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EXPRESSION OF INTEREST

PROVISION OF A DATA CENTER INFRASTRUCTURE MANAGEMENT (DCIM) SOLUTION

Document Release Date : Tuesday, 16th April 2019

Last Date for Receipt of EOI : Noon (Kenyan Time), Tuesday, 23rd April 2019.

1.1. Introduction

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

To this end, Safaricom intends to engage services of a reputable supplier for the provision of DCIM system for management of elements within all its data centers. Safaricom is therefore soliciting for Expressions of Interest (EOI) from interested qualified solution providers.

1.2. EOI Requirements

This EOI is intended to identify reputable and qualified suppliers who will provide a system that is able to manage both legacy and smart elements within all Safaricom data centers across the country. The DCIM scope includes (but is not limited to)

1. Asset Management tool: -Dynamic and upgradable asset management module
2. Environment Management: Real time environmental alarm reporting
3. Power and cooling management: Real time power and cooling utilization and measurements
4. Capacity Planning: Data analytics capability in order to get insights for decision making
5. Compatibility: Integration with open source systems / protocols and existing change management tool (Remedy) as well as operation& Maintenance tools

This EOI is intended to lead to the identification of suppliers that can demonstrate having sufficient capability to provide this solution in the best possible way and in a manner that enables Safaricom to meet its expectations. The full details of the scope of the DCIM will be provided in an RFP (Request for Proposal) that will be sent out to bidders shortlisted through this EOI process.

Interested prospective suppliers are therefore requested to submit the following details as part of their response to this Expression of Interest (EOI):

REQUIREMENTS
The company Profile
Years of experience as a provider of DCIM systems
The principal place of business.
Regions/Countries where the company provides the solution and the intended plans for the Kenyan market if there is currently no presence.
List of clients where the solution has been deployed in the past with reference contact details.

Current list of where there are ongoing projects.
Specific details including capacities of the deployed solutions and also the ones in progress.
Details of the company's membership to any well-known data center membership association
Details of the company's key staff membership to any well-known data center membership association
Three years audited accounts.

1.3. Submission of Responses

Interested suppliers should submit their responses to this EOI in soft copy addressed to PGathura@safaricom.co.ke and copied to PKyengo@safaricom.co.ke **no later than Tuesday, 23rd April 2019 at Noon.**

Prospective suppliers should attach a separate excel document with specific responses to each of the requirements above in the format below:

REQUIREMENTS	COMMENTS	ATTACHMENTS
The company Profile		
Years of experience as a provider of DCIM systems		
The principal place of business.		
Regions/Countries where the company provides the solution and the intended plans for the Kenyan market if there is currently no presence.		
List of clients where the solution has been deployed in the past with reference contact details.		
Current list of where there are ongoing projects.		
Specific details including capacities of the deployed solutions and also the ones in progress.		
Details of the company's membership to any well-known data center membership association		
Details of the company's key staff membership to any well-known data center membership association		
Three years audited accounts.		
Any additional information that Safaricom should be aware of.		

1.4. Next Steps

- Review of submitted Expressions of Interest.
- Prequalification of shortlisted suppliers.
- Issuing of tender to prequalified suppliers.
- Awarding and deployment of solution by the successful bidder.

NOTE:

- 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.

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