

EXPRESSION OF INTEREST (EOI) FOR PROVISION OF SITE ACCEPTANCE AND CONSTRUCTION SERVICES

Safaricom Telecommunications Ethiopia PLC will be building sites and facilities across various regions in the country. To achieve this, we look to work with Ethiopian companies who can provide complimentary capabilities and services.

Accordingly, we seek to engage suitable partners who can provide Site Acceptance and Construction services. This EOI is intended to lead to the identification of suppliers that can demonstrate having enough capacity to supply the services set out 'Scope' in the required quality and in a manner that enables the Safaricom Ethiopia PLC TO meet its site rollout expectations. The identified bidders will be invited for a competitive tendering process from which the supplier(s) to be engaged will be identified.

The Supplier shall perform the site supervision and acceptance services on behalf of Safaricom Ethiopia PLC (STEP). Following a new site build, change, expansion or upgrade by the Full Turnkey Vendor's or third-party vendor,

The Supplier shall continuously support Safaricom Ethiopia PLC (STEP) to improve the rollout project acceptance procedure by making proposals to Safaricom Ethiopia PLC (STEP) in writing. A detailed scope of work will be part of the final RFP to be provided to qualifying firms selected from this EOI.

EOI REQUIREMENTS

Interested and capable service providers, who have the relevant authorizations, certifications, qualified manpower, and overall capability may submit their Expression of Interest by providing a complete set of information and documents as listed below:

Subject	Criteria	Document Submission requirement
ELIGIBILITY		
Legal Status	Vendor is a legally registered entity.	Supply Vendor registration Certificate
Eligibility	Vendor is not suspended, nor debarred, nor otherwise identified as ineligible by any UN Organization or the World Bank Group or any other international Organization in accordance with definition.	
Joint Venture, Consortium or Association	i) If the Supplier is a group of legal entities that will form or have formed a Joint Venture (JV), Consortium or Association for the Bid, they shall confirm in their Bid that : (i) they have designated one party to act as a lead entity, duly vested with authority to legally bind the members of the JV, Consortium or Association jointly and severally, which shall be evidenced by a duly notarized Agreement among the legal entities, and submitted with the Bid; and (ii) if they are awarded the contract, the contract shall be entered into, by and between the Operator and the designated lead entity, who shall be acting for and on behalf of all the member entities comprising the joint venture. ii) After the Deadline for Submission of Bid, the lead entity identified to represent the JV, Consortium or Association shall not be altered without the prior written consent of Operator. iii) The lead entity and the member entities of the JV, Consortium or Association shall abide by the provisions of Clause 15 herein in respect of submitting only one Bid. iv) The description of the organization of the JV, Consortium or Association must clearly define the expected role of each of the entities in the joint venture in delivering the requirements of the ITB, both in the Bid and the JV, Consortium or Association Agreement. All entities that comprise the JV, Consortium or Association shall be subject to the eligibility and qualification assessment by the Operator. v) A JV, Consortium or Association in presenting its track record and experience	(If yes, provide a Copy of the valid Certificate):
Bidder Certificates and Licenses	The bidder must be duly authorized to act as Agent on behalf of the Manufacturer, have Power of Attorney, if bidder is not a manufacturer ▪ Official appointment as local representative, if Bidder is submitting a Bid on behalf of an entity located outside the country The bidder must have or will form a local registered Private Limited Company, as registered through the applicable Ministry of Trade and/or Company Registrar in Ethiopia; and the foreign or local investor or bidder, must have therefore submitted documentation to the Ethiopian Investment Agency (EIA), to obtain an investment permit, in order to obtain a business license, as issued by the EIA, as an overseas company wishing to establish a new company, or as a local investor wishing to invest in an existing local Ethiopian company, either or which can be setup as the bidders franchise or branch office in Ethiopia.	(If yes, provide a Copy of the valid Certificate):
Quality Assurance Certification (e.g. ISO 9000 or Equivalent)	The bidder must indicate if they have the following certification or equivalent	(If yes, provide a Copy of the valid Certificate):
Does your Company hold any accreditation such as ISO 14001 or ISO 14064 or equivalent related to the environment? (If yes, provide a Copy of the valid Certificate):	The bidder must indicate if they have the following certification or equivalent	
All Company Documents Please attach the following Company documents:	Company Profile, which should not exceed fifteen (25) pages, including printed brochures and product catalogues relevant to the goods and/or services being procured; <ul style="list-style-type: none"> ▪ Certificate of Incorporation/ Business Registration ▪ Tax Registration/Payment Certificate issued by the Internal Revenue Authority evidencing that the Bidder is updated with its tax payment obligations, or Certificate of Tax exemption, if any such privilege is enjoyed by the Bidder ▪ Trade name registration papers, if applicable ▪ Quality Certificate (e.g., ISO, etc.) and/or other similar certificates, accreditations, awards and citations received by the Bidder, if any ▪ Environmental Compliance Certificates, Accreditations (e.g. ISO 14001, 14064) Markings/Labels, and other evidences of the Bidder's practices which contributes to the ecological sustainability and reduction of adverse environmental impact (e.g., use of non-toxic substances, recycled raw materials, energy-efficient equipment, reduced carbon emission, etc.), either in its business practices or in the goods it manufactures ▪ Patent Registration Certificates, if any of technologies submitted in the Bid is patented by the Bidder ▪ Certification or authorization to act as Agent on behalf of the Manufacturer, or Power of Attorney. ▪ Export Licenses, if applicable ▪ Local Government permit to locate and operate in assignment location, if applicable ▪ Official Letter of Appointment as local representative, if Bidder is submitting a Bid on behalf of an entity located outside the country 	

QUALIFICATION		
History of Non-Performing Contracts ¹	Non-performance of a contract did not occur as a result of contractor default for the last 5 years.	
Litigation History	No consistent history of court/arbitral award decisions against the Bidder for the last 3 years.	
Previous Experience	<p>a) Minimum 5 years of independent relevant multi-vendor FTK ROM Services Solutions delivery market experience, in an emerging market country, for a GSM Operator with a minimum of 2 000 Greenfields sites rollout</p> <p>Provision of The FULL Spectrum of FTK ROM Services Solutions specified to a GSM Operator, vendor with a minimum of the following combined ROM Services, being delivered to support a muti-vendor OEM Rollout Project, in the same emerging market Operator Project, being;</p> <p>a) Multi RAN OEM vendor (minimum of Ericsson, Huawei, Nokia, Ericsson) Dedicated and Shared Tower, Rooftop, Macro, Semi Urban, Rural and Deep Rual Integrated RAN Core and RAN GSM Mobile Site, Passive and Active Network Infrastructure and Integrated Site Solutions Design, Engineering, Planning and Rollout including Build, Commissioning</p> <p>b) Minimum 5 years of relevant multi-vendor (Ericsson, Huawei, Nokia, ZTE) and multi technology (2G/3G/4G/5G), FTK RAN OEM Field Service Operations delivery experience, for multiple FTK RAN OEM Vendors, required by multiple GSM Operators in the same emerging market Country at the same time, delivering Field Services</p> <p>c) RAN Mobile Cell Greenfields (New) Site, Technical Integration Services including; same site Multi-vendor FTK RAN equipment Installation. Commissioning and Site Technical Integration</p>	
Financial Standing	<p>a) Minimum single FULL ROM Project turnover of USD\$ XX million, in the last 10 years;</p> <p>b) Minimum FTK Field Service Operations (TI) Technical Integration Project turnover of USD \$XX million, in the last 5 years;</p> <p>c) Minimum Company average annual turnover of USD\$ XX million, for the last 3 years and;</p> <p>d) Bidder must demonstrate the current soundness of its financial standing, which will be measured through:</p> <ul style="list-style-type: none"> • Quick Ratio – minimum should be 1:1 (Assets - Prepaid Expenses and Inventory / Liabilities) • Solvency ratio – minimum 20% (After tax net income plus depreciation added back / short and long term liabilities) • Debt Asset Ratio – maximum 40% (short- and long-term debt / Assets) <p>(For JV/Consortium/Association, all Parties cumulatively should meet this requirement).</p>	
Technical Evaluation	The technical bids shall be evaluated on a pass/fail basis for compliance or non-compliance with the Technical specifications identified in the bid document.	

SUBMISSION OF RESPONSES

Interested suppliers should submit their response by e-mail to the following email addresses: bids@safaricom.et, Ismail.Kumbul@safaricom.et **no later than Tuesday, 18th March 2022 at 5:00 pm (GMT+3).**

Please put the title of the e-mail submission as "Site Acceptance and Construction Service"

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

NEXT STEPS

Once the responses are received the further process will follow the steps below

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

NOTE:

- Only the suppliers who meet our minimum requirements will be considered for further discussions.
- No prices should be provided with this EOI.
- The receipt of a response shall not bind Safaricom to any contractual agreements with the prospective bidder. Such arrangements shall only come in place once a tender process has been completed and an award issued to a successful bidder after technical and commercial evaluation.
- Any costs associated with the preparation and submission of the response to the EOI shall be borne by the EOI respondent.

NOTE:

Safaricom Telecommunication 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 made will be final and no correspondence will be engaged into, other than for informing the bidders of the outcome of the process.