



August 29, 2024

M/s Paloma Realty LLP,
Kanpur India.

Kind Attention: Mr. Gopal Verma

Subject: Vertical Transportation Consultancy Services at your Upcoming Project "PALOMA THE GRANDEUR" at Kanpur

Dear Sir,

This is in reference to your mail dated 27.08.2024 and our subsequent discussions; we are pleased to furnish our final scope & fee proposal for your kind perusal for the subject project.

1.0 SCOPE OF WORK:

The detailed scope of work proposed by us for the subject project is as below:

Module 1: Design

1A. Concept Design

- a. Establish design criterion
- b. First Cut design solution using advanced traffic analysis software wherever required
- c. Elevator machine room less or with machine room with pros and cons.
- d. To validate proposed elevator shafts with respect to actual requirement.

1B. Schematic Design

- a. Establish limitations & constraints with respect to preliminary design solution
- b. Final Design solution using simulation based advanced traffic analysis software wherever required
- c. Establish alternatives
- d. Freeze schematic design configuration & validate
- e. Interface with architect / projects to incorporate solution in civil drawings
- f. Project Cost Estimation



At the end of the schematic design Module the following design parameters would be established: -

- a. Number of elevator cores in each building
- b. Number of elevators in each core
- c. Elevators grouping arrangement in each core
- d. Capacity & speed of each elevator
- e. Shaft size for each elevator
- f. Overhead & pit dimensions
- g. Elevator opening schedule
- h. Emergency door openings if required
- i. Fire elevators plan

The following characteristics would be taken into account while setting the design criterion: -

- a. Efficiency of system – quantity & quality of service
- b. Cost optimization
- c. Universal design
- d. Waste Elimination
- e. Value perception
- f. Performance levels
- g. Aesthetics
- h. Code compliance
- i. Safety & Reliability
- j. Latest Technology & Energy Efficiency

Module 2: Design Development & Technical Tender Document Creation

- a. Build up on the approved schematic design
- b. Finalize the elevator door type & sizes
- c. Interface with other consultants on code compliance provisions w.r.t elevators
- d. Support architect on machine room design & locations
- e. Support structural team on structural load related to elevators and escalators
- f. Support MEP on electrical loads requirement
- g. Finalize the aesthetic experience of elevator cab & doors



- h. Build up the technical tender document based on final approved design
- i. Develop detailed tender technical specifications
- j. Develop ***technical terms for compliance***
- k. Set ***performance parameters***
- l. Supplier pre-qualification if required

Module 3: Bidding & Technical Negotiation Support

- a. Source pre-qualification if required
- b. Release tender to pre-qualified companies if required
- c. Technical comparative study and ***deviation analysis***
- d. Assist the Client and work with bidders to maximize the technical compliance
- e. Recommend best options

Note: We will refrain ourselves from Commercial Negotiation in this stage however we would support you with the current market prices from backend.

Module 4: Construction Phase: GAD Review

- a. Perform the first approval stage of all elevator general arrangement drawings on your behalf.
- b. Validate any need & feasibility of change orders if required at this stage.

Scope – Resource Schedule & Notes

- a. The spirit of scope defined per above will entail understanding the design requirements; minimize non standards, maximize competition, ensure design compliance and make recommendations which will help create an optimum lift system efficiency at an optimum cost
- b. The detailed work would be done at our back-end office in New Delhi, India.
- c. Completion period for each stage would have to be mutually agreed at the start of each stage but we will endeavour always to follow the project schedule requirements.

2.0 FEE PROPOSAL & ASSOCIATED TERMS: -

- a. The professional fee for the above services for Module 1 to Module 5 per above scope shall be
Rs. 8,75,000/- (Rupees Eight Lakh Seventy Five Thousands Only)



b. Terms of Payment (For Module 1 to 4): -

- i. 30% of total order value as interest free unsecured advance along with the order
 - ii. 20% on submission of Concept Design report
 - iii. 20% on submission of Schematic Design Report
 - iv. 15% on submission of Draft Tender Document
 - v. 10% on submission of Technical comparative study
 - vi. 5% on approval of Vendor's GA drawings
- c. Professional Fees Validity: The fees quoted above will have a total validity of 48 months post which the agreed fee rates are subject to revision on mutual agreement
- d. GST, as applicable, shall be paid extra. Any new taxes during the currency of the contract will be borne by you
- e. Payment from employer is expected within 07 working days from the date of billing
- f. Allowances: -

You are requested to arrange for the following for maximum 02 persons for outside NCR site visits (if required)

1. Air tickets for travel for all approved trips outside Delhi/Noida/NCR as and when necessary for the Consultant as required by the Owner
2. Boarding and Lodging
3. Local Transport at the place of travel

Hope, you will find our proposal in line with your requirement.

We now look forward to be associated with your esteemed organization on the subject project.

Thanking You,

For **Matrix Management Consultants Pvt. Ltd.**

Anand Tiwary
Director