AIR BOTSWANA
Going Your Way

PUBLIC TENDER NOTICE

INVITATION TO TENDER – TENDER NO: AB/295/2026

RIGHT SHAPE AND SIZE REVIEW CONSULTANCY SERVICES

Sealed Tender Offers are invited from suitably qualified and experienced consulting firms, joint ventures and consortia for the provision of consultancy services for an independent, integrated, evidence-based assessment of Air Botswana's right shape and size — covering the target network and fleet, the workforce and organisation required to operate them, and the resulting financial implications and funding requirements — over a period of seventy (70) calendar days from written notice to proceed.

Issue Date	22 October 2026
Procuring Entity	Air Botswana
Procurement Method	Open International Bidding — Two-Envelope Submission Method in Dual Submission Mode (physical delivery **or** electronic submission)
Evaluation Criteria	Quality and Cost Based Selection (QCBS) — Technical 80% : Financial 20%. Minimum technical score 70/100.
Applicable PPRA Codes	**Code 317 – Other Consultancy Services, Sub-code 01 (Management Consultancy Services)**; or Code 312 – Civil Aviation/Meteorological Electronics Services, Sub-code 03 (Aviation Consultancy); or Code 315 – Human Resource Services, Sub-code 01 (Organisation Design and Change Management). Registration in any one of these codes is sufficient; for a joint venture, at least one Botswana-registered member must hold one of them. Foreign bidders: proof of registration / licensing in the country of domicile; PPRA registration before contract signature where required.
Banking Details **BWP Account : 0100110100000 Current-Mall-SCHBBWGXXX OR** **USD Account : 8740010100000 Current-Mall-SCHBBWGXXX**	A non-refundable deposit of **P 1,000.00** payable by Electronic Funds Transfer (EFT) for local bidders, or **USD 100.00** by international EFT for international bidders, made out in favour of Air Botswana, is required in order to be sent the tender documents. The 50% price discount for purchase of the tender document will be applied to companies owned by youth, women and people living with disability who should provide a proof of the same to qualify. Tender documents will be emailed to interested bidders upon purchase. Proofs of Payment (POPs) must be sent to tenders@airbotswana.co.bw. Kindly note: The Bank name is Standard Chartered Bank Botswana.
Queries or clarifications	Queries/Clarifications may be addressed in writing not later than **five (5) working days** before the tender closing date (i.e. by **30 October 2026**) to The Procurement Unit, Tel No. 368 8400, Email tenders@airbotswana.co.bw. No pre-tender meeting or site visit will be held.
Closing date and time	**06 November 2026 — 12:00 noon** Gaborone time (CAT, UTC+2). Technical Offers will be opened in public immediately thereafter at Air Botswana Head Office. Late tender offers will not be accepted.
Eligibility	Bidders must demonstrate at least **two (2) verified integrated assignments completed in the last seven (7) years for scheduled passenger airlines operating not more than twenty-five (25) aircraft**. Air Botswana will verify references directly with client airlines.
Submission	Two sealed envelopes (Technical Offer and Financial Offer) in one outer envelope marked "Tender No. AB/295/2026: Right Shape and Size Review Consultancy Services", delivered to the Foyer, Air Botswana Head Office, Plot 42307 Airport Road, Gaborone; **or** submitted electronically to tenders@airbotswana.co.bw as two separate PDF files, the Financial Offer password-protected. Offers valid for 120 days. Air Botswana is not bound to accept the lowest or any bid.
Approved By:	**Dr Bao R. Mosinyi : General Manager: Air Botswana** **Signature:** _____