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EXPRESSION OF INTEREST

SUPPLY OF TOWERS

Document Release Date: Monday, 3rd January 2022

Last Date for Receipt of EOI: Noon (Kenyan Time), Tuesday, 18th January 2022



1.1. Introduction

Safaricom is the leading integrated communication services provider in Kenya and has a steadily growing subscriber base 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 to **Supply Towers** for its network rollout activities. The intention is to engage the supplier in the supply and temporary storage of new towers for GSM and enterprise sites. Safaricom is therefore soliciting for Expressions of Interest (EOI) from interested qualified suppliers.

1.2. Background and EOI Requirements

Safaricom has continuously rolled out Base Transceiver Stations and client enterprise sites across Kenya and intends to continue rolling out these sites as it deepens its network coverage. One of the key components of these sites is the tower.

This EOI intends to identify competent suppliers that can demonstrate sufficient capacity to supply these towers in a manner that enables Safaricom meet its expectations. The identified suppliers will be invited for a competitive tendering process from which the supplier/s to be engaged will be identified.

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

- Years of experience as a supplier of towers.
- The principal place of business
- Countries where the company supplies the towers
- List of clients where the towers have been supplied in the past five years with reference contact details. Also include current clients, where applicable.
- Three years audited accounts.
- Any additional information that supports your capabilities in this scope.

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 not later than **Tuesday 18th January 2022 at Noon (EAT)**.



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

	Requirement	Comments
1	Years of experience as a supplier of towers	
2	The principal place of business	
3	Countries where the company supplies the towers	
4	List of clients where the towers have been supplied in the past five years with reference contact details. Also include current clients, where applicable. Attach a separate document in the format below.	
5	Three years audited accounts. Attach 3 separate files for each year	
6	Any additional information that Safaricom should be aware of.	

NB: All attachments to be in separate zipped folders.

TABLE FOR ITEM 4 ABOVE

CLIENT NAME	COUNTRY	SCOPE	SUPPORTING DOCUMENTS e.g., contract(s), purchase order(s), award letter(s), etc.	CONTACT DETAILS i.e., Email(s) and Phone Number(s)

IMPORTANT INSTRUCTIONS:

1. Ensure you share your response in excel format (with text explanation only).
2. Have all the attachments supporting your submission in a separate zipped file or files. If your submission is above 20MB, share the files through Microsoft OneDrive (it's free up to 5GB). The emails to be allowed access are: PGathura@safaricom.co.ke and PKyengo@safaricom.co.ke.

The attachments should be submitted in folders properly labelled as per the index listed above. You will have folders A to E as listed above.

The submission format will be an email with the excel attached and a OneDrive link with the supporting attachments.

NB: Response attachments should be shared via Microsoft OneDrive and **not** GoogleDrive.

1.4. Next Steps

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

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