

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

## **EXPRESSION OF INTEREST**

### **SUPPLY OF BTS SITES ROLLOUT ACCESSORIES**

**Document Release Date : Tuesday, 12<sup>th</sup> March 2019**

**Last Date for Receipt of EOI : Noon (Kenyan Time), Monday, 18<sup>th</sup> March 2019.**

## 1.1. Introduction

Safaricom is the leading integrated communication services provider in Kenya and has a steadily growing subscriber base of mobile 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 local supplier for the **Supply of Base Station Rollout Accessories**. Safaricom is therefore soliciting for Expressions of Interest (EOI) from interested qualified local suppliers.

## 1.2. Background and EOI Requirements

Safaricom continuously rolls out Base Stations in an effort to expand its network and provide high quality coverage to its customers. The process involves deployment of new Base Stations all over the country. The process involves civil works, telecommunication and power equipment and their related accessories deployment. Safaricom is therefore looking for a supplier who is conversant with the BTS rollout accessories to supply various materials and accessories.

This EOI is intended to lead to the identification of a supplier that can demonstrate having sufficient capability to supply the materials and accessories based on shared specifications and in a manner that enables Safaricom to meet its expectations.

The requirement is a local supplier who can hold stock and expedite requirements for supply on a DPP basis.

The list of expected materials and accessories to be supplied is:

1. RG8 coax cable
2. N-Type connectors
3. Grounding kits
4. Flexible rollout power cables
5. Cable lugs
6. Cable ties and other related accessories.

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

- Years of experience in dealing/supplying the above materials and accessories.
- The principal place of business.
- List of clients where the accessories and materials have been supplied in the past with reference contact details.
- Details of the company's Original Equipment Manufacturers (OEMs) for each item.

- Three years audited accounts.

### 1.3. Submission of Responses

Interested suppliers should submit their responses to this EOI in soft copy addressed to [PGathura@safaricom.co.ke](mailto:PGathura@safaricom.co.ke) and copied to [PKyengo@safaricom.co.ke](mailto:PKyengo@safaricom.co.ke) **no later than Monday, 18<sup>th</sup> March 2019 at 12:00Noon.**

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

Requirement	Comment and Attachments
Years of experience in dealing/supplying the materials and accessories	
The principal place of business	
List of clients where the accessories and materials have been supplied in the past with reference contact details. Attach delivery confirmation document(s) e.g. delivery note etc.	
Details of the company's Original Equipment Manufacturers (OEMs) for each item and related authorisation	
Three years audited accounts	
Any additional information that Safaricom should be aware of.	

Have attachments inserted in the Excel document against each requirement.

### 1.4. Next Steps

- Review of submitted Expressions of Interest.
- Prequalification of shortlisted suppliers.
- Issuing of tender to prequalified suppliers.
- Awarding and supply of accessories by the 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.