

**BIDDING DOCUMENT FOR THE PROVISION OF CONSULTANCY SERVICES FOR
THE STRATEGIC OPTIMIZATION AND UTILIZATION OF TELONE'S LAND BANKS**

PROCUREMENT REFERENCE NO: CBTD 48-26



**COMPETITIVE BIDDING TENDER CBTD 48-26
INVITATION TO TENDER
FOR THE PROVISION OF CONSULTANCY SERVICES FOR THE STRATEGIC
OPTIMIZATION AND UTILIZATION OF TELONE'S LAND BANKS**

Tender Closing Date: 23 July 2026

Time: 1100hrs

**BIDDING DOCUMENT FOR THE PROVISION OF CONSULTANCY SERVICES FOR
THE STRATEGIC OPTIMIZATION AND UTILIZATION OF TELONE'S LAND BANKS**

PROCUREMENT REFERENCE NO: CBTD 48-26

Standard bidding document: For the Provision of Consultancy Services for The Strategic Optimization and Utilization of TelOne's Land Banks

Procurement Reference No: CBTD 48-26

Procuring Entity: TelOne Zimbabwe

Date of Issue:

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PART 1 BIDDING PROCEDURES

PART 1: BIDDING PROCEDURES

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Preparation of Bids

You are requested to bid for the provision of the service specified in the Statement of Requirements below, by completing and returning the following documentation:

1. Completed and signed Bid Submission Sheet in this Part;
2. the Statement of Requirements in Part 2;
3. Validity period of tender of 60 days (Bidders must sign the bid submission sheet)
4. a copy of every document necessary to demonstrate eligibility;
5. Completed and signed bid securing declaration in the format specified in Annex F
6. A copy of
 - i. *Current Tax Clearance Certificate*
 - ii. *VAT Certificate*
 - iii. *Copy of CR6(orCR14) showing Company Directors*
 - iv. *Certificate of Incorporation or equivalent registration in the country of residence*
 - v. *Comprehensive company profile*
 - vi. *Signed bid submission sheet (annexure A)*

The tender should have a table of contents with marked pages.

You are advised to carefully read the complete Bidding Document, before preparing your Bid.

The standard forms in this document may be retyped for completion but the Bidder is responsible for their accurate reproduction. All pages of the Bid must be clearly marked with the Procurement Reference Number above and the Bidder's name and any reference number.

Number of bids allowed

No Bidder may submit more than one bid, either individually or as a joint venture partner in another Bid, except as a subcontractor. Where the procurement is divided into lots and packages, only one Bid can be submitted. A conflict of interest will be deemed to arise if bids are received from more than one Bidder owned, directly or indirectly, by the same person.

Clarification

Clarification of the bidding document may be requested in writing by any Bidder before 16 July 2026 and should be sent to the Procurement Management Unit Executive, TelOne P O Box CY331 Causeway, Harare Zimbabwe Fax: 263 – 242 – 2795499

Email- selina.gatawa@telone.co.zw; desire.tavarwisa@telone.co.zw:
procurement@telone.co.zw and cludios.chenga@telone.co.zw

Validity of Bids

The minimum period for which the Bidder's bid must remain valid is 60 days from the deadline for the submission of bids.

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in any eligible country and similarly may obtain insurance services from any eligible country. Prices quoted must include the following costs and components:

- (a) For the service
 - (i) the price of the Service and the cost of delivery to the final destination, including the relevant INCOTERM, as stated in the Delivery Schedule;
 - (ii) the custom duties to be paid on the Service on entry in Zimbabwe, if not already included;
 - (iii) Any other applicable import taxes;
 - (iv) any sales and other taxes due within Zimbabwe which will be payable on the Services, if not already included;
 - (v) Any rebate or mark-up of the local agent or representative.
- (b) for Related Services, (other than inland transportation and other services required to convey the Services to their final destination), whenever such Related Services are specified in the Schedule of Requirements:

The price of each item comprising the Related Services (inclusive of any applicable taxes).

Evaluation of Bids

Bids will be evaluated using the following methodology:

1. Preliminary evaluation the preliminary evaluation shall consider bidders' compliance with requirements by submitting the following mandatory requirements:

Preliminary Tender Requirements	Bidder Compliance C – Compliant NC – Non-Compliant
1. Completed and signed Bid Submission Sheet (Annexure A)	
2. Validity period of tender of 60 days (Bidders must sign the bid submission sheet)	
3. Completed and signed bid securing declaration in the format specified in Annex F	
4. Experience, at least three (3) written references showing not less than five (5) years proven experience	
5. Current Tax Clearance Certificate	
6. Comprehensive company profile	
7. VAT Certificate	
8. Copy of CR6 (or CR14) showing Company Directors	
9. Certificate of Incorporation or equivalent registration in the country of residence	

FAILURE TO COMPLY WITH ANY OF THE ABOVE REQUIREMENTS WILL LEAD TO AUTOMATIC DISQUALIFICATION

2. Technical evaluation

The technical evaluation shall consider the bidder's compliance with the technical specifications of the tender. The table below shows the area to be evaluated.

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Technical specification

Forming the technical specifications is the project Brief provided in **the bidding documents** of this tender. Each bidder is required to produce and submit as the stated requirement within this bidding document.

TelOne(Pvt) Ltd, Zimbabwe's leading telecommunications service provider, owns an extensive portfolio of vacant and underutilized residential, commercial and industrial properties across Zimbabwe. The portfolio comprises approximately 30 properties with an estimated combined land area of **48, 000 square metres**

These assets are geographically dispersed across key economic nodes including Harare, Bualwayo, Gweru, Mutare, Kadoma, Chinhoyi, Rusape, Chegutu, Beitbridge, Mazowe, Chimanimani, and Gwanda

To unlock latent capital and align these non-core assets with broader corporate goals, TelOne seeks to engage a multidisciplinary real estate advisory consultant (or consortium) to assets, value, and recommend optimal frameworks for utilization, development or disposal

Objectives of the Assignment

The overarching objectives is to formulate a data-driven land Bank Optimization and utilization strategy that maximizes the economic yield of TelOne's idle assets. The strategy must Explicitly align with the following corporate and financial imperatives:

- Establish commercial models that generate predictable, long term recurring income.
- Leverage properties to support TelOne's core digital infrastructure, data centres, and network expansion strategies.
- Optimize land use zoning to maximize the capital value of the portfolio.
- Mitigate holding costs including municipal rates, security and maintenance overheads on idle land.
- Design robust frameworks for private sector capital participation through joint ventures(JVS) and Public-Private Partnerships(PPPS).

3. Financial evaluation and comparison to determine the evaluated price and to determine the lowest evaluated bid.

- a) The bid price shall be considered at financial evaluation stage.
- b) Delivery period to be stated
- c) Payment terms will be as agreed by both parties upon complete delivery, bids failing stage any stage will be estimated and not considered in subsequent stages.

Evaluation criteria

The Procuring Entity's evaluation of a Bid will take into account, in addition to the Bid Price, the following criteria and methodologies.

- (a) **Delivery schedule:** The specified Services are required to be delivered by the date indicated in the Delivery Schedule in Part 2. If the delivery period offered differs from the requirements in the schedule, bidder must state in their bid.
- (b) **Deviation in payment schedule:** The payment schedule is stated in the Special Conditions of Contract (SCC) in Part 3. A Bidder may propose a deviation from the schedule and if the deviation is considered acceptable to the Procuring Entity, the Bid will be evaluated

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by calculating interest earned for any earlier payments involved in the terms outlined in the Bid as compared with those stipulated in the SCC, at the rate of interest indicated by the Reserve Bank of Zimbabwe on the closing date for submission of bids.

Eligibility and Qualification Criteria

Bidder is required to meet these criteria to be eligible to participate in public procurement and to be qualified for the proposed contract. They must therefore provide any available documentation and certify their eligibility in the Bid Submission Sheet. To be eligible, Bidder must:

1. have the legal capacity to enter into a contract;
2. not be insolvent, in receivership, bankrupt or being wound up, not have had business activities suspended and not be the subject of legal proceedings for any of these circumstances;
3. have fulfilled their obligations to pay taxes and social security contributions in Zimbabwe;
4. not have a conflict of interest in relation to this procurement requirement, and
5. not be debarred from participation in public procurement;

Origin of Services

All services and related services must have as their country of origin an eligible country, as specified in the Special Conditions of Contract.

Technical Criteria

The Technical Specifications Sheet details the minimum specification of the services required. The services offered must meet this specification, but no credit will be given for exceeding the specification. Marking criteria: Bids MUST be fully compliant with each item specification.

Currency

Bidders should quote in US\$ payable in ZWG.

Award of Contract

The lowest evaluated bid to specification after application of any additional evaluation criteria, including any margin of preference, which is substantially responsive to the requirements of this bidding document will be recommended for award of contract. The proposed award of contract will be by issue of a Notification of Contract Award which will be effective until signature of the contract documents. Unsuccessful Bidders will receive the Notification of Contract Award.

Right to Reject

The Procuring Entity reserves the right to accept or reject any Bids or to cancel the procurement process and reject all Bids at any time prior to contract award.

Corrupt Practices

The Government of Zimbabwe requires that Procuring Entities, as well as Bidders and Contractors, observe the highest standard of ethics during the procurement and execution of contracts. In pursuit of this policy:

1. the Procuring Entity will reject a recommendation for award if it determines that the Bidder recommended for award has, directly or through an agent, engaged in corrupt, fraudulent,

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- collusive or coercive practices in competing for the Contract or been declared ineligible to be awarded a procurement contract;
2. any conflict of interest on the part of the Bidder must be declared.

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PART 1 BIDDING PROCEDURES

**Annex A
Bid Submission Sheet**

{Note to Bidders: Complete this form with all the requested details and submit it as the first page of your Bid. Attach the completed Statement of Requirements and any other documents requested in Part 1. Ensure that your Bid is authorised in the signature block below. A signature and authorisation on this form will confirm that the terms and conditions of this Bid prevail over any attachments. If your Bid is not authorised, it may be rejected. If the Bidder is a Joint Venture (JV), the Bid must be signed by an authorized representative of the JV on behalf of the JV, and so as to be legally binding on all the members as evidenced by a power of attorney signed by their legally authorized representatives.

Bidders must mark as "CONFIDENTIAL" information in their Bids which is confidential to their business. This may include proprietary information, trade secrets or commercial or financially sensitive information}.

Procurement Reference Number:	CBTD 48-26
Subject of Procurement:	
Name of Bidder:	
Bidder's Reference Number:	
Date of Bid:	

We offer to supply the items listed in the attached Statement of Requirements, at the prices indicated on the attached Price Schedule and in accordance with the terms and conditions stated in your Bidding Document referenced above.

We confirm that we meet the eligibility criteria specified in Part 1: Procedures of Bidding.

We declare that we are not debarred from bidding and that the documents we submit are true and correct.

The validity period of our bid is: {Days} from the date of submission.

We confirm that the prices quoted in the attached Price Schedule are fixed and firm for the duration of the validity period and will not be subject to revision, variation or adjustment.

Bid Authorised by:

Signature	Name:
Position:	Date:(DD/MM/YY)
Authorised for and on behalf of:	
Company	
Address:	
.....	

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PART 2: STATEMENT OF REQUIREMENTS

ANNEX B

PART 2: STATEMENT OF REQUIREMENTS

Name of Bidder:

Bidder's Reference Number:

List of Items and Price Schedule

CURRENCY OF BID: USD

Item No¹	Description of Services	Quantity²	Unity Price
			<i>[to be provided by the Bidder]</i>
1	Provision of consultancy services for the strategic optimization of TelOne's Land Banks	Lot	

- 1. PLEASE STATE IF THE PRICE INCLUDES OR EXCLUDES VAT. UNLESS OTHERWISE STATED PRICES WILL BE TAKEN TO INCLUDE VAT**
- 2. BIBBERS QUOTE AN ABSOLUTE AMOUNT**

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PART 2: STATEMENT OF REQUIREMENTS

Annex C

Delivery Schedule

Name of Bidder:

Bidder's Reference Number:

{Note to Bidders: If the delivery period offered, or any other details, differ from the requirements below, this should be stated in your tender}.

Lot No.	Description of services	Quantity	Delivery Date Required by Procuring Entity and applicable INCOTERM	Bidders offered Delivery period
			<i>(Completed by Procuring Entity)</i>	<i>(to be provided by the bidder)</i>
1.	Provision of consultancy services for the strategic optimization of TelOne's Land Banks		4 months contract	

Annex D

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PART 2: STATEMENT OF REQUIREMENTS

Technical Specification and Compliance Sheet.

Name of bidder:

Bidder's Reference Number:

The service provider must comply with the following Technical Specifications and Standards:

ATTRIBUTE	MINIMUM REQUIREMENTS	Possible Score	Actual Weighted Score
1.0 Team Leader			
1.1 Team Leader Educational Qualifications	Relevant Tertiary qualification	2	
1.2 Team Leader Assignment related experience	At least 3 years' experience in Advertising Services	1	
1.3 Team Leader Work Environment and exposure	Specify work done for 2 Clients and the scope of works for each (Excluding TelOne)	2	
	Total Attribute 1	5	
2.0 Other Team Members	At least 3 years' experience	1	
2.1 Other Team members Assignment related experience	Any one member with at least 3 years' experience.	1	
	Specify work done for 2 Clients and the scope of works for each (Excluding TelOne)	3	
	Total Attribute 2	5	
3.0 Methodology	Brief description of data collation methods	5	
3.1 Level of Creativity	Brief description of data collation presentation	5	
	Brief description of innovative technological applications	10	
	Actionable Implementation Plan	10	
	Total For Attribute 3 Methodology	30	
4.0 Financial viability	Fee structure/ total project cost	10	
	Resource allocation (review of timeline, human resource allocation, scheduling & project milestone)	10	
	Total Attribute 4	20	
5.0 Experience of the Firm	Number of years the firm has been undertaking consultancy work in land use planning and real estate works	10	
5.1 Corporate track record	Case studies and references from previous clients validating that the firm can execute this specific blend of land use planning and real estate management	10	
5.2 Portfolio of similar project	The depth and capability of the team, which must include planners, realtors, economists, architect etc	20	
5.3 Multidisciplinary Team	Total for Attribute 5	40	
	GRAND TOTAL	100	

Bidders are required to include technical literature to positively support the details provided in column B (Minimum Requirements).

The minimum technical score mark shall be 75%

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PART 2: STATEMENT OF REQUIREMENTS

Annex E

TELONE LANDBANKS

Ref	Description	Stand no.	Approximate size	Status
1	Juliasdale		10,000	Vacant commercial stand , need subdivision
2	VHF Estlea		25,582	90% of the land is undeveloped , only a small dwelling and must exist
3	Kadoma Stores		1500s	1 ha grounds are undeveloped
4	Rusape CBD	55	2500sqm	Vacant commercial stand
5	Beitbridge CBD	1541	322sqm	Vacant commercial stand
6	Lady Stanley (Belvedere)		4000sqm	4000sqm being portion of entire Lady Stanley is undeveloped
7	TCFL		10000	1ha being portion at the front of the college
8	Bulawayo Hillside		2500sqm	Vacant commercial stand
9	Zindoga		4000sqm	Vacant commercial stand
10	Chinhoyi		10000	1ha portion undeveloped
11	Mabvazuva	33044	516sqm	Vacant residential stand
12	Mazowe	837	600sqm	Vacant residential stand
13	Mazowe	838	600sqm	Vacant residential stand
14	Mazowe	839	600sqm	Vacant residential stand
15	Mazowe	840	600sqm	Vacant residential stand
16	Mazowe	841	600sqm	Vacant residential stand
17	Chegutu	28129	1000sqm	Vacant residential stand
18	Chegutu	28132	1062sqm	Vacant residential stand
19	Nyazura	14	970sqm	Vacant commercial stand
20	Chimanimani	1619	2056sqm	Vacant residential stand
21	Chimanimani	1626	1451sqm	Vacant residential stand
22	Gwanda	3337	187sqm	Vacant residential stand
23	Gwanda	3430	150sqm	Vacant residential stand
24	Gwanda	3704	150sqm	Vacant residential stand
25	Gwanda	3598	180sqm	Vacant residential stand
26	Gwanda	3836	200sqm	Vacant residential stand
27	Gwanda	3520	150sqm	Vacant residential stand
28	Gwanda	3644	150sqm	Vacant residential stand
29	Gwanda	3694	165	Vacant residential stand
30	Gwanda	3634	210	Vacant residential stand
			48000	

Declaration by the Procurement Executive

I declare that the procurement is based on neutral and fair technical requirements and bidder qualifications.



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PART 3 CONTRACT

ANNEX F

Bid securing declaration

{The Bidder must fill in this Form in accordance with the instructions indicated, where it has been stated in the Bidding Procedures that a Bid-Securing Declaration is a requirement of bidding}.

Procurement Reference number: CBTD 48-26

Date:[date (in day, month and year format)]

Bidder's Reference Number:

To: *{full name of Procuring Entity}*

We, the undersigned, declare that:

We understand that, according to the terms and conditions of your bidding documents, bids must be supported by a Bid-Securing Declaration.

We accept that we may be debarred from bidding for any framework agreement with a Procuring Entity in Zimbabwe for a period of time to be determined by the Authority, if we are in breach of our obligation(s) under the bidding conditions, because:

- (a) we have withdrawn our Bid during the period of Bid validity; or
- (b) having been notified of the acceptance of our Bid by the Procuring Entity during the period of bid validity, we fail or refuse to execute the framework agreement.

We understand this Bid Securing Declaration will expire if we are not the successful Bidder, either when we receive your notification to us of the name of the successful Bidder, or twenty-eight days after the expiration of our Bid, whichever is the earlier.

Signed	Name:
In capacity of:	Date:(DD/MM/YY)
Duly authorised for and on behalf of:	
Company	
Address:	
.....	
Corporate Seal (where appropriate)	

{Note: In case of a Joint Venture, the Bid Securing Declaration must be in the name of all the partners to the Joint Venture that submits the Bid.