



INVITATION TO PARTICIPATE IN ELECTRONIC AUCTIONING FOR NDUTU SEASONAL CAMPSITES WITHIN THE NGORONGORO CONSERVATION AREA

Date: October 6, 2025

As part of implementing national financial inclusion principles that underpins inclusivity and open participation of all eligible investors in an investment opportunity, The Ngorongoro Conservation Area Authority warmly extends an invitation to all eligible prospective applicants to participate in a fair, open and equal-opportunity e-Auction for Ndutu Seasonal Campsites, that will be conducted from 13th of October 2025 at 1000 hours to 15th October 2025 at 1000 hours. The e-Auction is being held for the purpose of allocating seasonal campsites to qualified tour operators in a collaborative effort to deliver exceptional experiences to visitors.

The auction will involve a total of **34** seasonal campsites located at Ndutu area within the Ngorongoro Conservation Area. Eligible companies can be allocated up to 2 seasonal campsites each, which shall be of different categories.

Note: Applicants interested to visit and inspect the seasonal campsites that they intend to bid prior the bidding process, may schedule a site inspection visit from the 7th October 2025 to 9th October 2025 through the Makazi Online Portal.

1. QUALIFICATIONS FOR BIDDERS

The eligible criteria for bidders of Seasonal Campsite shall be;

- i. A legally registered company by BRELA with valid incorporation documents.
- ii. A holder of a valid TALA Tourism License (Accommodation Category).
- iii. A company with minimum capital of TZS 200 million for Tanzanian companies or TZS 500 million for foreign companies. The company must provide the latest audited financial statements verifying financial capacity.



- iv. Having evidence of expected bookings or confirmed reservations for the respective upcoming season.
- v. An applicant with a history of non-compliance in previous NCAA leases.

2. HOW TO PARTICIPATE IN THE E-AUCTION

- a. The prospective applicants are required to be registered in Safari Portal.
- b. The system shall check and verify the entity's eligibility criteria and possession of a valid TALA Tourism License within the Accommodation Category.
- c. Upon verification of a valid tourism license, the application will be able to access the auction platform to see available campsite for auction.
- d. The bidder shall upload required to upload latest financial report but not less than two years old and proof of expected bookings or visitor reservation documentations for verification.
- e. On verification of the uploaded documents, the bidder will apply for participation in the auction by paying a non-refundable application fee of TZS 1,000,000.00 for every site they indicate. The successful highest bidder will be awarded not more than two (2) sites. The system will automatically generate a control number for the applicant to use when making the payment.
- f. After payment of the application fee(s), the applicant will be able to participate in the auction and start bidding as many times as they wish during the auction period. The bidding will be conducted for two (2) days.

3. HOW TO BID

- a. Bidders may log in and out of the e-auction system as many times as they wish during the e-auction period,
- b. Bidders will be notified automatically of the proceeding bids on the respective campsite are bidding on,
- c. A bidder shall remain anonymous to other bidders in the course of auctioning,
- d. An invalid bid shall be rejected by the system and a message explaining reasons for rejection will appear,



- e. Bidders shall not provide any additional information or clarifications related to the auction that may distort competition; and where necessary, such information shall be availed by NCAA,
- f. Bidders shall be responsible for maintaining confidentiality of all particulars associated with their accounts,
- g. An e-auction award shall be based solely on ranking of prices, such that the allocation is awarded to the highest successful bidder as registered on Makazi Online Portal (e-auction MOPO module),
- h. No bid may be withdrawn after closure of e-auction,
- i. Bidders will only be allowed to increase their bid prices during the auctioning process,
- j. A bidder will be declared winner if their bid is registered in the system as the highest,
- k. A winner shall be required to pay full amount of bid amount fees as indicated in the respective bid within fourteen (14) calendar days.
- l. If the winner fails to settle the bid amount in full by the lapse of 14 calendar days from the date of closure of the Auction, the NCAA shall have the right to forfeit deposited funds and award the same site to the next highest bidder under similar terms as provided under (k) above.
- m. In the circumstances where a site awarded for a lease period of more than one season, the awarded bidder shall be required to pay the amount equivalent to the bid amount that will be settled by the 30th of June proceeding the ending season.
- n. The deposited bid amount as mentioned in (k) and (l) shall be used as payment in advance for camping fees for visitors and shall be utilized on a reducing balance basis.
- o. In circumstance where the awarded winner has not utilized the deposited camping fees in fully for the respective season, the NCAA shall forfeit all the unused balance for the respective season.
- p. Where the awarded winner has more visitors than the deposited camping fees for the respective season, they shall be required to pay additional camping fees as per existing fees.
- q. The winner shall enter into the Lease Agreement with NCAA to operate the Camp Site within 14 days from the date of closure of the auction.



4. ENQUIRIES

All enquiries related to this advertisement may be forwarded to:

1. **Makazi Online Portal Help Desk,**
Ngorongoro Conservation Area Authority
For enquiries and assistance reach us through helpdesk@ncaa.go.tz or
You can also call through **+255 787 111 848** or **+255 625 528 326** (for
technical), and **+255 654 622 020** (for general information).

2. **Communication by letters should be addressed to:**
Conservation Commissioner
Ngorongoro Conservation Area Authority
Kamyn Estate Karatu,
P.O Box 1,
Ngorongoro Crater – ARUSHA

