



REQUEST FOR PROPOSAL

CONSULTANCY SERVICES ON DATA CENTRE CO-LOCATION SERVICES

(RFP/GAKB/IT/DATA CENTRE CO-LOCATION SERVICES- KMT & MSINGI /MAY 2025)

1. ABOUT GATSBY AFRICA

Gatsby Africa (GA) is a private foundation set up by Lord David Sainsbury, with a long history of engaging in East Africa across government, business, and society. We are committed to helping build stronger and more inclusive economies in East Africa through the transformation of sectors that have the potential for inclusive, resilient, and competitive growth over the long term. We currently work in diverse high-potential sectors: Agricultural Inputs, Aquaculture, Commercial Forestry, Livestock, Textiles and Apparel, Water and Tea. We believe that, if successfully transformed, these sectors can inspire a step change in the region's growth, generating hundreds of thousands of jobs and additional incomes.

Our approach is founded on global insights, as well as experience from 30+ years of working in East Africa. We have an empowering mandate from David Sainsbury to think long-term, take calculated risks, innovate, reflect, and learn, so that we can continuously adapt and improve our work to achieve our ambitious goals. Central to this mandate is the recognition that GA cannot address sector transformation alone - we partner with governments and sector stakeholders, working together to facilitate the transformation of key sectors. As we build our understanding of what works, we are refining our approach and sharing our first-hand experience with others to help catalyse broader change.

For more information on our work, visit our website: www.gatsbyafrica.org.uk

2. CONTEXT

Gatsby Africa is seeking proposals from qualified ICT service providers for data centre co-location services tailored to host legacy servers with periodic, ad hoc remote access requirements. The selected provider will offer secure Tier III-certified facilities and services for server hosting with minimal intervention needs. This engagement will initially be for a period of one (1) year, with potential for extension based on service performance and operational requirements.

3. OBJECTIVES OF THE ASSIGNMENT

The objectives of the co-location services include:

- a) **Ensure Data Availability** - Provide reliable infrastructure to support the systems with guaranteed uptime, despite low-access frequency.
- b) **Enhance Data Security** - Ensure secure physical and logical protection of information.



- c) **Optimize Operational Efficiency** - Support a cost-effective model appropriate for systems requiring minimal compute or bandwidth resources except during scheduled or ad hoc access.
- d) **Support Business Continuity** - Provide environmental and infrastructural resilience that meets disaster recovery standards for legacy data.

4. SCOPE OF WORK

The selected service provider will be responsible for the following:

- a) Provide **4U** of rack space to accommodate **two (2) servers**.
- b) Offer power and cooling infrastructure to maintain optimal hardware performance with low active cycles.
- c) Ensure a secured rack environment to protect long-term data retention hardware.
- d) Supply a managed internet service with a dedicated internet connection, optimized for infrequent data retrievals.
- e) Provide 24x7x365 support, focusing on physical access, security monitoring, and environmental status.
- f) Manage all related facility infrastructure, including HVAC, electrical distribution, UPS, and backup generators.

5. KEY DELIVERABLES

The service provider shall ensure:

- a. 99.9% uptime SLA, despite infrequent access requirements.
- b. Multi-tiered access control, including surveillance, biometric access, and audit logs for all access events.
- c. Secure storage suitable for low-activity, high-integrity servers.

6. METHODOLOGY

A proposed clear methodology on how the Data Co-Location will be done.

7. SKILLS & EXPERIENCE

The ideal Firm should have :

- **Proven Track Record** in delivering enterprise-grade colocation services to clients of similar size and sector.
- **Technical Expertise** in power management, HVAC systems, network architecture, and failover systems.



- **Contract and SLA Management Skills** with examples of managing uptime, risk, and compliance.
- **Regulatory Knowledge** relevant to data Center operations (ISO 27001, SOC 2, PCI DSS, GDPR, etc.).
- **Skilled Staff Profiles** detailing certifications and relevant qualifications.

8. DURATION FOR THE ASSIGNMENT

This engagement will initially be for a period of one (1) year, with potential for extension based on service performance and operational requirements.

9. REPORTING & MANAGING DELIVERY

The preferred firm will work closely with GA IT team, led by IT Manager.

10. PROPOSAL REQUIREMENTS

Interested service providers should submit a proposal strictly in one pdf document that includes:

- Company Profile** - Overview of the organization, history of data centre operations, and key personnel.
- Technical Proposal** - Detailed description of co-location offerings specifically for legacy data systems with ad hoc access patterns.
- Service Level Agreement (SLA)** - Detailed uptime, access control, and remote support arrangements.
- Pricing Structure** - Flexible billing model. Usage-Based Billing (Pay-As-You-Go) or Monthly Billing (Flat-Rate) with taxes included.
- References** - At least three (3) references of clients with similar low-touch server deployments (Not Mandatory).

11. MANDATORY

- Certificate of registration/incorporation
- Tax Compliance Certificate
- KRA PIN

12. EVALUATION CRITERIA

Annex 1: Criterion for evaluation is outlined as per the table below:

Item No.	Evaluation Criteria	Score (%)
No.1	Provision of relevant documents i.e., Certificate of Registration/Incorporation, Tax Compliance Certificate, KRA PIN, Business permit and VAT Certificate (where applicable)	Mandatory



No. 2	Provision of Company Profile with CV(s) for key personnel involved highlighting their qualifications and relevant experience to deliver on the assignment	10
No.3.	Technical capabilities/ capacity and demonstrated experience in undertaking similar assignments in the past (including but not limited to at least Three Reference letters)	30
No.4.	Service Reliability, Security Measures & customer support	25
No.5.	Scalability & Future -readiness	10
No.6.	Clear methodology and work plan	10
Subtotal		85
No.7.	Financial proposal (Breakdown of the costs)	15
Total		100%

13. PROPOSAL INSTRUCTIONS, ENQUIRIES & SUBMISSION DATES

- Interested firm(s) are encouraged to submit their applications attaching CVs of relevant key personnel and a technical proposal that includes methodology, indicative work plan and financial proposal for the delivery of the assignment.
- You are required to direct any communication regarding this assignment to the GA procurement team via email on rfq@gatsbyafrica.org.uk.
- Responses to questions will be distributed by GA, to all interested parties not later than Tuesday, May 29th, 2025, and all enquiries must strictly be on an email.
- The proposals and enclosed documents must be sent to rfq@gatsbyafrica.org.uk and received no later than Friday, June 13th, 2025, at 4.00 PM East African Time.
- Kindly ensure that the technical and the financial proposals are sent as separate documents, ensuring all documents are in PDF format, with the pages clearly and sequentially numbered.

The subject line for the proposal submission should be **RFP/GAKB/IT/DATA CENTRE CO-LOCATION SERVICES- KMT & MSINGI /MAY 2025**

Failure to comply with the guidelines provided will result in outright disqualification.

Gatsby Africa has the exclusive rights to conduct the evaluation process.