



**TENDER NO. KWS/EOI/M&BD/35 /2020-2021**

**REDESIGN, RENOVATE AND OPERATION OF  
SIMBA VIEW POINT AND VISITOR SERVICE CENTRE (FORMER  
RANGERS RESTAURANT)  
IN  
NAIROBI NATIONAL PARK**

**FEBRUARY 2021**

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## 1.0 GENERAL INFORMATION

### 1.1 Background Information

As part of the Nairobi National Park Visitor Experience Transformation program, KWS invites potential operators to take up new investment opportunities within the Park. The overall aim of the transformation will be to improve the Park's tourist product and infrastructure while as far as possible retaining the unique natural character of the Park.

Kenya Wildlife Service invites bidders to submit Expression of Interest (EOI) to transform the former "Rangers Restaurant" into a mixed use Visitor Service Centre that houses a ticketing hall, a large gift shop, an Information Centre and snack vending area. The investor will **REDESIGN, RENOVATE, AND OPERATE** the existing facility to include the stated services. The ideal investor/retailer should have at least 10 years' experience in the Curio/handicrafts/gifts business ready to display high quality, informative, creative merchandise that caters for all visitor categories and ages. In addition to set up a high quality interactive information area for visitors to Nairobi National Park and other Parks.

In addition to the Visitor Service Centre, the Simba View point is the premier event site within Nairobi National Park and an amusement corner for families. It is the highest point with the best view of the Park and the city skyline. The investor will be expected to develop a small restaurant with extensive outdoor sitting space and a very discreet children's play area.

Successful developers will be shortlisted from their EOI in line with regulations reserved in the Public Procurement and Asset Disposal Act, 2015. KWS will then require the shortlisted firms to provide detailed technical and financial proposal for these sites. The sites are being offered as one package where the investor will develop and manage both at the same time.

### 1.2 SITE DESCRIPTION

KWS will award third party commercial leases to suitable investors to develop the two facilities as follows:

ITEM	RESTAURANT/CAFE	GIFT SHOP & INFORMATION CENTRE
LOCATION/ MAIN FEATURES	<ul style="list-style-type: none"><li>• Simba restaurant and observation area (former Impala view point)</li></ul>	<ul style="list-style-type: none"><li>• Main gate visitor Service Centre (former Rangers restaurant)</li></ul>
LEASE DURATION	15 years Renewable for 5yrs	15 years Renewable for 5 years
ACREAGE	1/8 of an acre	Approx. 10,000 SQ. FT
INSURANCE	Tenant to insure the premises	Tenant to insure the premises
ROYALTIES (KES PER MONTH) (Approx.)	Financial proposal will be submitted by shortlisted bidders	Financial proposal will be submitted by shortlisted bidders
RENT FREE PERIOD	18 months	18 months
RENT ESCALATION	4% Per year	4% Per year

KWS expects bidders that are capable of using their extensive marketing network and established brand to promote visitation to the Nairobi National Park.

## 2.0 LETTER OF INVITATION

### Invitation to Submit Expression of Interest

9<sup>th</sup> February 2021

Dear Sir/Madam:

### **RE: Tender No. KWS/HQS/EOI/35 /2020-2021: Redesign, Renovation, and Operation of Simba View Point and Visitor Service Centre - Nairobi National Park**

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As part of the Nairobi National Park Visitor Experience Transformation program, KWS invites potential operators to take up new investment opportunities within the Park. The overall aim of the transformation will be to improve the Park's tourist product and infrastructure while as far as possible retaining the unique natural character of the Park.

Kenya Wildlife Service invites bidders to transform the former "Rangers Restaurant" into a mixed use Visitor Service Centre that houses a ticketing hall, a large gift shop and an Information Centre and snack vending area. The investor will redesign renovate, and operate the existing facility to include the stated services. The ideal investor/retailer should have at least 10 years' experience in the Curio/handicrafts business ready to display high quality, informative, creative merchandise that caters for all visitor categories and ages. In addition to set up a high quality interactive information area for visitors to Nairobi National Park and other Parks

In addition to the Visitor Service Center, the Simba View point is the premier event site within Nairobi National Park and an amusement corner for families. It is the highest point with the best view of the Park and the city skyline. The investor will be expected to develop a small restaurant with extensive outdoor sitting space and a very discreet children's play area.

Toward the stated objectives, Kenya Wildlife Service wishes to invite interested and eligible candidates to submit proposals for developing and operating the proposed sites-

ITEM	TENDER REFERENCE NO.	TENDER NAME	CLOSING DATE
1.	KWS/EOI/M&BD/35/2020-2021	Redesign, Renovation, and Operation of Simba View Point and Visitor Service Centre - Nairobi National Park	26 <sup>th</sup> February 2021

Communication in regards to the tender must be in writing through **email address: [hps@kws.go.ke](mailto:hps@kws.go.ke)**.

All clarifications and/or amendments will be published in KWS website and Tenderers are required to check for any addendums or amendments in the course of the bidding period prior to the closing date indicated above

Bids must remain valid for a period of one hundred and twenty (120) days from the date of tender opening.

The completed bids in plain sealed envelope marked with tender reference number and tender name, shall be deposited into the Tender Box located at the entrance of Main Reception, KWS Headquarters, Langata Road P.O. Box 40241, Nairobi on or **before 26<sup>th</sup> February, 2021 at 12:00 Noon.**

The received tenders shall be opened immediately thereafter in the presence of bidders representatives who wish to attend at KWS Vet Board Room.

**Head of Supply Chain Management**

### 3.0 SCOPE OF WORKS

#### 3.1 Visitor Service Centre

KWS proposes to redesign the current “Rangers Restaurant” into a mixed use facility that houses the ticketing hall, a large gift shop, snack vending area and an Information Centre. The investor will redesign whole facility to include the stated services. KWS is looking for an investor/retailer with at least 10 years in the Curio/handicrafts business ready to display high quality, informative, creative merchandise that caters for all visitor categories and ages. The merchandise should showcase innovative Kenyan art and craft as well as strongly feature Nairobi Park branded items including maps and guidebooks. The operator must also show evidence of currently running other successful curio businesses elsewhere. Information materials will be developed by the investor jointly with KWS. The information area will showcase Nairobi National Park and all other KWS managed Parks and Reserves. Information should be both static and interactive including maps, guidebooks, screens etc. The venue will also host the KWS ticketing area for visitors who are walk-ins and have not paid online or using the digital system that is currently being developed.

The successful bidder will enter into a lease agreement with KWS for 15 years renewable for a further 5 years. At the end of the term, the property reverts back to KWS unless the term is renewed.

#### *3.2 Simba View Point (Pride Rock)*

**Simba View Point** is the premier event site and an amusement corner for families. It is the highest point with the best view of the Park and the city skyline. The investor will be expected to develop:

- An eatery that can be initially run as an outdoor catering service before transitioning to a fixed but environmentally sensitive facility.
- Diners will sit in an outdoor terrace setting that blends with the surrounding environment. The limited cooking and serving areas will be ideally quite open and ingredients can be trucked into the site on a daily basis. Equipment and furniture can be stored away. Any structures should be kept to a minimum and should not obscure the landscape views.
- Very high standards of waste management and environmental sensitivity should be maintained.
- No personnel will reside at the site.
- Targeting Mid-range to high- end clientele
- Feature menus popular with the domestic market including “nyama choma” barbeque, African dishes and popular fast-foods.
- The ideal operator will have at least 10 years’ experience in operating similar facilities within an urban setting and must have good reviews in popular local or international magazines.
- Not all visitors to the site will be patronizing the restaurant since the site is a public place.
- The cafe shall provide outdoor seating for about 50 people close to the service area.

## 4. 0 FORMAT AND REQUIREMENTS FOR COMPLETION OF EOI

### 4.1 Mandatory Documents

Developers are required to attach copies of the following documents as part of their EOI:

1. Copy of the Certificate of Incorporation
2. Copy of VAT certificate
3. Copy of a Valid Tax Compliance Certificate
4. Latest three years Audited accounts for 2017, 2018 and 2019.

Failure to submit any of the above will result in disqualification. Any bidder specifically exempted from any of the above listed requirements **should** provide documentary evidence in support of the same.

### 4.2 Corporate Documentation

Bidders are expected to submit information that addresses items contained in the table below:

Item	Expected Information	Required Format
4.2.1 Profile	a) Legal Status	State whether the firm is a Limited Liability, Sole proprietorship or Partnership
	b) Firm/Corporate history	Provide a Short narrative of origin, development, mission and values of the company.
	c) Qualification and technical expertise of key personnel in the firm	<b>See Appendix</b> for Format of submission of CVs
4.2.2 Experience in operating or developing similar facilities	a) An Adequate demonstration of experience in developing and /or operating tourist class catering and gift shops. A satisfactory track record in operating tourist facilities in Protected Areas or wildlife tourism attractions is advantageous.	Short narrative stating: <ul style="list-style-type: none"><li>• Name and Location of similar projects developed or operational in last five years</li><li>• Scale/size of developments in terms of capacity, restaurants size, number of clients, and range of stock in shop.</li><li>• Occupancy and/or profitability of operated facilities.</li></ul>

### ***4.3 Proposed Development Plans***

Additionally proponents will be expected to provide a brief narrative of their proposed development plans stating the following:

<b>Item</b>	<b>Expected Information</b>	<b>Required Format</b>
<b>4.3.1 Construction, design and development concept</b>	a) An interpretation of the park theme showing how the proposed facility will respond to needs and preferences of the target market and how it will improve the park's touristic value, type of stock for gift shop, information materials, how online sales will be carried out, guest flow at park entry area	Narrative indicating <ul style="list-style-type: none"><li>• Materials to be used in construction and renovation</li><li>• Design themes, concepts, layouts</li><li>• Visitor amenities to be included in the sites</li></ul> Prospective developers are not required to supply KWS with detailed technical drawings. Only illustrative sketches or artist impression of the proposed developments will suffice
	<b>NB.</b> A similar brief narrative of proposed development plans should be provided for each proposed site.	

NB. More detailed drawings and concepts will be expected only from short-listed bidders.

### ***4.4 Evidence of Prior Experience***

Bidders will be required to give a brief narrative of their prior and current experience in similar facilities. Bidders with experience of at least 10 years in the requested business will be given preference.

#### 4.5 Evidence of Financial Soundness

Item	Expected Information	Required Format
4.5.1 Bankers	Contact details of at least one of its bankers	Contact details
4.5.2 Project Financing	<p>(a) <b>Financial Soundness.</b></p> <p>i) The bidder should demonstrate that the firm has access to or has available, liquid assets, unencumbered real assets, lines of credit, and other financial means sufficient to meet the construction cash flow for a period of 2 months, estimated at 20% of the estimated tender sum.</p> <p>ii) Signed and stamped Audited accounts, balance sheets and computed working capital for the last three (3) years should be submitted and must demonstrate the soundness of the Applicant's financial position</p> <p>The bidder's financial information will be assessed in terms of ROCE, current ratio and return on equity, and the point scale criteria on their financial position given on this basis.</p>	<p>Audited accounts for 3 years.</p> <p>Evidence of Cash, Cash equivalents and /or Credit line.</p>

#### 5.0 EVALUATION CRITERIA

Expression of Interest will be evaluated on their responsiveness to the above requirements based on the following criteria:

Item	Particulars	Maximum Score/Points
1)	Mandatory Documents	Go /No Go
2)	Corporate Documentation	10
3)	Proposed Development Plans	40
4)	Evidence of prior experience	25
5)	Evidence of Financial soundness	25
	<b>TOTAL</b>	<b>100</b>

Companies scoring a minimal of 70 points will be pre-qualified.



## 6.0 ADDITIONAL INSTRUCTIONS

All responses should be **typed** and their numbering to correspond with that prescribed in **4.0: Format and Requirements for Completion of EOI**. Please include all attachments as required in the format and requirements for completion of expression of Interest.

Pre-qualified investors will be required to submit detailed technical and financial proposal(s) for their site(s) of interest in a format of solicitation documents to be provided later.

**Appendix**

**CV FORMAT**

<b>Name of Firm:</b>			
<b>Name of Staff:</b>			
<b>Years with Firm/Entity:</b>		<b>Nationality</b>	
Detailed Tasks Assigned:			
Key Qualifications:			
<b>Education:</b>			
<b>Institution:</b>			
<b>Year:</b>			
<b>Course:</b>			
<b>Employment Record:</b>			
<b>Summary of relevant Experience:</b>			
Language proficiency:			
Language	Speaking	Reading	Writing
English			
Kiswahili			
<b>Certification:</b> I, the undersigned, certify that these data correctly describes my qualifications, experience, and confirms my availability to the firm for the proposed development should we be awarded the lease. I declare that I am not affected by any potential conflict of interest and have no particular link with other proponents or parties involved in the project.			
<i>[Signature of staff member]</i>		Date:	
<i>[Signature of authorized representative of the firm]</i>		Date:	
Full Name of Staff Member:			
Full Name of authorized representative:			