REQUEST FOR EXPRESSION OF INTEREST (EOI)
STRATEGIC PARTNERSHIPS FOR NATIONWIDE FIBRE INFRASTRUCTURE COMMERCIALISATION, WHOLESALE CONNECTIVITY AND DIGITAL INCLUSION.

Sector: Energy and Information and Communications Technology

EXPRESSION OF INTEREST NO: KP1/1/3A/4/1/EOI/001/26-27

Country: Kenya

1. BACKGROUND

Kenya Power and Lighting Company Plc (KPLC) is a public limited liability company incorporated under the Companies Act, 2015 and listed on the Nairobi Securities Exchange. The Company operates and manages Kenya's electricity distribution network and supplies electricity to over 10 million customers in every county of the country, through a network of high- and medium-voltage lines and substations that reaches almost every town and trading centre in Kenya.

Since 2010, KPLC has used this network to carry fibre-optic cable. Today KPLC operates **over 8,000 km of fibre** on its power lines, mainly optical ground wire (OPGW) on high-voltage towers and all-dielectric self-supporting (ADSS) cable on poles, together with optical transport and IP/MPLS systems that deliver capacity to its substations. KPLC holds a Network Facilities Provider licence issued by the Communications Authority of Kenya, and over 50 operators and enterprises already use its network. KPLC is now setting up **colocation facilities in substations across the country**, and provides **dark fibre and wholesale capacity to substation and sub-county level**.

Demand for broadband in Kenya continues to grow rapidly, driven by mobile data, 4G and 5G roll-out, home and business fibre, cloud services, digital government services and online work. While the main corridors are well served, many towns, sub-counties and rural areas still depend on a single fibre route or on microwave links with limited capacity. Building new fibre in the ground is slow and costly, and buried routes are frequently cut by road and construction works. As a result, broadband remains more expensive and less reliable outside the main cities.

Fibre on power lines offers a faster, more cost-effective and more resilient alternative. It uses structures and wayleaves that already exist, runs on high-voltage towers out of reach of road works,

and terminates in substations that have reliable power, standby supply, fencing and round-the-clock security.

KPLC operates its fibre network as an **open-access, wholesale** network. Services are offered to all licensed operators **on equal and non-discriminatory terms**, and KPLC does not sell retail broadband to end users or compete with its wholesale customers. In line with its mandate to operate on a commercially sustainable basis and its commitment to support broadband access across the country, KPLC wishes to put its spare fibre capacity to wider use, so that operators can extend affordable and reliable connectivity to more Kenyans.

Accordingly, Kenya Power invites Expressions of Interest (EOI) from internet service providers, telecommunications operators and other interested parties on the **links** and **areas of bulk supply** they need.

2. OBJECTIVE

The objective of this Expression of Interest is to establish the market's demand for dark fibre, wholesale capacity and colocation on KPLC's nationwide fibre network, by route and by area, so that KPLC can prioritise the routes, substations and areas to open, upgrade or extend, and offer the services that operators need on open-access terms.

2.1 Specific Objectives

The specific objectives of the EOI are to:

1. Identify the **point-to-point links** that operators need, between named towns, substations, data centres or customer sites.
2. Identify the **areas of bulk supply** (towns, sub-counties and counties) where operators need aggregated capacity for onward distribution.
3. Establish the quantity, location, timing, contract term and indicative pricing of the services required.
4. Identify the substations where operators need colocation, handoff or interconnection, and the areas where they need pole leasing for last-mile connections.
5. Guide KPLC's investment in upgrades, new spurs, redundant routes and colocation sites, based on demonstrated demand.
6. Obtain market feedback on KPLC's products, service levels and commercial terms.
7. Register interested operators for onboarding as KPLC wholesale customers and partners.

3. SERVICES ON OFFER

Respondents may express interest in one or more of the following services:

i. **Dark fibre:** fibre pairs on a route, on short-term lease or long-term indefeasible right of use (IRU) of up to twenty (20) years, lit by the respondent's own equipment.

ii. **Wholesale capacity (lit services):** point-to-point Ethernet circuits from 100 Mbps to 10 Gbps and above, and wavelengths of 10 Gbps and 100 Gbps between towns, substations and data centres, subject to route availability.

iii. **Bulk capacity to an area:** aggregated capacity delivered to a KPLC substation or sub-county handoff point, for the operator to distribute to homes, businesses, institutions and mobile sites in that area.

iv. **Substation colocation:** rack or cabinet space, power, cross-connects and controlled access at KPLC substations.

v. **Restricted pole leasing for last-mile connections:** lease of space on selected KPLC distribution poles for operators' own last-mile fibre to homes, businesses, institutions and mobile sites, on a restricted basis as set out in Section 3.2.

vi. **Backhaul and interconnection:** backhaul for mobile base stations, Wi-Fi hotspots and enterprise networks, and links to data centres and internet exchange points.

vii. **New routes and extensions on demand:** new spurs, last-mile extensions and redundant routes built where demand justifies investment, including with anchor customers or co-investors.

3.1 Open Access and Non-Discrimination

KPLC's fibre services are open to all qualified operators. In particular:

i. Services will be offered on published terms and prices, applied equally to all customers of the same service, volume and term.

ii. No respondent will receive exclusivity over any route, area or site through this EOI.

iii. KPLC will act only as a wholesale provider and will not compete with its customers in the retail market.

iv. An existing commercial relationship with KPLC confers no advantage. Operators of every size, including small and regional ISPs, are encouraged to respond.

v. Where demand for a route or site exceeds available capacity, capacity will be allocated through a transparent and fair process.

vi. Information submitted by each respondent will be treated as commercially confidential.

3.2 Restricted Pole Leasing for Last-Mile Connections

To help operators reach end users at lower cost, KPLC may lease space on selected distribution poles for last-mile fibre connections. Pole leasing will be offered on a restricted basis, as follows:

i. Pole leasing will be available only on poles and routes approved by KPLC, and will not be available on all lines or in all areas.

ii. Every installation shall comply with KPLC's safety, engineering, loading, clearance and attachment standards, and shall not compromise the safety, operation or maintenance of the electricity network.

iii. Works shall be carried out only by KPLC-approved contractors, after written approval of the design and under KPLC supervision where required.

iv. KPLC's electricity operations will take priority at all times. KPLC may require attachments to be relocated or removed for network maintenance, upgrades or safety reasons.

v. Pole leasing will be offered on equal terms to all qualified operators, and the operator will remain responsible for its own cables, equipment and customers.

3.3 Two Ways to Express Interest

To make responses simple, KPLC invites respondents to state their needs in either or both of two forms:

1. **Link demand:** a specific connection between two points (Point A to Point B), for example between two towns, a data centre and a substation, or a substation and a mobile switching centre. Respondents should complete the table in Section 4.1.
2. **Area (bulk supply) demand:** aggregated capacity to serve a town, sub-county or county, where the respondent will build or extend its own distribution network. Respondents should complete the table in Section 4.2.

3.4 Service Quality

KPLC will offer services backed by service-level agreements, with network monitoring, fault reporting and restoration through a single point of contact, and with protected (dual-route) options where the network allows. Respondents are invited to state their required availability, restoration times and route-diversity needs.

3.5 Contract Term and Coverage

Services may be contracted on monthly, annual or multi-year terms, or as IRUs of up to twenty (20) years. Respondents may express interest in any part of Kenya. Routes and areas with the strongest demand will be prioritised for activation, upgrade or extension.

4. ELIGIBILITY AND INFORMATION REQUIRED

Eligible respondents include mobile network operators, network facilities providers, national and regional internet service providers, international carriers, data-centre, cloud and content providers, tower companies, community network operators, county governments and public institutions, enterprises with their own networks, and consortia of these. Local and international firms are welcome.

Respondents shall provide the following:

i. Company profile, including ownership, services and current areas of operation, and evidence of registration in Kenya or a commitment to register or partner with a Kenyan-registered company.
ii. Copies of relevant licences issued by the Communications Authority of Kenya, or a statement of the respondent's licensing plans. Enterprises and public institutions seeking capacity for their own use only are not required to hold a licence.
iii. Evidence of tax compliance (for Kenyan firms).
iv. Completed link demand schedule (Section 4.1) and/or area demand schedule (Section 4.2).
v. Colocation, pole leasing and other service requirements (Section 4.3).
vi. Indicative pricing expectations and commercial feedback (Section 4.4).
vii. Required service levels and the timeline by which services are needed.
viii. Name and contact details of the person responsible for the response.

4.1 Link Demand Schedule

For each link required, respondents shall state the following. Rows may be added as required, and the schedule should also be submitted in Excel.

Point A	Point B	Service (dark fibre / capacity / wavelength)	Capacity (cores or Gbps)	Protection required (Y/N)	Required by	Term (years)
e.g. Nairobi	Mombasa	Wavelength	10 Gbps	Y	Q3 2027	5
e.g. [Substation]	[Data centre]	Dark fibre	2 cores	N		

4.2 Area (Bulk Supply) Demand Schedule

For each area where bulk capacity is required, respondents shall state the following:

County	Sub-county / town	Preferred handoff (substation or site)	Capacity now (Gbps)	Capacity in 3 years (Gbps)	Customers or sites to be served	Required by
e.g. Kakamega	Mumias	[Substation]	1	5	2,000 homes; 15 mobile sites	Q2 2027

Respondents should indicate for each entry whether the demand is committed, likely or exploratory, and attach any supporting evidence, such as letters of intent from their own customers.

4.3 Colocation, Pole Leasing and Other Services

Respondents shall state the substations or sites where they require colocation, the number of racks or cabinets, and the power required (kW). For pole leasing, respondents shall state the towns or areas concerned, the estimated number of poles or route length (km), the type of cable or equipment to be attached, and the number of premises or sites to be connected. Respondents shall also state any other services of interest, such as backhaul for mobile sites, data-centre interconnection or new route extensions.

4.4 Indicative Pricing and Commercial Feedback

Respondents are invited to state the prices they would expect to pay for each service of interest (for example per core-km per month, per Mbps or circuit per month, per wavelength per month, or per rack per month), the contract terms they prefer, and any volume or term commitments they would make. Respondents may also comment on service levels, ordering and delivery times, and any other factors that would increase their use of KPLC's network. Pricing at the EOI stage is indicative and not binding on either party.

4.5 Fair Competition

Any reference to a standard or system shall be read as "or equivalent". Experience gained in any country is accepted on equal terms. The size of a respondent's demand will not by itself disqualify it, and small and regional operators are encouraged to respond.

5. WHY PARTNER WITH KENYA POWER

Advantage	What it means for operators
Nationwide reach	Over 8,000 km of fibre on power lines and substations in towns across every region, with capacity to substation and sub-county level.
Lower cost to reach new markets	Fibre on existing power structures avoids most trenching and wayleave costs, lowering the cost of reaching new towns and areas.
Last-mile access	Restricted pole leasing on selected distribution poles helps operators take fibre to homes, businesses and institutions faster and at lower cost.
Resilience	Fibre on high-voltage towers is out of reach of road works, the most common cause of fibre cuts, and provides diverse routes away from road corridors.
Secure, powered sites	Substations offer reliable power, standby supply, fencing, access control and 24-hour security for colocated equipment.
Neutral and open access	A wholesale-only provider serving all operators on equal terms, with no competition for the operator's retail customers.
Experience	Over fifteen years in the fibre business, a Network Facilities Provider licence, and established links to leading data centres.

> **Together, we can connect Kenya.** KPLC invites operators of every size to tell us where they need to go. The routes, substations and areas with the strongest demand will be opened first. Respondents to this EOI will help shape KPLC's network investment and will be first in line for the services that follow.

6. INVITATION FOR EXPRESSION OF INTEREST

Kenya Power and Lighting Company Plc hereby invites internet service providers, telecommunications operators and other eligible parties, both local and international, to submit Expressions of Interest for wholesale fibre connectivity, dark fibre, bulk capacity, colocation and pole leasing for last-mile connections on KPLC's nationwide fibre network, stating the links and areas of bulk supply they require.

This EOI is a market-sounding exercise only. It does not constitute an offer, a tender or a commitment by Kenya Power to provide any service or enter into any contractual arrangement, and it does not confer any exclusive or preferential right on any respondent. Respondents shall bear all costs of preparing and submitting their responses.

7. REVIEW OF RESPONSES AND NEXT STEPS

Responses will be reviewed for completeness against Section 4. KPLC will then aggregate demand by route and area and prioritise routes, substations and areas for activation, upgrade or extension using the criteria below:

Criterion	Weight
Volume of demand on the route or in the area, across all respondents	30
Firmness of demand and readiness to contract	25
Contract term and volume commitment	15
Extension of broadband to underserved areas	15
Indicative pricing and commercial viability	15
Total	100

Following the review, KPLC intends to:

1. Publish its wholesale products, service levels and terms, applicable to all customers on an equal basis.
2. Invite respondents to sign standard wholesale service agreements for routes and areas where capacity is available.
3. Plan upgrades and extensions for priority routes and areas, including in partnership with anchor customers or co-investors.
4. Where demand for a route or site exceeds available capacity, allocate capacity through a transparent and competitive process in accordance with the law.

8. SUBMISSION DETAILS AND OPENING OF BIDS

Respondents are required to submit their completed Expression of Interest titled 'REQUEST FOR EXPRESSION OF INTEREST FOR WHOLESALE FIBRE CONNECTIVITY, DARK FIBRE AND BULK CAPACITY ON KENYA POWER'S NATIONWIDE FIBRE NETWORK – REF NO: KP1/1/3A/4/1/EOI/001/26-27' Submission can be done either physically, or sent via Email Communication to the address given below, on or before **16th December, 2026 at 10:00 A.M** (East Africa Time), with the demand schedules in Sections 4.1 and 4.2 also provided in Excel. Bidders may also obtain further information at the address below during office hours, between 0900 to 1200 and 1400 to 1630 hours (East Africa Time), or through the e-mail address indicated. Bidders are required to visit the portal from time to time for revised closing dates and addenda.

All queries shall be raised not later than seven (7) days before the deadline for submission.

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The submission of an EOI will not constitute a substantive bid. Kenya Power will use the information solely to complete its shortlisting exercise and thereafter in preparing the subsequent Request for Proposals (RFP) documents, which will be issued to shortlisted Bidders.

Bids will be opened promptly after the closing time, and Bidders or their representatives are welcome to witness the opening at The Institute of Energy Studies & Research (KPLC Training School, Ruaraka) next to Kenya Utali College

GENERAL MANAGER
SUPPLY CHAIN & LOGISTICS
Any canvassing or giving of false information will lead to automatic disqualification