

SAFARICOM PLC  
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# EXPRESSION OF INTEREST

## Traffic Management Function

**Document Release Date:** Monday, 23<sup>rd</sup> September 2019.

**Last Date for Receipt of EOI:** Noon (Kenyan Time), Monday, 30<sup>th</sup> September 2019.

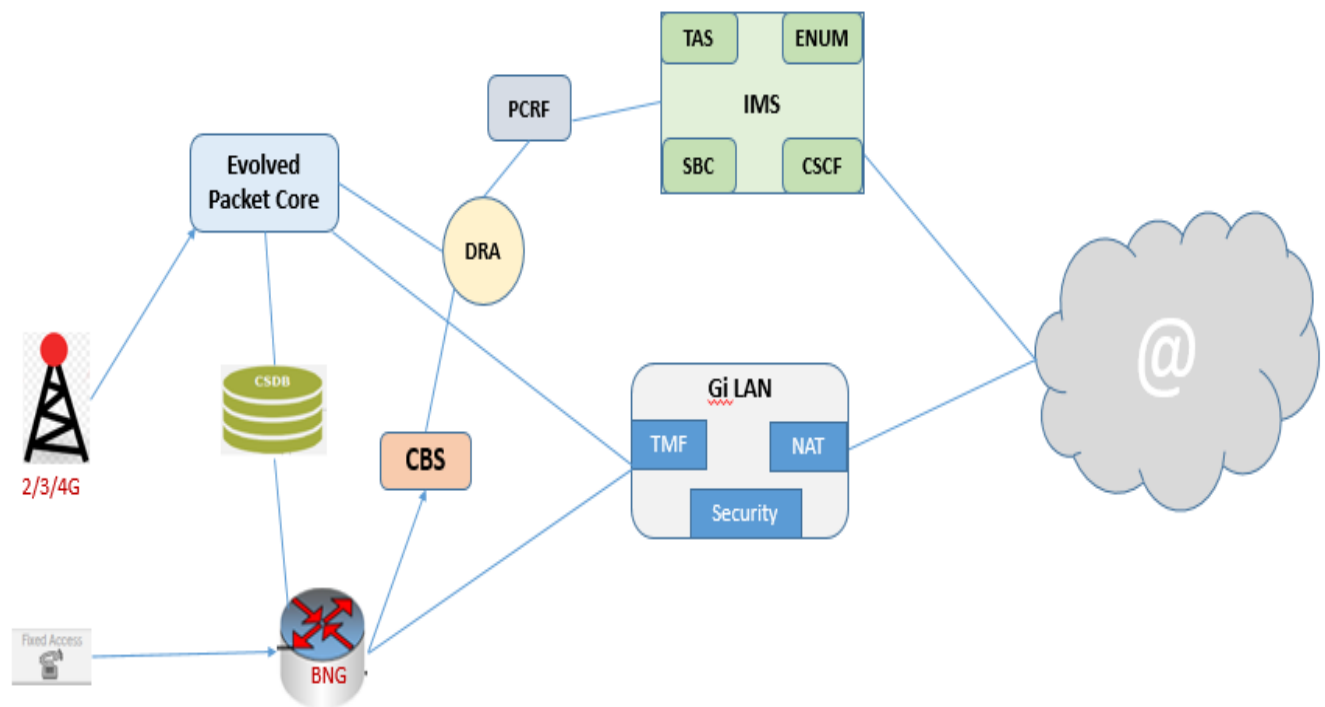
## 1.1. Introduction

Safaricom PLC 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 collaborate 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 **TMF-Traffic Management Function** as part of the Gi-LAN in our network.

Safaricom is therefore soliciting for Expressions of Interest (EOI) from interested qualified suppliers.

## 1.2. Architecture



### 1.3. Technical Requirements

The node should support below core functions:

1. Traffic Steering
2. Deep Packet Inspection and classification
3. Application based charging
4. Pricing and monetization
5. Bandwidth shaping
6. Fair Usage policy
7. Congestion management
8. Tethering detection
9. Content Filtering
10. Security as a service
11. Advertisement
12. Parental Control features

### 1.4. Instructions to Respondents

- I. Analyze the contents in the section titled 'Introduction'.
- II. Respond to the Technical requirement specifications detailed above.
- III. Provide a detailed solution proposal (document) that covers:
  - a. Product description detailing the following;
    - Overview of the products and how they address the business goals.
    - A functional description of the product(s).
    - A technical description of the product(s).
    - All relevant product data sheets.
  - b. Comprehensive write up on your industry experience. Indicate scope of work currently being provided to Safaricom, if any. Also, indicate if you have a working relationship with Vodafone Group.
  - c. Detail all other products that your organization deals with related to the requirements captured in the business vision.
  - d. Additional industry best practices and trends for Safaricom considerations.
  - e. Product Roadmap.
  - f. Verifiable References from beneficiaries of similar scope or currently in operation/contract.

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

No.	Requirement	Attachment	Comments

- IV. Provide a signed letter of introduction and overview of your company. Include details of the company's physical premises and contact details.

## **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, 30th September 2019 at 12:00 Noon.

## **1.5. 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.

Yours faithfully,

**FOR: SAFARICOM PLC**

**Paul Kyengo**

Senior Manager – Purchasing