



**SAFARICOM PLC
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EXPRESSION OF INTEREST – 4G & 5G CPEs

Document Release Date: 15th Oct 2021

Last Date for Receipt of Proposals: 25th October 2021 at 15:00 Hours EAT

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1.0 Introduction

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 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 4G and 5G CPEs.

2.0 Background

Safaricom has been testing and piloting the 5G network with outstanding outcomes. It has also been providing Fixed mobile substitution services using the 4G network in areas where we don't have fiber footprint. One of the primary use cases that has been tested and proven for 5G is the fixed wireless access.

3.0 Scope

The selected partners will offer 4G and 5G CPEs

4.0 Submission of Enquiries and Responses

All enquiries relating to this EOI and the final responses should be addressed to

mmkirimi@safaricom.co.ke, lambani@safaricom.co.ke and a copy to

bids@safaricom.co.ke on or before 25th October 2021 at 15:00 Hours EAT.

5.0 EOI Requirements for the bidders

Interested firms must provide information to show their suitability for the roles including:

Category	Requirement	Criteria
Company Information	The partner shall share detailed information about the company	At a minimum, the partner should share; Overall Company profile clearly indicating business focus areas Certificate of incorporation/Registration certificate. Address of the physical premises and contact details Audited financial accounts for the past 2 years.
Device Information	The partner shall share information about the device	Share the Device Type Approval with relevant regulatory bodies Kenya (CA)and KEBS Shared detailed data sheets for the 4G and 5G CPEs
Accreditations	The Partner shall share accreditations	Accreditation certificate with OEMs in cases where the local partners are working with OEMs.

Category	Requirement	Criteria
Local Support	The partner shall share information about local support	Local customer support is critical for the solution delivery. The partner shall share details of the local partner responsible for local support.
Overall firms' experience	The partner shall share the firms and key staff experience	<p>Build a detailed response showcasing what firm's capacity and experience in offering 4G and 5G CPEs for Enterprise & Residential broadband connectivity.</p> <p>What is the 4G & 5G Telecom experience for the firm? Share examples of at least three (3) 5G CPE deployment in the last one year in the format on Table 2.</p> <p>The partner should share experience and valid practicing licenses of at least 3 key technical members/staff in the format shared in Table 1.</p>
Best practice culture	ISO and other certifications in possession	<p>Partner is required to indicate any 3 industry certifications and best practices adopted culture.</p> <p>Partner is required to outline any industry best practices and trends that your organization may consider relevant for Safaricom's considerations.</p> <p>Partner is required to share any 1 award or customer recognition in the last FY as an added advantage.</p>

6.0 Instructions to Respondents

- The EOI response must not include any pricing/commercial proposal.
- All responses should be provided in standard file formats i.e. XLSS, DOC(X) and PDF.
- The receipt of a response shall not bind Safaricom into any contractual agreements with the bidder. Such arrangements shall only come into place once a tender process has been undertaken and an award issued to successful bidder(s) 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.
- State if you intend to submit this bid as a joint venture/consortium or any other joint format
- Organization and staff experience information to be submitted in the format provided in appendix 1 (Information on staff and organization experience)
- Share accompanying link to demos/documentation on the necessary technical descriptions.

7.0 Next Steps

Once Safaricom PLC receives responses to this EOI on the closure date indicated, an Evaluation Committee will be constituted to evaluate the responses provided by the EOI respondents.

- The Evaluation Committee constituted shall evaluate all the responses to the EOI and including all supporting documents, links & documentary evidence. Please NOTE that failure to submit requisite supporting documents or documentary evidence, may lead to rejection of the EOI response.
- The Evaluation Committee may seek additional documents as it deems necessary, at its discretion as part of the evaluation exercise that will be undertaken
- EOI respondents who meet the minimum requirements may be called for a detailed presentation for further evaluation of their technical capability, product quality, Quality Analysis procedure, etc. as part of the EOI evaluation.
- Only those EOI respondents that meet the minimum requirements indicated in the EOI requirements section will be shortlisted for the tender process.
- Successful potential partner(s) will be notified accordingly after the tender process.

Below is a summary of activities from when the EOI will be sent out to closure/contracting:

No.	Activity
1.	EOI sent out
2.	EOI responses receipt
3.	EOI responses review and evaluation
4	Clarifications and further discussions with partners if required
5.	EOI Presentations and Demo if deemed necessary
6.	Tender Process
7.	Evaluation, Award and Contracting

8.0 Note

Safaricom PLC 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 bidders of the outcome of the process.

Appendix 1: Information on staff and organization experience

Table 1: List of Key Technical Staff

Name	Current Position	Years of Professional Experience

Table 2: List of Firms Relevant Project Experience

Project Description	Year of Project Delivery	Client	Project Value (KES)