

EXPRESSION OF INTEREST FOR SITE ROLLOUT SUPERVISION AND ACCEPTANCE ACTIVITIES (INCLUDING BUT NOT LIMITED TO CIVIL WORKS, POWER, TELECOM INSTALLATION & FIBER)

INTRODUCTION

Safaricom Ethiopia PLC is planning to run a tender to successfully pre-qualify reputable companies who have and can demonstrate expertise in Site Rollout Supervision and Acceptance activities.

OBJECTIVES

This Expression of Interest is intended to identify Suppliers that can demonstrate having sufficient capacity to supply the services set out 'Scope' in the required quality to enable Safaricom Ethiopia PLC to meet its Site Rollout expectations. The identified Suppliers will be invited for a competitive tendering process from which the Supplier(s) to be engaged will be identified.

SCOPE

Following a new site build, change, expansion, colocation or upgrade by the Full Turnkey Vendor, the Supplier shall perform the Site Supervision and Acceptance services on behalf of Safaricom Ethiopia PLC.

The Supplier shall continuously support Safaricom Ethiopia PLC to improve the rollout project for site supervision to ensure timely delivery of field works, meets quality requirements, and acceptance activities. The supplier will make sure:

- Sites constructed in accordance with the Safaricom's or Full Turnkey Vendor's technical specifications, method of procedures, guidelines, and instructions
- Sites constructed in compliance with general technical standards (if the Full Turnkey Vendor's guidelines and instructions do not exist);
- Sites constructed in compliance with the Safaricom Ethiopia PLC acceptance policy and procedures
- Full Turnkey Vendor fulfill their contractual obligations as described in the final acceptance procedure.

If during supervision and acceptance, substandard installations of new, changed, expansion, colocation, or upgraded equipment are identified, the Supplier shall reject the acceptance of such installations and prepare a list of the irregularities.

Safaricom Ethiopia PLC shall request the remediation of the non-compliance by the Full Turnkey Vendor to reach the ready-for-service status of the network equipment, systems, or installations.

The final acceptance is based on the agreement between the Full Turnkey Vendor or third-party vendor and Safaricom Ethiopia PLC. The Supplier shall be made aware of:

- Site verification checklist as per site design
- Prior acceptance reports

Safaricom Ethiopia PLC shall inform the Supplier of the rollout/ upgrade plans quarterly in advance for resource planning. The final acceptance test request shall be given along with all details at least seven (7) Working Days in advance.

The acceptance parameters shall be in accordance with the contractual obligations between Safaricom Ethiopia PLC and the respective Full Turnkey Vendor and informed to the Supplier by Safaricom Ethiopia PLC along with the request for Acceptance Test Procedure (ATP).

The final acceptance documentation shall be signed by the Supplier during site handover and will be submitted to Safaricom Ethiopia PLC.

QUALIFICATION CRITERIA

- Eligibility and Qualification will be evaluated on a Pass/Fail basis.
- If the EOI response is submitted as a Joint Venture/Consortium/Association, each member should meet the minimum criteria, unless otherwise specified.

Subject	Criteria	Document Submission requirement
ELIGIBILITY		
Legal Status	A supplier is a legally registered entity.	Supplier Registration Certificate
Eligibility	Supplier to confirm that they are not suspended, debarred, or otherwise identified as ineligible by any UN Organization or the World Bank Group, or any other international organization according to the definition.	
Joint Venture, Consortium or Association	<ol style="list-style-type: none"> 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 Expression of interest that: <ol style="list-style-type: none"> they have designated one party to act as a lead entity, duly vested with the 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 Expression of Interest; and 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. After the Deadline for Submission of this EOI, the lead entity identified to represent the JV, Consortium, or Association shall not be altered without the prior written consent of Safaricom Ethiopia PLC. The lead entity and the member entities of the JV, Consortium, or Association shall abide by the provisions in respect of submitting only one Expression of Interest. 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 EOI, both in the EOI response 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 Safaricom Ethiopia PLC. A JV, Consortium, or Association in presenting its track record and experience 	(If yes, provide a copy of the valid Certificate):
Supplier Certificates and Licenses	The Supplier must have a local registered Private Limited Company, as registered through the applicable Ministry of Trade and/or Company Registrar in Ethiopia. If the Supplier is a foreign investor partnering with a local investor or Supplier, they must have submitted documentation to the Ethiopian Investment Agency (EIA) and obtained an investment permit in order to obtain a business license, as issued by the EIA. The supplier must have a valid Business License in a relevant field of work including but not limited to building construction, power installation, telecommunication installation	(If yes, provide a copy of the valid Certificate):
Quality Assurance Certification (e.g. ISO 9000 or Equivalent)	The Supplier must indicate if they have the following certification or equivalent	(If yes, provide a copy of the valid Certificate):

Does your Company hold any environmental accreditation such as ISO 14001 or ISO 14064 or equivalent?	The Supplier must indicate if they have the following certification or equivalent	(If yes, provide a copy of the valid Certificate):
All Company Documents Please attach the following Company documents:	<ul style="list-style-type: none"> Company Profile, not exceeding twenty-five (25) pages for the relevant services. Business Registration and/or Certificate of Incorporation Valid Business license in related fields to the EOI scope including but not limited to building construction, power installation, and telecommunication installation. Tax Registration/ Payment Certificate issued by the Internal Revenue Authority evidencing that the Supplier is up to date with its tax payment obligations, or Certificate of Tax exemption, if any such privilege is enjoyed by the Supplier Trade name registration papers, if applicable VAT Certificate Quality Certificate (e.g., ISO, etc.) and/or other similar certificates, accreditations, awards citations, and certificates of competency received by the Supplier, if any Environmental Compliance Certificates, Accreditations (e.g. ISO 14001, 14064), and other evidence of the Supplier's practices which contribute to the ecological sustainability and reduction of adverse environmental impact in its business practices Local Government permit to locate and operate in Ethiopia JV, Consortium, or Association Agreement, if Supplier is submitting the expression of interest on behalf of another entity located in Ethiopia or outside the country. 	
QUALIFICATION		
History of Non-Performing Contracts	Supplier to declare whether non-performance of a contract did not occur as a result of Supplier default for the last 5 years.	
Litigation History	Supplier to disclose any consistent history of court/ arbitral award decisions against the Supplier for the last 3 years.	
Previous Experience	<ol style="list-style-type: none"> Supplier shall demonstrate a minimum of 5 years of independent relevant experience including building construction, power installation, telecommunication installation, site supervision, and acceptance Supplier shall state and provide evidence of their experience in providing the service for a GSM Operator with a minimum of 2 000 Greenfields sites rollout Supplier shall state and provide evidence of their experience in providing Full Turnkey Rollout Management (FTK – ROM) Services Solutions specified to a GSM Operator, vendor including project supervision, civil works, power, telecom installation, and acceptance Supplier shall state and provide evidence of their experience in providing services to Multi RAN OEM vendors (minimum of Ericsson, Huawei, Nokia, Ericsson, ZTE) in the areas of Site Solutions Design, Planning, Installation, integration, Commissioning, and Acceptance Supplier shall state and provide evidence of their experience in providing services multiple technologies (2G/3G/4G/5G). Supplier to List and provide evidence of the principal place of business Supplier to List and provide evidence of countries where they provide these supervision and acceptance services before specifically Supplier to List and provide evidence of Clients where similar services i.e. supervision and acceptance have been offered in the past 5 years with reference contact details. Include current projects if any specifically 	
Financial Standing	The supplier shall provide audited financial reports for the last three (3) years. (For JV/Consortium/Association, all Parties cumulatively should meet this requirement).	
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.	

NEXT STEPS

- Review of submitted responses
- Prequalification of shortlisted suppliers.
- Prequalified suppliers shall be invited to tender

RESPONSES

- Interested suppliers should submit their response to the following email addresses: **Ismael.Kumbul@safaricom.et** and copy to **bids@safaricom.et** **no later than Friday, 3rd June 2022 at 5:00 pm (GMT+3)**
 - All submissions to email should be less than 20MB, and if larger should be shared on a google drive
 - Add Company Name to the email subject as well.

NOTES

- Only the suppliers who meet our minimum requirements will be considered for further discussions.
- The EOI response must not include any pricing/commercial proposal.
- The receipt of response shall not bind Safaricom into any contractual agreements with the Supplier.
- All responses should be provided in standard file formats i.e., PPTs, XLSs, DOC(X), PDF
- To avoid conflict of interest, the Supplier must not be working for Safaricom Ethiopia PLC or its Full Turnkey Vendor or third-party vendor in any capacity related to rollout and operations

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 in, other than for informing 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.