



NEW MURABBA

NEW MURABBA DEVELOPMENT COMPANY

THE MUKAAB DISTRICT

Prequalification Questionnaire

For

Facilities & Estate Management Advisor

for Mukaab District

REF: NEW MURABBA-PQQ-12. M.24

OCTOBER 2024

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Volume 1 – Scope Overview

VOLUME 1 – SCOPE OVERVIEW

1 Abbreviations and Definitions

Abbreviation	Definition
FM	Facilities Management
GCC	Gulf Cooperation Council Countries
GCC	Gulf Cooperation Council Countries
KSA/ SA	Kingdom of Saudi Arabia
NMDC	New Murabba Development Company (The Employer)
PI	Professional Indemnity Insurance
PIF	Public Investment Fund
PMC	Project Management Consultant
PQQ	Prequalification Questionnaire
QA/QC	Quality Assurance/ Quality Control
SAR	Saudi Arabia Riyal

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2 Project Overview

The New Murabba Development Company (NMDC) (the Employer) is a wholly owned subsidiary of the Public Investment Fund (PIF) tasked with developing and operating the New Murabba Project, a 1900-hectare mixed-use master development of 27,000,000 square meters of GFA. The focal point and signature anchor is the 170-hectare Mukaab District, with a built-up area of 7.9 million square meters. (for more details about the project, refer to ANNEXURE 1 – New Murabba Project Overview).

NMDC intends to procure Facilities Management and Estate Management Consultancy Advisory Services for the Mukaab District.

3 Scope of Services:

The advisory services will cover Facilities Management and Estate Management including coordination with New Murabba Master Development Estate Management and Facilities Management Advisor who could be working concurrently. This scope aims to inform potential bidders about the expected services from the Facilities Management and Estate Management Consultancy Advisor, highlighting their responsibilities, including but not limited to the following:

- 3.1 Project Understanding Description.
- 3.2 Concept Design Review.
- 3.3 Facilities Management Strategy.
- 3.4 Facilities Management Area Programming and Design Brief.
- 3.5 Operational Strategies and FM Organisation Structures.
- 3.6 Operational Cost Modelling.
- 3.7 Lifecycle Consideration.
- 3.8 Use of Technology.
- 3.9 Safety and Compliance.
- 3.10 Testing and Commissioning.
- 3.11 Comprehensive Final Documentation for Seamless Handover.
- 3.12 Estate Management Services.
- 3.13 Coordination with New Murabba Master Development Estate Management and Facilities Management Advisor.

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For

Facilities Management & Estate Management Advisor

for Mukaab District

Volume 2 – Consultant Information

Submitted By: Wamiq Majeed

Company Name : Morganti Saudi Arabia Ltd.

Company Address :

Tahlia Street, Aknaz Tower 2nd Floor Room 16, P.O.BOX 300530, RIYADH 11372

VOLUME 2 – CONSULTANT INFORMATION

1 Formation

- 1.1 The Consultant is requested to submit the documents following the same order of sections contained within this document using the template enclosed in Parts A & B.
- 1.2 The Consultant is required to respond to the requirements within this document. If additional space is needed, the Consultant may refer to an attachment (clearly referenced) in their submission and include the required document as an attachment.

Part A: Compliance Checklist

S. No.	Section Description	Compliance	
1	Company Overview	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
2	Expertise and Experience	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
3	Qualifications and Certifications	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
4	Current and Projected Workload / Availability	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
5	Team Composition	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
6	Financial Stability	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
7	Insurance and Liability	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No
8.	Registration and Licensing	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
9	Disclosure	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No
10	Interest in Bidding	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
11	Additional Information	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No

The Consultant should fill out the above checklist and include it in the prequalification submission.

Part B – Pre-Qualification Questionnaire**(Template for Submission)**

1 Company Overview

1.1 Company Information:

The Consultant is required to provide the following information for the company entity that would enter into a contract with the Employer if awarded the Facilities & Estate Management Advisor Services contract.

Sl. No.	Description	Response	Remarks
1	Legal Name	Morganti Saudi Arabia Ltd.	
2	Country of Registration	Saudi Arabia	
3	Contact Person and designation	Wamiq Majeed – BDA	
4	Email	wmajeed@morganti.com.sa	
5	Phone	+966-580538783 / 11-4610299	
6	Fax	11-4621994	
7	Website address	www.norgantigcc.com	
8	Mailing Address	info@morganti.com.sa	

1.2 Company Profile:

The Consultant is required to provide a Company Profile, the profile should detail the range of services offered, geographies in which services are undertaken, management structure, awards, company facilities including offices, etc.

Copy Attached

1.3 Authorized Signatories letter:

Copy Attached

1.4 A list of individual shareholders with a controlling interest.

N/A

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1.5 Company Bylaws:

Copy Attached

1.6 Provide organisation and names of board of directors/ principals, including sub-board organisations:

Copy Attached

1.7 Joint Venture Partners and Arrangements [if Applicable]

N/A

2 Expertise and Experience

2.1 Previous Projects

The Consultant shall provide a report detailing scopes undertaken from its previous projects, particularly within the GCC and KSA. Additionally, the Consultant shall list all major projects engaged in over the past five years, including the following information:

- 2.1.1 **Services:** A description of the services and their scope (i.e. Pre-Contract, Post-Contract, Value Engineering, etc.)
- 2.1.2 **Sector:** (infrastructure, Buildings, etc.)
- 2.1.3 **Location:** GCC and KSA
- 2.1.4 **Client:** (Developer, PMC, Design Firm, Contractor, etc.)
- 2.1.5 **Start date:** The engagement start date
- 2.1.6 **Finish date:** The engagement finish date
- 2.1.7 **Value SAR:** Contracted Value SAR
- 2.1.8 **Resources%:** Resources deployed as a percentage of the total company resources.

Copy Attached

-
- 2.2 The Consultant to demonstrate at least three (3) similar projects within the past three (3) years, for the provision of Facilities & Estate Management Advisor Services.
-

Copy Attached

3 Qualifications and Certifications

3.1 Provide details of relevant professional certifications held by the Company

Copy Attached

3.2 List any memberships in professional bodies

Copy Attached

4 Current and Projected Workload / Availability

4.1 Current Workload

The Consultant shall provide a Schedule illustrating its current order book. The Consultant should detail within the Schedule, a summary of each Project, including a description of the Services and its scope, the sector, the location including any projects within the KSA, the client, the contract starts and finish dates and approximate values of the Construction Contract and the Facilities & Estate Management Advisor Services Contract.

Copy Attached

4.2 Projected Workload

The Consultant shall provide a Schedule illustrating its projected order book for the next one (1) year. The Consultant should detail within the Schedule a summary of each Project, including a description, location, client, the projected contract start and finish dates, and approximate value.

Copy Attached

4.3 Availability

The Consultant shall provide a Schedule illustrating the existing resources that would be available for deployment in the Mukaab District if awarded the Facilities & Estate Management Advisor Services. Additionally, the Consultant should outline the strategy for deploying additional resources if required.

Schedule will be provided upon the receipt of the RFP with Technical proposal.

5 Team Composition

5.1 Organizational Structure

5.1.1 The Consultant shall submit an organisation chart for the company and include the numbers of personnel that they employ in each role.

Copy Attached

5.1.2 The Consultant shall also provide an anticipated organization chart for carrying out the Facilities & Estate Management Advisor Services if awarded.

Copy Attached

5.2 Key Personnel

The names and qualifications of the Consultants proposed key personnel together with evidence of their experience and suitability for the Facilities & Estate Management Advisor Services. Curricula Vitae to be included for management and senior personnel.

Copy Attached

5.3 Tools and Software

The Consultant shall list the available licensed software currently under its ownership that are required to provide the services.

-
- 1- CAFM System (MAXIMO)
 - 2- ERP
 - 3- Mobile Apps for FM Services (Tracking System) and WEB app Integrated with MAXIMO for technicians.
 - 4- ACONEX
 - 5- Primavera
 - 6- MS 365
 - 7- AutoCAD
 - 8- Adobe Acrobat

6 Financial Status

- 6.1 The Consultant shall provide a general overview of its financial performance over the previous three years, including turnover, profit/ loss etc.

Summary of the Annual Financial Status in past three years per the audited annual account for each year

Year	Turnover Amount*	Profit Amount*	Loss Amount*
Year 1 (for year 2023)	51,247,672	8,295,906	
Year 2 (for year 2022)	81,730,469	13,489,571	
Year 3 (for year 2021)	71,098,126	5,514,894	

* Consultant to insert currency of the above reported amounts and exchange rate to SAR.

- 6.2 The Consultant should also attach copies of the previous three years of audited financial accounts.

Copy Attached

7 Insurance and Liability

The Consultant shall advise the names of the insurers and limits of any house policies it currently holds in relation to professional indemnity insurance.

Under renewable process. Will be shared once renewed.

8 Registration and Licensing

The Consultant shall list (Covering the registered Entity / Registered Services / Validity) and provide copies of the following documents:

A. In Country of Registration of Head Office:

8.1 Commercial registration & Business Licenses.

Copy Attached

8.2 VAT / TAX registration certificates

Copy Attached

8.3 Formal Bank letter with Bank Account Details.

Copy Attached

B. In KSA and/or GCC, if applicable.

8.4 Commercial registration & Business Licenses.

Copy Attached

8.5 Zakat & Tax certificate (if applicable)

Copy Attached

8.6 VAT registration certificate

Copy Attached

8.7 Saudization Certificate

Copy Attached

8.8 Formal Bank letter with Bank Account Details.

Copy Attached

8.9 Chamber of Commerce membership registration.

Copy Attached

8.10 Qiwa Certificate (registered business owner in KSA)**Copy Attached**

9 Disclosure

- 9.1 The Consultant shall provide details of any lawsuits or legal disputes related to its business in the last five years.

The details shall include the nature of the dispute, resolution, and any other relevant documentation.

N/A

- 9.2 The Consultant should identify any financial or ownership interests within the Company, Consortium or Joint Venture that could potentially influence decision-making or create conflicts of interest on this project and describe how the Consultant would manage these potential conflicts.
-

N/A

- 9.3 Disclosure of any business relationships with Public Investment Fund (PIF) or PIF owned entities.
-

N/A

10 Interest in Bidding

If the Consultant is not interested in providing services for all the work outlined for the Project, then the Consultant is requested to complete and return the following. Not returning the below confirmation of not bidding may impact on future projects under the New Murabba Company.

Interest in Bidding	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
If not bidding: Please advise reason (if any)		

11 Additional Information

The Consultant to provide any additional information under this section that is not covered in the above list but needs to be considered by NMDC for the pre-qualification process.

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APPENDIX 1 – New Murabba Project overview

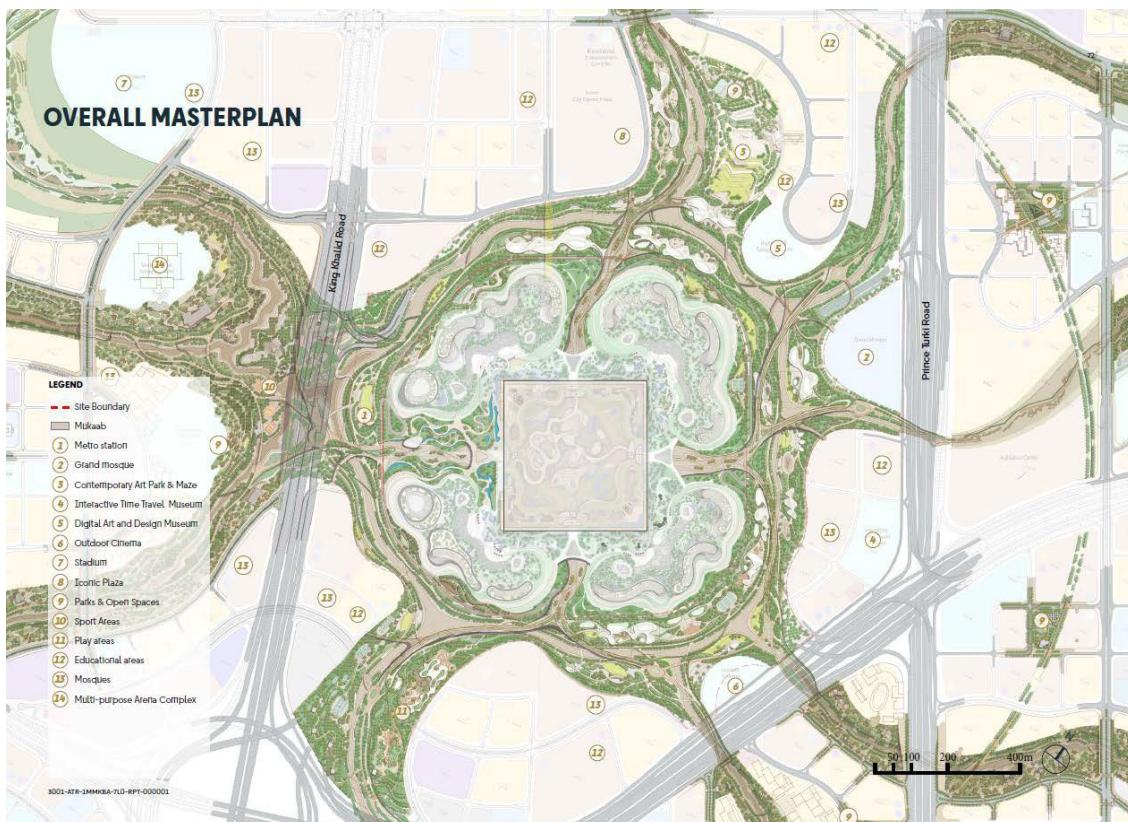
APPENDIX 1 – NEW MURABBA PROJECT OVERVIEW

This section provides an overview of the New Murabba Project.

1 Introduction

The New Murabba Development Company (NMDC) (the Employer) is a wholly-owned subsidiary of the Public Investment Fund (PIF) tasked with developing and operating the New Murabba Project, a 1900-hectare mixed-use master development of 27,000,000 square meters of GFA. The focal point and signature anchor is the 170-hectare Mukaab District, with a built-up area of 7.9 million square meters.

2 Mukaab Masterplan



The Mukaab District consists of the following components:

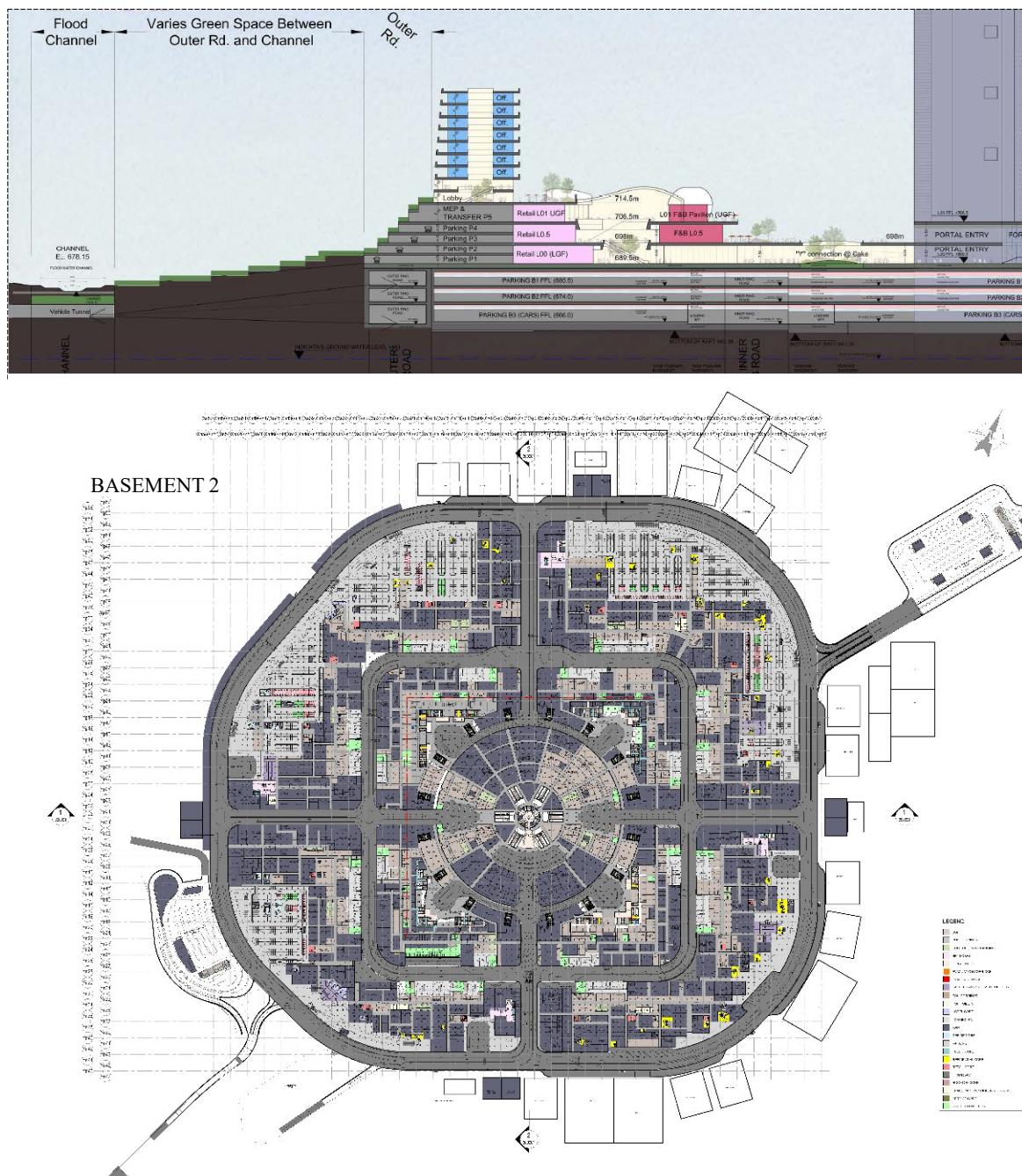
- Basement
- Wadi Podium
- Central Tower
- Mukaab Dome (including Experience & Technology)
- Mukaab Corner Towers
- Mukaab Rooftop
- Mukaab Najdi Façade
- Public Realm (Landscape, Lighting, Signage)

3 Key Project Elements

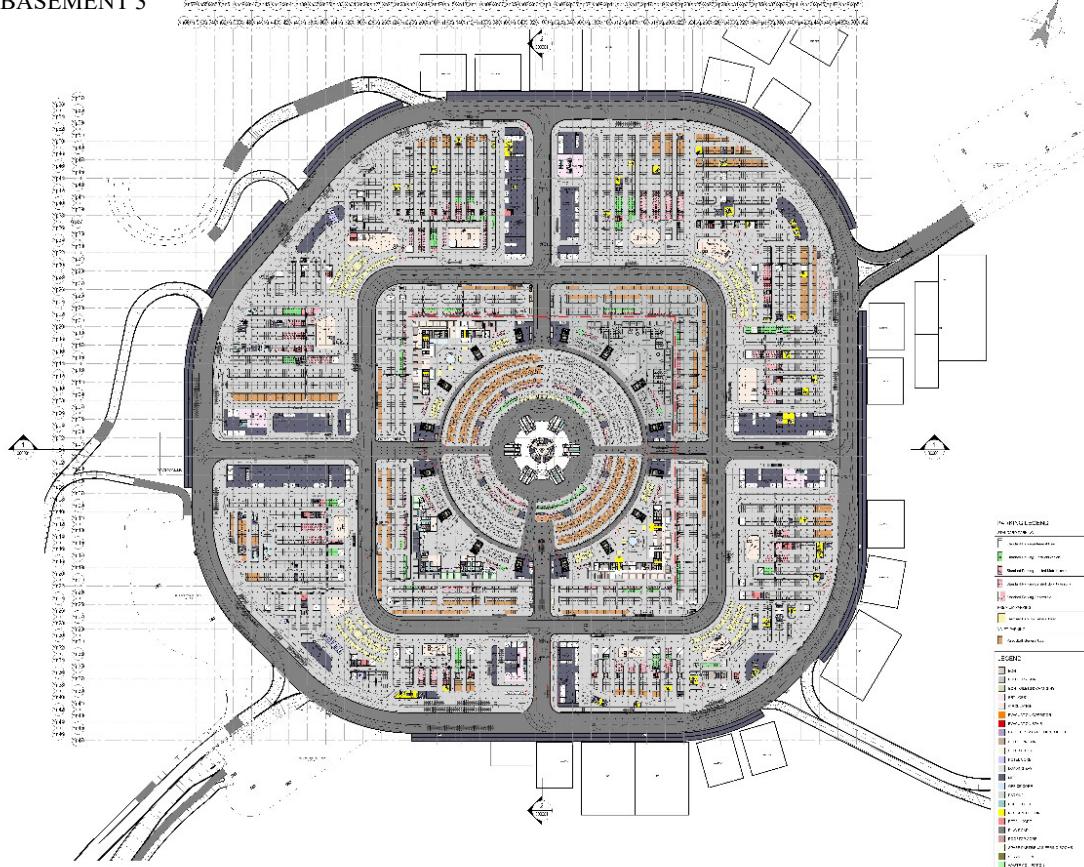
3.1 The Project consists of the following components:

a. Basement

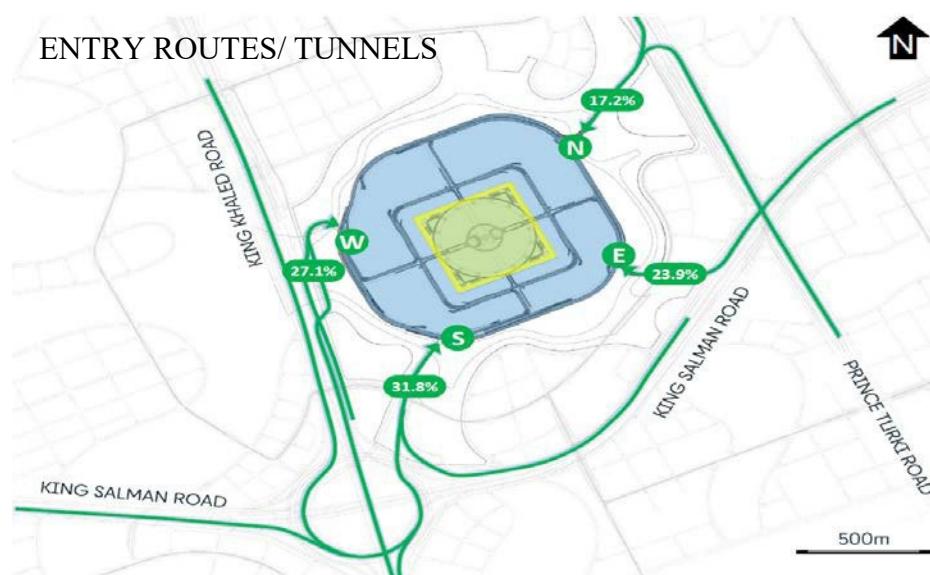
The basement design (comprising 3 under Wadi Podium to 4 levels under Mukaab building) considers the elements of the wadi podium quadrants and the Mukaab as a unifying base element that will ensure connectivity between the project components. The current design of the basement is subterranean and accommodates car parking and other service provisions to support the project as well as a means of vertical connection to the above-ground Project assets.



CLASSIFICATION - CONTAINS BASELINE INFORMATION

BASEMENT 3

The Basements serve as means of vertical connection to the above ground project assets. The basement levels will also accommodate bus, taxi hubs, and drop off / pickup points assigned to the various categories of user. Hotels and Hotel Residences will have their own access roads and drop off / pickup points. The vehicular traffic will accommodate an extensive internal road network with inner and outer ring roads (Tunnels) linking all the car parks with major external roads, on the perimeter of the development, namely King Khalid Road, King Salman Road and Prince Turki Road.

ENTRY ROUTES/ TUNNELS

Servicing trucks and coach buses are provided separate entries and exits that connect directly to Basement Level 3. These are only accessed from North & South accesses, and the designated entry from South-West, having dedicated vehicle screening areas.

b. Wadi Podium

The Wadi Podium comprise of four (4) organically shaped with interconnected 8-10-storey buildings that surround the Mukaab. These podiums will incorporate a variety of uses including anchor shopping and F&B units, offices, entertainment, luxury residential apartments, commercial offices, parking and hospitality and a host of activated elements that will complement the unique experience of the development.



The Wadi Podium could encompass featured atriums that facilitate the vertical connectivity aspect of the Project. These atriums would serve as natural light sources and provide ventilation, as well as serving as potential event spaces throughout the Project that allow activation and immersive atmosphere experiences.

The office components will be situated at upper levels over podium parking and will offer state-of-the-art planning and infrastructure to support a future forward workplace environment.

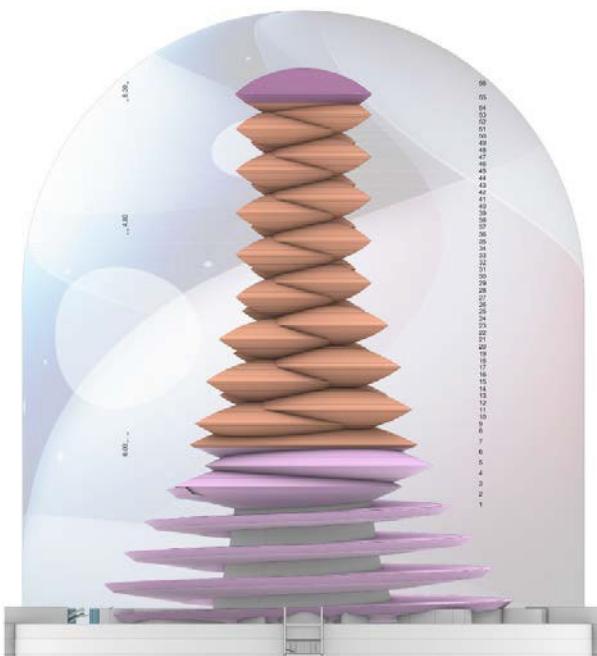


c. Central Tower

The base, spiral and pebbles of the central tower will boast state-of-the-art luxurious hospitality, commercial, shopping and dining experiences; whilst providing a unique lifestyle ambience looking into the massive self-contained environment of the Mukaab. The architecture of the central tower promotes new and engaging functions by taking advantage of the helical forms with 360o breath-taking views with 24/7 non-stop immersive experiential and entertainment activities.

The central tower spiral will be an architectural marvel with its spiral ramp that connects people from the lowermost levels of the Mukaab Central tower base to the Central tower pebbles above. It will exceed current standards of hospitality, leisure, retail, and F&B. This Central Tower will encompass:

- Central Tower Base
- Central Tower Spiral
- Central Tower Pebbles

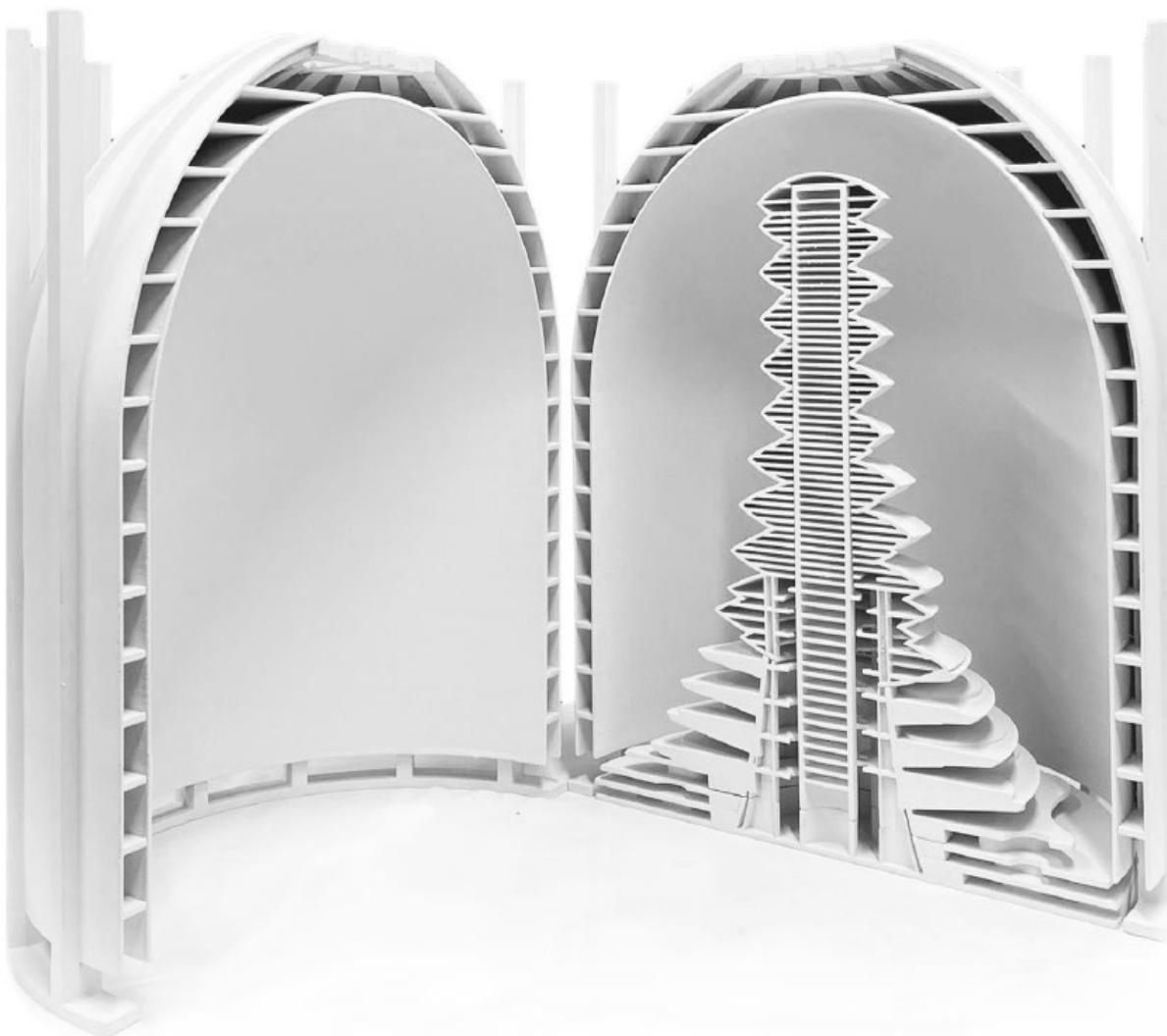


The retail facilities will be distributed between the four Wadi Podium districts and the Central Tower. The layout directs pedestrian flow from the external elements, linked via linear parks, into the epicenter of the Mukaab. The pedestrian journey then continues vertically with the lifestyle entertainment domain of the central tower base and spiral. Around the base of the Central Tower core is a spiral with planar plates. Each plate will have a dedicated experiential zone for curated and ownable events, activations, and experiences. The tower will be surrounded by temporary pop-up style brand spaces in engaging installations that create new and exciting engagement. The outer sections would be populated by permanent pavilions, hospitality and brand gallery spaces blended with anchor brand homes.

The hospitality component will be distributed over a variety of Pebble types, each of which will be comprised of 2-3 floors of hotel guest rooms and restaurants forming the centerpiece of the development.

d. Mukaab Dome (including Experience & Technology)

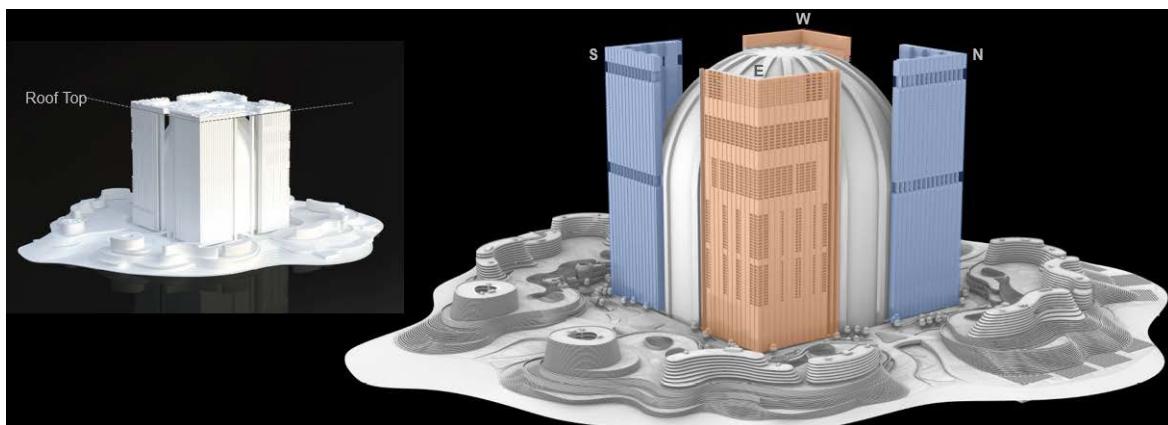
The Mukaab Dome is critical to the success of the project. The Mukaab Dome will form a climatic and daylight barrier between the central tower and the outside world. The structure will envelop the Central Tower and will allow for the creation of the fully immersive experience of living in different worlds. The Dome will support all the technology required to realize the experience, along with the supporting plant, substations, and equipment, whilst enabling the installation, maintenance, and replacement of the technology kits. The Dome will ensure fire and life safety compliance for the technology, possibly employing state-of-the-art fire suppression systems. The Dome will comprise maintenance gantries and fire escape routes for the maintenance staff. The dome's other primary function is to support the Mukaab rooftop structurally.



e. Mukaab Corner Towers

Inhabiting the corner spaces of the Mukaab are four (4) corner towers which rise to the roof. The residential and hospitality offering within these four towers is totally independent from the experience zone open to the visitors of the central tower. The Corner Towers face outwards, looking through the Najdi facade into the adjacent new neighborhoods of the masterplan of New Murabba and Riyadh City. This high-end real estate development will be at the heart of the masterplan working as one of the key foundations of the Mukaab.

The internal layout and typology optimization of units is under development. One of the key aspects to be defined is the relationship between the residential and hospitality units and the Najdi facade, and the synergies with the overall Mukaab structural and installation concepts. Special typological explorations and high-end technologies will be implemented to assure natural light and good views from all apartments.



f. Mukaab Rooftop

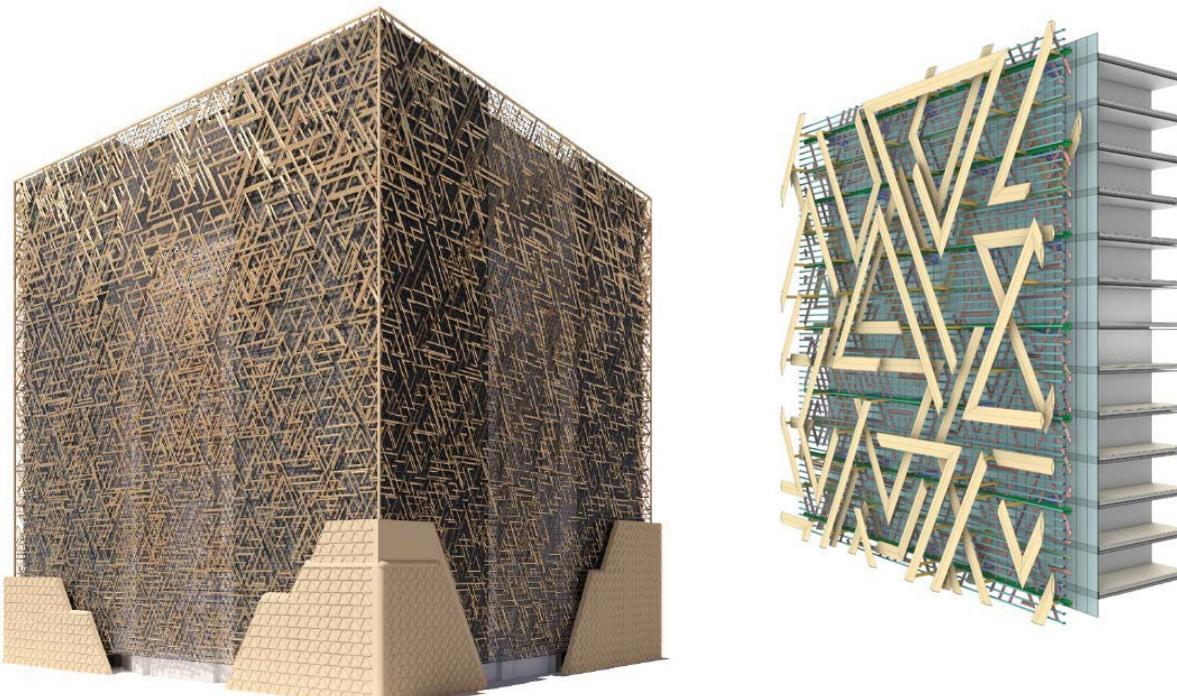
The Mukaab Rooftop is under development, and several options are under consideration. This Rooftop will host residential, and hospitality uses with views across the development and access to the entertainment and outdoor amenity on the roof, and landscape terraces.



g. Mukaab Najdi Facade

Encasing the Mukaab development is a 400m x 400m x 400m open façade (Mukaab Facade), which sits directly in front of the corner towers. The Corner Towers will rely on the façade openings for views out and daylight. The Mukaab façade is permeable and open to the outside environment.

The Mukaab Facade asset is not a habitable building, but it is a technical element that will need to be designed and coordinated with the other assets and across disciplines to ensure that all the technical requirements including accessibility, façade lighting, MEP and structure are satisfied and meet the Employer's aspirations.



h. Public Realm (Landscape, Lighting, Signage)

The landscape within the Mukaab District shall be pivotal not just for aesthetic value, but for its overarching success and harmonious integration into the surrounding environment. A meticulously planned landscape to provide environmental benefits, such as aiding in stormwater management and reducing heat island effects, thereby enhancing sustainability. It serves to soften the visual impact of the structure, offering a pleasing transition between the built and natural environments.

Moreover, the landscape is crucial for the well-being of residents or users, offering recreational spaces, improving air quality, and contributing to the psychological benefits associated with green spaces. Thus, the landscape is not just decoration; it's an integral component that affects functionality, environmental stewardship, economic viability, and the social dynamics of the Mukaab Project.

The Public Realm of Mukaab District shall consist of Events Plaza, Circular Park, Micro Mobility Routes, Water Channel, Pocket Parks, Spill Out Zones, etc.