

THE INFORMATION AND COMMUNICATIONS TECHNOLOGY
AUTHORITY

EARLY MARKET ENGAGEMENT NOTICE

Country:	KENYA
Project Title:	Horn of Africa Gateway Development Project
Procuring Entity:	ICT Authority
Date:	8 th July 2025

The Government of Kenya through the Ministry of Information, Communications, and The Digital Economy, and the ICT Authority, is implementing the Horn of Africa Gateway Development Project (HoAGDP), funded by the World Bank. The Government plans to install a high-capacity fiber optic cable along the Isiolo–Mandera corridor to enhance digital connectivity and interconnect to Ethiopia and Somalia. As part of the preparatory process for upcoming procurements, the ICT Authority is undertaking an Early Market Engagement (EME) to consult and interact with market players in the ICT infrastructure and connectivity sector.

This notice is issued to inform and invite **suppliers, contractors, service providers, and industry stakeholders** to participate in this non-binding engagement process.

Objectives of the Market Engagement

The purpose of this Early Market Engagement is to:

- Inform the market of potential upcoming procurement opportunities;
- Understand the capacity, capabilities, and innovations available in the market;
- Gather feedback on the proposed technical requirements and delivery approach;
- Support the development of an effective procurement strategy that ensures value for money and competitive participation.

Scope of Upcoming Procurement

The Authority intends to procure Equipment, works and services related to:

- Installation of Backbone fibre optic infrastructure (Isiolo to Mandera)
- Cross border connectivity to Ethiopia and Somalia
- Installation of Metros and Last-mile fibre optic cable infrastructure
- Deployment of public WiFi hotspots at public institutions (e.g. hospitals, markets, schools);
- Supply and installation of networking equipment (e.g. Routers, switches, UPS systems);
- Civil works and Solar Power installations.

Who Should Participate

This engagement is open to:

- Licensed ICT infrastructure contractors and suppliers;
- Fibre optics and networking solution providers;
- Local and international companies with relevant experience;
- Sector consultants and professional associations;
- Telecommunications Power Solution Providers.

Engagement Format

The engagement will be hybrid –both online and in person in Nairobi (**date and venue, link to be communicated**). Submission of feedback and/or capability statements via email.

How to Participate

Interested firms and individuals are invited to express interest by **Wednesday, 16th July 2025**, by sending an email to **hoagdp@icta.go.ke** copy to: **procurement@ict.go.ke** with the subject line: **“Expression of Interest – Early Market Engagement: Horn of Africa Gateway Development Project”**. Interested parties are invited to register their interest via the link **https://icta.go.ke/events**. Participants will receive a Workshop Brief and further instructions upon registration.

Please attach:

- A brief company profile;
- Areas of interest or specialization;
- Relevant experience
- Any initial comments on the expected scope or implementation considerations.

Important Notes

- This is not a solicitation or tender process, and participation does not confer any advantage in future procurement.
- All information shared by the ICT Authority during the engagement will be non-binding and subject to revision.

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