

## **DETAIL OF SCOPE OF WORK**

### **Phase 1- Development of Hotels**

#### **Designing Public – Private Partnership structure**

- Review applicable rules and regulations relevant to public private partnership
- Identify different public private structures / models including revenue sharing, profit sharing, hybrid of both revenue and profit sharing
- Obtain inputs from technical, legal, PPP experts and management of GDA on identified public private partnership (PPP) models.
- Evaluate each of the PPP model to identify the best suited model which protects the interest of all the stakeholders including GDA and private investors and contribute towards the overall objects of GDA i.e. tourism development
- Design PPP structure for the project

#### **Development of Business Plan**

- Carry out detail discussions with the management of GDA on the existing and foreseeable hospitality sector market in Galiyat and perform market analysis
- Obtain inputs from legal, technical and tax experts for the preparation of financial feasibility
- Prepare financial feasibility study of the project. Financial feasibility study will be carried on the basis of (a) hotel development plan and benchmarks finalized in collaboration with the management of GDA and technical expert, and (b) cost inputs and revenue assumptions agreed with GDA and technical expert

#### **Development of Procurement Documents**

- Perform detailed review of applicable regulations, business plan, IM, technical designs and benchmarks
- Prepare procurement documents including request for proposal (RFP) and expression of interest (EOI)
- Obtain inputs from legal expert and management of GDA for preparation of concession agreement

#### **Assistance in the Procurement Process**

- Provide assistance in procurement process including dealing with queries of bidders, short listing of bidders, technical and financial evaluation of the bids
- Provide assistance in award of contract and contract administration

## **Provision of Technical Assistance**

### **A: Sector technical expert**

- Conduct detailed inspections of proposed projects sites
- Prepare project designs, benchmarks and technical specifications for the proposed projects in collaboration with the management of GDA

### **B: Legal expert**

- Provide legal advice pertaining to transaction services for hotel develop project
- Provide guidance on tax matters
- Provide assistance in development of concession against

### **C: Public Private Partnership Specialist**

- Provide assistance in all stages of PPP projects lifecycle
- Provide technical input to GDA for developing PPP strategies
- Ensure that PPP projects are prepared for competitive market bidding in such a way that all financial and risk components are adequately identified, quantified and allocated in a manner consistent with prescribed methodologies

## **INFORMATION MEMORANDUM (IM)**

- Conducting pre-bid meeting for interested bidders in the project in response to the advertisement
- Responding to bidder's queries
- Assisting in pre-qualification of bidders