



**SAFARICOM LIMITED
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EXPRESSION OF INTEREST (EOI)

Supply of Rectifiers and Inverters

Document Release Date: 7th May 2020

Last Date for Receipt of Proposals: 1500hrs on 15th May 2020.

1.0 Introduction

Safaricom PLC is the leading mobile services provider in Kenya and has a steadily growing subscriber base. Safaricom 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 on various requirements.

Safaricom PLC now intends to engage the services of competent and reputable firms to supply rectifiers and inverters for use in various Safaricom installations. Safaricom is therefore soliciting for Expressions of Interest (EOI) from interested bidders of rectifiers and inverters as described under the scope hereunder.

2.0 Scope and basic specifications

- 2.1 The rectifiers will be used to convert 230V AC, 50HZ power from grid or generator to stable 48V DC power while the inverters will be used to convert 48V DC power to 230V AC, 50HZ.
- 2.2 The EOI response should show capacity to supply complete solution that include the cabinet, the rectifiers, the inverters, the controls, protection and distribution elements for both AC input and DC outputs.
- 2.3 The EOI response should show capacity to supply various ranges of rectifiers for both access network and for use in large installations such as data center.
- 2.4 EOI response should show capacity to supply small and medium capacity rectifiers with enhanced DC voltage of up to 58V.
- 2.5 EOI response should show existence of local support with proven experience in supporting Rectifiers and inverters.
- 2.6 EOI response should show the portfolio of clients within telecommunication and data center space currently been supplied with the proposed product.

3.0 Responses to the EOI.

- 3.1 Prospective suppliers should attach their organization profile and any documentation that they find to be proof of their competence in accordance with scope and basic specifications above.
- 3.2 Prospective suppliers should attach a separate Excel document with specific responses to each of the above EOI requirements in the format below:

No.	EOI Requirement	Attachment	Comments

- 3.3 As a part of response, the interested suppliers must fill the following summary table:

Requirement	Comments and attachments
Name of the supplier	
Primary contact for the supplier (email and phone)	

The principal place of business.	
Status of local presence/dealership, including primary contact.	
List of clients where the supplier has been supplying similar products	
Brand name of the product proposed	
Attach brochures/data sheets for the product proposed that will be useful in evaluating basic compliance.	

4.0 Submission of Responses

Interested suppliers should submit their responses to this EOI in soft copy addressed to PMwangi1@Safaricom.co.ke and copied to LGachuhi@safaricom.co.ke, no later than Friday, 15thMay 2020 at 1500hrs.

5.0 Next Steps

- Review of submitted Expressions of Interest.
- Prequalification of shortlisted suppliers.
- Issuing of Tender to prequalified suppliers.

NOTE TO SUPPLIERS:

- 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 to informing the bidders of the outcome of the process.
- The receipt of a response shall not bind Safaricom into any contractual agreements with the bidder. Such arrangements shall only come into place once an award is issued and the bidder is successful 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.

Yours faithfully,

FOR: SAFARICOM PLC

Lydia Gachuhi

Senior Manager – Purchasing