



EXPRESSION OF INTEREST



The Federation of Hotel & Restaurant Associations of India (FHRAI) is the apex body representing over 4200 Hotels & Restaurants throughout India. In 2005 it had set-up the Institute of Hotel Management in Greater Noida in a fully Wi-Fi enabled modern campus and State of the Art Labs.

FHRAI is keen to award a Management Contract to a reputed Agency in the field of Education and particularly to those who offer courses relating to the Hospitality Industry, to operate and manage its Institute of Hospitality Management for a period mutually agreed upon and renewable thereafter on agreeable terms.

The proposed Agency will be responsible for:

- Operating and Managing the Institute in an efficient manner to achieve the approved budget.
- All Income and Expenses will be on their account.
- Responsible for infusing necessary Working Capital.
- Incur all Capital expenses required for the upkeep and management of the Institute.

However, at the end of the contract, the concerned agency shall leave behind all assets created by it and the same shall vest absolutely in the institute / FHRAI.

- To provide a Bank Guarantee (to be renewed every year) for the annual Minimum Guaranteed amount.

The applicant must fulfil the following Eligibility Criteria:

- Existing Net Worth of Rs. 5-10 crores.
- Should be running an Educational Institute at least for the past 5 years preferably including courses offered in Hotel Management with a minimum strength of 200 students undergoing both short term / long term courses.

The Financial Offer should include:

- Brief profile of the promoters.
- Profit sharing ratio with a Minimum guaranteed amount per year.
- Periodical escalation in Profit Sharing Ratio and Minimum Guarantee.
- Kindly give us brief (background) of your Institute and capital amount spent on them.
- Number of students enrolled in your Institute and courses offered in your Institute.
- Which University are you affiliated with
- Profit & Loss Statement of your company running the Institute for the last five years.
- Minimum guarantee amount that you are willing to pay in advance every year.

The details of the Promoter of the aforesaid Agency with educational qualifications and experience must be submitted. The Agency should be able to appoint a Director / Principal to our Institute who holds a Doctorate in Hotel / Hospitality Management. **Applicants must ensure that their offer is received by FHRAI on or before May 25, 2017** failing which the same shall not be entitled for consideration.

Qualified parties should mail E.O.I to:

Secretary General

The Federation of Hotel & Restaurant Associations of India

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