



LESOTHO HIGHLANDS DEVELOPMENT AUTHORITY

CALLS FOR EXPRESSION OF INTEREST – MANAGEMENT OF KATSE AND MOHALE LODGES

1. The Lesotho Highlands Development Authority (LHDA) is a statutory body that is responsible for the implementation of the Lesotho Highlands Water Project (LHWP).

2. The main objectives of the LHWP are:

- i) To deliver water to the Republic of South Africa.
- ii) To generate hydro-electric power at 'Muela.
- iii) To undertake ancillary developments in Lesotho including promoting tourism.

3. In order to facilitate implementation of the Project, roads, schools, clinic residential camps, lodges etc. were set up at Katse, Mohale and Butha-Buthe areas of Lesotho.

4. LHDA invites interested hoteliers and companies with relevant experience to express interest in the management and operation of Katse and Mohale Lodges that are located respectively at Katse Village and Mohale Village. Interested parties should note that these Lodges are to be managed on a minimum 3-Star Rating. To achieve this LHDA will undertake full renovation of the Katse lodge as part of phase II of the Lesotho Highlands Water Project and complete the balance of renovations of the Mohale Lodge in the immediate future.

5. Interested applicants must forward a covering letter together with the following information:

- i) Copy of Certificate of Incorporation.
- ii) Valid Tax Clearance Certificate.
- iii) Shareholders details (including the majority shareholder) and directors (and their individual nationality).
- iv) Company's main business and details of current and past operations.
- v) Experience record, preferably the past five (5) years.
- vi) Copy of most recent Audited Financial Statements of the contracting party.
- vii) CV's of at least two key managerial staff that will be involved in running the operations.

6. There will be a non-compulsory site visit for interested bidders as follows:

- i) Katse Lodge – 16th February 2017 @ 11:00 hours
- ii) Mohale Lodge – 17th February 2017 @ 11:00 hours

7. Interested applicants must take note of the following additional information:

- i) Duration of initial contract is five (5) years.
- ii) Major refurbishments are expected at the Katse Lodge in 2017/18.
- iii) It is preferable for LHDA, if bidders can express interest for both lodges, rather than a single lodge.
- iv) Operators shall be able to use whatever “movable assets like linen, bedding, cutlery, cookware, furniture, etc. already in use at the lodge, but replacement will be for their own account.
- v) Operators are expected to maintain strong international advertising and marketing campaign.
- vi) Both lodges include some single quarters and self-catering units.
- vii) Qualifying operators would be expected to put a financial proposal as to the lease of each individual lodge in their Tender, following the LHDA’s issue of a RFP (Request for Proposal).
- viii) It is preferable to LHDA, if Bidders can demonstrate to what extent, existing management and staff are to be taken over and incorporated in the new operator’s Lesotho Katse and Mohale Lodge operation.
- ix) The Bidder that will ultimately be awarded the tender, will be expected to trade at their own risk during the contract period, and the agreement between the parties will allow for agreed to major structural maintenance and repairs by LHDA.
- x) Interested parties must note that they will also have an opportunity to tender for the operation and maintenance of Polihali Lodge, during the construction of Polihali Dam and Tunnel, and beyond. Likileng Lodge in Butha-Buthe in the future.
- xi) The operations will be subject to the laws of the Kingdom of Lesotho.
- xii) No brochuremanship will be entertained.

8. Katse is about 215km from Maseru (the capital city in Lesotho), whilst Mohale is 90km from Maseru.

9. Evaluation Criteria and Shortlisting

A numerical assessment of each timely and correctly submitted EOI will be performed against the Evaluation Criteria included in Table 1, below. Only information provided in the EOI submission will be considered in the evaluation.

Table 1: Evaluation Criteria

1. Local Participation <ul style="list-style-type: none"> • <i>Share of Lesotho National Companies</i> • <i>Share of Black Owned South African Companies</i> 	15 points
2. Specific experience for the assignment <ul style="list-style-type: none"> • <i>Experience in Hotel & Lodge management of a similar and larger nature with reference to details of experience</i> 	35 points
3. Financial Capability of a bidder	15 points
Staff's Qualification & Experience <i>At Least two (2) CV's of Executive and Senior Operational Management and brief description of the positions occupied and/or services rendered.</i>	15 points
4. Specific experience in Southern Africa. <i>List local (Lesotho or South Africa), regional (SADC), and other international experience on similar projects in the past [insert number of years in words and (figures)] years.</i>	20 points
TOTAL	100

The shortlisted entities will be notified in writing. Only the short-listed Entities will be provided a Request for Proposal (RFP) package for submission of proposals.

LHDA reserves the right to accept or reject all or any application, or to annul the expressions of interest at any time without incurring any liability to any applicant.

10. Ineligibility

Any Expression of Interest received after the deadline will automatically be rejected, even if the postmark indicates a date preceding the deadline, or if the delay is due to the mail or courier service.

Any Applicant not complying with the requirements of the LHWP Anti-Corruption Policy, will be rejected and/or disqualified in accordance with the provisions of the policy.

11. LHWP Anti-Corruption Policy

The LHDA is committed to the LHWP Anti-Corruption Policy. The Provisions of the Policy (see Annexure 1), will be incorporated in the Contract and all Contractors and Consultants shall be subject to it.

12. Applications must place their proposals in sealed envelopes and clearly mark their submissions on the outside as “**OPERATION OF LHDA LODGES PROPOSAL**” and be forwarded for attention:

The Chief Executive
Lesotho Highlands Development Authority
P.O. Box 7332
Maseru 100

ALL direct enquiries can be submitted to the Principal Procurement Officer at:- email procurement@lhda.org.ls – ONLY email enquiries will be responded to.

13. The Deadline for submissions is – 24th March 2017 @ 14:00 hours. **(NO LATE SUBMISSIONS WILL BE ACCEPTED)**

14. **NB!! ALL SUBMISSIONS MUST BE HAND OR COURIER DELIVERED TO:**

7th floor
LHDA Tower Building (Old Standard Lesotho Bank Building)
Kingsway Street,
Maseru,
Lesotho