



**EXPRESSION OF INTEREST - PROVISION OF SATELLITE IMAGERY AND MONITORING SERVICES FOR DIGIFARM**

**Document Release Date : 17<sup>th</sup> April 2020**

**Last Date for Receipt of Proposals : 24<sup>th</sup> April 2020 at 5:00 PM (Kenyan Time)**

## **1. INTRODUCTION**

Safaricom PLC is a leading telecommunications company offering a comprehensive range of integrated telecommunication services, including mobile and fixed Voice, SMS, Data, Internet, Mobile Money (M-PESA) and e-Commerce to over 25 million subscribers. Our efforts are geared towards positively impacting the lives of those in the communities around us and thus we strive to change the present to improve the future.

DigiFarm is an integrated mobile platform that offers farmers convenient, one-stop access to a suite of information and financial services, including discounted products, customised information on farming best practices, and access to credit and other financial facilities. DigiFarm helps Agribusinesses and small holding farmers share information and transact. The DigiFarm platform runs on a Helium (ERP) platform.

About eleven Agribusinesses and close to 1.3M farmers have registered on the DigiFarm platform. DigiFarm seeks to provide support to the farmers so that they can produce the desired quality and quantity based on best farming practices, Safaricom requires to provide value added services around precision agriculture that will in tandem reduce loan default rate and insurance compensation cases.

This is therefore an Expressions of Interest (EOI) from reputable firms for the the Provision of Satellite Imagery and Monitoring services for DigiFarm.

## **2. OBJECTIVES**

This Expression of Interest (EOI) document is intended to lead to the identification of suppliers that can demonstrate having sufficient capacity and experience to provide satellite imagery and monitoring services for DigiFarm in the best possible way and in a manner that enables DigiFarm to meet its expectations.

Safaricom is therefore soliciting from interested companies an Expression of Interest clearly showing the following:

- A company profile detailing the years of experience in the Provision of Satellite Imagery and Monitoring services for DigiFarm.
- Authority from relevant authorities to provide satellite imagery and monitoring services. Evidence of compliance with statutory requirements, certification and all other relevant licenses.
- Current list of clients where similar services have been carried out.
- Geographical presence i.e. the regions that the vendor has offices.

### **3. SCOPE OF SERVICES**

The nominated supplier will be required to provide the following scopes of services among others;

- An agricultural platform accessible over APP and WEB in order to offer custom services on Geo-tagging, Crop management (pest and diseases & cycles monitoring - sowing, vegetative, maturity and harvest), farm production management (boundary planting, intercropping, monocropping) and Yield prediction and estimation.
- The platform should be simple, robust and accessible at all times on any mobile device to reach as many farmers and extension officers as possible.
- An easy to use (Do-it-yourself) platform. The farmer should be able to access and navigate the functionality and services easily by themselves.
- Provide DigiFarm with accurate, timely and relevant information on the farms and crops at detailed level with imagery and data.
- Scalability - the supplier should be able to develop new features based on new use cases demand on agreed timelines.
- Provide end to end best visibility and monitoring on all milestones involved in production such as land preparation, sowing, vegetation, maturity and harvest.
- Real time automated analytics and reporting of images and data with user levels to enable DigiFarm quantify the impact of the data and extract insights from the farmer activities.
- Additional integrated content that relate to and/or support Agriculture for example soil and weather information would be an added advantage.
- Timely and location specific based reports covering all farm or field activities.

### **4. SUBMISSION OF RESPONSES**

Interested suppliers should submit their response to this EOI in soft copy addressed to the attention of the Senior Manager Purchasing. The EOI should be emailed to [CKiteme@Safaricom.co.ke](mailto:CKiteme@Safaricom.co.ke) **not later than 24th April 2020 at 5:00 PM (Kenyan Time)**.

### **5. NEXT STEPS**

- Review of submitted Expressions of Interest
- Prequalification of shortlisted suppliers
- Issue a POC document to shortlisted vendors to carry out a POC.

#### **NOTE:**

- This is not a tender
- 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.