

REQUEST FOR PROPOSALS (RFP)

CONSULTANCY SERVICES FOR END-OF-TERM EVALUATION (2022–2027) AND DEVELOPMENT OF THE 2026–2030 STRATEGIC PLAN

The **Umodzi Holdings Limited (UHL)** was incorporated under Companies Act on 18th May 2012. UHL is 100% owned by the Government of the Republic of Malawi.

UHL is currently managed as a highly prestigious domestic brand under the name 'Umodzi Park and Resorts' (UPR) and has the following properties which form part of its business establishment:

- The 37 – hectare Umodzi Park on Plot No. 31/7 in Lilongwe, City Centre, which comprises the magnificent Bingu International Convention Centre (BICC), Banqueting Hall, a Presidential Hotel comprising 130 rooms including presidential suites;
- The Presidential Village on Plot No. 34/4 in Lilongwe, City Centre, comprising 14 world class presidential villas which offer unique accommodation and office rental facilities.
- Beachside plot at Malembo in Mangochi

The Company hereby invites sealed proposals from suitably qualified and experienced consulting firms to undertake:

- An End-of-Term Evaluation of the 2022–2027 Strategic Plan; and
- The Development of a Five-Year Strategic Plan for the period 2026–2030.

1. SCOPE OF SERVICES

The assignment shall include, but not be limited to, the following:

- Comprehensive evaluation of the 2021–2025 Strategic Plan;
- Financial and operational performance assessment;
- Stakeholder consultations with Board, Management and key clients;
- Market and competitive benchmarking;
- Development of a robust and financially sustainable 2026–2030 Strategic Plan;
- Preparation of a five-year financial model and implementation roadmap;
- Presentation of findings and recommendations to the Board of Directors.

2. ELIGIBILITY REQUIREMENTS

Interested firms must, among others, demonstrate:

- Proven experience in strategic planning within the hospitality, tourism, or MICE sectors;
- Experience working with five-star hotels and/or convention centres;
- Strong financial modelling capability;
- Experience in emerging markets (preferably Southern Africa);
- Evidence of at least three (3) similar assignments completed within the last five years.

Sealed Proposals shall be delivered at Umodzi Park & Resorts – Procurement Office on or before **Wednesday, 6th May, 2026 at 03:00 p.m.** local time where they will be opened in the presence of bidders who wish to attend. Late bids will be rejected.

Eligible interested bidders should feel free to obtain further information including the detailed Terms of Reference through the following contacts:

Umodzi park & Resorts
P. O. Box 31489, Lilongwe
Attention: Mr. P. Masautso
The Procurement Officer
Cell: (+265)888 588989
Email: pmasautso@umodzipark.co.mw

Those interested should submit their proposals in a sealed envelope, clearly marked "END-OF-TERM EVALUATION (2022–2027) AND DEVELOPMENT OF THE 2026–2030 STRATEGIC PLAN FOR UMODZI HOLDINGS LIMITED" not later than **3.00 p.m.** on **Wednesday, 6th May, 2026** to:

The Chairperson
Internal Procurement and Disposal Committee(IPDC)
Umodzi Park and Resorts
P.O. Box 31489
LILONGWE.

Cell: **0889 888 778**

E-mail: Procurement@umodzipark.co.mw
pmasautso@umodzipark.co.mw