

Project: DRIVING SCHOOL AT MADINAT AL MAWATAR

Subject: **Invitation for Submitting the Proposal for Development and/or Operation of the Driving School**

Barwa Real Estate Group is pleased to invite you to submit a proposal for the development and/or operation of a driving school at Madinat Al Mawatar, as per the following details.

1. The Project Location

The proposed Driving School site is on the Madinat AL Mawatar development, located to the north of Salwa Road (Rawdat Rashed Road, Um Garn), close to Exit 29.

Madinat AL Mawatar development covers 115 hectares and is envisioned to be anchored by used and premium auto dealer showrooms that are currently spread throughout Doha in unplanned clusters.

The showrooms of the used car dealers will be supported by connected uses such as Workshops, Spare Part & Accessories Shops, Traffic Police Office, Petrol Station (Woqod), vehicle inspection facilities, Vehicles Service Center, accommodations, driving school (proposed), Car Auction, Hypermarket and Mosques.

Currently, there are around 120 fully equipped showrooms/workshops and 350 flats for residences and Offices. With more showrooms, residences and offices in the near future.

2. Development Description

The proposed site for Driving School in Madinat Al Mawatar consists of 56,979 m2 area and the total development including car parking is subject to 40% maximum allowable covered area.

The proposed Driving School is expected to be 3,000 m2 buildup area/GFA and the G+1 floor arrangement is allowed.

3. The Scope of Proposal

The Tenderers are invited to submit the fee proposals for the development and/or operation of a driving school with consideration to the following requirements.

3.1 The Tenderer shall submit their fee proposal for the following options (for both or either).

a) Option 1:

Rental value (per m2) and the lease period of the land (56,979m2 extent) for designing, building and operation of the Driving School, before it transferring to Barwa.

In this option, the Operator is expected to finance, design, build and operate the Driving School facility for a period of twenty one (21) years, after which the facility will be handed

over to Barwa in good and operational condition. The Lease period is subject to extendable with mutual agreement from the both parties.

For that objective, the Tenderer shall propose a competitive land rent and lease period for the whole duration of designing, building and operation of the facility by paying only the proposed land rent, with due consideration to the total development cost of the facility going to be incurred by the Operator.

The Tenderer shall also submit the sketch/concept design of the proposed Driving School with his tender. Tenderer shall note that the design to be completed shall be as per the latest requirements and regulations from the traffic department and other relevant authorities.

The Operator shall be liable for complete services, operational, maintenance costs, and utility charges of the Premises.

b) Option 2:

Rental Value (per m2 for both the built-up leasable area and the hardscape surrounding it) for operation and maintenance of the Driving School Facility (approximately 3000m2) which will be developed by Barwa.

In this option, Barwa shall develop the Driving School Complex and lease the whole development to the Operator for a period of twenty one (21) years. The Lease period is subject to extend with mutual agreement from the both parties.

The Driving School Complex shall be comprised of Main Driving School Building, associated amenity and utility facilities along with related infrastructure and landscaping works.

The buildings, infrastructure and landscape etc. shall be designed and constructed as per the applicable national and international standards, codes and practices with strict compliance with the statutory / regulatory requirements of the State of Qatar.

The Design of the Facility shall also consider the practical and reasonable inputs and requirements from the Operator –such as the finishes and other attributes of buildings, provision of the power demand and other utility services requirements as required for the proper operation of the Operator's intended business. The buildings shall be finished with basic finishes, however, without any furnishing and decorations.

The Commencement of Lease shall be from the Date of Handing-Over of the Project after finalization of the construction and utility connections of the premises and obtaining Building Completion Certificate from the Municipality. However, the Operator shall be given six (6) months Fit-out-Period. Such period shall be deemed a grace period during which Operator shall pay no Rent.

The Operator shall be liable for complete services, operational, maintenance costs, and utility charges of the Premises.

- 3.2 The Tenderer shall include a technical submission with their fee proposal that would cover, in minimum, the company profile including past experience in similar developments/operation of driving school if applicable, copy of company CR/other authority certificates etc.
- 3.3 The Tenderers are encouraged to include creative ideas with their technical proposals, such as male and female training programs, resident training programs (using available accommodation units in Mawatar) etc., which would make their tender submission impressive.

3.3 Upon conclusion of this Tender, Barwa is expected to sign a contract of mutually agreed terms with the successful Tenderer, before commencement of development, if decided to implement.

4. **Validity**

Tender Offers should be valid for a period of “120” days reckoned from Tender Submission Date and shall remain effective and irrevocable during that period.

5. **Tender Queries**

All the Tender queries should be issued to the Barwa up to and no later than 7 calendar days prior to closing date of the Tender, and at Tender.Secretary@barwa.com.qa

6. **Submission**

Tenderers are requested to submit the duly completed Tender Document in duplicate in one sealed envelope, technical and commercial proposals, marked in English:

Proposal for Leasing the Proposed Driving School at Madinat Al Mawatar

Addressed:
The Managing Director/CEO
Barwa Real Estate Group. (BARWA)
P. O. Box: 27777, Doha - State of Qatar

and deliver to 16th Floor, Group Real Estate Development, Barwa Al Sadd Tower No. 1, **Tel: 4408-6081 / 099 on or before 12:00 Noon on 10th October 2019, being the “Tender Submission Date”.**

7. **Acknowledgement**

Please confirm us within 2 days of receipt of this letter if you are interested to participate in this tender with a valid email address for communication.

We hereby request you to submit your best competitive offer as per the requirements and in the manner described above.