

EXPRESSION OF INTEREST FOR SUPPLY OF FIBRE HDPE DUCTS & FIBREGLASS REINFORCED POLYMER POLES

INTRODUCTION

Safaricom Ethiopia expects to build its fixed network all over the country. To achieve this, - Safaricom Telecommunications Ethiopia Plc (STEP) intends to engage the services of reputable suppliers for the supply of Fibre HDPE Ducts and Fiberglass Reinforced Polymer Poles for its network. The intention is to engage manufacturers to supply items that meet the outlined STEP requirements.

SCOPE

Safaricom Ethiopia intends to progressively deepen its fiber network infrastructure to towns and homes to serve the growing needs of customers. To achieve this, Safaricom Ethiopia relies on contracted vendors who are engaged in a fixed-term contract. The scope of the product offering for this Fiber Materials Expression of Interest is the Supply of:

- Duct Direct Buried Low Friction, Silicon lined HDPE 32/26mm
- Protection Pipe HDPE DWC 110/95mm
- Micro Duct Thick wall, direct buried 14/10mm – (7-way; 4-way; 2-way)
- Coupler High-Pressure Screw Type 32mm
- Straight Connector DB 14/10 mm, direct buried applications
- End Stop DB 14 mm, direct buried applications
- End Caps for 32/26mm
- Fiber Reinforced Polymer (FRP) poles – (8m; 10m; 12m)
- Cable Markers 20/18mm

EOI RESPONSE REQUIREMENTS

STEP is therefore soliciting for Expressions of Interest from interested Original Equipment Manufacturers (OEMs) or their representatives clearly showing responses to the list of items. Prospective suppliers should attach a separate Excel document with specific responses to each of the requirements of the listed items:

- a. Share the company details i.e., Company profile; copies of the registration certificate, Business License and Tax Identification Number (TIN), VAT and Memorandum and Association; 2-year Audited accounts; 3 level Company Organogram
- b. Share the Company's experience i.e., 5 years minimum experience as an OEM or an OEM's representative; provide a minimum of 10 clients they have supplied for the listed materials; Reference letters from active contracts of similar scope in Supply of Fibre Materials
- c. List down directly owned manufacturing plants (as of the date of this EOI) intended for use to manufacture the scope requirements and those manufacturing plants owned by 3rd parties to meet production capacity on your behalf. Percentage ownership and evidence required
- d. Provide Team readiness and capability i.e., Account Manager & Technical lead resume and contacts
- e. Provide OEMS's local administration and warehousing capability
- f. Provide documents or links to an accessible Knowledge base for understanding your products, their deployment scenarios, customer use cases and testimonials, and roadmap
- g. Share details of internationally recognized standards that govern the manufacture of the materials you intend to supply

- h. Share details of established audit certification attained by your firm with relationship to processes and quality standards.
- i. State if you intend to submit this bid as a joint venture/consortium or any other legal entity.

SUBMISSION OF RESPONSES

Interested suppliers should submit their responses to this EOI in soft copy addressed to bids@safaricom.et and deploymenttenders@Safaricom.et no later than **June 23, 2023**.

- a) The EOI response **must not include any pricing/commercial proposal**.
- b) All responses should be provided in zipped, standard file formats i.e. XLSs, DOC(X), and PDF.
- c) The vendor shall bear any costs associated with the preparation and submission of the response to the EOI.
- d) Ensure you attach the response in a separate Excel document. Any other format will not be accepted.
- e) Have all the attachments supporting your submission in a separate zipped file or files. Bulky files should only be shared via **OneDrive**.
- f) The attachments should be submitted in folders properly labeled as per the index listed above. For clarity, the submission should have folders listed as A, B, C, D, E, F, G, H and I and, in each folder, have additional sub-folders for each subquery. **Note:** The format for submission will therefore be an email with the Excel attached and a OneDrive link.

ENQUIRIES AND FEEDBACK

All inquiries regarding the EOI should be addressed to bids@safaricom.et and deploymenttenders@Safaricom.et

NEXT STEPS

- Review of submitted Request EOI.
- Shortlisting and Prequalification.
- Issuing of tender to prequalified suppliers.
- Award to successful bidders.

NOTE

- Please clearly mention in the email subject **“EOI - Supply of Fiber Materials”**
- Only suppliers who meet our minimum requirements will be considered for further discussions. The receipt of a response shall not bind STEP into any contractual agreements with the bidder.
- Safaricom Ethiopia 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 will be final, and no correspondence will be engaged in other than to inform the bidders of the outcome of the process. Safaricom Ethiopia 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.