



THE GOVERNMENT OF KADUNA STATE

KADUNA INVESTMENT PROMOTION AGENCY

INVITATION FOR EXPRESSION OF INTEREST (EOI) FOR THE PURCHASE OF HOLIDAY CONFERENCE HOTELS LIMITED

1.0 BACKGROUND

1.1 In keeping with the ongoing Restructuring and Divestiture of its State-Owned Enterprises, the Kaduna State Government (KDSG) through the Ministry of Business Innovation and Technology wishes to privatize Holiday Conference Hotels Limited.

1.2 The Hotel which is located at 2/16 Unguwar Rimi GRA, Kaduna comprises of the following facilities:

- 29 Rooms;
- 3 Halls (50, 100, and 200 persons respectively);
- a garden bar; and
- a lounge.

2.0 EXPRESSION OF INTEREST

2.1 The Kaduna State Government is hereby undertaking a solicitation of bid proposal from hotel service providers who are interested in the outright purchase of the hotel. The bidding process is open to all legally-constituted companies that can provide requisite hotel services and have the legal capacity to perform in Nigeria. Competent and relevant investors in the hospitality sector are invited to submit their best technical and financial bids to that effect.

2.2 The subsequent purchasers of the hotel are expected to provide the necessary equipment, facilities, qualified personnel, expertise and other necessary means to perform their duty of running the hotel in accordance with the best commercial practices.

3.0 ELIGIBILITY CRITERIA

3.1 Submissions by suitably qualified companies shall include the following:

- a. Certificate of Registration with Corporate Affairs Commission (CAC) along with Memorandum and Articles of Association, ownership and Particulars of Directors.
 - b. Audited financial statements of the company for the past three (3) years (2019, 2020, and 2021) and most recent Management Accounts;
 - c. Tax clearance Certificate for 2019, 2020 and 2021, and VAT registration and Evidence of past VAT remittances.
 - d. Proof of funds by way of Bank Statements over the last 12 months and/or approved loan facility from a major bank.
 - e. Technical Bid including but not limited to the following information:
 - i. Company's profile.
 - ii. Company's comprehensive business plan with regard to the Holiday Conference Hotels Limited
 - iii. The resumes of key Managerial staff.
 - iv. The company's proposed team structure.
 - v. Evidence of track record in hospitality service delivery.
 - vi. References in support of the satisfactory delivery of hospitality services.
 - vii. Evidence for quality assurance systems in place.
 - viii. The Company's proposed revitalisation/work implementation plan.
- f. Financial Bid
- g. Bank Draft of N50,000.00 made payable to **Kaduna State Government Revenue Account (Remittance) Kaduna Main Branch**, 1790220190, Polaris Bank, as non-refundable processing fee. Any submission not supported with a draft or N50,000.00 shall be rejected.

4.0 SUBMISSION OF BIDDING DOCUMENTS AND OPENING OF BIDS

- a. The Bid process will be conducted through a TWO-envelope system. Interested Bidders are requested to submit their Technical Bid separately from their Financial Bid which will contain their financial offer for the purchase of the property.
- b. The Submission shall be in **sealed** envelopes. The outer envelope must be clearly marked with

EXPRESSION OF INTEREST FOR THE PURCHASE OF HOLIDAY CONFERENCE HOTELS LIMITED BY [Company Name] Attention: Nufi Barnabas Yohanna

- c. The submission shall consist of two inner envelopes, viz;
 - One envelope marked **TECHNICAL BID** containing one original set of all Technical Bid documents and five copies, all sealed in individual envelopes.
 - One envelope marked **FINANCIAL BID** containing one original document bearing the Company's financial offer, and five copies of the same sealed in separate envelopes.
- d. This should be submitted on or before 29th December, 2022 at the address below:

**The PPP Department
Kaduna Investment Promotion Agency
No. 3, Sokoto Road,
Kaduna**

- e. The opening of the bids shall be by 12 noon on Thursday, 29th December, 2022. Representatives of the bidding companies are invited to witness the bid opening.
- f. The evaluation of the Bids will be carried out in a two-step process by an evaluation panel, with evaluation of the Technical Bid being completed prior to any Financial Bid being opened and compared.
- g. The Financial Bid will be opened only for those Bidders, where Technical Bids reach the required minimum score.
- h. On completion of the evaluation of both Technical and Financial bids, only the 2 most responsive companies with the highest financial bids will be picked as the preferred bidder and the reserved bidder respectively.

5.0 ADDITIONAL INFORMATION:

- 5.1 Questions relating to the Bid process and/or to the attached documents shall be sent to the Kaduna Investment Promotion Agency at the following email address: nufi.yohanna@kdsg.gov.ng or before 27th December 2022.
- 5.2 Bids received after the submission deadline shall be declared late and rejected.
- 5.3 This advertisement shall not be construed as a commitment on the part of the KDSG to appoint any contractor nor shall it entitle any firm submitting documents to claim any indemnity.
- 5.4 All submissions must be made in English Language

Signed

The Executive Secretary,
Kaduna Investment Promotion Agency