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REQUEST FOR INFORMATION

Renewable Energy Power plant

Document Release Date: Monday, 28th October 2019

Deadline for Receipt of Response: Monday, 11th November
2019 12:00 Noon (E.A.T)



1. Introduction

Safaricom Plc is the leading integrated Communication services provider in Kenya and has a steadily growing subscriber base. Safaricom has committed to the sustainable development goal (SDG) and wish to increase clean and affordable energy and responsible consumption by reducing dependence on diesel powered engines and other non-renewable sources to cut carbon emission and reduce the cost of its operations.

Following the enactment of the **Energy Act 2019** by the government of Kenya, Safaricom Plc is seeking for a strategic partner with capability to design, build and operate a large Renewable Energy power plant in a convenient location within Kenya to generate electricity for its own consumption to be fed to the national grid.

2. RFI Objective.

The principle objective of this RFI (request for information) is for Safaricom to receive information from experienced Partners that demonstrate capability, experience and expertise to design, build and operate a Renewable Energy power plant. In the initial phase, Safaricom will establish a **50MWp** Plant scalable to generate Safaricom's 100% electricity demand as projected in section 3.1 table.

Safaricom is therefore soliciting for RFI from interested companies clearly showing the following:

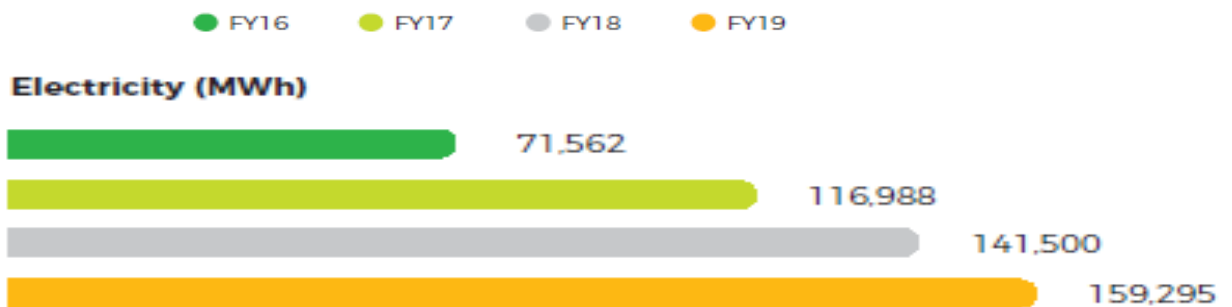
- a) Years of experience as a provider of this solution
- b) The principal place of business.
- c) List of Countries and/or clients where the company has provided similar solution(s) with reference contact details. This should include scope, high level design, build and operations for a minimum of 3 similar successful projects executed.
- d) Three years audited accounts.
- e) Statutory documents / demonstration of willingness to acquire required statutory documents before project kick off. These statutory requirements include;
 - Energy and Petroleum Regulatory Authority contractor license for Renewable Energy Power plant development in Kenya
 - Energy and Petroleum Regulatory Authority Equipment Importation license for Renewable Energy Power projects in Kenya
 - National Construction Authority license.
- f) High level design Proposal of **50MWp** Plant project ((including integration to grid) in a feasible location within Kenya scalable to meet Safaricom's 100% electricity demand as captured in section 3.1. The proposal should include the following;
 - Proposed project plan.
 - Estimated Itemized cost for the project design and build.
 - Levelized cost of energy generated (LCOE)
- g) Partnership ecosystems that your company has used/currently using to deliver its projects and any other potential partnerships engagement the partner can access in future to deliver similar projects.
- h) Company profile detailing business focus areas.
- i) Any additional information that supports your capabilities in this scope.

3. RFI Scope

Safaricom is seeking for a strategic partner to engage in the design, build and operation of a renewable energy power plant to generate **50MWp** Plant in phase 1 in the year 2020, scalable to meet Safaricom's 100% electricity demand in subsequent phases.

3.1 Safaricom's Year on Year Growth in Electricity Consumption

The table below outlines the Safaricom's year on year electricity consumption. The electricity consumption is projected to grow by average of 10% yearly up to 2030.



3.2 Safaricom's Current Electricity Demand distribution

Electricity Tariff	Number of Safaricom Accounts	Rate at Peak (KES/Kwh)	Rate-Off-Peak (KES/Kwh)	Demand (KES/KVA)
Big Industrial Method C12 - High/Low rate	7	10.9	5.45	520
Commercial-Industrial Method C11 - High/Low rate	14	12	6	800
Domestic Method DC-L	48	12		
Domestic Method DC-O	15	15.8		
Small-Commercial Method SC2	4608	15.6		

Table 1: Safaricom's Current Electricity Demand distribution

Below attached is the approved Electricity Tariff schedule by Kenya Power and Lighting. Company Limited to the Consumers for electrical energy they consume.



Approved-Tariffs-A
ug-2018.pdf

4. RFI Response Requirements

Interested suppliers should submit their responses to this RFI in soft copy addressed to mmmiriti@safaricom.co.ke and copied to PKyengo@safaricom.co.ke not later than Friday 8th November 2019 10:00 A.M (EAT)

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

#	Requirement	Attachments & Comments
1	Years of experience as a provider of this solution	
2	The principal place of business.	
3	Countries where the company provides the solution.	
4	List of Countries and/or clients where the company has provided similar solution(s) in the past five years with reference contact details. This should include scope, high level design, operations and period of a minimum for 3 similar successful projects executed. (see responses format in the table below)	
5	Three years audited accounts.	
6	Statutory documents / demonstration of willingness to acquire required statutory documents before project kick off. These statutory requirements include; <ul style="list-style-type: none"> a) EPRA contractor license for Renewable Energy Power plant development in Kenya, b) EPRA Equipment Importation license for Renewable Energy Power projects in Kenya c) NCA license. 	
7	High level design Proposal of 50MWp Plant project (including integration to grid) in a feasible location within Kenya scalable to meet Safaricom's 100% electricity demand as captured in section 3.1 The proposal should include the following; <ul style="list-style-type: none"> a) Proposed project plan b) Cost for the project design and build c) Levelized cost of energy generated (LCOE) 	
8	Partnership ecosystems that your company has used/currently using to deliver its projects and any other potential partnerships engagement the partner can access in future to deliver similar projects.	
9	Brief company profile detailing business focus areas.	
10	Any additional information that supports your capabilities in this scope.	

Table 2: RFI Response Requirements



The table below outlines the format to be used in responding to requirement 4 in the above Table 2.

Item	Description
Project Name	
Brief description of deliverables/project scope	
Country	
Capacity (MWp)	
Technology Used	
Project Cost	
Name of Client	
List of Reference Contacts of the client.	
Supporting Documentation e.g. LPO(s), contract(s) etc.	
Additional comments	

Table 3: Requirement 4 response format

5. Confidentiality

The information submitted in response to this RFI will be treated in strict confidentiality and will be used strictly for benchmarking and future planning only.

6. Contract Terms

This RFI will not result in any contractual obligation between the respondent and Safaricom Ltd. The information submitted in response to this RFI will be used strictly for benchmarking and future planning only and will NOT result in any commercial commitments from either Safaricom or the supplier.

7. Enquiries

All enquiries regarding the RFI should be addressed to mmmiriti@safaricom.co.ke and copied to PKyengo@safaricom.co.ke

8. Next Steps

- Review of submitted Request for Information.
- Shortlisting and Prequalification.
- Issuing of tender to prequalified suppliers.
- Award to successful bidders.

NOTE

- Only suppliers who meet our minimum requirements will be considered for further discussions.
- 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 RFI. 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.

END