



**HOSPITALITY GATE**

— بوابة الضيافة —  
THE EXPERTS COMMITMENT

COMPANY PROFILE



# THE EXPERTS COMMITMENT



## COMPANY



Hospitality Gate offers a highly professional and specialized service covering the Turnkey solution, Consultation, Fit-out , procurement of FF&E and OS&E requirements for its hospitality clients. The service includes managing every aspect, from sourcing, budget and BOQ Creation to delivery and installation.

With years of know-how and a diverse portfolio of FF&E and OS&E projects, Hospitality Gate distinguishes itself as a reliable procurement partner operating to global standards.

Head office in Riyadh, KSA, Hospitality Gate was created in response to a growing demand for professional and ethical procurement agency service, particularly in KSA.

Hospitality Gate constantly seeks to improve its processes and service delivery to our clients, and our innovations have managed to enhance quality, save cost and expedite project completion/or hotel opening.

# WHY HOSPITALITY GATE ?

Multi-disciplinary team Skills ranging from Interior Design, Furniture Manufacturing, Supply Chain Logistics, IT, and Hospitality

## ON SITE MANAGEMENT

We provide dedicated onsite management of deliveries and installation.

## EXPERIENCED STAFF

Team members have between 10 to 20 years procurement experience Commercial Objective.

## HOSPITALITY GATE

has no commercial ties with any suppliers, and does not pay or ask for commission from suppliers.





# VISION

To consistently be the Procurement Consultant/Turnkey provider of choice for Hospitality projects, through our multidisciplinary team and innovations. Meeting and exceeding Client's and Operator's expectations, delivering high quality services.

# MISSION

To deliver projects on time, to the highest quality, with the most efficient process.





# HOW DOES HOSPITALITY GATE SAVE YOUR MONEY?

## SOURCING

Through Strategic negotiations, Value Engineering, Par Level Management and Volume Leverage.

## PROCUREMENT

Hospitality Gate applies a project management approach in managing all project stakeholders.

## INSTALLATION

Dedicated team for Receiving and Installation, to ensure efficiency in access and handover of the project.





# SOURCING

Interpreting Designers Specifications and Hotel Operators stringent requirements into final products all starts with planning of the Sourcing strategy. Over the years our team has built a truly global database of qualified vendors.

For each project, we carefully review the project requirements, group items into tender packages per specialist trades and determine appropriate vendors. Our team meets new vendors regularly, updates on latest trends and technology, and looks for green initiatives.

At Hospitality Gate we have experience in dealing with stringent tender requirements and assist our clients with closed tenders. Once Tenders have been opened, we carry out technical and commercial adjudication of offers received and submit our recommendations to clients for their approval.



A modern, two-story house with a swimming pool and a pergola. The house has large glass windows and doors, and the interior is visible. The pool is in the foreground, and the pergola is on the left. The house is surrounded by greenery and flowers.

# PROCUREMENT

The key to a successful project is management of the procurement process and coordination with all other parties involved in the project. Once our recommendations have been approved, purchase orders are issued and released to vendors for immediate action.

Through our interaction with vendors, Interior Designers and Operator, we monitor payments, Shop Drawing approval, Prototype submittals, and production status.

All this information is consolidated on our procurement register and available for review with all project participants.





# INSTALLATION

The final steps of successful completion of a project starts with efficient delivery and installation of all material procured.

At Hospitality Gate we consider delivery & installation the ultimate coming together of our team efforts in sourcing and procurement, as we are usually the last one in the rooms before the hotel team takes over and prepares the room for guest occupation.

We oversee installation by having an on-site supervisor coordinating access with the main contractor and the activities of all nominate vendors.

When a specialist installation contractor is required, we oversee their works to ensure proper protection is laid, any contractor snags are identified before accessing the rooms, and all packing materials are properly disposed of. On larger projects separate installation teams may be required for Artwork and Decorative Lighting installations.





# TURNKEY SUPPLY AND INSTALLATION

A complete end to end solution where we provide a comprehensive solution as the prime contractor to procure and deliver the FF&E, OS&E and Fit out scope thereby giving our Clients a hassle free complete and ready to use delivery of the project within the required timeline and quality.

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# BRANDS WE HAVE SUCCESSFULLY WORKED WITH



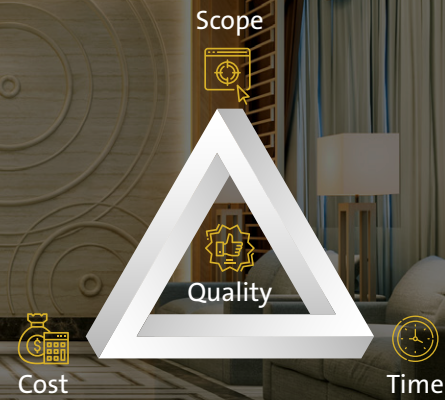
# BRANDS WE HAVE SUCCESSFULLY WORKED WITH





# PROJECT QUALITY

Hospitality Gate principle is to achieve the most effective way in delivering the final product meeting the specified quality criteria, to the Project/Client whilst considering three major aspects:







# PROJECT QUALITY

The project Quality Plan (PQP) will be managed in accordance with the approved program. One of the common challenges of project Management is to achieve the specified quality desired by all stakeholders for the products that we procure keeping all three variable parameters of scope, cost and time under control through out the project.

Hospitality Gate has a successful track record of continuously achieving the high quality using effective project management skills and sourcing strategies and inspections at the source and at site to ensure the quality of the product delivered meets with all stakeholders expectations.



# THE INDUSTRIES WE SERVE

Hospitality Gate provides its Sourcing, Procurement and Installation services to the following industries, for both New Build and Refurbishments:



Hotels & Resorts



Luxury Residences



Restaurants



Hospitals



Educational Facilities



Offices



Sports & Leisure

# THE HOSPITALITY GATE PROCESS



Developing  
of BOQ



Establishing  
Conceptual Budget



Vendor  
Pre-Qualification



Preparation of  
Tender Packages



Tendering



Tender Analyses &  
Adjudication



Final Negotiations &  
value Engineering



Arranging Tabletop  
Presentation



Issuance Of  
Recommendations To  
Owners



PO Issuance &  
Production Monitoring



Installation & Site  
Supervision



Closeout &  
Handover



# SCOPE OF SERVICES



Consultancy



Architectural & FITOUT



Hospitality IT Services



FF & E



OS & E



Kitchen



Sports & Leisure





# CONSULTANCY

- Project development and technical support.
- Pre-opening period.
- Procurement services.
- Hotel management and operational.



A photograph of construction workers on a site. In the foreground, two men wearing white hard hats and orange safety vests are crouching over a large roll of white paper, likely architectural plans. They are wearing blue long-sleeved shirts and dark pants. In the background, another worker in an orange safety vest and white hard hat is visible, standing near some rebar. The scene is outdoors, with a concrete floor and some construction materials visible.

# ARCHITECTURAL & FITOUT

- Architectural Consultations.
- Architectural Design.
- Interior & Exterior Design.
- Furnishing Design.
- Projects study:
  - Time Schedule.
  - Material Specifications.
  - Pricing.



# ARCHITECTURAL & FITOUT

- Internal and External Surface Finishes.
- Raised Floors and Suspended Ceilings.
- Internal and External Wall Cladding, Fabric and Façade.
- HOSPITALITY IT SERVICES – CONSULTING & SUPPLYING.
- Doors, Windows and Gates.
- Architectural Design & Consultation Steel, Stainless Steel, Brass and Metal Work.
- Pergolas, Tents and Outdoor Fabric.



# ARCHITECTURAL & FITOUT

- All Wood Work (Interior & Exterior) & Wardrobe.
- Paints, Wall Paper and Blinds.
- GRC, GRG, GRB and Gypsum Work (Arabic & Gypsum Board).
- Landscape & Hardscape.
- MIRRORS – DECORATIVE.
- PLANTERS.
- DECORATIVE PILLOWS, BOLSTERS,...ETC.
- WALLCOVERING.
- WAREHOUSING & INSTALLATION.

# HOSPITALITY IT SERVICES

- Network solutions.
- CCTV & NVR system.
- Hospitality TV & Digital signage TV.
- Hospitality Access control.



SAMSUNG





## FF & E

- Loose Furniture.
- Fixed Furniture.
- Buffet stations.
- Artworks & Accessories.
- Carpets / Area Rugs.
- Case goods – Timber Finishes.
- Fabrics & Curtains.
- Lighting – Free -Standing /Hard-Wired / Decorative.



# OS & E

## BED AND PATH LINEN

- Pillows and pillow case.
- Bed sheet.
- Duvet and Duvet cover.
- Towels.

**Canasin**  
The Leading Brand for Hotel Linen





# OS & E

## GUEST ROOM SUPPLIES

- Safety box.
- Iron and iron board.
- Hospitality tray.

**CORBY**  
OF WINDSOR

SAFEMARK



# OS & E

## BATHROOM ACCESSORIES

- Magnified mirror.
- Towel rack.
- Hair dryer.

**CORBY**  
OF WINDSOR

**ATGET**





# OS & E

## H KEEPING EQUIPMENTS

- House keeping trolley.
- Linen trolley.
- Standing ashtray.

**Winco**

**UMAN**

# OS & E

## CLEANING ITEMS

### Materials:

- Sanitizers.
- Sterilization.
- Detergents.





# OS & E CLEANING ITEMS

## Tools:

- Trolley mop.
- Dry mop.
- Cleaning trolley.

**winco**



OS & E

F & B FLATWARE

- Cutlery.
- Chinaware.
- Glassware







OS & E

F & B LINEN

- Table close.
- Table napkin.
- Placemat.

**Canasin**  
The Leading Brand for Hotel Linen



OS & E

BUFFET DISPLAY

- Chafing dish.
- Bowls.
- Juicedispenser.

**winco**

RAK  
PORCELAIN  
(MAKE SURE IT'S RAK)

**sola**  
THE NETHERLANDS



# OS & E BANQUET

- Table and chair
- Stage
- Chair cover
- Skirting

**Canasin**

The Leading Brand for Hotel Linen



(MAKE SURE IT'S RAK)

**winco**

**SUNNEX**



Ariane

The porcelain

**LIBBEY**

**Efay**  
made with passion

**CAMBRO**  
MANUFACTURING COMPANY

**Paşabahçe**

# KITCHEN CENTRAL

- Design
- Equipments
- Implementation

Wood Stone

williams

VULCAN

ROLLER  
GRILL

UNOX<sup>®</sup>  
OVENS PLANET<sup>®</sup>

Scotsman<sup>®</sup>  
Ice Systems

robot coupe<sup>®</sup>

Wilma  
LA SCIENZA DELLE GRANDI CUCINE

CONTI  
STREET MACHINE

M  
KN

lavamac  
your laundry solution

GIORIK  
INDUSTRIE ELETTRICHE EQUIPMENTS SINCE 1985

CAMBRO  
MANUFACTURING COMPANY

KAPP

And many more..



# KITCHEN

## COOKWARE & UTENSILS

- Cook pot.
- Stock pot.
- Storage items.



mallard ferrière

**winco**®

**LODGE**  
— CAST IRON —  
AMERICAN MADE SINCE 1896

**KAPP**



■ Design.  
■ Implementation.



# KITCHEN APPLIANCES



SAMSUNG

Hisense



جليم غاز  
GLEM GAS

ELBA  
TALENT FOR COOKING

CHIGO  
AIR-CONDITIONING





# SPORTS & LEISURE

- Interior & Exterior Design.
- Furnishing Design.
- Loose Furniture.
- Fixed Furniture.
- Buffet Stations.
- Lighting – Free -Standing /Hard-Wired / Decorative.



# COMPLETED PROJECTS

**Marriott**  
HOTELS · RESORTS · SUITES

**MÖVENPICK**  
Hotels & Resorts

**INTERCONTINENTAL**  
RIYADH

**Fairmont**  
RIYADH  
فيرمونت الرياض

**BW Best Western.**

**HYATT  
REGENCY**

فندق كورال العليا  
**CORAL OLAYA**  
RIYADH

**SWISS INN**  
HOTELS & RESORTS

المشروع  
**ALMASHREQ**  
BOUTIQUE HOTEL

النخلة  
**AlNakhla**

المجلس الصحي السعودي  
**Saudi Health Council**

**LÖFT**  
HOME & OFFICE FURNITURE











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