

SAFARICOM LIMITED

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EXPRESSION OF INTEREST

NETWORK SERVICES – RF Re-Plan/Optimization Services

Document Release Date : **Tuesday, 3rd December 2019**

Last Date for Receipt of EOI: **Wednesday 18th December 2019, 10.00 AM, (EAT/Kenyan Time)**



1.1. Introduction

Safaricom PLC is the leading integrated communication services provider in Kenya and has a steadily growing subscriber base. 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.

1.2. Background and Requirements

Safaricom intends to engage **contractors** who can provide 2G, 3G, 4G and any other emerging technology in RF Re-Plan/Optimization services. The RF Re-Plan will be project based.

This shall entail physical RF and Soft RF related Optimization. The contractor will be issued with a defined Cluster and Target KPIs. He will be tasked to collect site engineering parameters, Site configuration Parameters, Drive Test analysis, Historical KPI analysis etc. From this input, the contractor will develop cluster Optimization plans, which shall then be discussed with Safaricom team. The contractor shall then be tasked to Implement proposed changes and monitor. SFC Optimization will enforce KPI delivery.

The RF Re-Plan will involve step by step approach in improving below performance metrics:

- Coverage Optimization
- Interference Analysis
- Mobility Optimization (intra technology and inter technology)
- Capacity Optimization
- Carrier Balancing
- Revenue
- NPS

Focus Area Analysis

Areas of interest will be identified but not limited to; Areas with Drive test and/or OSS KPI's below Threshold, poor network net promoter score (NPS) and areas with potential revenue improvement. The Contractor will be tasked to carry out In-depth Analysis of RF propagation, Layer 3 Events & Traces and develop an improvement plan that may include physical activities on site and/or parameters tuning.

Physical Activities will include but not limited Antenna swaps, technology consolidation, Antenna recovery, Antenna height changes, RRU swaps or integration/Addition, Azimuth and tilt changes, Site Audits, Azimuth & tilt tuning, new site proposals, Frequency, PCI and PSC re-planning and RET installation and commissioning.

The supplier will also be required to carry out feature and parameters audits then propose optimal settings in meeting the Objectives.



The purpose of this expression of interest document is to identify suitable and interested suppliers to engage in a tender process for provision of 2G, 3G, 4G and any other emerging technology in RF Re-Plan/Optimization services

Response Requirements

Safaricom is therefore soliciting for Expression of Interest (EOI) from contractors interested in participating in a tender process for provision RF re-plan services by submitting the following information or documents.

No	Document Required	Vendor's Response
1	<p>Provide evidence that your organization has experience in RF re-plan/RF optimization for at least 3-year period.</p> <p>The provided evidence should consist of but not be limited to the following Documents; acceptance certificates, award letters, purchase orders, Testimonials of past and ongoing projects.</p> <p>Provide reference points (Phone, name, company & email) to be used for verification purposes.</p>	
2	<p>Provide evidence that your organization has capabilities to provide drive test services and detailed logfile analysis.</p> <p>(Provide tools available with the contractor for use in delivering above)</p>	
3	<p>Provide audited financial statements for the last 3 years.</p> <p>Attach 3 separate files for each year</p>	
4	<p>Provide your business registration details</p> <p>(Certificate of registration and Tax certificate- where applicable)</p>	

1.3. Submission of Responses

Interested suppliers should submit their response to this EOI in soft copy and send by return email to fkithinji@safaricom.co.ke, and HONGIRA@safaricom.co.ke and copied to PKyengo@safaricom.co.ke by **Wednesday 18th December 2019, 10 AM, (EAT/Kenyan Time)**.

1.4. Next Steps

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



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 informing the participants of the outcome of the process.