:

Requirement	Comment and Attachments
Years of experience as a provider of modular data center solutions.	
The principal place of business.	
Regions/Countries where the company provides the solution and the intended plans for the Kenyan market if there is currently no presence.	
List of clients where the solution has been deployed in the past with reference contact details.	
List of clients where your company is operating a commercialized data centre, if any. Share details of the model e.g. is it under Build-Operate-Transfer model, is it self-owned, etc.	
Current list of where there are ongoing projects.	

Specific details including capacities of the deployed solutions and the ones in progress.	
Details of the company's membership to any well-known data center membership association.	
Details of the company's key staff membership to any well-known data center membership association	
Three years audited accounts	
Any additional information that Safaricom should be aware of.	

1.4. Next Steps

- Review of submitted Expressions of Interest.
- Prequalification of shortlisted suppliers.
- Issuing of tender to prequalified suppliers.
- Awarding and deployment of solution by the successful bidder.

NOTE:

- 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 for the purpose of informing the bidders of the outcome of the process.