



Albanian-American  
Development Foundation



# **CALL FOR EXPRESSION OF INTEREST**

## ***LEASE OF COMMERCIAL SPACE IN THE PIRAMIDA CENTER***

**Piramida Center**

**May 2023**

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## 1. Background

“The Revitalization of the Pyramid of Tirana” is a joint partnership project between the AADF and the Municipality of Tirana which has officially commenced in December 2017. It is an ambitious endeavor to transform Europe’s most important surviving monuments to communism into a multifunctional technology education center for young people and bringing it back to the citizens of Tirana.

Piramida has a central location on the Boulevard “Dëshmorët e Kombit”, has a ground surface area of 4,294 m<sup>2</sup> (four thousand two hundred ninety-four square meters) and total functional surface of 12,266.51 m<sup>2</sup> divided in five floors. The landscape surrounding the building, as ascribed in the project design, has a total surface of 28,216 m<sup>2</sup>, bordering to the North with the Boulevard “Bajram Curri” alongside the Lana River, to the East with Street “Lekë Dukagjini”, to the South with the Council of Ministers Building, and to the West with the “Dëshmorët e Kombit” Boulevard.

The building is self-administered by Piramida Center, which is a non-for-profit organisation, established on 17.09.2020. Piramida Center is co-founded by the Municipality of Tirana and the Albanian – American Development Foundation. The Center is managed by the Board of Directors with members representing the two co-founders.

The center is in charge of administering its premises inside and around the landscape surrounding it. After the reconstruction will be completed, Piramida will serve as a multifunctional self-sustainable center which will house as anchor tenant TUMO Tirana Center for Creative Technology. TUMO Tirana is an afterschool center which offers a new kind of educational experience at the intersection of technology and design for teens aged 12 – 18 years old. The learning program that students learn are in the following fields: Animation, Game Development, Graphic Design, Film Making, Music, Programming, 3D Modelling and Robotics.

The remaining premises will be offered for lease to tenants across industries and sectors such as startups/incubators/accelerators and businesses from the digital technology industry, creative industry, arts, education and media. In addition, the center will house businesses from the retail, food and beverage sector, office premises for local, international organizations, etc.

### 1.1 Architectural Design Project Description

The architectural project design not only will renovate the building but will give to it a totally new function, amidst which the creation of the TUMO Tirana Centre for Creative Technology, financed in full by AADF. This later will open new doors for children’s creativity and teach them crucial skills for success in the world of today.

Thanks to its vibrant architecture and space planning tailored to the needs of all age groups, the Pyramid of Tirana combined with the landscape and the park will be transformed into the meeting point of people providing options for leisure and recreation, social and physical interaction indoors and outdoors.

The project design includes interventions in all major disciplines such as: architectural, construction, electrical, mechanical and plumbing systems, fire protection system and rehabilitation of surrounding areas, as specified in the project design, tailored to the new functions of the Pyramid.

Some aesthetic elements concerning the renovation of the facade consist on the replacement of the existing static glass structures with new moveable ones. The building slopes will be replaced with new natural stone tiles, very similar to original ones in thickness and aesthetics, with the attempt of restoring the old gleam. A variety of stairs and passages are innovative details added to the design which will facilitate the access of the public from different access points.

Another important architectural and functional element of the pyramid are the “boxes” added in the internal and external part of the building. These “boxes” will be individual service units allowing for the new activities and functions of the building to take place. The boxes will activate the surrounding of the Pyramid so as its function is spread across the landscape and the functions of the Pyramid will open up and come inside out. Further details related to the project design can be accessed in the link <https://www.mvrdv.nl/projects/312/the-pyramid-of-tirana>

## 2. Objectives for Expression of Interest (Eoi)

The purpose of this Eoi is to give the applicants the opportunity to bid for vacant rental spaces in the dedicated space indoors and outdoors. The interested applicants shall submit their business proposals specifying the space estimation for lease that can be used in accordance with the requirements, specifications and criteria detailed in this document. The objective of this call for expression is to set up a list of applicants who are interested to be part of Piramida Center, in the categories as mentioned in this Call or Expression of Interest, and might be invited for other vacant spaces in the future.

Proposals will be evaluated according to the Selection Criteria listed in this Eoi.

All interested applicants which meets this Eoi's requirements and operate in Albania and/or internationally, are kindly requested to submit their interest together with a plan (site and layout), and all the set of the documentations specified in the Eoi.

The market focus of Piramida Center are companies and institutions who work in the realm of technology, art, creativity, and retail companies operating in food and beverage industry, entertainment field, etc. National and international organizations are invited to be part and make Piramida Center a multi-functional technologic educational center for young people. The competitive advantage of the Pyramid is that it intends to become a multifunctional technologic educational center, which will offer space for the public, for art, media, and tech lovers, and not only. We invite across all business industries from the digital tech and creative industry, arts, education, and media to participate in the bidding process for lease of commercial space.

### 3. Why join the Piramida Center?

List of benefits for the future tenants in the Piramida Center:

- The Pyramid is located in the heart of the capital city, a seven-minute walk away from the center of town, Sheshi Skënderbej. It has more than 10,000 m<sup>2</sup> of usable area. Its location along a central artery of the city and proximity to public transport lanes make it an ideal location for any tenant to be present and operate there.
- Outdoor landscape is characterized by 522 planted varieties of trees, plants and bushes whereas the greenery landscape will have 34,668 newly planted varieties. The landscape offers the opportunity by the tenants to maximize the use of the space inside and outside the boxes, for the people to enjoy the surrounding landscape garden as a gathering space during their leisure time.
- Piramida Center will become a prominent cultural and educational center of the city. Through different formats of weekly events and projects, it will transform into a cross-generational meeting point for exchange, sharing and socializing between the communities. As highlighted by the architect of the project himself, Winy Maas "The Pyramid is thus expected to become a new hub for Tirana's cultural life and a carrier for the new generation". The Piramida Center will offer visibility and offer an opportunity to engage directly and indirectly its tenants in the frame of its activities.
- The anchor tenant of the Pyramid is TUMO Tirana which is an internationally renowned brand with headquarters in Yerevan and currently present in the capitals of Europe such as Paris, Berlin, Beirut, Moscow, Kyiv. TUMO Tirana will house 3,000 teens/week aged 12 – 18 years old in a 5,000 m<sup>2</sup> transforming the Pyramid into a powerhouse education center in design and technology.
- Brand recognition and engagement with reputable local and international brands such as Vodafone Lab, Intel, Software Development Academy, etc. who will be prospective tenants in the Pyramid.
- Network and partnership/collaboration opportunities among tenants that will operate in the Piramida Center;
- Increase of national interest in innovation and technology, as a tool for the progress of the society, will increase the number of clients and footfall in the future.

### 4. Eligibility criteria

Who can apply for this Call for Expression of Interest?

To be eligible, the applicants shall meet the following eligibility criteria:

For businesses:

1. The applicant must have operated and has a profitable business the last 3 years (excluding the start-ups)
2. Brand name and its certifications/exclusivity (if applicable);
3. General description of the business, a presentation/brochure or similar;
4. Surface required to develop the project;
5. Previous rental experiences (if any).

For non-profit organizations:

1. The applicant must be incorporated as non-profit organization as per the Albanian legislation;
2. Provides general introduction of the organization, mission/vision and aim to be part of Piramida Center;
3. Surface required to develop its project
4. Prior/existing collaboration with international/regional organizations.

## 5. Evaluation

The evaluation process will be focused on the fulfillment of the eligibility criteria as above-mentioned, and on the business concept submitted. When assigning companies to the designated short list, the Evaluation Committee may take into consideration other criteria, including, but not limited to time of completion, record of past performance with AADF or partners, integrity, references, and community rapport. Interviews with the top ranked companies may also be used as a complementary decision-making tool.

## 6. Procedure for submission of expression of interest

Interested applicants are invited to complete the lease application form online in the website of Piramida Center provided in the link <http://piramida.edu.al/>. All the application form and documentations should be submitted in Albanian and/or English.

## 7. Documents that must be submitted in the application

Despite the lease application form and the letter of intent, interested companies must submit the **list of Documentation** divided into businesses and non-profit organizations, as below:

**For businesses:**

- Company profile;

- Historical and simple extract from National Business Center;
- Certificate of number of employees accompanied by payroll register for the last 12 months;
- Certificate of no conviction;
- Certificate of no pending law suits;
- Certificate of company not undergoing bankruptcy procedures;
- Certificate of no liabilities to tax local and national offices;
- Copies of the financial statements, stamped in every page by the Tax Authority for the last 3 years;
- Documentation for the line credits (if applicable);
- **Business Proposal** including:
  - a) *company profile presentation,*
  - b) *business concept,*
  - c) *lease fee proposal, unit for lease location including square meters through self-declaration,*
  - d) *If applicable, other design/plans for the development of the project*

**For non-profit local or international institutions:**

- Registration certificate of the organization from the Tirana District Court;
- Certificate of number of employees accompanied by payroll register for the last 12 months;
- Certificate of no conviction for the founder of the organization;
- Certificate of no pending law suits;
- Copies of the financial statements, for the last 3 years;
- **Business Proposal** including:
  - e) *organisation profile presentation,*
  - f) *organisation concept,*
  - g) *lease fee proposal, unit for lease location including square meters through self-declaration,*
  - h) *design/plans for the development of the project, if applicable.*

**Validity of Documentation:** Certifications required for this Call for Expression cannot be older than three months on the publication date of the EoI.

The leasing application form is part of the EoI, and should be part of the documentations submitted by interested applicants. The Lease application form should be filled and submitted online in the website of the Piramida Center <http://piramida.edu.al/> .

## 8. Selection Criteria

The eligible expressions of interest will be assessed against the following assessment criteria:

- Lease Fee Proposal (60%)
- Business Performance including (40%)
  - a) Company/organisation profile presentation;
  - b) Business/Organisation concept proposal;
  - c) the sustainability and liability of the company.

## 9. Other Information

Applicants will bid their fee proposal as rent in euro/sqm, for the internal space of the unit that they are applying.

Other fee-s that will be applied during the contract that are non-negotiable are:

- Maintenance fee - 5 euro/sqm – It will be calculated for the total internal space of the unit
- Use of outdoor space and terraces 15 euro/sqm – For the food and beverage category that will use outdoor spaces and terraces for tables, chairs and umbrellas the fee will be as above
- Utilities – Electricity and water supply will be charged according to the invoices issued by Piramida Center

## 10. Assessment process

Expressions of interest will be assessed against the eligibility criteria listed in section 4 and shortlisted based on the criteria listed in section 7 and 8 of this Call. The applications will be assessed jointly by a team composed of representatives of the Piramida Center, AADF and Tirana Municipality.

The final selection process of the applicant will be done, based on the bidding price proposed. The one who is in the same line with Piramida Center leasing strategy, will be confirmed to be part of Piramida Center tenants.

## 11. Deadline of the second phase for submission of EoI

The second phase for submitting of EoI will be held only for a limited number of units. Location and details of these units will be attached to this document and also in the website of Piramida Center. The functions for each unit are predetermined and limited as follows:

- Digital technology
- Electronics
- Creative Industries
- Offices



- Retail (electronics, music shop, book store, tech toy store etc.)
- Technology & Creative Start-Ups
- Education
- Food and Beverage
- Entertainment

The deadline for submitting expression of Interest is **9 June, 2023** with a possibility of extension based on the results of the evaluation of the applicants.