

# EXPRESSION OF INTEREST (EOI)

## CELLULAR NETWORK RF PLANNING TOOL

**Document Release Date:**  
**Closing Date for Receipt of EOI:**

**20<sup>th</sup> June 2022**  
**14<sup>th</sup> July 2022.**



## 1. Introduction and Background

Safaricom is a leading integrated communication services provider in Kenya and has a steadily growing subscriber base of subscribers and enterprise clients. The company is continuously expanding the network and upgrading existing capacities to meet the changing needs of its customers and is already rolling out 5G network services. To meet these growing needs and objectives, Safaricom continuously seeks to partner with competent suppliers and service providers for supply of various goods and services.

In line with its commitment to provide high availability of services to both internal and external customers, the company is in the process of engaging in sourcing an RF network planning tool that provides capability for cellular network RF planning prediction and simulation tool.

Safaricom PLC is therefore seeking Expressions of Interest (EOI) from qualified and reputable vendors of an RF planning tool solution.

## 2. Aims and Objectives

The principle objective of this EOI (Expression of Interest) is for Safaricom to receive information from experienced providers on an RF planning tool solution. The solution should have a single user license and shared (pool) license models with various capability matrixes.

The solution should be able to carry out RF coverage predictions and simulations for 2G/3G/LTE/5G/Wi-fi/WiMAX standards with their various technology modulation and coding schemes as well as;

- Ability to generate coverage and best server simulations.
- Ability to carry out traffic splitting.
- Ability to carry out parameter planning, E.g. Frequency and Code planning
- Ability to do interference analysis.
- Ability to serve as an exportable RF database.
- Ability to have portable and archivable project plans.
- Have ease of migration.
- Have ease of importing 3<sup>rd</sup> party datasets.
- Have ease of model tuning and calibration for accurate simulation results.
- Have live data import and visualization capabilities.
- Have drive test import capabilities
- Have multi coordinate system and conversion capabilities
- Ability to plug-in to Google maps, MapInfo and other GIS applications.



### 3. The EOI Scope

This EOI is intended to identify reputable and qualified suppliers who will be able to deliver on the scope (but is not limited to) below:

Specifically, the solution should be able to;

1. Integrate with Safaricom's existing systems like performance tools, network elements and measurement tools for direct export and import of data.
2. Have analysis and reporting capabilities.
3. Ability to run and archive multi-project and multi technology sessions for planned and live network projects.
4. Provide multi user control and administration levels as well as user logs and statistics.
5. Provide network data management services as the base RF network database

The full details of the scope of the RF Planning tool Solution will be provided in an RFP (Request for Proposal) that will be sent out to bidders shortlisted through this EOI process.

### 4. EOI Response Requirements

Interested prospective suppliers are requested to submit the following documents as part of their response to this Expression of Interest (EOI):

#	Evaluation Guide
1	Two years audited accounts. Note* This is a mandatory requirement.
	Valid Tax compliance certificate (TCC). Note* This is a mandatory requirement. (TCC for Country your organization is domiciled)
2	Brief company profile detailing business focus areas.
4	List of Countries and/or Clients (3) where the company has provided similar solution(s) with referenced contact details. This should include a brief description of deliverables/project scope. ** Provide the information using the responses format in Table 2 below.
5	Reference letters from at least (3) three clients where the solution is currently actively deployed and working.
6	High level description of your solution and how it meets Safaricom objectives (defined under aims & objectives). * This is mandatory
7	Any additional information that supports your capabilities in this scope.



**Table 2: Response Format for Requirement 4**

The table below outlines the format to be used in responding to requirement 4 in the above table.

Item	Description
Project Name	
Brief description of deliverables/scope	
Country	
Name of Client	
List of Reference Contacts of the client.	
Supporting Documentation {LPO/Contracts etc}	
Additional comments	

**5. Submission of Responses**

Interested suppliers should submit their responses to this EOI in soft copy addressed to , [SNdubi@Safaricom.co.ke](mailto:SNdubi@Safaricom.co.ke); and copied to [PGathura@Safaricom.co.ke](mailto:PGathura@Safaricom.co.ke) no later than 14<sup>th</sup> July 2022.

**6. Next Steps**

- Review of submitted Expressions of Interest.
- Send out a detailed valuation RFP to the shortlisted suppliers.
- Evaluation of RFP responses from the shortlisted suppliers.
- Awarding of tender contract to the winning bidder.

**NOTE TO SUPPLIERS:**

- Only the suppliers who meet our minimum requirements will be considered for further discussions.
- Build a detailed response showcasing what firm's capacity and experience in offering RF planning tool solution.
- Outline any industry best practices and trends that your organization may consider relevant for Safaricom's considerations.
- **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.
- State if you submit this RFI as a joint venture/consortium or any other joint format
- Suppliers who wish to provide **bulk documents** using share drives **MUST** use OneDrive. Documents submitted using public share drives will not be accepted.

