



**GOVERNMENT OF PAKISTAN, MINISTRY OF HOUSING & WORKS
FEDERAL GOVERNMENT EMPLOYEES HOUSING FOUNDATION
ISLAMABAD**



BID FOR PRICE EVALUATION OF LAND FOR JV PROPOSALS

Sealed bids are invited on single stage two envelopes basis by Federal Government Employees Housing Foundation from experienced registered consulting firms for price evaluation of raw land and developed plots identified for JV Housing Schemes as per details given in TORs.

Bids duly supported with the following information / documents must reach this office as mentioned at (x) below.

- i. Full name of the firm, permanent address, telephone number, fax and email address of head office and any branch office in Islamabad.
- ii. Organizational setup, constitution, Memorandum & Article of Association / Registered Partnership Deed and date of establishment of the firm etc. (including copies of relevant documents).
- iii. Certification of registration with State Bank of Pakistan as registered professional evaluators.
- iv. List of bio-data of the principals / Directors / Partners and Permanent Technical / Supervisory Staff and other key personnel alongwith individual registration certificates of Engineers with Pakistan Engineering Council.
- v. Detail of similar evaluations already executed / in hand alongwith their nature, magnitude and period of completion fully supported with the satisfactory performance / progress certificates for these by all such Department / Clients
- vi. Certificate of registration renewed for 2015.
- vii. Certificate of registration with Income Tax Department.
- viii. An affidavit that the Firm has not been in litigation / black listed by any Client / Government / Semi Government Department / Autonomous Body.
- ix. TORs alongwith evaluation criteria may be collected from office of the undersigned on any working day during office hours with 15 days of date of publication of this notice, or may be downloaded from PPRA and FGEHF websites.
- x. The bids will be received **on 14.12.2015 upto 11:00 am** and Technical Bid will be opened on the same day at 11:30 am, by the undersigned in the presence of contractors or their authorized representatives. The Financial proposal of the top three firms will be opened for which the date will be communicated.

ASSISTANT DIRECTOR (JVPs)

Federal Government Employees Housing Foundation
10-Mauve Area, G-10/4, Islamabad. Ph: 051-9106081

www.fgehf.gov.pk

TERMS OF REFERENCE

OCULAR INSPECTION & APPRAISAL OF RAW LAND AND DEVELOPED PLOTS OF JV PROPOSALS IN COLLABORATION WITH PRIVATE SECTOR

A. ENGAGEMENT PURPOSE AND COVERAGE

1. These terms of reference shall apply to the appraisal work the details of which are attached Annex-A.

B. OBJECTIVES

The objective of the service is to establish a fair and reasonable valuation of the raw land and developed plots in JV Housing Schemes based on market value, as well as market rate for possible processing of JV proposals in collaboration with the private sector as per detail attached.

C. SCOPE OF WORK

The proposed appraisal service shall cover determination of the Market Value of the raw land and developed plots in different JV housing schemes enumerated in Annexure-A.

The market value, appraisal shall be performed using generally accepted analytical methodologies are of common use, namely Sale Comparison and Cost Approach.

The valuation of the property shall consider the present condition of the property at the time of the appraisal, without considering future developments or the completion of ongoing developments in addition, the appraisal shall take into account the status of the title to the property, un-cancelled encumbrances, liens and specific rights / limitations imposed by the government. The report shall include a disclosure on the status of the title to the property.

SALE COMPARISON APPROACH considers the sale of similar or substitute properties on cash basis of related market date within the same or comparable area / location, and established a value estimated process involving comparison. In general, a property being valued is compared with cash sales of similar properties that have been transacted in the market.

COST APPROACH considers the possibility that, as an alternative to the purchase of a given property of could acquire an asset that would provide equal utility. This would involve the cost of acquiring equivalent land and constructing an equivalent new structure.

D. SPECIFICATION OF SERVICES AND REPORT PRESENTATION

1. Purpose, Scope and Date of Appraisal

Briefly describe the purpose, scope, date of appraisal service rendered on the property, its location, the valuation method and the assumptions used.

2. Neighborhood Data

Conduct a survey on the immediate neighborhood of the subject property to have a data/ recording the following.

- a. Compliance to official zoning of the area in which the property is located;
- b. Land development;
- c. Availability of utility and other public services-i.e. water, power, telephone, sanitation and transportation;
- d. Nature and condition of public roads leading to the property, including alternate routes;

3. Highest and Best Use

Determine/report the most optimal use of a property which is physically possible, appropriate, justified, legally permissible, financially feasible and which results in the highest value of the properties being realized.

4. Valuation

Gather data on the valuation of the property under appraisal; investigate and identify sale of similar properties within the last one (1) years in the vicinity of the subject property and interview people known to be knowledgeable of the real estate prices and circumstances of the sale as identified.

5. Duration of work

The Appraiser shall immediately conduct actual ocular inspection and appraisal of the properties receipt from FGEHF of documents. Draft appraisal report for the properties must be submitted to FGEHF for review and comment weekly and by batch in accordance with agreed timeline. Appraisal work including submission of final reports as reviewed by FGEHF shall be completed within one month form the engagement date.

6. Mode of Payment

The service fee shall be a lump sum fee, inclusive of all applicable taxes and all out-of-pocket expense payment of the service fee is subject to FGEHF auditing and accounting requirements.

7. The Proposal.

To facilitate the evaluation process, appraisal firms are to submit a proposal which shall include the following information, among others;

1. Company Background.

i) The section should provide a brief background or profile of the firm. Please attach the following as annexes:

- a. Company Brochure
- b. List of key Officers in the organization

ii) Experience and Company Expertise

Provide a brief writ-up on the qualifications of the firm, the appraisers/ valuers and technical staff assigned to handle the project and a brief description of relevant engagement in the last five(5) years that best illustrate the appraisal firm's expertise and experience.

iii) Fee Structures and Timetable

This section should contain the proposed fee structure and the proposed timetable to complete the project. Fees should be expressed in the Pakistani currency, and will be presumed to have included all applicable Pakistani taxes, and duties. The appraisal firm must provide a bid price for each plot duly entered in bid schedule (Annexure-B).

8. Evaluation of Proposals

FGEHF shall evaluate the proposals on the basis of their responsiveness to the terms of reference. Major considerations will include the appraisal firm's track record , and capability/ experience of the project team, among others as well as the proposed fee structure.

FGEHF shall then hold negotiations with the appraiser deemed to have the most responsive proposal. The aim of the negotiation is to reach agreement on all points of the engagement. Negotiations will include a discussion of the proposal, the proposed staffing and the proposed fee structure, among others. The contract will be awarded following conclusion of the negotiations.

EVALUATION CRITERIA

- 1.1 The name of the Assignment is: **Ocular inspection and appraisal of the raw land and developed plots in JV Housing Schemes to determine the market value.**
- 1.2 The name of the Client is: **Federal Government Employees Housing Foundation 10- Mauve Area, G-10/4, Islamabad.**
- 1.3 The description and the objectives of the Assignment are: **Price evaluation of the raw land and developed plots in JV Housing Schemes based on market value, as well as market rate for possible processing of JV proposals in collaboration with the private sector as per detail in Annexure 'A' attached.**
- 1.4 The Client shall provide the following inputs: **Scope of work as mentioned in the TORs.**
- 2.1 The Documents are (TOR/ Background information, Draft Form of Contract, Sample formats / Appendices etc):
- 2.2 The address for seeking clarification is: **The prospective bidders requiring any clarification shall contact : Assistant Director (JVPs), FGEHF, 10- Mauve Area G-10/4, Islamabad (Ph: 051-9106081).**
- 3.1 Proposed key staff shall be permanent employees who are employed with the consultants at least six months prior to submission of proposal.
- 3.2 The minimum required experience of proposed Key staff is {Position; minimum academic qualification, special training etc., number of years of professional experience, number of years / minimum number of similar projects for specific expertise}:
- 3.3 Professional liability, insurances (description or reference to appropriate documentation): **Payment of all taxes / duties and other imposition as may be levied under the Applicable law, in respect of consultants, sub-consultant and their Personnel shall not be responsibility of the client.**
- 4.1 The number of copies of the Proposal required is:
Technical Proposal = One Original + 01 copy
Financial Proposal = One Original = 01 Copy
- 4.2 The address for writing on the proposal is: **Assistant Director (JVPs), FGEHF, 10- Mauve Area, G-10/4, Islamabad (Ph: 051-9106081).**
- 4.3 The date and time of proposal submission are: **14th December 2015 at 11:30 am**

4.4 Validity period of the proposal is : **120 days after the last date of submission of proposal.**

4.5 The location for submission of proposals is: **As per 4.2 above.**

5.1 The points given to each category of evaluation criteria are:

<u>Description / Item</u>	<u>Points*</u>
i) Specific Experience of the consultants Related to the Assignment	30
ii) Adequacy of the proposed Work Plan and Methodology in responding to the TOR	30
iii) Qualification and competence of the Key Staff for the Assignment	40
Total Points:	100

S.No	Description	Max. weightage
i)	Firms experiences (30) Similar projects undertaken Specific project undertaken Sub-total-i	 15 15 30
ii)	Approach & methodology (30) a) Understanding of objectives b) Quality of methodology c) Work plan and manning schedule d) Innovativeness e) Proposal presentation f) Facility for proposal studies Sub-total-ii	 10 10 3 2 3 3 30
iii)	Key staff	40
	(Total I+II=III)	100

The points earmarked for evaluation sub-criteria for suitability of Key staff are:-

<u>Description / Items</u>	<u>Points**</u>
i) Academic and General qualifications	30
ii) Professional experience related to the Project	60
iii) Knowledge of language(s)	5
iv) Status with the firm (Permanent & duration With Firm)	5
Total Points:	100

The minimum qualifying technical score [70] Points.

5.3 The date, time and address of the financial proposal opening are:- **Will be communicated at the time of opening technical proposal.**

5.5 The weights given to the Technical and financial Proposals are:-

Technical: (7)
Financial: (3)

List of Joint Venture Proposals

S#	Proposed Area of Land	Proposed Site Location/City	Land Provider
1.	5000 TO 7000 Kanals (Extendable)	Mouza Bajnial, Katarian, Thalian, Ganda, Kunjar, Chahn, Mandowa and Mouza Murat, Tehsil Fateh Jang, Attock/Rawalpindi. New Islamabad Airport near Kashmir Highway & Motorway Islamabad.	MMC/KS Master Mind Corporation (MMC)
2.	6000 Kanals (extendable upto 15000)	16 Kilometer from Taramari Chowk, Lehtrar Road, Islamabad.	Khan Firoz Builders & Developers.
3.	4000 Kanals	Mouza Jatal, Pind Dadoo, Tehsil & District Rawalpindi Opposite Side Of CBR Town Near Thalian Interchange On Fateh jang Road, Rawalpindi.	Alawal Group of Companies.
	3500 Kanals (extendable upto 5000 Kanals)	Mouza Barkat, Bhadana , Noon, Phamrna And Bajnial Adjacent to Motorway Toll Plaza Tehsil & District Islamabad.	
	6000 Kanals	Pind Malikan, Ladhyot, Chani Musa Khan, Pindorri Syedan, Siga, Gora Mast Tehsil & Distt. Islamabad.	
4.	12000 kanals	Mouza Katarian, Kunjar, Moorat, and Gandanear to the New Airport, Islamabad	Afzal Group Of Companies.
5.	800 kanals	Deh Halkani, Gaddap Town, Karachi.	Haji Haroon
6.	679 kanals	100 Feet Wide Main Japan Road,Gangota Sayedan, Zone-V, Islamabad	Ayaz Builders (Pvt.) Ltd.

AND

Any other JV Project Proposal assigned by FGEHF.