

EXPRESSION OF INTEREST FOR THE PROVISION OF HOTEL MANAGEMENT SERVICES:

BACKGROUND

The Zambia Airports Corporation Limited was established in 1989 through the amendment of Civil Aviation Act, No. 5 of 2016 of the Laws of Zambia and incorporated under the Companies Act 388 with the mandate to develop, maintain and manage the four designated international airports namely, Kenneth Kaunda, Simon Mwansa Kapwepwe, Harry Mwaanga Nkumbula and Mfuwe, and to provide airport air navigation services throughout the Zambian Airspace.

The Corporation has reserved land for its airport expansion program and wish to develop it to enhance its non-aviation revenue by constructing two hotels, one in the terminal building (transit hotel) and the other on the landside. The hotel on the landside shall have state of art facilities such as swimming pool, Gymnasium, Bar and Lounge, Banquet Hall, Restaurant and 70 rooms (executive room and luxury suites equipped with work desk, internet access, speaker phone and voice mail as well as other amenities appropriate to today's business travellers). The hotel shall cater and service the business people, domestic and foreign travellers and the locals.

The transit hotel shall have 30 rooms and would be located inside the terminal building to cater for transit passengers. The Corporation is requesting Expressions of Interest (EOI) from reputable companies who have the managerial expertise necessary for the management of two new hotels located at Kenneth Kaunda International Airport, Lusaka, Zambia.

OBJECTIVE

The main objective of the assignment is to transfer the management of the Hotel to the Hotel Manager who will operate the facility to international standards on a management contract basis.

SCOPE OF THE ASSIGNMENT

To provide facility management services and tenancy to international standards. The EOI is extended to both hotel operators with links to international brands and hotel brands who are willing to manage the hotel using their brands on behalf of Zambia Airports Corporation Limited.

QUALIFICATION REQUIREMENTS FOR SHORTLISTING

The operator qualifying the criteria shall submit the EOI in the sealed cover containing documents in support of the eligibility conditions as mentioned with the following documents:

- 1) Comprehensive company's profile to include but not limited to company's charter, certificate of business registration, business and postal address, contact persons, telephone number.
- 2) Audited financial reports including balance sheets and income statements for the last five years with legal aspects.
- 3) Qualification and experience of key Senior Management and Technical staff.
- 4) Evidence of international brand ownership or ability to engage an international brand
- 5) Company's experience in the management of hotels, Hospitality agency, estate management etc in the last five years and reference letters or proof of previous engagement in similar assignment.
- 6) Experience of managing international brand hotels with footprints in at least five countries
- 7) Valid Certificate of Registration

MODE OF SUBMISSION

Five copies of the Expression of Interest appropriately bound, sealed and clearly marked "EXPRESSION OF INTERESTS FOR THE PROVISION OF HOTEL MANAGEMENT SERVICES" and addressed to The Managing Director, Zambia Airports Corporation Limited, P.O.Box 30175 Lusaka, Zambia should be deposited in the Tender Box located on the Control Block, 1st Floor, Kenneth Kaunda International Airport. The closing date for the receipt of the Expression of Interest is **28th April 2017 at 10:00 hours local time**. The Expressions of Interest shall be opened immediately thereafter in the Conference room situated on the 1st floor, Opposite Procurement Offices, Kenneth Kaunda International Airport in the presence of bidders or their representatives who chose to attend. **LATE OR ELECTRONICALLY SUBMITTED EXPRESSIONS OF INTEREST WILL NOT BE ACCEPTED.**