

**Request for Proposal (RFP)**

**C-020-19**

**Development of Burj Al Sahwa Transport Hub on Design, Build,  
Finance, Operate and Transfer basis**

**T1 – REQUEST FOR PROPOSAL**

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## **1.0 Project Brief**

### **1.1 Overview**

ASYAD and its subsidiaries have sizable land banks in different parts of Oman, some of them are located at prime locations, which can be developed with the help of private developers to generate an additional source of revenue, reduce dependence on Ministry of Finance (“MOF”), achieve development objectives & expansion requirements without additional funding from MOF and can play vital role in improving the lives of citizens and help boost the economy of the Sultanate of Oman.

Oman Roads and Transport Management Company LLC (ORTMC) is a limited liability Company owned by ASYAD and has the responsibility of establishing a high quality and safe road and transport management systems that are designed at optimizing the usage of the national road network, together with development of private traffic and transport services.

ASYAD (as Project Promoter) on behalf of ORTMC (Project Employer) seeks Proposals to select a Developer to invest and develop Burj Al Sahwa Transport Hub in a land which is approximately 41,952 sqm in Willayat A’Seeb in Muscat (“Project”).

### **1.2 Mandatory and Value-Added Facilities**

- 1.2.1 To design, build, finance and operate the Project in Burj Al Sahwa and transfer the project back to ORTMC after the Project term of 50 years. Developing Burj Al Sahwa Transport Hub is mandatory in the proposed development.
- 1.2.2 In order to maximize the Project’s revenue stream, the developer may develop a mixed use, commercial and residential buildings, hotels, public facilities, retail shops, offices, medical center, food & beverages, and entertainment hubs, without compromising the scale and quality of mandatory facilities.

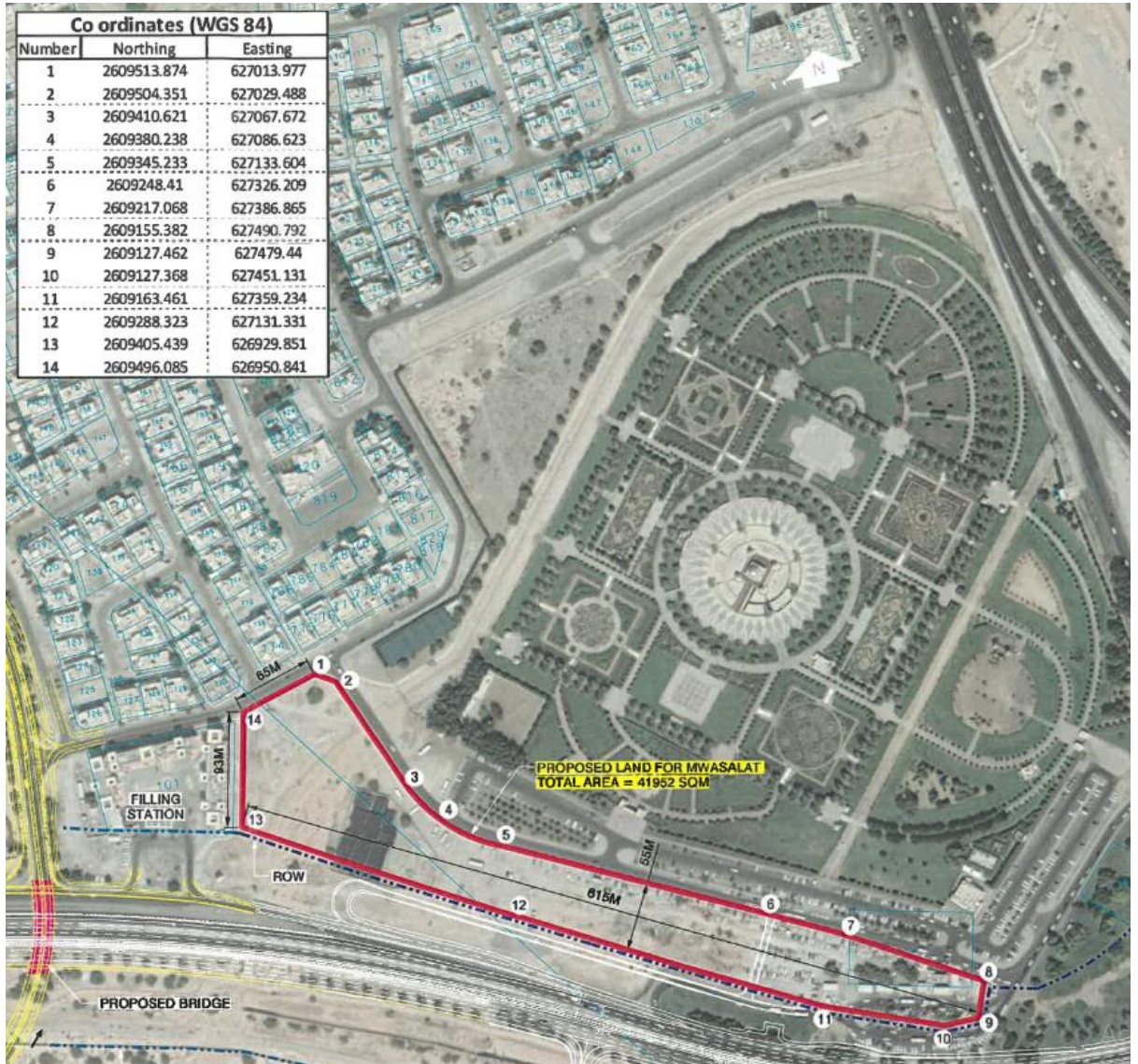
### **1.3 Contractual Arrangement**

- 1.3.1 Design, Build, Finance, Operate and Transfer (DBFOT) development model, including master planning, design, build, finance, operation and maintenance of the facility for a period of 50 years, and transfer all the assets to ORTMC, at the end of the Project Term. There shall not be any financial outlay from ORTMC to the Developer during the Project term, neither in terms of cash payment nor in the form of any assets except for the provision of land on a usufruct basis for use during the term of the Project.

### **1.4 Commercial Model**

- 1.4.1 The Commercial Model shall be based on a 50 years Project Term, the Tenderers shall propose all of the commercial models provided in the RFP documents.

1.5 Project Location



## **2.0 Pre-requisites for Collection of RFP Documents**

### **2.1 Proposer Details Sheet**

2.1.1 In order to correctly identify the Proposer and the Proposer's point of contact for this RFP, Appendix 1 shall be completed by the Proposer and presented by hand to the ASYAD Supply Chain Department or scanned and forwarded via email to [tenders@asyad.om](mailto:tenders@asyad.om) before the RFP documents can be released to the Proposer.

### **2.2 RFP Fee**

2.2.1 The RFP Fee for this RFP is Omani Rials Three Hundred and Seventy-Five (OMR 375).

2.2.2 A cheque with above mentioned value in favour of "Oman Global Logistics Group SAOC (ASYAD)" and identifying the Proposer's name and the RFP number (C-020-19) must be presented, by hand, to the Supply Chain Department before the RFP Documents can be released to the Proposer.

Or

2.2.3 Furnish a bank transfer of OMR 375 to the following Oman Global Logistics Group S.A.O.C (ASYAD) bank account, which the transfer receipt must be presented by hand to the Supply Chain Department or scanned and forwarded via email to [tenders@asyad.om](mailto:tenders@asyad.om) in order to collect the RFP Document:

#### **Oman Global Logistics Group SAOC (ASYAD)**

Name of Bank: HSBC Bank Oman S.A.O.G

Account No.: 002-410603-001

Bank address: Head Office Building, Al Khuwair

SWIFT/Bank Code: BBMEOMRX

### **2.3 Non-Disclosure Undertaking**

2.3.1 Upon receipt of this Request for Proposal, the Proposer shall sign the attached Non-Disclosure Undertaking (Appendix 2). The Non-Disclosure Undertaking must be completed, signed by an authorized person, stamped with the Proposer's company stamp and delivered by hand to the Supply Chain Department or scanned and forwarded via email to [tenders@asyad.om](mailto:tenders@asyad.om).

## **3.0 Collection of RFP Documents**

### **3.1 RFP Documents Collection Procedure**

3.1.1 Once the Pre-Requisites to Collect RFP Documents specified in Paragraph 2 have been fulfilled and submitted to ASYAD, the RFP documents will be sent to the Proposers via email through the assigned contact point specified in Appendix 1.

## **4.0 Disclaimer**

ORTMC is in the process of obtaining the required approvals, consent and permits required to undertake this Project.

**APPENDIX 1 – PROPOSER DETAIL SHEET**

RFP number	C-020-19
RFP title	Development of Burj Al Sahwa Transport Hub on Design, Build, Finance, Operate and Transfer basis
Full name of Proposer (In case of consortium, write the name of lead company)	
Postal Address	
City	
Country	
Web site	
Office main tel. number	
Country of registration	
Status in Oman	Agent/locally registered branch office/company incorporate in the Sultanate of Oman/foreign company
Ownership details (percentages and names, indicate where Omani)	- .....% - - .....% - - .....% -

**Proposer’s representative to whom all RFP correspondence shall be addressed**

Name of person	
Fax number	
Telephone number	
Mobile number	
E-mail address	

**Proposer’s agent in Oman (if appointed)**

Omani agent name	
Postal address	
Fax number	
Telephone number	
Mobile number	
E-mail address	
Our Omani agent is permitted to pick up the RFP documents on our behalf	Yes No, we will pick up the documents ourselves. No, please send the documents to my foreign address stated above.

RFP Fee is paid and receipt attached:

RFP Documents Received By: Signature.....

ID Card No.....

**APPENDIX 2 – NON-DISCLOSURE UNDERTAKING**

The Proposer hereby undertakes as follows:

1. In connection with this RFP C-020-19 for Development of Burj Al Sahwa Transport Hub on Design, Build, Finance, Operate and Transfer basis ORTMC shall disclose to the Proposer certain information about ORTMC, the Project, and/or its business or activities that ORTMC considers proprietary (hereinafter “Information”). Such Information may include, without limitation, legal, technical, commercial, financial, or management Information and/or data of any nature, including information or data relating to financial forecasts, studies, reports, practices, customer or investor lists, products, contracts, strategic planning, business alliances, systems, software or marketing, and/or other Information disclosed or submitted, orally, in writing, or by any other media.
2. With respect to Information provided under this Undertaking, the Proposer must:
  - A. hold the Information in strict confidence;
  - B. use the Information only for the purpose of preparing this proposal or as otherwise expressly authorized in writing by ORTMC;
  - C. not disclose the Information, except with the prior written approval of ORTMC; and
  - D. advise any person to whom it discloses the Information of their obligations with respect to the Information and procure that they hold it in confidence and do not use or disclose it, except only for the purpose of preparing this proposal or as otherwise expressly authorized in writing by ORTMC.
3. The Proposer shall have no obligation to preserve the confidential and proprietary nature of any Information which:
  - A. is or becomes publicly available by other than an unauthorized disclosure; or
  - B. was previously known by the Proposer free from any obligation to keep it in confidence or is received from a third party whom the Proposer reasonably believes is free to divulge the same; or
  - C. is required to be disclosed pursuant to a court order or required by any governmental authority or agency and prompt written notice of such requirement is given to ORTMC.
4. If the Proposer breaches or threatens to breach this Undertaking, ORTMC expressly reserves the right to:
  - A. bring legal proceedings against the Proposer;
  - B. seek damages or any other legal or equitable relief; and
  - C. seek recovery of its legal and other costs incurred in such proceedings on a full indemnity basis.
5. The Information is the property of ORTMC and upon termination or expiry of this Undertaking, the Proposer will upon the request of the ORTMC return to ORTMC all Information received in tangible form together with any copies thereof or destroy such Information and certify the same on request.
6. This Undertaking shall be deemed effective on the date it is signed and shall remain valid for a period of ten (10) years.
7. This Undertaking does not constitute any obligation to enter into any business relation between the Proposer and ORTMC, no claims of whatever nature or source can be made during or after termination or expiry of this Undertaking except those related to the articles stated herein.
8. This Undertaking shall be governed by and construed in accordance with the Laws and regulations of the Sultanate of Oman. Any dispute arising from this Undertaking shall be subject to resolution before the concerned Court in Muscat, Sultanate of Oman.

Agreed and accepted this ..... day of ..... 2019

And signed by a duly authorized person on behalf of the Proposer

\_\_\_\_\_

(Signature)

Name: \_\_\_\_\_

Position: \_\_\_\_\_

For: \_\_\_\_\_