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## **Request for Proposals (RFP) for Developmental Masterplan for The Nairobi Club**

### **Introduction**

The Nairobi Club, a premier private members' Club in Kenya, seeks a qualified consultant to develop a comprehensive Developmental Masterplan to guide the Club's future growth and success. The Masterplan should focus on optimizing land use, enhancing interior design and architectural innovation, increasing revenue generation, exploring strategic partnerships, and addressing people and culture aspects as outlined in the Nairobi Club Strategic Plan 2024 - 2028.

### **Background**

The Nairobi Club, established in 1901, has a rich history and a strong reputation as a social and sporting hub in Nairobi. With a growing membership base and evolving needs, the club aims to enhance its facilities, services, and overall member experience.

### **Objectives**

The primary objectives of the Developmental Masterplan are to:

- Optimize land use to maximize Club potential and create a more efficient and attractive environment.
- Enhance interior design and architectural innovation to improve the aesthetics and functionality of the Club's facilities.
- Utilize landscape architecture to take advantage of Nairobi Club's mature flora and fauna to enhance the user experience for its members while curating custom outdoor experiences.
- Develop strategies to increase revenue generation through new initiatives, partnerships, and optimized operations.
- Identify and explore strategic partnerships to support the growth and development.
- Address people and culture aspects to ensure the Club has the necessary talent, skills, and culture to effectively implement the Masterplan.



## Scope of Work

The consultant will be expected to:

1. **Conduct a comprehensive assessment** of the Club's current facilities, operations, and market position.
2. **Analyze land use** and identify opportunities for optimization, including potential development projects and unique landscaping opportunities.
3. **Develop a conceptual masterplan** that outlines the vision for the Club's future development, including architectural concepts, space utilization, and landscaping.
4. **Create detailed design plans** for specific areas of the Club, such as the clubhouse, dining facilities, outdoor landscaped mini-parks and niches, sports facilities, and accommodation.
5. **Develop revenue generation strategies** to increase the Club's financial sustainability, including new services, partnerships, and pricing models.
6. **Leverage Technology:** Utilize technology to improve communication, streamline operations, and enhance member experience
7. **Incorporate Sustainable Design Principles:** Energy Efficiency: Implement strategies to minimize energy consumption, such as Efficient HVAC systems, Renewable energy integration, Energy-efficient lighting, Water Conservation: Incorporate water-saving measures, including, Water-efficient landscaping, Rainwater harvesting and reuse, Wastewater treatment and recycling, Waste Management: Develop a comprehensive waste management plan.
8. **Identify and evaluate potential strategic partnerships** to support the Club's growth and development.
9. **Assess the Club's current people and culture** and develop recommendations for improving talent management, leadership development, and organizational culture.
10. **Create a detailed implementation plan** outlining the key activities, timelines, and resources required to execute the Masterplan.

## Deliverables

The consultant will deliver the following deliverables:

- Comprehensive assessment report
- Develop AS IS drawings for The Nairobi Club buildings and landscape.
- Conceptual masterplan
- Detailed design plans where appropriate
- Revenue generation strategies

- Strategic partnership evaluation
- People and culture recommendations where appropriate
- Implementation plan

### **Qualifications and Experience**

The consultant and/or consortium of consultants should have:

- Proven experience in developing masterplans for large-scale projects, preferably in the hospitality or leisure industry.
- Expertise in architecture, landscape architecture, interior design, and urban planning.
- Strong understanding of revenue generation strategies and business development.
- Experience in conducting market research and analysis.
- Knowledge of people and culture management best practices.

### **Proposal Submission**

Proposals should include:

- A detailed description of the consultant's experience and qualifications.
- A proposed methodology for conducting the assessment and developing the Masterplan.
- A timeline for project completion.
- A cost proposal, including a breakdown of fees and expenses.

Proposals should be deposited at Nairobi Club's Tender Box - Finance Office by 5.00 p.m. on 25<sup>th</sup> April 2025.

### **Evaluation Criteria**

Proposals will be evaluated based on the following criteria:

- Relevance and comprehensiveness of the proposed approach.
- Experience and qualifications of the consultant team.
- Proposed timeline and budget.
- Clarity and feasibility of the deliverables.

The Nairobi Club reserves the right to select the consultant that best meets its requirements and objectives.



### **Additional Information**

For any further information or questions, please contact the Procurement Officer at **procurement@nairobiclub.com** or on **0733 333086**.

Interested bidders to download:

- 1. Nairobi Club Strategic Plan 2024 – 2028**
- 2. Nairobi Club Member Survey Report** from the Nairobi Club website **www.nairobiclub.com** to aid their bid process.

**By Management**

2<sup>nd</sup> April 2025