

## EXPRESSION OF INTEREST (EOI)

### VSAT BANDWIDTH

**Document Release Date:**  
**Closing Date for Receipt of EOI:**

**25<sup>th</sup> May 2021**  
**8<sup>th</sup> June 2021.**



## 1. Introduction and Background

Safaricom PLC is the leading mobile services and technology provider in Kenya and has a steadily growing subscriber base. Safaricom is continuously expanding and upgrading its network, 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 on various requirements.

Safaricom PLC now intends to engage the services of competent and reputable firms to provide Bandwidth Services for its installed VSAT base.

## 2. Aims and Objectives

VSAT connectivity continues to play a critical role in remote connectivity and backhaul of sites for Safaricom. Safaricom is desirous to competitively identify suppliers for bandwidth services to meet the growing need to carry more data, driven by shifts from traditional ways of interaction, communication, and collaboration to novel ways particularly social and multimedia-based means. There is a big push to take 4G everywhere including remote places and therefore push for a cost-effective and reliable bandwidth that support these needs.

Safaricom modernized its teleport hub 3 years ago to TDMA-based hub and can now flexibly support deployments both in C and Ku/Ka Bands.

## 3. The EOI Scope

VSAT Bandwidth



#### 4. EOI Response Requirements

Interested prospective suppliers are requested to submit the following documents as part of their response to this Expression of Interest (EOI):

#	Requirement	Comments & Attachments
1	Two years audited accounts. Note* This is a mandatory requirement.	
2	Valid Tax compliance certificate (TCC). Note* This is a mandatory requirement. (TCC for Country your organization is domiciled)	
3	Supplier Shall confirm that they own satellites spacecrafts with global coverage <ol style="list-style-type: none"> <li>i. Satellite Craft Names</li> <li>ii. Satellite orbital location</li> <li>iii. Satellite Craft launch dates</li> <li>iv. Satellite Craft launch dates</li> </ol>	
4	Satellite coverage maps i.e. maps showing target area and elevation angles to satellite, for spot, Hemi and global Beams	
5	Link budgets supporting the network with 99.5% link availability and showing efficiency per Hz	
6	Details on the suppliers Network Operations Centre	
7	Available Capacity headroom for new requests and minimum lease Capacities (MHz)	
8	Detail on satellite operators experience in this space or business	

#### 5. Submission of Responses

Interested suppliers should submit their responses to this EOI in soft copy addressed to , [SNdubi@safaricom.co.ke](mailto:SNdubi@safaricom.co.ke), [PGathura@safaricom.co.ke](mailto:PGathura@safaricom.co.ke) and copied to [PKyengo@safaricom.co.ke](mailto:PKyengo@safaricom.co.ke) no later than 8<sup>th</sup> June 2021.

#### 6. 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.
- Outline any industry best practices and trends that your organization may consider relevant for Safaricom's considerations.
- **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.
- State if you submit this EOI as a joint venture/consortium or any other joint format
- Suppliers who wish to provide **bulk documents** using share drives **MUST** use OneDrive. Documents submitted using public share drives will not be accepted.

Yours faithfully,

**FOR: SAFARICOM PLC**

**Paul Kyengo**

Senior Manager – Purchasing

