



## **EXPRESSION OF INTEREST (EoI) FOR**

**Appointment of consultant for preparing road map for development/redevelopment/utilization /monetization of Tenanted / VLT / encroached properties of Estate department of BMC.**

**Website – [portal.mcgm.gov.in/tenders](http://portal.mcgm.gov.in/tenders)**

**Due Date - 15/04/2024**

Office of Asst. Comm. Estate department,  
4th floor, Annex building,  
MCGM head office, Mahapalika marg,  
CST, Mumbai 01.

**DMC.(Imp)**

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## **1. NOTICE INVITING EXPRESSION OF INTEREST**

BMC invites Expression of Interest (EOI) for  
Appointment of consultant for preparing road map for  
development/redevelopment/utilization /monetization of Tenanted / VLT /  
encroached properties of Estate department of BMC

The EOI is to be submitted in closed covers at the following address on any working day during office hours on or before 16:00 hrs. On 15.04.2024

Office of Asst. Comm. Estate department,  
4th floor, Annex building,  
MCGM head office, Mahapalika marg,  
CST, Mumbai 01.

EOI document can be downloaded from BMC's Portal (<https://portal.mcgm.gov.in>) under "Tender" section from 18.03.2024, 16:00 hrs. onwards. Other details can be seen in the EOI document.

**DMC.(Imp)**

## 2. Schedule of Events

<b>Sr. No.</b>	<b>Event</b>	<b>Date of Event</b>	<b>Venue</b>
1	Start date for downloading expression of interest (EoI) document	18.03.2024	Office of Asst. Comm. Estate department, 4th floor, Annex building, MCGM head office, Mahapalika marg, CST, Mumbai 01.
2	Last date for receiving queries and comments	27.03.2024	
3	Pre-EoI Meeting	05.04.2024	
4	Last Date of Submission of EoI (hard Copy)	15.04.2024	
5	Date of opening of EoI	16.04.2024	

Note:- The Schedule indicated above is tentative and BMC may change any or the entire schedule under intimation to Suppliers.

### **3. Introduction**

#### **3.1 Background/Scope of Work**

Mumbai City is expanding vertically and horizontally and there is necessity to strengthen all civic services and infrastructural facilities more and more. It requires huge money, and as of now BMC is having limited resources of revenue. As such, it is absolutely necessary to BMC to augment revenue from existing resources, to search for new resources of revenue and to observe strict control on expenditure, which will help to meet our huge need of money in future.

It is therefore necessary that a road map for development/redevelopment/utilization/monetization of properties of Estate department of BMC for the next 10 years shall be prepared and a task force to implement the same within the BMC shall be set up, for which world renowned consultants who have experience of advising cities on best utilization of its resources needs to be appointed. In this context, The record of the lands owned by the Estate Department with regards to land area, status (whether encroached, vacant, tenanted, etc.) development potential, development road map, revenue to be generated, BMC's economic interest etc. needs to be maintained in a scientific manner.

#### **3.2. Request for Expression of Interest (EOI)**

BMC invites Expression of Interest for **Appointment of consultant for preparing road map for development/redevelopment/utilization /monetization of Tenanted / VLT / encroached properties of Estate department of BMC.**

#### **3.3. Validity of EOI**

The EoI shall be valid for a period of not less than 180 days from the EoI Due Date.. BMC reserves the right to reject any EoI which does not meet the requirement.

#### **3.4. EOI Fee**

EoIs should be accompanied by a DD of Rs. 10,000/- (plus 18% GST) in favor of BMC payable at Mumbai.

### **4. Eligibility Criteria**

To be eligible the applicant:

- a. In this document, unless the context otherwise requires, reference to a firm shall be construed as reference to any consultancy firms engaged in transaction advisory services, asset monetization, project management.
- b. The firm should have handled or completed cumulative transaction advisory

projects for minimum value of Rs. 5,000 Cr. & area of 114 hectares. In the last 5 calendar years w.r.t.

- i. Monetization of land and building or
- ii. Experience in Real Estate Investment Trust Listings or any other mode of monetization of property assets of reputed Public/ Private organizations or
- iii. PPP(Public Private Partnership) transactions
- iv. Public Infrastructure Works

c. The firm should have minimum annual average turnover of INR 100 crores (Rupees Hundred crores) in last five financial years

- ii. In case of non-Indian entities, should not have been named in any sanction from any nation, nor should have been held guilty under various anti corruption/anti-malpractice laws worldwide. An undertaking to the effect must be furnished.
- iii. Should submit the following documents.
  - a. List of similar projects undertaken in the past (including completed and ongoing projects, in India and abroad) with details as per form given in Appendix 1. Further information may be sought by BMC in case deemed required.
  - b. Company Registration certificate and in case of partnership company, partnership deed with power of attorney. In case of non-Indian entity, equivalent documents must be furnished (similarly for item c-f below).
  - c. PAN Card of the firm.
  - d. Latest clearance of IT, GST, PROF TAX Trade license, Work permit, if applicable.
  - e. Audited statement of Accounts for the last three Financial years.
  - f. List of clients presently being served/served in past for similar (as per para 5 (i) above) work, with Contact name, address and mobile no. accompanied by relevant work orders/ pay orders/ client certificates

“Even though the bidders meet the above qualifying criteria, they are subject to be disqualified if they

- a. have made misleading or false representation in the forms, statements and attachments submitted in proof of the qualification requirements; and/or
- b. have record for poor performance such as abandoning the works, not properly completing the contract, inordinate delays in completion, or financial failures etc.
- c. did not disclose litigation history during last five years.
- d. did not disclose the information regarding debarring by any Govt./Semi Govt./Local Body during last five years.”

## **5. Scope of Work**

The consultancy firms will be required to prepare the “Feasibility Report” for each of the assets allocated to them, provide end to end transaction advisory services and ensure completion of those transactions. The scope of work would include, but not be limited to:

- I. Data Collection and carrying out of various Survey of the identified assets
- II. Preparation of Feasibility Reports for each of the assets identified.
- III. Assess development potential of the identified land parcels / properties / assets
- IV. Assist in finalizing the model for monetization.
- V. Assist in finalization of transaction structure.
- VI. Preparation of road map for development/redevelopment/ utilization/monetization of properties of Estate department of BMC for the next 10 years
- VII. Organizations structure set up within BMC, for a task force to implement the 10 years road map.

It may be noted that BMC reserves the right to revise the Terms of reference (ToR).

## **6. Period of Appointment**

Period of engagement will be initially for 6 months. Period of engagement can be extended for a period of further 6 months, with same terms and conditions.

### **7. Pre-EOI Meeting**

Any firm requiring any clarification may notify BMC in writing. Firms should send in their written queries latest by the Last Date for Receiving Queries as given in the Schedule of Events. BMC will respond to any request for clarification as per the calendar of the event prior to the deadline for submission of EoI. BMC's response will be discussed in the pre-EOI conference meeting

The interested parties are required to send in their queries, if any, by e-mail to [ac.estate@mcgm.gov.in](mailto:ac.estate@mcgm.gov.in). A pre-bid meeting will be held on 05/04/2024 at 3.30 PM in the Office of Asst. Comm. Estate department, 4th floor, Annex building, BMC head office, Mahapalika marg, CST, Mumbai 01. Interested parties may attend the pre-bid meeting, if they so desire.

### **8. Technical Details**

Each respective technical details will be attributed a technical score as per following break up:

<b>S. No.</b>	<b>Description</b>	<b>Weight age</b>
1	Financial Capacity of the Applicant-Annual Average Turnover in last 5 financial years	10 marks
2	Empanelment with DEA as Transaction Advisor	10 marks
3	Experience of key professionals in the field of monetization of land and building, property as sets or PPP (Public Private Partnership) transactions	30 marks
4	Firm's Experience-projects/assignments of State/Central Government or its agencies, organizations, undertakings, reputed Private company, municipal agencies, etc. in the field of monetization of land and building, property assets or PPP(Public Private Partnership) transactions	30 marks
5	Approach and Methodology - firm's understanding of the client requirements and methodology to achieve the desired goals	20 marks
	<b>Total</b>	<b>100 marks</b>

#### 9. Submission of Technical Details:

The Applicants are required to submit the proposal as per the details mentioned below.

Each document is to be page-numbered.

(i) **Envelope 1** will contain the following:

- (a) Covering letter on the Letter-head of Company/Firm submitting the Technical details by enlisting the documents attached, indicating the page number, profile of the organization with full particulars of the constitution, ownership and business activities, together with unabridged Annual Reports or audited financial accounts for the last five years.
- (b) A letter of authorization in favour of any person authorizing him to sign the proposal and other documents on behalf of the bidder.
- (c) A certificate, duly signed by the authorized signatory of the bidder, as per Paragraph 4 (c).
- (d) A DD of Rs. 10,000/- (plus 18% GST) in favor of BMC payable at Mumbai.
- (e) An Affidavit-cum-Undertaking regarding 'no conviction' and 'no conflict of interest'.
- (f) Details in signed format as per Appendix I and II.



Note: To facilitate evaluation of EoI, BMC may, at its sole discretion, seek clarifications in writing from any Firm regarding its EoI. Notwithstanding anything contained in the EoI Document, BMC reserves the right not to take into consideration any such clarifications sought by it for evaluation of the EoI and also reserves the right not to respond to any correspondence received from the Firm after the EoI Due Date

(ii) **Envelope-2** (sealed) will contain the following:

The Technical bid along with all schedules, certificates and Annexures, duly filled in, page-numbered and signed by the authorized signatory of the Bidder.

- a. The Proposal should be sent by 1430 hours (IST) on 15/04/2024 to AC (Estate), Estate Department, BMC at Office of Asst. Comm. Estate department, 4th floor, Annex building, BMC head office, Mahapalika marg, CST, Mumbai 01. The Proposal must be sent in hard copies only. The Proposals received after the appointed day and time will be summarily rejected. The BMC will not be responsible for any postal/courier delay. For any clarifications or details, the parties are advised to contact the above mentioned officer on Tel. 022-22620251, E-Mail:- [ac.estate@mcgm.gov.in](mailto:ac.estate@mcgm.gov.in).
- b. The EoI will be opened by the BMC in the presence of the bidders at 16:00 Hrs. (IST) on 16/04/2024 at the Asst. Comm. Estate department, 4th floor, Annex building, BMC head office, Mahapalika marg, CST, Mumbai 01. Bidders or their representatives may remain present at the time of opening of bids, if they so desire.
- c. The BMC reserves the sole right to accept or reject any or all proposals thus received, without assigning any reasons thereof.

## **10. Selection Process**

- a. BMC has adopted a two-stage process for the selection of firms. The first stage process involves pre-qualification and short listing of successful

Applicants on the basis of technical bids and in accordance with the provisions of this EoI.

- b. The eligible bidders would be required to demonstrate their credentials through a presentation, covering the areas/criteria listed above, and to bring along 5 hard copies of the presentation, at the time of presentation. The date, time and venue for the presentation will be intimated in due course.
- c. BMC would evaluate the Bidders on the criteria mentioned above based on their presentation and the proposals received and shortlist them for appointment.
- d. The bidder scoring the points/marks above the benchmark set by BMC would be appointed.
- e. Any EoI with inadequate information/documents or those received after the closing date will not be considered. The short listing will be done on the basis of the above information/ documents. In this regard, the decision of BMC will be final.
- f. The shortlisted agencies shall be declared and notified in writing by BMC and may be invited to participate in subsequent tender process.

## **11. Termination**

The BMC can terminate the contract at any time without prior notice and without providing any reason for it. However, in the normal course it will provide one month's notice to the appointed firm. The appointed firm can also seek for termination of the contract upon giving one month's notice to the BMC. However, there shall be no suspension of service during the notice period.

## **12. Disclaimer**

- a. BMC reserves the sole right to accept or reject any or all proposals thus received without assigning any reason thereof.
- b. BMC will not be responsible for any delay on account of late submission of Bid.

**13. Dispute**

In case of dispute, the decision of the Hon'ble Municipal Commissioner, BMC will be final.

**14. Jurisdiction**

The jurisdiction of Court will be at Mumbai only.

## APPENDIX I

### APPLICATION FOR SHORTLISTING

1. Name of the Firm/company (or of each partner in consortium, if applicable):
2. Address for communication (or of each partner in consortium, if applicable):
3. Contact person (or of each partner in consortium, if applicable):
4. E-Mail (or of each partner in consortium, if applicable):
5. Phone Number (or of each partner in consortium, if applicable):
6. Nature of the business (or of each partner in consortium, if applicable)
7. Profile of the Firm/Company (or of each partner in consortium, if applicable):
8. Name of Lead Partner (in case of consortium):
9. Any other information:
11. List documents attached (refer list elsewhere in this EoI , a set of documents may be submitted for each partner in case of consortium);

I do hereby declare that the above information true to knowledge and my expression of interest will be treated as cancelled if any information is found incorrect.

**Date**

**Designation & Signature of  
Authorized Representative.**

**APPENDIX II**

<b>Sr. No.</b>	<b>Name of the Project</b>	<b>Name of the Employer</b>	<b>Stipulated Date of Completion</b>	<b>Actual date of Completion</b>	<b>Area of Work in Hectares</b>	<b>Actual Cost of Work Done</b>
<b>A</b>	<b>B</b>	<b>C</b>	<b>D</b>	<b>E</b>	<b>F</b>	<b>G</b>

**Note: -**

Scanned Attested copies of completion/performance certificates along with detailed scope of work from the Engineer-in-Charge for each work should be annexed in the support of information furnished in the above Appendix.