Consultant Appointment Guidelines

A. Budget Management and Fee Guidelines for Consultants

1) The overall consultant budget (refer the latest project construction cost guidelines) shall be divided as follows:
   - 80% for Group A consultants – Architect, MEP Engineer, Structural Engineer, Interior Design, Landscape, Façade Design, Cost Consultant
   - 20% for Scope Changes/Contingency and Group B consultants' i.e. any specialist consultants to be appointed based on specific needed of a project ex. Vertical transportation, Traffic, Signage etc.

   It shall be the responsibility of the Design Leadership (HoD + HoCs) to ensure that project is completed within the consultant cost targets stated in 'Project Const Cost Guidelines'. The aforesaid 80:20 distribution, the fee guidelines and fee norms below are indicative and can be modified/ exceeded with approval of HoD-Design as long as overall consultant cost targets are met.

2) Fee Guidelines

Sl. No.	Design Trade	Fee for projects starting in FY 16-17*
1	Architecture – full scope	Rs. 15 / Sqft BUA
	Architecture – Production / Local consultant role (primary responsibility from DD onwards)	Rs. 9 / Sqft BUA
2	MEP Design	Rs. 9 / Sqft BUA
3	Structural Design	Rs. 6 / Sqft BUA
4	Landscape	Rs. 3 Lacs/ Acre land area of project
5	Interior Design	Rs. 500 per sqft of carpet area for uniquely designed area

3) Notes on Fee Norms:
   a. The above rates are on fixed price per sqft BUA basis, unless otherwise stated.
   b. International consultant can be up to 3x of the fixed price per sqft BUA.
   c. Built up area measurements for the purpose of calculating consultant fee shall be as per Annexure B.

d. Rate norms shall be reviewed every year in May by heads of design and procurement with external benchmarking.
e. Variation of +/- 50% based on applicable factors (size, segment etc) to be decided by HoD-Design as long as the overall consultant fee target is achieved.
f. Works shall only be allotted to empanelled consultants. For any new consultant, empanelment process as per '*Process to be followed for empanelment for new vendors*' needs to be completed prior to appointment.
g. Milestone % fee should be structured as below:
    i. For full scope of services:
        1) preferably a max of 5% as a sign up fee
        2) max cumulative 60% upto tender documentation stage – remaining 40% allocated to VFC drawings, construction administration and closeout milestone
        3) last 5% (10% in case of MEP) to be linked to as-built drawings, testing and commissioning as applicable
    ii. For scope upto DD:
        1) preferably a max of 5% as a sign up fee
        2) max cumulative 85% upto tender documentation stage – remaining 15% allocated to post DD stage eg. Construction visits, co-ordination with post-DD consultant.
h. For extra works beyond original scope (except if new land is added), fee shall be charged on actual direct cost normal basis only. If new land is added, additional fee shall be as agreed between the parties but shall not exceed pro-rata basis.

B. Guidelines on Strategic Consultants

1. Select consultants (max. 2-3 per discipline) can be designated as strategic consultants by the concerned HoCs with approval of HoD-Design. Factors influencing the selection of strategic consultant:
    a. Should have completed min. 1 project with Lodha.
    b. Should have capability and exhibit commitment to doing high quality work.
    c. Should be interested in having long-term relationship with Lodha.
    d. Should have setup/size to do atleast 25% of Lodha's workload.
2. What is the benefit to a Strategic consultant?
    a. They will be given first preference in appointment to Lodha projects, subject to them having requisite prior experience of that type of project.
    b. Subject to continued good performance, they will get atleast 25% of annual Lodha volume. This allows the 'base cost' of the consultant's organization to be reasonably covered and gives the consultant stability and visibility of work flow.
3. What is expected by Lodha from a Strategic consultant?
    a. The consultant should provide the best resources for Lodha works.

b. There should be clear understanding within consultant's teams working on Lodha that they need to ensure outstanding outcomes for Lodha.
c. The rate given to Lodha should be at least 10% lower than the lowest rate given by consultant to any private party (or at best, at par with any other developer who provides similar volume).

4. Procurement to execute framework agreements with these strategic consultants.

5. Key terms of framework agreement –

a. Non exclusive
b. Volume projections are performance driven
c. Opportunities will be transparently shared irrespective of final choice of consultant
d. Framework rates shall be agreed with the consultants upfront
e. An annual review shall be carried out with example driven report on performance to schedule, quality, innovation, cost/ value engineering and management.

6. List of empanelled strategic consultants is given in Annexure A. The same shall be reviewed every year in May by HOD-Design and HOC-Design concerned along with procurement team handling consultants based on performance assessment on parameters like schedule, quality, innovation, cost/value engineering and management attention.

Annexure A

List of Empaneled and Strategic Consultants – May 2016

Discipline	Currently Active and Empanelled Consultants	Proposed Strategic Consultants (max. 3 per discipline)
1. Architecture	India Based – KAPL, Architect Hafeez Contractor, Somayya and Kalappa, Serie, Abhikalpan, DSP, Talathy and Panthaki, Form Space N Design Architects, Christopher Charles Benninger, Dar & Wagh, RSP, Vernekar Associates, BDP Design, Group 7, Edifice, Flying Elephant Studio, Hundred Hands Design, IAG Consultant, Mathew & Ghosh Architects, Voussoirs (Liaison) International – PCF, WOHA, Hadi Tehrani, Hans Brouwer, Atkins, Bentel, KPF	KAPL, Arch Hafeez Contractor
2. MEP Design	India Based – Buro Happold, AECOM, TCE, MEPCON, Integrated Tehnical Services, Ramboll, Radiant Consulting Engineers, Micro Engineering, PL Engineering, SEMAC, Sheth Techno Design, Design Bureau International – Arup	Buro Happold
3. Structural Design	India based – Struct Bombay, Sterling, Dr. Kelkar, Gokani, Satish Jain, Epicons, Ramboll, Semac International – LERA, MKA	No consultant
4. Façade	India based – BES, Meinhardt, Facet, Axis Facad, Priedemann International - Arup	BES, Meinhardt

5. Landscape	India based – Prabhakar Bhagwat International – Sitetechtronix, Ken Smith, Francis Landscape, P Landscape, Site Concepts	
6. Interior Design	India based – KdnD, Group 7, Nitish Jain, Rajiv Saini, Talati Panthaky, Ashiesh Shah, The Ashleys International- Studio HBA, Wilson & Associates, Steve Leung Designers Ltd.,	International - Studio HBA
7. Alliance Partners	Armani, YOO Worldwide, Gianni Versace SpA	
8. Lighting	International - Illuminate, LDP Australia, Principal Focus	India based – to be identified International – Illuminate
9. Signages	India based - Graphics Beyond, 10March, Leaf Design International – HBA Graphics	Graphics Beyond + one more to be identified
10. Kitchen design	India based - Mistry Associates, Kitchen Solutions Pvt. Ltd., BHS Design	
11. Acoustics	India based – Soundframe, Sound decisions Pvt. Ltd. International – Cerami Associates	Sound Decisions
12. Vertical transportation	International – Barker Mohandas	Barker Mohandas
13. Wind Engineering	International – RWDI, Windtech Consultants, BMT Fluid Mechanics	RWDI
14. BIM	India based – Capricot Technologies Pvt. Ltd., XS CAD India Pvt Ltd., BIM Solutions Centre Pvt. Ltd. Neilsoft Ltd, Pinnacle	Capricot Technologies Pvt. Ltd.
15. Soil Expert/ Engineer	India Based - Shekhar Vaishampayan, Geocon, Geo Dynamics, Geo Technologies, Perfect Geotechnics	Shekhar Vaishampayan, Geocon
16. Fire Strategy Engineering	International - Arup Singapore, Buro Happold	

17. Façade Access Consultant	International - Lerch Bates	
18. Traffic/Parking Engineer	India Based - Aakar Abhinav, GMD Consultants	
19. Security Designer	India Based - Lotan Security, Max Security	
20. RWH	India Based - Mungekar & Asso., Space Geotech, NS Associates	
21. Master planner	India Based - Prabhakar Bhagwat International - Sasaki	
22. LEED	India Based - Godrej, Eco3, Kamal Cogent, AECOM	
23. Road Engineer	Same as MEP (Infra), Vhatkar and Associates	
24. ELV consultant	T2 Technology Consultants, Erudite	
25. PNG Design	Wood Group Kenny	
26. Cost Estimation	Currie & Brown, Gleeds Hooloomann	
27. BBS	India Based - Gem Engserv, Mercury Rebar	
28. Irrigation	India Based - Hydroscape, Raintree Equipment	
29. Environmental Clearance	India Based - Pristine, EPRI	
30. 3D Rendering	Xpressions, 256 Grays, Sparrow, Virtuociti	
31. SPA consultant	The Wellness & Spa Company Limited, KLAFS	
32. Surveyors	B.Y. Chaudhari & Co. (Surveying), S. P. Services (Surveying)	

33. Misc	AEA Consulting LLC, CIIE Initiatives (Incubation centre at Palava), Firdaus Shroff (Sports facilities consultant), Global Labs (Testing of water, etc.), ITALAB Pvt Ltd (Testing of water, etc.), Hospitality Solutions, International Certification, M.K. Welenkar (Spinning mill design), Photographics (photographer), Rajan Vernekar, V H Naik (Fire safety consultant)	

Empanelled consultants, to be re-evaluated:

Discipline	Consultants removed re-evaluated
MEP Design	SEMAC, Sheth Techno Design
Signages	10March, Leaf Design
Soil Expert/ Engineer	Geo Dynamics, Geo Technologies, Perfect Geotechnics

Consultants taken off the empanelled list:

Discipline	Consultants removed from empanelled list
Architects	Access Architects, Sanjay Puri, Spatial Designs, Shakti Parmar, PG Patki, MKPL Architects, Ranjit Singh Associates, Arc Studio, Benoy, Jerde
MEP Consultants	Mott Macdonald, WSP, MAK MEP, Eskeym, Meinhardt
Structural Consultants	J W Consultants, VMS Consultants
Landscape Consultants	Arunkumar, Talib
Lighting	Lighting Planners Associates, George Sexton Associates
Signage Consultants	Minds Eye Design, Elephant Design
Soil Experts	Langan, Hart Crowser, Fugro
HVAC Consultants	Rumi Bharucha, Pankaj Dharkar & Associates
STP Engineers	Econ
Flooding and water management	Primove
Art Design Consultants	Dr Art (Mitali Bajaj), Artistivity, India House Art, Shilpa Kishore Patole
PNG Design Consultants	TEIL Projects

Annexure -B

Built-up Area Norms for Consultants

Sl. No.	Item	% factor for built up area measurement for consultants	Remarks
1	Built-up area of all habitable/recreational floors of any FTF height, including staircase, decks, refuge area, refuge outside building (cantilever)	100%	No additional fee for any non regular FTF height
2	Stilt, basement, podiums, all Parking & ancillary areas, Fire check floor/ MEP floor with slab height <2.1m, Canopy	50%	50% in case where we have a composite rate i.e. no separate rate for basement, parking areas or stilt. If there is a specific separate rate of such areas full rate to be paid.
3	Terrace top area, service shafts, lift shaft, chowks accessed by service slabs, voids 4'x4' and above, chajja, lift machine room, UG/OH tank, substations, STP (except if in a stand-alone building), terrace top area, roof level slab extensions, Band beams	0%	Special Amenities on Terrace i.e. landscaped terrace, MLCP terrace with sports, podium top with parking / landscape will be a separate item only payable to consultants who have material design contribution in the amenities

Note: Existing contracts with built up area measurement norms different from the above shall continue unaltered for their given scope.