

**SAFARICOM PLC**

**Expression of Interest (EOI/RFI) - Supply of New Motor Vehicles with Accessories for Safaricom Fleet**

**Document Release Date : 26<sup>th</sup> June 2024**

**Closing Date for Receipt of EOI: 5<sup>th</sup> July 2024**

## 1. INTRODUCTION

Safaricom is the leading integrated communication services provider in Kenya and has a steadily growing subscriber base. The company 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 for the supply of various goods and services.

Safaricom PLC is seeking to procure a variety of new motor vehicles with different power train options, including Internal Combustion Engine (ICE), Hybrid, and Electric Vehicles (EVs). This EOI aims to identify suppliers capable of delivering high-quality vehicles to meet our operational needs. Safaricom invites expressions of interest (EOI) from qualified and experienced suppliers/manufacturers for the supply of the following types of new motor vehicles with accessories:

1. Saloon/Sedans
2. 4x4 Pick-ups (Single Cabin & Double Cabin) & Station wagon
3. Low-Range SUVs
4. Mid-Range SUVs
5. High-Range SUVs
6. Land Cruiser Stations Wagon 4X4 or its equivalent
7. Vans
8. Buses
9. Trucks

## 2. AIMS AND OBJECTIVES

This is to invite qualified suppliers/manufacturers to submit their proposals for supplying the following types of powertrain vehicle options:

- **Internal Combustion Engines (ICEs) Vehicles** – Vehicles that are powered by engines that burn fuel (usually gasoline or diesel) to generate mechanical energy.
- **Hybrids Vehicles** - Vehicles that combines two different types of power sources: an Internal Combustion Engine (ICE) and one or more electric motors.
- **Electric Vehicles (EVs)** - Automobiles that are powered entirely by electricity, using electric motors instead of Internal Combustion Engines (ICE).

### Vehicle Categories and Specifications

We require detailed information for each type of vehicle under the three power train options. Please provide the following details for each vehicle type and power train option:

- **ICE Models:** Include engine specifications/types, engine options, luxury features, performance Specs, engine capacity, drivetrain options, payload capacity, fuel economy, interior and exterior features.
- **Hybrid Models:** Specify type of hybrid technology/system (e.g., mild hybrid, plug-in hybrid), fuel efficiency, payload capacity, drivetrain and battery range.
- **EV Models:** Provide details on battery capacity, range, charging time, charging infrastructure, performance, payload capacity, and luxury features.

This Expression of Interest (EOI) document is intended to lead to the identification of suppliers/manufacturers that can demonstrate that they have sufficient capacity to provide these products and services in the best possible way and in a manner that enables Safaricom to meet its expectations.

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

1. The profile of the company detailing the years of experience the company has supplied uniform and shoes.
2. List of corporate clients where firm has offered similar services in the last 3 years.
3. Physical location - Providing details of the location of your physical premises within Kenya and the contact details.
4. Valid Operating Permits and Licenses.
5. Signed Company health and safety policy, processes, and procedures.
6. Supplier's delivery lead times after an order for supply of the respective accessories and services are made.

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

Vehicle Categories and Specifications: We require detailed information for each type of vehicle under the three power train options. Please provide the following details for each vehicle type and power train option:

#### **1. Saloon/Sedan Vehicle Specifications:**

- Engine/Motor type and capacity
- Fuel/Energy type
- Performance metrics (e.g., horsepower, torque)
- Fuel efficiency (e.g., Litres/100 Kms)
- Range (for EVs and hybrids)
- Safety features; [e.g., ABS, airbags, stability, traction control, adaptive cruise control, lane assist, parking sensors, emergency exits, rearview camera]
- Technology and connectivity features
- Warranty and service packages

#### **2. Pick-ups (Single Cabin & Double Cabin) Vehicle Specifications:**

- Engine/Motor type and capacity
- Payload and towing capacity
- Performance metrics (e.g., horsepower, torque)
- Fuel efficiency (e.g., Litres/100 Kms)
- Range (for EVs and hybrids)
- Safety features; [e.g., ABS, airbags, stability, traction control, adaptive cruise control, lane assist, parking sensors, emergency exits, rearview camera]
- Technology and connectivity features
- Warranty and service packages
- powered steering,
- Central & powered windows control
- Adjustable seats.

#### **3. Low-Range SUVs Vehicle Specifications:**

- Engine/Motor type and capacity
- Performance metrics (e.g., horsepower, torque)
- Fuel efficiency (e.g., Litres/100 Kms)
- Range (for EVs and hybrids)
- Safety features; [e.g., ABS, airbags, stability, traction control, adaptive cruise control, lane assist,

- parking sensors, emergency exits, rearview camera]
- Technology and connectivity features
- Warranty and service packages

#### **4. Mid-Range SUVs Vehicle Specifications:**

- Engine/Motor type and capacity
- Performance metrics (e.g., horsepower, torque)
- Fuel efficiency (e.g., mpg, kWh/100 miles)
- Range (for EVs and hybrids)
- Safety features; [e.g., ABS, airbags, stability, traction control, adaptive cruise control, lane assist, parking sensors, emergency exits, rearview camera]
- Technology and connectivity features
- Warranty and service packages

#### **5. High-Range SUVs Vehicle Specifications:**

- Engine/Motor type and capacity
- Performance metrics (e.g., horsepower, torque)
- Fuel efficiency (e.g., Litres/100 Kms)
- Range (for EVs and hybrids)
- Safety features; [e.g., ABS, airbags, stability, traction control, adaptive cruise control, lane assist, parking sensors, emergency exits, rearview camera]
- Technology and connectivity features
- Warranty and service packages

#### **6. Land Cruiser Station Wagon or its equivalent Specifications**

- Suitable for both on-road and off-road conditions, capable of handling rough terrain and long-distance travel.
- Seating Capacity: Minimum of 7 passengers, including the driver.
- Engine Type: Diesel engine preferred, with options for petrol with capacity of minimum of 4.0 litres.
- Transmission: Automatic or manual, with at least 5-speed.
- Drivetrain: 4x4 (Four-wheel drive) with high and low-range gearing.
- Fuel Tank Capacity: Minimum of 90 litres.
- Seating: High-quality fabric or leather seats, adjustable and comfortable for long journeys.
- Air Conditioning: Dual-zone automatic climate control.
- Infotainment System: Integrated multimedia system with navigation, Bluetooth connectivity, and USB ports.
- Storage: Ample cargo space with foldable rear seats for increased luggage capacity.
- Safety Features: Airbags (driver, passenger, side), ABS, traction control, and electronic stability control.
- Power windows, central locking, key or keyless entry, and a comprehensive instrument cluster.
- Body Structure: Robust and durable body-on-frame construction.
- Tires and Wheels: All-terrain tires with steel wheels, minimum of 18 inches.
- Tow Hitch: Factory-fitted tow hitch for towing capacity.
- Environmental Considerations (emissions): Compliant with at least Euro 4 emission standards.
- Fuel Efficiency: Competitive fuel consumption rates for its class.

#### **7. Vans Vehicle Specifications:**

- Engine/Motor type and capacity
- Payload and seating capacity
- Performance metrics (e.g., horsepower, torque)
- Fuel efficiency (e.g., Litres/100 Kms)
- Range (for EVs and hybrids)

- Safety features; [e.g., ABS, airbags, stability, traction control, adaptive cruise control, lane assist, parking sensors, emergency exits, rearview camera]
- Technology and connectivity features
- Warranty and service packages

#### **7. Buses Vehicle Specifications:**

- Engine/Motor type and capacity
- Passenger capacity
- Performance metrics (e.g., horsepower, torque)
- Fuel efficiency (e.g., Litres/100 Kms)
- Range (for EVs and hybrids)
- Safety features; [e.g., ABS, airbags, stability, traction control, adaptive cruise control, lane assist, parking sensors, emergency exits, rearview camera]
- Technology and connectivity features
- Warranty and service packages
- Seating capacity

#### **8. Trucks Vehicle Specifications:**

- Engine/Motor type and capacity
- Payload and towing capacity
- Performance metrics (e.g., horsepower, torque)
- Fuel efficiency (e.g., mpg, kWh/100 miles)
- Range (for EVs and hybrids)
- Safety features; [e.g., ABS, airbags, stability, traction control, adaptive cruise control, lane assist, parking sensors, emergency exits, rearview camera]
- Technology and connectivity features
- Warranty and service packages

#### **Submission Requirements**

For each vehicle type and powertrain option, please provide the following:

##### **1. Detailed Vehicle Specifications: As outlined above for each vehicle category.**

##### **2. Pricing Information:**

- Base price (Pricing information)
- Options and add-ons
- Volume discounts (if applicable)
- Buy and/or Lease options

##### **3. Availability:**

- Availability and delivery timelines (Lead time for delivery)
- Current stock status
- Production capacity

##### **4. After-Sales Support:**

- Information on after-sales support and service network.
- Service centres
- Spare parts availability
- Warranty and maintenance programme.

#### **5. Sustainability and Environmental Impact:**

- Emissions data (for ICE and hybrid models)
- Sustainability initiatives (for manufacturing and lifecycle of the vehicle)

#### **Evaluation Criteria**

Submissions will be evaluated based on:

- Compliance with Specifications
- Cost Effectiveness
- Warranty and After-Sales Service
- Availability and Delivery Schedule
- Sustainability and Environmental Impact
- Safety Features

#### **4. RESPONSIBILITIES**

- It is the responsibility of the contractor to show commitment to providing consistent high quality products and services from the very first contact.
- Compliance with industry standards, regulations, and procedures. Work processes and legal compliance as proof of ability to supply high quality accessories.
- Customer-Centric Approach: Demonstrate a track record of customer satisfaction and service excellence. Provide examples of projects and client testimonials.
- Digital Maturity: show capability in using digital tools to ensure accuracy and efficiency.
- Provide training and support for Safaricom's Fleet Management team where necessary.
- Demonstrate sustainable business practices and materials used in manufacturing.

#### **SUBMISSION OF RESPONSES**

Interested suppliers should submit their response to this via the portal. Any questions regarding the EOI should be emailed to [CKiteme@Safaricom.co.ke](mailto:CKiteme@Safaricom.co.ke) and copied to [ewere@safaricom.co.ke](mailto:ewere@safaricom.co.ke) on or before 5<sup>th</sup> July 2024.

#### **NEXT STEPS**

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

#### **NOTE:**

- Only the suppliers who meet our minimum requirements will be considered for further discussions.
- 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.
- 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.

Kindly review all instructions on this document before proceeding to submit.

## 5. Important Instructions on Enquiries and submission of Responses

a). We trust this opportunity may interest you hence looking forward to receiving your submission as requested in the EOI document. If interested, kindly use the below link to register your organization before responding to the EOI. Note that this only applies to new suppliers and existing vendors do not have to register.

[https://egjd.fa.us6.oraclecloud.com/supplierPortal/faces/FndOverview?fndGlobalItemNodeld=itemNode\\_supplier\\_portal\\_supplier\\_portal](https://egjd.fa.us6.oraclecloud.com/supplierPortal/faces/FndOverview?fndGlobalItemNodeld=itemNode_supplier_portal_supplier_portal)

Once registered, the EOI can be accessed via the below link. Please note all communications relating the EOI will be done through the messaging tool in the portal.

<https://www.safaricom.co.ke/about/join-safaricom/our-suppliers/tenders>

b). Note that the responses to this RFI are to be submitted via the Safaricom i-sourcing portal. **e-mail responses will not be considered.**

c). Companies in the SIG categories are encouraged to apply

d). The responses to this EOI are to be submitted via the Safaricom i-sourcing portal and e-mail responses WILL NOT BE CONSIDERED.

e). Once logged in, all interested suppliers can access the EOI by following below steps:

Supplier Portal>>Negotiations>>View Negotiations>>\*Invitation Received (pick number 1649)>> Search.

d). All responses should be provided in standard file formats i.e., XLSs, DOC(X) and PDF.