



Request for Proposal (RFP): Belama Lounge – Food Catering & Logistics Outsourcing

Issued by: Solomon Airlines limited

Date: 16/01/2026

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Submission Deadline: 19/01/2026

1. Background / Expression of Interest (EOI)

Solomon Airlines is seeking proposals from qualified catering providers to deliver end-to-end food catering and logistics services for the Belama Lounge. The objective is to ensure consistent food quality, operational efficiency, food safety compliance, and cost control while supporting variable passenger volumes.

The successful applicant will be responsible for all aspects of catering for the Belama Lounge, including delivery, on-site food storage, and presentation. Providers must have access to the necessary equipment, processes, and trained staff to guarantee a high-quality service that meets the expectations of international and business travellers.

We are looking to partner with a provider who is eager to showcase their brand to an international market and business travellers, while Solomon Airlines focuses on its core business of increasing passenger numbers and enhancing the overall travel experience. This partnership represents a unique opportunity for the right provider to gain visibility and align with a premium travel environment.

Important Note: All catering staff assigned to the Belama Lounge must be suitable and able to obtain security clearance to access airside areas.

2. Scope of Services

The selected provider will be responsible for full delivery of lounge food operations, including but not limited to:

2.1 Catering & Food Service

- Preparation and supply of fresh, high-quality lounge meals.
- Menu planning covering: breakfast, light meals, hot meals, cold food, and snacks.
- Capacity to support peak operations and irregular schedules.
- Provision of special dietary options (vegetarian, halal, gluten-free, etc.).

2.2 Food Logistics & Supply Chain

- Ingredient sourcing and procurement.
- Timely delivery aligned with flight operations.
- Cold-chain management where applicable.
- Contingency supply for delays or disruptions.

2.3 Cutlery, Crockery & Service ware

- Provision of all cutlery, crockery, glassware, and serving items.
- Stock management, replacement, and rotation.

2.4 Kitchen Equipment

- Provision and maintenance of required kitchen equipment (if applicable).
- Servicing and replacement of faulty equipment.
- Compliance with food safety and hygiene standards.

2.5 Food Storage & Inventory

- Safe storage of dry, chilled, and frozen items.
- Inventory control, FIFO compliance, and wastage management.

2.6 Cleaning, Washing & Hygiene

- Dishwashing and sanitation of all utensils and equipment.
- Cleanliness of kitchen and food-handling areas.
- Compliance with local health regulations.
- Food-handling certification for staff.

3. Passenger Volume Reference

For planning, pricing, and capacity purposes, bidders should consider the following passenger volumes:

| Volume | Daily | Monthly |
|---------|---------------|----------------|
| Highest | 30 passengers | 376 passengers |

| Volume | Daily | Monthly |
|---------------------|---------------|----------------|
| Lowest | 6 passengers | 161 passengers |
| Average / Mid-range | 15 passengers | 215 passengers |

These volumes should inform menu planning, staffing, logistics, and pricing models.

4. Quality & Compliance

- Adherence to equivalent food safety standards.
- Regular quality checks and reporting.
- Compliance with Solomon Islands health and safety regulations.

5. Commercial & Pricing Structure

Bidders may propose one or more of the following pricing models:

- Fixed monthly fee.
- Variable pricing based on passenger volume.

Proposals should clearly outline assumptions, inclusions, and exclusions.

6. Performance Management

- Service Level Agreements (SLAs) covering food quality, availability, hygiene, and responsiveness.
- KPIs and reporting frequency.
- Penalty and incentive mechanisms (if applicable).

7. Proposal Submission Requirements

Bidders should include:

- Company profile and relevant experience.
- Proposed menus and service approach.

- Operational and logistics plan.
- Pricing proposal.
- References from comparable clients.

Note: All proposed staff must be suitable and able to obtain security clearance for airside access.

8. Evaluation Criteria

Proposals will be assessed based on:

- Service quality and food standards.
- Operational capability and reliability.
- Value for money.
- Compliance and risk management.
- Relevant experience.

9. Contract Duration

The initial contract will be for **12 months**, renewable based on performance, compliance, and mutual agreement.

10. Contact Information

For submission and inquiries, contact:

Solomon Airlines Ltd

Email:marketing@flysolomons.com

Phone: +677 20031 or (677) 44999

Address: Solomon Airlines Point Cruz Office, Honiara, Solomon Islands

Note: This document forms the basis of a Request for Proposal for Belama Lounge catering services. All information received will be treated confidentially and used solely for evaluation purposes.

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