

# REQUEST FOR EXPRESSION OF INTEREST FOR SHORTLISTING OF E-MOBILITY TECHNOLOGY PARTNERS TO DEVELOP AND IMPLEMENT THE KENYA POWER E-MOBILITY PROOF OF CONCEPT

EXPRESSION OF INTEREST NO.:	KP1/9A.2/EOI/001/22-23
COUNTRY	KENYA

## BACKGROUND

The Kenya Power and Lighting Company PLC plays a critical role in the energy sector and is currently the only energy distributor in Kenya. The company currently owns and operates an expansive country wide electricity distribution and transmission network and retails electricity to over 8.5 million customers. Decarbonisation has however become a major global theme that is changing and driving the energy landscape today in order to achieve net zero emissions by the year 2050. Mobility, consisting of road, aviation, rail, maritime, and other forms of transportation account for 19% of CO<sub>2</sub> emissions and 2% of N<sub>2</sub>O emissions. In order to reach net-zero emissions, it will require a complete transformation of the current transport sectors globally and transitioning towards E-Mobility (electric vehicles) is now a matter of necessity worldwide. In order to remain competitive in this fast growing and changing energy market, Kenya Power intends to be an active player in the e-mobility value chain so that it can **serve its customers, spur energy demand and substantially grow its revenue**. However widespread electric car adoption requires a robust widespread public electric car charging network system that currently does not exist.

## OBJECTIVE

Kenya Power now intends to implement an **E-Mobility Network Infrastructure System, (ENIS)**. The system will ensure that e-mobility customers in Kenya can be served in a seamless manner country wide where Kenya Power has grid presence. The proposed ENIS will include;

- Charging Infrastructure;** this will make EV charging as easy and as quick possible for customers by ensuring that they can conveniently locate charging locations. This will include **Home Chargers, Business Chargers, and Public Chargers**.
- Billing and Payment System;** this will make it easy and simple for customers to be billed and for them to make payments for the charging services. The system will support multiple payment channels which include Mobile Money (M-Pesa), E- Wallet, Bank Account and Credit card.
- Service Management;** this will allow the customer to seamlessly manage and monitor their services from within their customer engagement platform while at the same allow Kenya Power to have an end to end visibility of the entire ENIS eco system.

The ENIS will allow customers of electric car to know that the public charging infrastructure will exist, that it will be deployed widely enough to power their travels, and that it will be reliable enough to be there when they need it.

## IMPLEMENTATION PLAN

In order for Kenya Power to develop a business value thesis for the full adoption of the proposed E-Mobility Network Infrastructure System, the company will undergo a two-stage implementation process, the Proof of Concept and Implementation Phase.

- Proof of Concept, Phase 1**  
The Proof of Concept phase will be used by Kenya Power to develop and pilot the proposed E-Mobility system in a scaled manner within Nairobi and Nakuru. The phase will give Kenya Power a hands-on experience, with touch and feel to evaluate the potential and complexity of E-Mobility ecosystem before a full-scale implementation is undertaken. The phase is expected not to take more than 6 months from the commencement date, which is expected to be from September 2022.
- Implementation Phase**  
The implementation phase will be used by Kenya Power to roll out the E-Mobility Network Infrastructure System within the major towns/counties in Kenya. This phase is expected to take 18-24 months once the proof of concept is approved and signed off by Kenya Power.

## ELIGIBILITY AND QUALIFICATION CRITERIA

Kenya Power is now seeking through this Expression of Interest (EOI), to shortlist **E-Mobility Technology Partners**. The submission of an EOI will not constitute a bid, however Kenya Power will solely use the information to complete its shortlisting exercise and thereafter in the preparation of a **Request for**

**Proposal (RFP)** document for the prequalified e-mobility technology partners.

- Participating bidders shall be required to meet the requirements under Section 55 of the Public Procurement and Asset Disposal Act 2015 (Kenya).
- The E-Mobility Technology Partner must provide adequate information regarding their **Company Profile, Personnel, Qualification and Competence** to undertake the e-mobility proof of concept and specific experience in performing similar assignments elsewhere. In addition, the E-Mobility Technology Partner must meet the following minimum requirements;
  - That they have relevant and demonstrable experience in designing, development, implementation and supporting such systems.
  - That they have completed at least **two (2)** similar projects involving use of the technologies (Charging Infrastructure, Billing and Payments and Service Management). They **MUST** provide supporting documents in the form of Reference Letters, Letter of Completion and Detailed Project Description.
  - They must provide their audited financial accounts for the last **three (3) years** clearly showing **Turnover, Profit, and Company's Capital**.
  - They should provide ownership documents of their company and consortia members where applicable. This should include certificate of incorporation, beneficial shareholder information, VAT Certificate and Tax Compliance Certificate.
- Where the E-Mobility Technology Partner is a Joint Venture (JV), the Expression of Interest shall include a copy of the JV Agreement entered into by all members. Alternatively, a letter of intent to execute a JV Agreement in the event of a successful proposal shall be signed by all members and submitted with the Expression of Interest, together with a copy of the proposed Agreement.

This invitation for Expression of Interest shall lead to the **Shortlisting** of eligible **E- Mobility Technology Partners** who meet the above minimum requirements. The shortlisted firms will then be invited through a **Request for Proposal (RFP)** to submit both technical and commercial proposals to carry out the assignment starting with the **Proof of Concept Phase**.

Interested bidders may obtain further information at the address below during office hours, between **0900 to 1200 and 1400 to 1630 hours (East Africa time)** or send e-mails to the addresses shown below.

Completed Expression of Interest are to be submitted in electronic format on the KPLC's E-procurement portal in PDF format on or before the due date and time published on the portal. Tenderers are required to visit the portal and KPLC's website ([www.kplc.co.ke](http://www.kplc.co.ke)) from time to time for revised closing dates and addendums. Prospective bidders should register for E-Procurement to enable them access the KPLC portal under "New Supplier Registration" found under the Tenders Tab. The Tender is to be submitted **ONLINE** on or before **30<sup>th</sup> August 2022**.

Tenders will be opened electronically promptly after closing time and Bidders or their representatives are welcome to witness the opening at the **Stima Plaza Auditorium**.

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