

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

EXPRESSION OF INTEREST

Supply of Content Delivery Networks

Document Release Date: Friday, 27th September 2019.

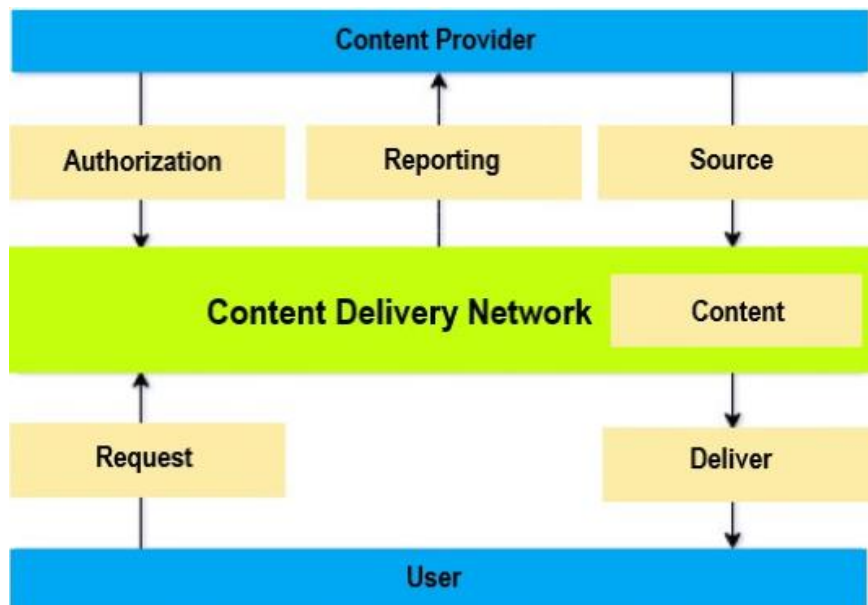
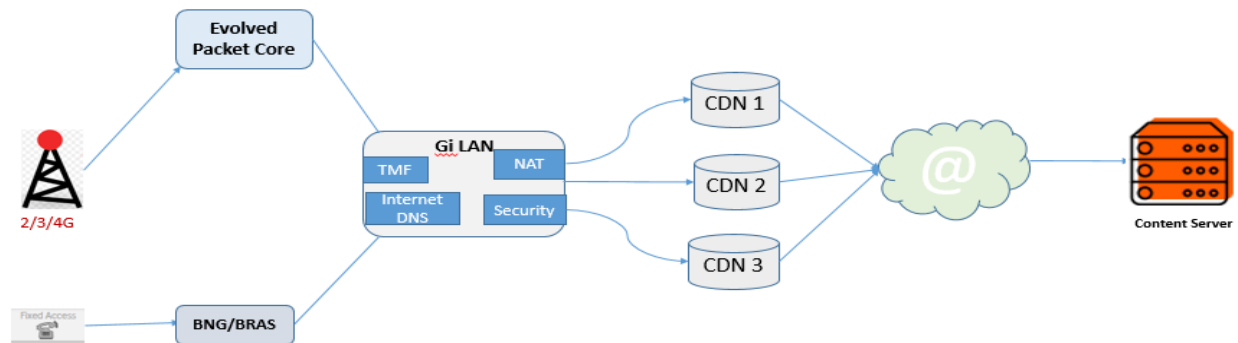
Last Date for Receipt of EOI: 1600hrs (Kenyan Time), Monday, 7th October 2019.

1.1. Introduction

Safaricom PLC is the leading integrated communication services provider in Kenya. In this era of data explosion, our base of subscribers and enterprise clients demand the very best quality of experience for Web and streaming services. We have a few CDNs but the demand is increasing daily as customers demand more content. As Safaricom also explores new technologies like IPTV and MEC, we are looking to optimize these solutions. There is also the driver to reduce our Capex spend on Transport layer and spend on International transit. The end goal is for Safaricom is continuously look for CDN providers to bring the content closer to its customers.

To this end, Safaricom intends to engage the services of a reputable supplier for the supply of **Content Delivery Network** as part of the Gi-LAN in its network. Safaricom is therefore soliciting for Expressions of Interest (EOI) from interested qualified suppliers.

1.2. Architecture



1.3. EOI Requirements

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

No	Document Required
1	Company Profile, list of relevant licenses and certifications. Include details of the company's physical premises and contact details.
2	Company organogram, with CVs of key resource personnel.
3	Audited accounts for the past 2 years.
4	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 CDN Solutions.
5	Verifiable References from beneficiaries of similar scope or currently in operation/contract
6	Scope of work currently being provided to Safaricom, if any. Also, indicate if you have a working relationship with Vodafone Group.
7	High Level technical proposal of the solution, including the solution support & maintenance model. See table below.
8	State the manufacturer (OEM) of the products being proposed, name and brand, as well as status of local presence/dealership.

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

No.	Technical Requirement	Attachment	Comments
1	Detailed solution proposal, including solution support and maintenance.		
2	All relevant product data sheets		
3	Technical deployment of Edge Caching		
4	Global Accessibility		
5	General topology		
6	Load balancing capabilities		
7	Caching methods		
8	Scattered point of presence		
9	How you handle delays		
10	Protection against DDoS attacks		
11	Monitoring capabilities		
12	Use of Predictive Analytics and Algorithms		
13	How you serve different content:- a) Dynamic content. b) Static content. c) Streaming content.		
14	Additional industry best practices and trends for Safaricom considerations.		
15	Product Roadmap		

1.4. Submission of Responses

Interested suppliers should submit their responses to this EOI in soft copy addressed to **PMwangi1@Safaricom.co.ke** and copied to **PKyengo@safaricom.co.ke**, no later than Monday, 10th October 2019 at 12:00 Noon.

1.5. Next Steps

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

Yours faithfully,

FOR: SAFARICOM PLC

Paul Kyengo

Senior Manager – Purchasing