



# SAFARICOM PLC

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## EXPRESSION OF INTEREST

**Supply of Cellular Network Repeaters**

**Document Release Date:** 29th January 2025.

**Last Date for Receipt of EOI:** 12th February 2025.

### **Confidentiality**

The contents of this EOI are confidential, and recipients must observe this requirement in their use and distribution of this document and any copies they may make of it for internal distribution. This confidentiality requirement must accompany any such copies or extracts.

**Supply of Cellular Network Repeaters**

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## **1.1. Introduction**

Safaricom is the leading integrated communication services provider in Kenya and has a steadily growing subscriber base and enterprise clients.

The vast network of existing and new base stations means Safaricom PLC. requires secure, reliable, and fit for purpose network solutions driven by sound engineering technology and support to deliver for its customers.

Safaricom PLC strives to continually review and enhance its coverage using data driven insights as well as industry technology trends. The Key objective being to deliver customer centric network solutions.

To meet this objective Safaricom seeks to partner with qualified and competent Vendors offering cellular network repeaters to ensure Safaricom PLC meets and surpasses its strategic corporate objectives.

## **1.2. Background and EOI Requirements**

The purpose of this Expression of Interest (EOI) is to identify qualified suppliers for the provision of cellular network repeaters to enhance mobile signal coverage in areas with weak or no signal coverage. These challenges adversely affect both individual users and businesses, hindering effective communication and productivity.

It is essential that the selected repeaters comply with local regulatory standards to ensure they do not interfere with the overall network performance. Therefore, we seek suppliers with a proven track record in delivering compliant and effective Repeater solutions.

The primary objective of this project is to improve signal coverage in targeted areas, enhance the overall user experience, and ensure seamless integration with our existing network infrastructure.

## **1.3. Scope**

This EOI is intended to identify reputable and qualified suppliers who will be able to deliver on the scope (but is not limited to) below:

1. Supply of repeaters and related equipment.
2. Comprehensive testing and commissioning of the systems.
3. Ongoing maintenance, technical support, and system upgrades.
4. Documentation and training for technical staff.

## 2.0 Objective

The primary objective of this EOI is to shortlist potential vendors/manufacturers with the expertise, proven track record, and capacity to deliver high-quality repeater systems tailored to our operational needs.

The identified Vendors/Manufacturers will be taken through a competitive evaluation process from which the suppliers to be engaged will be identified.

## 3.0 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: 1935](#)

### Important Instructions:

- a) We trust this opportunity may interest you hence looking forward to receiving your submission as requested in the EOI document.
- b) All suppliers NOT registered with Safaricom and would like to participate in 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>

(Note that this only applies to new suppliers, existing vendors do not have to register.)

- c) Once logged in, all interested suppliers can access the EOI by following below steps: *Supplier Portal>>Negotiations>>View Negotiations>>\*Invitation Received (pick number 1793)>> Search.*
- d) All responses should be provided in standard file formats i.e., XLSs, DOC(X), PPT and PDF.
- e) 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**. Please submit your EOI responses by the deadline provided.
- f) For any support on this EOI, kindly send an email to [awgithinji@Safaricom.co.ke](mailto:awgithinji@Safaricom.co.ke) and copy [PKyengo@Safaricom.co.ke](mailto:PKyengo@Safaricom.co.ke).

## 4.0 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.
- 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 ability to fulfil the requirement.

### **5.0 Evaluation Process**

- Once Safaricom PLC receives responses to this EOI on the closure date indicated, the evaluation team shall evaluate all the responses to the EOI including all supporting documents & 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.

### **6.0 Next Steps**

Organizations that express interest to participate in the Supply of Cellular Network Repeaters 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.

**Appendix**

**Table 1: Experience**

Interested suppliers should attach a separate Excel document with specific responses their experience on cellular Network Repeaters.

Category	Experience
Supply of Cellular Network Repeaters	

**Table 2: Past Projects**

List of past project Deliveries & (not more than 5 years).

Country	Year	Name of client	Brief description of deliverables/project scope	Supporting Documentation e.g., LPO(s), contract(s)	Additional comments

- END -