

EXPRESSION OF INTEREST FOR THE PROVISION OF BTS SITE ROLLOUT SERVICES

INTRODUCTION

Safaricom Telecommunications Ethiopia PLC (STEP) expects to build its network all over the country. To achieve this, we will need to recruit service provider/s who can assist with all services relating to BTS Site Rollout services.

In line with our objective to engage services of reputable suppliers for the provision of site rollout services STEP is soliciting for Expressions of Interest (EOI) from interested qualified providers.

BACKGROUND AND EOI REQUIREMENTS

The site rollout services consist of the full scope of activities required to enable Safaricom to provide new GSM network services to its customers. Site rollout relates to the construction of new base transceiver stations (Access), installing and commissioning new telecommunication equipment on access sites and changing the equipment on site to improve or enhance site performance. The site rollout services fall under the categories below namely:

1. Site Build – Acquisition, Design and Construction
2. Field Optimization for Capacity Upgrades and Modernization
3. Cell on Wheels and Rapid Site Deployment
4. Decommissioning – De-installation and Recovery
5. Repeaters - passive network equipment installed at customer's premises to boost the network signal

This EOI is intended to lead to the identification of suppliers that can demonstrate having sufficient capability to provide these services in the best possible way and in a manner that enables STEP meet its expectations. The identified suppliers will be invited for a competitive tendering process from which the suppliers to be engaged will be identified.

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

- Years of experience as a provider of these services
- The principal place of business.
- Countries where the company provides the services.
- List of clients where the services have been offered in the past five years with reference contact details. Also include current projects, if there are any.
- The company's annual capacity to build BTS sites.
- Three years audited accounts.
- Statutory authority approval documents that are required for the provision of this service.
- Any additional information that supports your capabilities in this scope.

SUBMISSION OF RESPONSES

Interested suppliers should submit their responses to this EOI in soft copy addressed to bids@safaricom.et not later than **Friday 1st April 2022 before 5 PM.**

All the details should be zipped and sent on email as guided below.

- **All submissions to email must be less than 20MB, and if larger should be shared on a google drive**

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

	Requirement	Comments & Attachments
1	Years of experience as a provider of these services	
2	The principal place of business.	
3	Countries where the company provides the services	
4	List of clients where the services have been offered in the past five years with reference contact details. Also include current projects, if there are any. See below the format of response. Attach a separate excel document with these details	
5	The company's annual capacity to build BTS sites	
6	Three years audited accounts. Attach 3 separate files for each year	
7	Statutory authority approval documents that are required for the provision of this service.	
8	State if you intend to submit this bid as a joint venture/consortium or any other joint format	
9	Any additional information that Safaricom should be aware of.	

For item 4, attach a document with the details in the format below:

Client Name & Country	Year/ Period	Project Name	Brief description of deliverables/ project scope	Supporting Documentation e.g. LPO(s), contract(s)	Additional comments

NEXT STEPS

- Review of submitted Expressions of Interest.
- Prequalification of shortlisted suppliers.
- Issuing of tender to prequalified suppliers.
- Award to successful bidders.

NOTE:

- Only the suppliers who meet our minimum requirements will be considered for further discussions.
- Clearly indicate on the subject of the email "EOI response to **BTS SITE ROLLOUT SERVICES**"
- No prices should be provided with this EOI.
- STEP 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.

NOTE

Safaricom Telecommunications Ethiopia PLC reserves, at its sole discretion, the right to select or reject, either in totality or partially, any or all submissions made in the context of this EOI. Any such decisions made will be final and no correspondence will be engaged in, other than for informing the bidders of the outcome of the process.