



**SAFARICOM PLC  
P.O. BOX 66827-00800 WESTLANDS  
NAIROBI, KENYA  
TEL +254 722 000000**

**EXPRESSION OF INTEREST – SMART WATER METERS (ADDITIONAL SUBMISSIONS)**

**Document Release Date: 12<sup>th</sup> June 2024.**

**Last Date for Receipt of Proposals: 21<sup>st</sup> June 2024.**

## Acronyms

AMR - Advanced Meter reading

EOI - Expression of Interest

GPRS - Global Packet Data Radio Service

IoT - Internet of Things

SMS - Short Message Services

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## 1.0 Introduction

Safaricom Business aims to be an insights-led technology solutions organization and the leading IOT solutions provider in Kenya through the creation of vertical led solutions for Large Enterprises, Public Enterprises and Small and Medium Enterprises.

To this end, Safaricom Plc intends to engage services of reputable supplier(s) for the Provision of **Smart Water Meters** in line with our IoT strategy. We are therefore soliciting for Expressions of Interest (EOI) from qualified vendors. This is a call for additional partners to express interest in relation to a solicitation that we had released in April of 2024. Partners who took part in that earlier solicitation may not have to express interest again.

## 2.0 Background

Safaricom shall engage selected partners to supply various categories of smart water meters (both postpaid and pre-paid) alongside related technologies to be used in developing solutions for the water sector in Kenya. The meters should be capable of integrating with the Smart Water Meter platform that Safaricom already has in place that includes network connectivity, IoT software among other components.

## 3.0 Scope

The scope of this Eoi will include the supply, integration and testing of Smart Water Meters for the water sector in Kenya. The Eoi also includes the supply of token generators for the water use case.

## 4.0 Requirements for the bidders

Requirements relating to this Expression of Interest are accessible via the below link. Kindly review all instructions on this document before proceeding to the requirements.

[View Negotiation: 1626](#)

### Important Instructions

- a) All new and participating suppliers for this Eoi will be expected to register as new suppliers via the below link to be able to access the Eoi.  
<https://egjd.fa.us6.oraclecloud.com/fscmUI/faces/PrcPosRegisterSupplier?prcBuld=300000002465003>
- b) Note that the responses to this Eoi are to be submitted via the Safaricom i-sourcing portal and e-mail responses will not be considered.
- c) For any support on this Eoi, kindly send an email to [BOdhiambo1@Safaricom.co.ke](mailto:BOdhiambo1@Safaricom.co.ke) and copy [PGathura@Safaricom.co.ke](mailto:PGathura@Safaricom.co.ke).

## 5.0 Instructions to Respondents

- This is not a Tender.
- The EOI response must not include any pricing/commercial proposal.
- 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.
- 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.
- Only the suppliers who meet our minimum requirements will be considered for further discussions.
- Safaricom may consider a proof-of-concept period for the prequalified suppliers to demonstrate capacity.

## **6.0 Next Steps**

Organizations that express interest to participate in the provision of Smart Water Meters and meet our requirements shall be prequalified and invited for the tender subject to them providing required documentation and demonstrated ability to deliver the requirement.

Only those institutions that meet the minimum evaluation and pre-qualification criteria will be considered for further discussion on the tender process. The formal next process will be as below:

1. Review of submitted Expressions of Interest (EOI).
2. Prequalification of shortlisted suppliers who are not currently in our supplier database.
3. Issuing of Tender to selected prequalified suppliers.

## **7.0 Notes**

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.