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## **EXPRESSION OF INTEREST**

### **PROVISION OF POWER EQUIPMENT ROLLOUT SERVICES**

**Document Release Date : Wednesday, 25<sup>th</sup> August 2021**

**Last Date for Receipt of EOI : Noon (Kenyan Time), Friday, 3<sup>rd</sup> September 2021**

## 1.1. Introduction

Safaricom is the leading integrated communication services provider in Kenya and has a steadily growing base of mobile 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.

Safaricom intends to engage services of reputable **Women in Business (WIB)** suppliers for the provision of various **Power Rollout Services** for its network. In this case, WIB suppliers are entities that are **Woman/Women majority-owned** registered in Kenya.

## 1.2. Background and EOI Requirements

Safaricom has continuously rolled out sites across Kenya to progressively deepen its network to continue serving the growing needs of its customers. To achieve this, Safaricom relies on contracted service providers who are engaged on fixed term contracts. Safaricom intends to engage services of reputable power rollout contractors for intended projects for its network. The scope of the services will include Survey, Design and Construction (civil works and equipment/materials installation and commissioning) of the following power solutions in BTS sites:

1. Rectifiers
2. Solar
3. Generators
4. Invertors
5. Other power equipment.

This EOI is intended to identify prospective bidders that can demonstrate sufficient capability to provide these services in the best possible way and in a manner that enables Safaricom meet its objectives. The identified suppliers will be taken through a competitive evaluation process from which the suppliers to be engaged will be identified.

Safaricom is therefore soliciting for Expressions of Interest from interested companies clearly showing responses to the list of items listed in the table below. Prospective suppliers should attach a separate excel document with specific responses to each of the requirements in the format below:

	Requirement	Comments & Attachments
1	Share the following company details: a) Certificate of incorporation b) Current CR12 form c) KRA Tax Compliance Certificate d) Company Profile	
2	Years of experience as a provider of these services	

3	List of clients where the services have been offered in the past two years with reference contact details. This should include a summary of the scope.  Attach a separate excel file with the details in the format shared below.	
4	Two years audited accounts. Attach 2 separate files for each year.	
5	Statutory Authority approval documents that are required for the provision of these services i.e., NCA, ERPA and ERPA certified employee(s), etc.  For ERPA and NCA, if license is pending share the payment receipt.	
6	Any relevant additional information.	

For item 3, share an excel file with the details in the format below:

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

### IMPORTANT INSTRUCTIONS:

1. Ensure you attach the response in an excel document in the format above. Any other format will not be accepted.
2. Have all the attachments supporting your submission in a separate zipped file or files. The bulky files should be shared through OneDrive (it's free up to 5GB). The emails to be allowed access are: [PGathura@safaricom.co.ke](mailto:PGathura@safaricom.co.ke) and [PKyengo@safaricom.co.ke](mailto:PKyengo@safaricom.co.ke).

The attachments should be submitted in folders properly labelled as per the index listed above. You will have folders 1 to 7 as listed above.

The format for submission will therefore be an email with the excel attached and a OneDrive link containing the zipped files with attachments for 1 to 6 or 1 to 5 if there are no additional comments. Ensure you give access to the 2 email addresses above when creating the Microsoft OneDrive link.

### 1.3. Submission of Responses

Interested suppliers should submit their responses to this EOI via email addressed to [PGathura@safaricom.co.ke](mailto:PGathura@safaricom.co.ke) and copied to [PKyengo@safaricom.co.ke](mailto:PKyengo@safaricom.co.ke) not later than **Friday, 3<sup>rd</sup> September 2021 at Noon.**

**NOTE:** This EOI is open to any interested woman/women majority-owned eligible supplier in Kenya.

#### 1.4. Next Steps

- Review of submitted Expressions of Interest.
- Prequalification of shortlisted suppliers.
- Competitive RFQ process with shortlisted bidders.

#### IMPORTANT NOTES:

- If you aren't prequalified with Safaricom, initiate prequalification immediately through the Safaricom prequalification portal. The link to the portal can be found at: <https://www.safaricom.co.ke/about/about-safaricom/suppliers/how-to-become-a-safaricom-supplier>. Click on **BECOME A SUPPLIER**.
- Only the suppliers who meet our minimum requirements will be considered in the competitive RFQ process.
- **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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