

# Scope of Work

Redevelopment is nothing but a teamwork !!!

All stakeholders (Federation, Society, Member, Professionals such as – Architects, Advocate, Finance Team Liaisoning people etc ) come together to follow a complex process laid down by various government authorities. However, complex process can be simplified by breaking the same in simple stages with the collective efforts and collaborative approach.

## FOLLOWING IS OUR DETAILED SCOPE OF WORK

### **Step1: Finalizing the process**

1. Assist the CHS committee and its members in gaining the understanding on the different options available like self-development, redevelopment etc.
2. Highlight the challenges and advantages for the CHS in each of the options – considering technical scenario / financial scenario / market study etc.
3. Highlight the rules laid by cooperative department in above mentioned options and guidelines for the same
4. Preparation of guidelines to be used by committee members for transparency in the process.

For the above mentioned steps we initiate member connect drive wherein through seminars and presentations we try to address the concerns of CHS committee and its members. Further, we also lay down the plan and timeline for the process decided.

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# Scope of Work

## Step 2: Up to selection of developer / contractor

1. Prepare area feasibility reference proposed development considering relevant rules and norms
  - Preliminary Report – calculations considering existing plot area, flats and shops actual carpet areas and using permissible FSI including but not limited to Metro line/Station, UDCPR, 2020 etc.
  - Final Report – Calculations with reference to the expectations of the Members, Society, financial viability and specifications and amenities.
  - Detailed Report on Self Redevelopment, or Developer Selection Model etc.
2. Legal due diligence and GAP analysis for existing document available.
3. Preparing the Title and Search Report of the Plot and every Flat of the Building/Society:
  - Preliminary Report – Preliminary observations and Search for the Plots and individual Buildings and share the related queries, issues with Committee.
  - Final Report – Detailed Final Report of the Plot as well as all the members after due discussions and clarifications.
4. Preparation of draft of expectations of the Building / Society Members for re-development / self- development.
5. Preparation and Submission for Vision Document based on the Legal Status, Title Report, Feasibility Report, Expectations of Members and Financial & Market analysis.
  - Indicating investments required in case of self-development and various means of funding & various options available
6. Assist the client to decide the tender Strategy and terms (for self-development / re-development or for sale or any other structure society opts for)
  - Assisting in preparation of technical criteria
  - Assisting in preparation of financial criteria
  - Over all timelines

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## Scope of Work

7. Prepare the Tender for floating to the developers / contractors or the concern people.
8. Ascertain legal & financial aspect of the tender protect clients interest
9. Review the tenders submitted by the tenders and submit and the analysis based on the technical and financial parameters
10. Assist the client to short list the developer / Self-development option or other options by preparing comparative charts based on
  - technical strengths of bidder
  - Financial strengths of bidder and
  - Other considering market information
11. Negotiation meetings
12. To draft / comment development agreement to ascertain that the said agreement protects the interest of CHS and its members

Further, conducting following workshops for CHS as required:

- a. For Members – Redevelopment / self-development Process and related guidelines, laws & challenges etc.
- b. For Committee Members – redevelopment process / self-development process and expectation on their roles & responsibilities under different rules and regulations.
- c. For Members and Committee Members – discussing the Feasibility Report and Title Reports related issues and expectations.
- d. For Members and Committee Members – setting the expectations of Members towards Tenders.

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# Scope of Work

## **Step 3: Third party proof consultancy**

### **Pre-construction stage**

1. Develop the project control systems
2. Establish project communication and reporting systems
3. Coordinate and follow-up with appointed architects & other design consultants for requirements and inputs.
4. Checklist and verification of developer's submission (design basic reports, value engineering, cost benefit analysis)
5. Review technical specification and BoQ submitted by developer
6. Monitor the statutory approvals process by following with developer about reporting the progress.

### **Construction stage**

1. Regular supervisions of all construction works / activities of the project.
2. Monitoring the progress work with the master construction schedule and evaluate.
3. Prior flagging of anticipated bottlenecks
4. Quality assurance and control to ensure conformance to the drawing and specification as per tender specs
5. Organize progress review meetings on weekly basis
6. Collect review and maintain all the record of contractor's progress report

### **Post construction stage**

1. Monitor the closure
2. Assist in testing and commissioning of facility
3. Prepare the project closeout report
4. Ensure that the work is completed within the agreed timeline and assist the society taking possession of newly constructed flats

### **Legal & accounts related support**

1. To ascertain that the RERA norms are being followed
2. To ascertain the withdrawals from RERA account are as per project stage
3. To ascertain that developer, protect the interest of CHS & its members during project execution phase



## Professional fees

***Fees for Step1: Finalizing the process & Step 2: Up to selection of developer / contractor will be as follow:***

- Indicatively, for the services mentioned in Step 1 & 2 our professional charges to the society would be in the range of INR 15,000\* to INR 20,000\* per member
- Which will be paid to us in following manner

Milestone	Payment
On appointment	25,000*
On completion of feasibility + Workshops / and presentation with committee & members along with sample measurement of units / bldg. + reports on legal DD and GAP analysis for existing documents available	50,000*
Finalizing draft tender	1,50,000*

***Remaining fees & charges will be compensated from the money collected from tender document & from developer (once finalized by society)***

***Fees for Step 3: Third party proof consultancy – will be link to project cost and stage of project and to be discussed at later stage***

\* Taxes & third party charges extra

We are keen to work as PMC for your esteemed society and scheduling & payment of the of the fees can be discussed with committee as we meet.





Date – 17 January 2024

New Sujata Cooperative Housing Society  
Bund Garden, Sangamvadi,  
Pune - 411001

The Chairman / Secretary – New Sujata Cooperative Housing Society,

Respected Sir,

Please allow us to introduce DreamsRedeveloped, the most efficient platform to get end-to-end Redevelopment services for you, founded by CA S Lakshminarayanan. CA S Lakshminarayanan is a seasoned Finance professional with over 18 years of diversified experience in setting up start-ups and working with established organisations across Financial Services like Stock & Power Exchanges, NBFC as well as Tech services, he has developed data backed redevelopment negotiations with Developer. He has completed his own Apartment's Redevelopment and had negotiated a deal of more than 75% for his own Apartment (which began at 40% as the first offer). We believe in letting the data do the talking while negotiating deals with Developers for Redevelopment rather than thumb rule basis.

Based on this experience CA S Lakshminarayanan setup [www.dreamsredeveloped.com](http://www.dreamsredeveloped.com) for providing a complete online Redevelopment Experience to its clients. The web experience ensures complete online support and End-to-End process adherence for Redevelopment by following Co-operative Society Guidelines dated 4th July, 2019 along with support from various professional entities authorised by Government Authorities:

Specifically curated for Senior Citizens, we have a *PHYGITAL approach* for addressing and resolving their queries.

The services that we would be providing are as follows:

1. Discussion with Key Members duly representing the Society explaining the whole process followed by DreamsRedeveloped and onboarding on [www.dreamsredeveloped.com](http://www.dreamsredeveloped.com).
2. Feasibility & Project Report for the Apartment with sufficient data which will be used for negotiations with the Builder to negotiate effectively.



3. Bid Documents – we cover comprehensive bid parameters which enables us to get complete quotation at first instance itself from Developers thereby saving time and attaining efficiency. Point no. 2 and 3 would be provided in a weeks' time from signing this letter and providing an advance for the services.
4. Bids comparison and Ranking in the most professional manner possible – 21 days would be provided to Developers for their Bids and we would take 3 days to make the comparison post which a meeting of Apartments owners will be called. Based on the Shortlists we can have one more round of Re-bidding to select the final set Developer(s) for Plan presentation.
5. Conduct of meetings and Presentation as per prevailing norms & Regulatory standards – Video recorded meeting with minutes and online voting.
6. Finalisation of Developers – We will provide our comprehensive ranking of all the proposal given by Developers. While we will provide a recommendation based on Rankings, Society is free to choose any Developer who need not be the 1st Ranked Developer.
7. Agreements – Letter of Intent (An initial Non-binding Letter shortlisting a Developer and providing an Intention to work with him jointly for Redevelopment), Memorandum of Understanding (A detailed Agreement which lists out all the points agreed upon to the satisfaction of Apartment Owners with Plan and Flat/Shop allocation and Development Agreement with Final sanctioned plan), i.e., End to End Redevelopment.
8. Agreement till Handover – Inspection, Quarterly Report, Project coordination till final handing over of keys along with Conveyance and Society/ Apartment formation documents to enable complete ownership of your Dream Flat/ Commercial space.

We just need your requirement and we as a platform will complete all the End-to-End process at the ease of your home. We follow the checklist as per Cooperative Society guidelines dated 4th July 2019. Our Technology Platform and our Physical presence with guidance will ensure that you follow all processes for your dream Redevelopment.

With our advanced algorithm we are sure we will be able to provide the best Agreement for you and finalise the final agreement in swift manner.



Dreamsredeveloped – Transparent Redevelopment

Scope of Services and Fees

Sr. No	Particulars	Inclusions	Fees (Rs.) excluding GST 18%	Fees (Rs.) (Including GST)
Redevelopment Package - Society/ Apartment/ MHADA/ Bungalow Plots/ Wada/ Others				
1	Basic Redevelopment Package per sq. ft of Gross Plot as per Sanction Plan/ Conveyance (whichever higher)	<ul style="list-style-type: none"> <li>• Assisted Onboarding</li> <li>• Society Website Creation Owner Login (Individual or Joint Owners)</li> <li>• Developer search Function</li> <li>• Automated Max Potential Financial Feasibility (without Block Diagram or Design)</li> <li>• Personalized Resolutions Agenda / Minutes</li> <li>• Bidding process for Developer Selection</li> <li>• DR Evaluation (DR Score) including ranking of proposals received</li> <li>• 5 Meetings with Committee and General Body combined as required above</li> </ul>	2 per Sq Ft of gross plot area of 78450 Sq Feet.	185142
2	Total Cost	Total Cost of Redevelopment including GST for the Society /Apartment – To be paid in advance before commencement of work.		1,85,142
3	Per Unit Cost	Total Cost of Redevelopment including GST Per Unit - (Point 2 / Total units - 84)		2,204

Sr. No	Particulars	Inclusions	Fees (Rs.) excluding GST 18%	Fees (Rs.) (Including GST)
<b>Recommended Add-on Package for Redevelopment</b>				
4	Society Readiness Package	<ul style="list-style-type: none"> <li>• Collation/ Compilation of final Carpet Area statement</li> <li>• Consent (Customised Resolutions)</li> <li>• Collation / detailing of Society Expectations for the new Building</li> </ul>	1,500 Per unit	1,770 Per unit
5	Mojni	• Individual Flat / Shop Mozni done by Certified Surveyor.	1000 Per unit	1180 Per Unit
<b>Other Value-Added Package</b>				
6	Advisory (per hour – Optional)	Extra meetings other than 5 mentioned above Per 1 hour Session	5,000	5,900
7	Will Making for 1 person	Will drafting, Discussion with Lawyer and Registration	15,000	17,700

- a) Plot area will be as mentioned in the Sanction Plan / Index II / Conveyance whichever higher
- b) Construction Management feature will be enabled through the Platform soon and charges shall be separately notified.

The detailed scope of Mathematical Feasibility Report and Block Diagram will cover the following points as mentioned in the table below:

Construction Cost	Transit Accommodation
Parking Cost (All Flats - New + Old)	Paid FSI Cost
Consultant's Fees	TDR Cost
Road handover charges	Ancillary FSI
Contingencies	Total Interest
RR Land Rate - IGR per sq. ft.	Market Sale Rate Rs. / Sq Ft
Paid FSI Cost	Profit for Developer
TDR Cost	Total Cost
Ancillary FSI	Saleable Area required to be sold
PMC Challan Charges	Total Saleable Area
Payable to Existing Owners	Remaining Saleable Area for members
Rent	Carpet Area for Members



Shifting Charges	Existing Carpet
Corpus Fund	Extra Carpet area for Members
Betterment Charges	Percentage increase
GST Applicable	Profit for Developer
Stamp Duty	Block Diagram for Parking Fitment.
Interest on Cost	

We assume that Conveyance is completed for New Sujata Cooperative Housing Society and no process is required for the same. If not, then we can take up the Conveyance activity too.

Bidding will be completely online through Society Website (hosted via Dreamsredeveloped.com). Bidding Fees @ Rs. 4999/- shall be collected by Dreamsredeveloped upfront from all the Developers interested in bidding for the Society / Apartment. Platform Fees @ Rs 10 per Sq Ft of the plot area will be charged to the Developers on successful servicing of bid through the Platform.

The bidding fee collected from the successfully Selected Developer @ Rs. 10/- per square feet of plot area shall be retained by Dreamsredeveloped Pvt Ltd as Platform Fees. I will be happy to serve your Society, I request you to consider my expertise and give a chance to serve.

Additionally, we have also taken the initiative to create a Forum and a Redevelopment Chatbot driven by AI.

<https://forum.dreamsredeveloped.com/> - Ask any redevelopment related queries and get answers from Experts.

<https://chat.dreamsredeveloped.com/> - Your very own AI chatbot dedicated to Redevelopment which will answer your questions based on AI.

For DreamsRedeveloped Private Limited,

S. Lakshminarayanan  
Founder



On behalf of New Sujata Cooperative Housing Society, We the Chairman/ Secretary hereby agree and accept to appoint DreamsRedeveloped as our exclusive Consultant for the entire Redevelopment Process and authorise CA S Lakshminarayanan to provide bidding documents, call for proposal from Developers, negotiate a deal in favour of the Society and complete till Development Agreement stage.

Accepted

New Sujata Cooperative Housing Society  
Committee Member(s)