



JAIPUR METRO

JAIPUR METRO RAIL CORPORATION LIMITED

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No.: F.1(4)JMRC/DCA/REV./PD/2013-14/6532

Dated : 07 March, 2017

Chief Executive Officer,
M/s. PDCOR Ltd.,
1st Floor, LIC Jeevan Nidhi Building,
Near Ambedkar Circle, Bhawani Singh Road,
JAIPUR - 302005.

Sub.: Consultancy Services for property development of 4 land Parcels.
Ref.: Your Proposal No. PDCOR/SH/BD/Jaipur Metro/768
dated: 01.02.2017

Dear Sir,

JMRC intends to engage M/s. PDCOR Ltd., Jaipur for providing consultancy services to JMRC for property development and bid process management of following four land parcels initially, through single source procurement method under RTPP Rules, 2013:

S. No.	Name of Land Parcel	Available Approximate Area (Sq. mtr.)
1.	Lal Kothi (Land transferred from Agriculture Marketing Board)	19205.00
2.	Dev Nagar, Main Tonk Road	5000.00
3.	Old PWD Chowki, Jawahar Nagar Bye Pass	2875.89
4.	Land transferred from RSRDC at Jawahar Nagar Bye Pass	8970.00

The board Terms of Reference (ToR) of engagement are enclosed herewith and marked as Annexure-A.

You are, therefore, requested to submit your technical proposal in accordance with the broad ToR (Annexure-A) as well as financial proposal.

Thanking you,

Yours Sincerely,


(Rajesh Kumar Agerwal)
Director (Corporate Affairs)

Encl.: As above.

ok



CONSULTANCY SERVICES FOR PROPERTY DEVELOPMENT OF 4 LAND PARCELS

Broad Terms of Reference (ToR)

1. Objectives of Consultancy Services

- a) To prepare concept plan reports for development of four land parcels situated in Jaipur city based on studies conducted as defined in the Scope of Work.
- b) Concept Development.
- c) Evolve a model for implementing the concepts.
- d) Preparation of Business Plan and Project Structuring.
- e) Preparation of the RFP documents.
- f) Undertake Bid Process Management for selection of a developer/concessionaire for implementation of the project.
- g) Assisting Jaipur Metro in preparation of the consequent Agreement (s) with the selected bidder (s) for the implementation of the concepts.

2. Scope of Work

The Scope of Work services shall include inter alia the various activities as given under, with reference to the following land parcels:

- a) Land of PWD Chowki, Dev Nagar, Tonk Road (approx. 5000 sq. mtrs.)
- b) Land of Marketing Board, Sabzi Mandi, Lal Kothi, Tonk Road (approx. 19205 sq. mtrs.)
- c) Rajasthan State Road Development Corporation Land, Jawahar Nagar Bye Pass (approx. 8970 sq. mtrs.)
- d) Land situated at PWD Chowki, Jawahar Nagar Bye Pass (approx. 2875 sq. mtrs.)

However the Agency may be required to include other necessary tasks, as may be needed for preparing detailed project structuring reports, covering all the aspects involved in the development of the project and its mode of implementation. The Scope of Work shall cover but not be limited to the various activities as given under:

2.1 Reconnaissance Surveys of four land parcels (Deliverable: Inception Report for each parcel)

The Agency will conduct reconnaissance surveys of the Land Parcels and shall prepare reports for each parcel accordingly and submit the same to the Authority for approval. This survey shall include but not be limited to the physical inspection of the plot and examination of access parameters, development potential, availability of water, power and other infrastructural elements, etc.

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2.2 Market Assessment

- a) Review of current market scenario for various development options.
- b) Developing a vision for the proposed facilities / components, keeping in view the location constraints and potential, as well as the possibility of new or existing niche markets.
- c) Identification of potential list of investors / developers / operators who would be willing to develop the proposed facilities / components.
- d) Benchmarking with reference to proposed facilities / components at similar national / International destinations.

2.3 Detailed Survey and Investigation

- a) Total survey and contour mapping of project areas
- b) Area calculations and measurements
- c) Index and location sketches
- d) Access possibilities and their connectivity with nearest highway and metro locations
- e) Local plot inventory
- f) Utility survey
- g) Site planning, study of landform and existing infrastructure taking into consideration interface with the existing development on the site, where applicable
- h) Preparation of base plan based on survey report, contour map and data collected including maps/drawings. Other necessary tasks to be performed in this regard shall include:
 - (1). Collecting and updating existing survey details especially with reference to the land use map
 - (2). Identifying and indicating existing roads, water bodies, ground levels and other geographical features
 - (3). Identifying and indicating existing service lines including transmission lines, telephone lines, water supply lines, storm water drainage lines, gas and petroleum lines etc.
 - (4). Identifying and indicating existing social and physical infrastructure available in the area
 - (5). Identifying and indicating green areas for landscaping

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2.4 Infrastructure Survey

- a) Identifying and enlisting the public and private agencies/organizations that are responsible for providing vital infrastructure in the region such as:
- (1). **Power:** Survey of Power availability like the loads, number of receiving stations, sub-stations and corridors of the area and clearly laying down their physical locations on the plan.
 - (2). **Water, Sewerage and Solid Waste Disposal:** The Agency should examine provisions in the master plans for water, sewerage and solid waste disposal in the area and survey about their present status.
 - (3). **Telecom:** The Agency should assess telecom requirements for the proposed facilities / development and identify details of the service providers available in the vicinity.
 - (4). **Public Transport:** The Agency should assess availability and requirement of public transport for the proposed facilities / development.

The Agency shall co-ordinate with Government and private agencies as may be required for the above.

- b) Marketing survey and demand assessment for different types of proposed facilities / development.
- c) Study and recommendation of institutional mechanism for operation & maintenance of the Land Parcel after development.

2.5 Concept Plan Report

The Agency shall prepare a Concept Plan Report based upon the Market Assessment, Detailed Survey and Investigation and Infrastructure Survey conducted by it, laying down various options for development at each of the land parcels. This shall be submitted to the Authority together with a visual presentation explaining the pros and cons of various options. The Agency shall proceed with preparation of Conceptual Layout and subsequent deliverables after submission of Concept Plan Report to the satisfaction of the Authority.

2.6 Conceptual Layout and Cost Estimation

- a) Preparation of conceptual layouts (including indicative zoning plans of site utilization) of the proposed facilities / developments at each land parcel taking into account its market potential and considering product mix and sizing with respect to following considerations (indicative, not limited to)
- (1). Topography
 - (2). Size of Plot

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- (3). Accessibility
- (4). Location of components with respect to surrounding activities
- (5). On site infrastructure
- (6). Applicable Development Control Regulation / Building bylaws

Note:

- i) For Land Parcels near or attached with Metro Stations (existing or proposed), the conceptual layouts should take into account formulation of a smooth interface with the Metro Station so as to mutually benefit the proposed facility as well as the Metro System by enhancing ridership / footfalls.
 - ii) Further, all proposed layouts should be prepared taking into consideration applicable policies which have a direct implication on the allocation of land for a specific purpose.
- b) Provide preliminary estimates of the cost of proposed facilities / developments for each Land Parcel.
 - c) Provide preliminary estimates of the revenue projections of proposed facilities / developments for each Land Parcel.
 - d) Provide details of all taxes that would apply to the proposed facilities / developments for each Land Parcel.
 - e) Provide assessment of acceptable price of land / lease rentals by potential investors for proposed facilities / developments for each Land Parcel.

2.7 Clearances and Approvals:

The Agency shall

- a) Identify necessary approvals and clearances to be obtained for the proposed facilities / developments for each Land Parcel
- b) Assist the Authority in identifying and preparing appropriate documentation to support any applications with regard to (a) above.

2.8 Financial Viability Analysis:

The Agency shall

- a) Provide financial viability analysis (Internal Rate of Return, NPV) for the proposed facilities / developments for each Land Parcel
- b) Prepare risk management matrix with mitigation measures
- c) Undertake sensitivity analysis based on variations in key parameters including
 - 1) Variation in size/type and inclusion/exclusion of project components

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For M/s PDCOR Limited, Jaipur



- 2) Occupancy, volumes and tariff for the facilities
- 3) Changes in variable and fixed operating costs

2.9 Business Plan and Project Structuring

For facilities / developments proposed for each Land Parcel, the Agency shall prepare a Business Plan including but not limited to the following:

- a) Anticipated Project Cash Out flow (capital expenditure and revenue expenditure)
- b) Anticipated Sources of Funds (capital, government grants, schemes, land sale / leasing, PPP, or any similar concept)
- c) Anticipated Revenue Projections
- d) Investment Plan and Phasing of development

2.10 Bid Process Management and Selection of Private Developer

- a) The Agency in consultation with the Authority would be responsible for developing Request for Proposal (RFP) on two bid system, Bid criteria and Contract Agreement (CA) for selecting property developer(s) for implementation of the facilities / developments proposed for the Land Parcels. The selection criteria for the developers will be finalized in successive consultations with the Authority.
- b) The Agency shall also assist the Authority in responding to the queries that may be raised during the pre-bid meetings and prepare minutes along with addendum/ corrigendum to the bid documents as required.
- c) The Agency shall assist the Authority in evaluation of responses to the RFP and in short listing and selection of property developer(s) based on qualification criteria for implementation of the project.
- d) The Agency shall assist the Authority in the bid process in issuance of LOA to the successful bidder(s).
- e) The Agency shall assist the Authority in formulating the Contract Agreement(s) consequent to the bid process and shall associate with and assist the Authority till the Contract Agreement(s) are signed with the successful bidder(s).

3. Timelines and Deliverables

The Agency shall follow the time schedule as under:

Sr. No	Deliverable	Tentative Period (in days)
1	Inception Report	20 days from LOA
2	Concept Plan Report & Presentation	50 days from LOA
3	Draft Detailed Project Structuring Report(s)	30 days from approval of

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	(DPSR) (including product mix and sizing, infrastructure gap assessment, conceptual layout & costing, financial feasibility analysis, Business Plan and Project Structuring)	Concept Plan Report by JMRC
4	Final DPSR	10 days from approval of Draft DPSR(s) by JMRC
5	Draft RFP document for long term leasing on PPP basis	25 days after approval of DPSR
6	Final RFP document	10 days from approval of draft RFP document
7	Submission of Bid Evaluation Report(s) & Draft Contract Agreement(s)	07 days after opening of Bid(s).
8	Assistance to Authority with regard to signing of Contract(s) with the successful bidder(s).	Till signing of Contract Agreement(s).

ToR Accepted

Signature of Authorised Signatory

Name:

Designation:

For M/s PDCOR Limited, Jaipur