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	EXPRESSION OF INTEREST – ANDROID TV STBS	

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1.0 Introduction

Safaricom has enjoyed rapid growth since her inception largely driven by the innovation and delivery of new and sophisticated services riding on telephony and data services. In line with the strategy to provide innovative home solutions, Safaricom launched the BIGbox in August 2015 offering free-to-air TV content and 4G enabled Internet connectivity. Based on changing market trends, customer feedback and lessons learnt with BIGbox 1.0, the home solutions team developed a BIGbox Version 2.0 dubbed Safaricom GIGA box and launched this in November 2017.

The GIGA box has been instrumental in driving up renewal rates among Fibre customers. Fibre customers who buy the GIGA box have a higher than average renewal rate. This Box also offers our customers in non-Fibre ready areas, the easiest way to set up a home Wi-Fi.

Our Home Fibre customers are Modern and enlightened and expect choice, ubiquity, personalization and above all access to anything and everything in the internet world. Due these user expectations, Safaricom is planning to expand its Set Top Box range, to ensure that more Fiber users have access to great content.

To this end, Safaricom is seeking to on-board suppliers of requisite STBs who will be able to support this business goal.

The areas of interest for this EOI will be:

1.1 Android STB
A set-top box that runs on the latest Android TV OS version.

The Android STB Specs are as below;

Areas of Evaluation	Item	Requirement	Requirement Type (M=Mandatory O=Optional)
Processing Capacity, Storage and OS	CPU	At least 15K DMIPS	M
		Broadcom or Marvell or Amlogic	M
	GPU	Supporting: -	M
		·　　　Open GL ES 3.1/2.0	M
		·　　　Open VG 1.1	M
		·　　　EGL	M
		·　　　Imprex 2.0 PQ Engine	M

	RAM	At least 2GB DDR3/DDR4	M
	Flash Memory	At least 8GB	M
	External Storage	Support at least 128 GB	R
	HTML cabability	HTML 5 browser support	M
	Operating System	At least Android 9.x.x	M
Video and Audio Codecs	Video Engine	Codecs: HEVC, H.264, VP9, VC1, MPEG2 divX	M
		Decoder:10bit upto 4Kp60	M
		Encoder: H.264 @1080p30 or dual 1080P30	M
		HiVXE 2.0 video engine with 4Kp60 H.265 and VP9 decoding,1080p PiP and video transcoding	R
		Dolby Vision, HDR10	R
	Video Codecs Support	DivX AVI, MKV, MP4, FLV, MPEG, MOV, TS, M2TS, WMV, RM, RMVB, OGM, WebM	R
	Codecs Audio	MP3, WMA, AAC, APE, FLAC, WAV, MKA, DTS, DTS HD, Dolby Digital Plus, Dolby True HD	R
Network and Audio-Visual Interfaces		Dual Gigabit Ethernet port	M
		Wireless Client (802.11 b/g/n/ac 2.4G/5G MIMO >=2T2R Wi-Fi)	R
		Bluetooth, BLE	M
	Video output	HDMI 2.0a TX with HDCP 2.2	R
	Audio output	Audio L/R, Composite	R
	Digital Audio Output	S/PDIF and/or HDMI ARC	R
	USB	1x USB 3.0	O
		1x USB 2.0.	M
	Storage bus	SATA and 2X SDIO.	O
	MicroSD Expansion	MicroSDXC Card slot supporting at least 128GB	R

Software Features	IP Requirements	Multicast / Unicast Support	M
		RSTP	M
		RTP	M
		IPOE / PPPoE	O
		NTP Support	M
		DHCP Support	M
		IPv6 Support	M
		Dual Stack Support	M

		SIP	O
	PVR Function / Time Shifting -	Record to USB HD or Flash Disk	M
	Multimedia player capability	Ability to browse and play from both Internal and External Storage	M
		Photos	M
		Video	M
		Music	M
	GMS Licensed	Google Certified Device (GMS)	M
		Access to Google Playstore	M
	Added features	Resolution:4K capability	O
		Cloud storage	M
		3rd party pre-integrated e.g to Netflix/Hulu/HBO	M
	Casting and Media sharing Capabilities	Mira Cast	M
		Google cast	M
		AirPlay	M
		DLNA Support	M
	Netflix Certified	Netflix Licensed device	M
Securty	Security	Advanced DRM and CAS. - Hardware root of trust	M
		Secure PPPoE	M
		MultiDRM Support Preferably	M
		WideVine	M
		PlayReady	M
		Verimatrix	M
		See Appendix for Platform Security Requirement	M
Peripherals	Remote control unit	Bluetooth + IR Remote+ Google Assistant enabled	M
		RCU Smartphone App	M
	Power adapter	External DC 12V	M
	Accessories	RCU with batteries	M
		RCA	M
		2M HDMI 2.0 cable	M
		Product Manual	M
Management, upgrade and development	OTA and OTN Support	Software Upgrade	M
	Local Software Upgrade	Over USB	O
		Over Ethernet	O
		Over SD Card	O

| | Management System Specification | See Appendix Document | O |
| | SDK Support | Sim-Toolkit | O |

2.0 Instructions to Respondents

i. Analyze the contents in the section titled 'Introduction' and 'scope'
ii. Build a detailed response showcasing what product solution you would propose to meet the business goal
iii. Provide a comprehensive write up on your industry experience.
iv. Detail all other products that your organization deals with related to the requirements captured in the business goal
v. Outline the industry best practices and trends for Safaricom considerations.
vi. Provide the following details for Safaricom to review:
   a. A functional description of the product(s).
   b. A technical description of the product(s).
   c. All relevant product data sheets
   d. A signed letter of introduction and overview of your company

vii. The EOI response must **not** include any pricing/commercial proposal.
viii. All responses should be provided in standard file formats i.e. PPTs, .XLSs, .DOC(X), PDF.
ix. All responses should be provided in electronic format only i.e. emailed to *RAMAYO@Safaricom.co.ke*
x. All technical questions related to this RFI should be sent to Nodiwour1@safaricom.co.ke
xi. 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.
xii. Any costs associated with the preparation and submission of the response to the EOI shall be borne by the vendor.

3.0 Scope

The supplier will be required to:

1. Provide an Android STB that meets the stated requirements under a Vendor Managed Inventory (VMI) supply model.
2. Avail 2% SWAP stock units for each purchase order in case of faulty Units

3. Provide After Sales Support directly or through an appointed partner.
4. Provide at least 1 Year warranty to cover Manufacturer's defects
5. Where needed, provide basic training needed to effectively sell the device to end users.
6. Provide sample STB for testing purposes at no cost to Safaricom (one sample is enough).

4.0 Aims and Objectives

The main objective of the EOI are to:

1. Identify partners that can supply the devices above under a Vendor Managed Inventory supply model.
2. Pre-qualify and float a tender to potential providers following this EOI evaluation
3. Agree on a framework of engagement with successful partners

This document is soliciting interested OEM and/or OEM partners to participate in this exercise. The participating entity must be duly registered and reputable firm(s) with the capacity to provide or demonstrate that they have a mature product that can be used for the purposes mentioned above.

5.0 EOI Content

The EOI proposal/ response should contain the following information:

- **Legal Certification & Registration by relevant regulatory authorities** – i.e. Certificate of incorporation, Single Business Permit, Tax Compliance Certificate, Memorandum and Articles of Association for the Company, VAT Certificate Of Registration, Official search report Form CR12, Form of Annual Return of A Company Having a Share Capital, Registration by relevant body/institution as an approved training institution, Registration by the National Industrial Training Authority, Certificate of Cover for Professional Indemnity.

- **Company organogram and CVs of resource persons** including copies of educational qualifications, certificates of registration by relevant authorities and competency to offer QA trainings (stating areas of expertise). Note - emphasis will be placed on the calibre of trainers provided.

- **Demonstrate capacity to undertake the above listed services** - detailed scope and methodology of the trainings offered, sample training manual, sample course outline

and course content, sample timetable to be used in training for each of the trainings the vendor is able to provide.

- **Provision of recent client referrals/ referral letters** where similar services have been carried out and number of staff trained providing contact address, scope of works and duration.

- **Details of the Bidder's physical premises and contact details**.

6.0 Next Steps

- Institutions that express interest to participate in the provision of the above-mentioned service, and meet our requirements, shall be prequalified for the provision of this service in their area(s) of expertise, subject to the provision of required documentation and demonstrated ability to deliver the trainings.

- Only those institutions that meet the minimum evaluation and pre-qualification criteria will be considered for further discussion on the tender process.

7.0 Responses
All responses should be provided in electronic format only i.e. emailed to
RAMAYO@safaricom.co.ke

8.0 Note

Safaricom Limited 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.