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EXPRESSION OF INTEREST – SMART WATER METER SUPPLIERS

Document Release Date: 21st August 2023

Last Date for Receipt of Proposals: 28th August 2023

Acronyms

AMR - Advanced Meter reading

EOI - Expression of Interest

GPRS - Global Packet Data Radio Service

IoT - Internet of Things

SMS - Short Message Services

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1.0 Introduction

Safaricom Business aims to be an insights-led technology solutions organization and the leading IOT solutions provider in Kenya through the creation of vertical led solutions for Large Enterprises, Public Enterprises and Small and Medium Enterprises.

To this end, Safaricom Plc intends to engage services of reputable supplier(s) for the Provision of **Smart Water Meters**. We are therefore soliciting for Expressions of Interest (EOI) from qualified vendors.

2.0 Background

Safaricom shall engage selected partners to supply various categories of smart water meters to be used in developing solutions for the water sector in Kenya. The meters should be capable of integrating with the Smart Water Meter platform that Safaricom already has in place that includes network connectivity, IoT software among other components.

3.0 Scope

The scope of this Eoi will include the supply, integration and testing of Smart Water Meters for the water sector in Kenya.

4.0 Requirements for the bidders

Interested suppliers are requested to submit the following documentation as part of their response to this Expression of Interest (EOI):

Category	Requirement	Criteria
Company Information	Company details	<ul style="list-style-type: none"> i. Overall Company profile clearly indicating business focus areas. ii. Certificate of Certificate iii. Tax Compliance. iv. Address of the physical premises and contact details.
Financials	Financial Statements	Audited financial statements for the last three (3) years.
Accreditations	Partnership accreditations	Accurate and verifiable information on eligibility to supply Smart Water Meters and having the relevant authorization to supply into the Kenyan market, if not the original equipment manufacturer.
Overall firms' experience	Experience and staff	<ul style="list-style-type: none"> i. Demonstrate firm's capacity and experience in offering Smart Water Meters. ii. List of clients whom the company has provided similar solution(s) with reference

		<p>contact details. This should include a brief description of deliverables/project scope and reference letters (where possible) from the clients served in the past to be captured in Table 1 in the appendix section.</p> <p>iii.</p>
Best practice culture	ISO and other certifications in possession	<p>i. Indicate any industry best practices adopted by your organization for Smart Water Meters.</p> <p>ii. Outline any industry best practices and trends that your organization may consider relevant for Safaricom's considerations.</p> <p>iii.</p>

5.0 Instructions to Respondents

- a) This is not a tender.
- b) Build a detailed response showcasing your firm's capacity and experience in offering smart water meters as described in this Expression of Interest (EOI) document.
- c) The EOI response should not include pricing/commercial proposal.
- d) All responses should be provided in standard file formats i.e. XLSs, DOC(X) and PDF and should be shared in One Drive. The e-mails to be allowed access to One Drive are BOdhiambol@Safaricom.co.ke and PGathura@Safaricom.co.ke.
- e) The receipt of a response shall not bind Safaricom into any contractual agreements with the bidder. Such arrangements shall only come into place once a tender process has been undertaken and an award issued to successful bidder(s) as evaluated technically and commercially.
- f) Any costs associated with the preparation and submission of the response to the EOI shall be borne by the vendor.
- g) State if you intend to submit this Eoi as a joint venture/consortium or any other joint format
- h) Share accompanying link to demos/documentation on the necessary technical descriptions.
- i) Original Equipment Manufacturers are highly encouraged to express interest.**

6.0 Next Steps

Organizations that express interest to participate in the provision of the above-mentioned service, and meet our requirements, shall be prequalified for the provision of this service

in their area(s) of expertise, and invited to the tender subject to them providing required documentation and demonstrated ability to deliver the requirement.

Only those institutions that meet the minimum evaluation and pre-qualification criteria will be considered for further discussion on the tender process. The formal next process will be as below:

1. Review of submitted Expressions of Interest (EOI).
2. Prequalification of shortlisted suppliers who are not currently in our supplier database.
3. Issuing of Tender to selected prequalified suppliers.

7.0 Submission of Enquiries and Responses

All enquiries relating to this EOI and the final responses should be addressed to BOdhiambo1@Safaricom.co.ke, and a copy to AJOchieng@Safaricom.co.ke on or before **28th August 2023**.

Appendix 1: Information on staff and organization experience

Table 1: List of Firms Relevant Project Experience

Project Description	Year of Project Delivery	Country	Client	Project Value (Kshs)	Project description include number of meters supplied, software capabilities and all other relevant information