



EXPRESSION OF INTEREST

BOTHA-BOTHE VISITOR COMFORT FACILITY

Lesotho Tourism Development Corporation (LTDC) owns a facility near the Botha Bothe Border Post, along the Likila Road about 15km from Botha-Bothe town and 94km from Maseru. The facility was intended to be a **Visitor Comfort Facility (VCF)** which would offer a meeting place for arriving tourists and local service providers, as well as a point of tourist information dissemination and tourist dispersal point to the attractions within the Botha-Bothe district. The facility comprises of six (6) main facilities and these are: Tourist Information Office, restaurant, art gallery, tour operators' desk, internet café and 16 units meant for stalls to sell crafts.

LTDC intends to appoint a private operator to manage the facility for 15 years or more depending on the level of capital investment. The preferred bidder will be appointed on the basis of the best business concept that will enhance tourism service offering and development in the northern region. The business concept should provide a range of services from accommodation, dining, entertainment hub etc for increased job creation and reasonable community beneficiation without modifying the existing facilities but adding 1 unit of middle to high end quality accommodation facility of 8 or 10 guestrooms on site.

Evaluation Criteria

Item no.	Criteria for short listing	Description	Score
1.0	A letter of expression of interest	Indicating the name, contact details and designation of the contact person and the company.	N/A
2.0	Company's articles of incorporation	Including valid and certified copies of trader's license and Tax Clearance	N/A
3.0	Company profile	Must indicate: <ul style="list-style-type: none"> • Proof of relevant professional experience in successfully managing similar facilities for not less than 3 years • Proof of availability of skilled personnel (attach CVs) • 2 copies of testimonials 	35%
4.0	Financial capacity	Proof of availability of funds for the intended developments and operations in a form of recent past 3 years audited financial statements and/or 6 months bank statement and/or Letter of intent from a recognized financial institution.	40%
5.0	Proposed business concept	The concept must be innovative, practical and viable. It must not be more than 4 pages with Garamond Font size 12.	25%

The submitted Expressions of Interest will be used to shortlist eligible applicants for issuance of Request for Proposals which will lead to the 2nd stage of the procurement process (RFP). **Only short listed applicants will be notified.**

Submissions:

Submissions must be in sealed envelopes marked **“Management of Botha-Bothe VCF”** with no identity of the bidder. **All documents bound and in three (3) copies.**

The submissions shall be addressed and delivered to the tender box at the address below by **Friday 27th March, 2020 at 12.00pm:**

Chief Executive Officer
Lesotho Tourism Development Corporation
P.O. Box 1378, Maseru 100, Lesotho
Corner Linare and Parliament Road, Maseru, Lesotho

For enquiries: lerato.moepi@ltdc.org.ls

Late submissions will not be considered.

The LTDC reserves the right to terminate this procurement process at any stage before the contract is awarded.