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## **EXPRESSION OF INTEREST**

# **PROVISION OF A MODULAR BUILD DATA CENTRE SOLUTION**

**Document Release Date : Tuesday, 20<sup>th</sup> April 2021**

**Last Date for Receipt of EOI : Noon (EAT), Tuesday 4<sup>th</sup> May 2021.**

## 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 a **modular data center**. Safaricom is therefore soliciting for Expressions of Interest (EOI) from interested qualified solution providers.

## 1.2. Background and EOI Requirements

Safaricom intends to build data centres and upgrade its existing main switch rooms to data centres. Safaricom seeks a supplier to construct a new scalable modular data centre with the specifications highlighted below. The data centre is expected to be built within 40 kilometres radius of Nairobi, Kenya. We therefore invite potential bidders to express interest by providing information on their capabilities to build the data centre with the following baseline guidelines:

- The vendor will provide design, construction, integration and commissioning of all systems/components for the data centre and hand over to Safaricom.
- The vendor's proposed solution(s) should meet Uptime Tier III certification requirements (Design & Facility).
- To vendor's proposed solution(s) should embrace the use of renewable energy including solar (preferably 100% self-consumption) and free cooling technologies.
- The proposed solutions should have outstanding security systems, eco-energy efficiency systems, onsite and offsite monitoring capabilities and notification transmission.
- The design should provide a comprehensive description of power systems, HVAC, intelligent BMS systems, Containment PODs, fire protection, lightning protection and grounding.
- The proposed solution(s) should be modular and quick to deploy.

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.

Safaricom is therefore soliciting for Expressions of Interest from interested companies clearly showing the following:

- Years of experience as a provider of modular data center solutions.
- 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 any 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](mailto:PGathura@safaricom.co.ke) and copied to [PKyengo@safaricom.co.ke](mailto:PKyengo@safaricom.co.ke) no later than **Noon (EAT) on Tuesday 4th May 2021.**

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

Requirement	Comments and Attachments
Years of experience as a provider of data center solutions and build services.	
The principal place of business and local partner, if any.	
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.	
List of clients where your company has built or is operating a commercialized data centre, if any. Share details e.g. is it under Build-Operate-Transfer model, is it self-owned, client-owned, etc.	
Current list of where there are ongoing projects.	
Specific details including capacities of the deployed solutions and 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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