



EXPRESSION OF INTEREST- PROVISION OF DIGIFARM AGRICULTURAL EXTENSION SERVICES

Document Release Date : 15th October 2018

Last Date for Receipt of Proposals : 29th October 2018 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.

About eight Agribusinesses and over 1M farmers have registered on the *DigiFarm* platform. To provide support to the farmers so that they can produce the desired quality and quantity, Safaricom requires to provide extension services to the farmers.

This is therefore an Expressions of Interest (EOI) from reputable firms for the Provision Extension Services for *DigiFarm*

2. OBJECTIVES

This Expression of Interest (EOI) document is intended to lead to the identification of suppliers that can demonstrable having sufficient capacity and experience to Extension Services for *DigiFarm* in the best possible way and in a manner that enables *DigiFarm* to meets 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 Extension and Related Services
- Authority from relevant authorities to offer Extension (Provide 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 services of services among others;

- Farmer Needs Assessment-Help to understand farmers' constraints and management practices, and to identify the inputs, and Key Extension messages they need for increasing their crop productivity.
- Working with Extension Agents and DBAs work to advise on modification of their existing practices.
- Designing of Tools for Extension Agents and DBAs to assist communication of key Extension messages to farmers.
- Identification and training of self-employed Village-based "Agri-preneurs" or "Advisors"- *DigiFarm* Village Based Advisors (DBAs) who are linked to *DigiFarm* Depots to promote right input together with good agricultural practices, and who provide linkages to buyers of farmers' produce.
- Repprting as may be agreed from time to time

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 TMuchiri@safaricom.co.ke **no later than 29th October 2018 at 5:00 PM at 5:00 PM (Kenyan Time)**

5. NEXT STEPS

- Review of submitted Expressions of Interest
- Prequalification of shortlisted suppliers
- Issuing of tender to prequalified suppliers

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.