



SAFARICOM PLC

**P.O. BOX 66827-00800 WESTLANDS**

**NAIROBI, KENYA**

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**EXPRESSION OF INTEREST**

**FOR**

**Supply of Diesel Generators**

**Document Release Date:** 2<sup>nd</sup> September 2020.

**Deadline for Receipt of Response:** 1600hrs, 11<sup>th</sup> September 2020.

## 1. Introduction and Background

Safaricom PLC is the leading integrated communication services provider in Kenya. The company is continuously expanding the network and upgrading existing capacities 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 supply of generators for BTS, facilities and data centers. Safaricom is therefore soliciting for Expressions of Interest (EOI) from interested qualified suppliers.

## 2. Purpose

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:

1. Supply of generators of various sizes and capacities.
2. Commissioning generators from time to time as may be required.
3. Support the newly installed units and existing units as may be required.
4. Provide second level support.
5. Provide ready stock of consumables/spare parts.

The generating set will constitute but not limited to the Engine, the Alternator, appropriate sound attenuated enclosure, Fuel tank controls.

## 3. EOI Response requirements

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

Item	Requirement	Comments	Attachments
1	The overall Company Profile.		
2	Manufacturer Authorization letter (if the company is not OEM).		
3	Years of experience as a provider of diesel generators.		
4	The principal place of business		
5	Audited accounts for the past 2 years.		
6	Regions/Countries where the company provides the generator solutions and the intended plans for the Kenyan market if there is currently no presence.		
7	List of past projects (not more than 5 years) and ongoing projects of similar scope delivered to a telecommunication company or any other works of similar nature to corporate clients. Demonstrate your industry experience as a supplier of generators.		
8	Verifiable References from beneficiaries of similar scope or currently in operation/contract. Specific details		

	including capacities of the deployed solutions should be provided.		
9	Details of the company's key staff and their technical qualifications.		
10	A basic technical proposal to satisfy the requirements by Safaricom to the extent detailed in this EOI document under Section 4 below.		
11	Scope of work currently being provided to Safaricom, if any. Also, indicate if you have a working relationship with Vodafone Group.		
12	Share name, contact details and position of the person primarily responsible for this expression of interest.		
13	Any additional information that supports your capabilities in this scope including any joint ventures you may have for this type of projects or any additional information that Safaricom should be aware of.		

#### 4. Technical Requirements

Interested suppliers should attach a separate Excel document with specific responses to each of the Technical requirements below as minimum:

- a) Range of generator sets – minimum and maximum KVA ratings in Standby, Prime and Continuous ratings.
- b) Type of Engine.
- c) Type of Alternator.
- d) Supervision and control both at local and remote level.
- e) Canopy of the sets.
- f) Electrical Systems – startup, battery charging, AVR.
- g) Diesel Fuel System – belly tanks, fuel separators, fuel feed system, fuel alarms
- h) Overall dimensions, exhaust, sound pressure, fuel consumption.
- i) Energy efficiency technologies/integration opportunities.

#### 5. Submission of Responses

Interested suppliers should submit their responses to this EOI in soft copy addressed to [Pmwangi@safaricom.co.ke](mailto:Pmwangi@safaricom.co.ke) , [JKiremana@safaricom.co.ke](mailto:JKiremana@safaricom.co.ke) and copied to [Lgachuhi@safaricom.co.ke](mailto:Lgachuhi@safaricom.co.ke), no later than 11<sup>th</sup> September 2020.

#### 6. Next Steps

- Review of submitted Expressions of Interest.
- Prequalification of shortlisted suppliers.
- Issuing of tender to prequalified 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