Guidelines for selection of façade vendors

It is seen that:

a. Indian façade vendors have limited technical and production capabilities wrt façade, leading to sub-standard product.
b. Some of them also have limited financial resources, leading to working capital constraints and consequently, significant compromises in timelines.
c. Since façade contract (other than windows) is very difficult to change mid-way and leads to huge loss of time and variations in final building look, it is important to make the investment in selecting the right quality vendor from the start itself. For this, appropriate provisions of budget should be made.
d. If a project has budgetary constraints, Design should take these into account from the concept design stage itself and not suggest solutions like Glazing or ACP Cladding which require specialist international contractors to do well and hence, budget will also need to be commensurately high. Design needs to pay special attention to façade design at the concept design stage and cover all elements (cladding / glazing / windows / façade cleaning or maintenance system / signage / canopy / weather protection etc.) at this time.
e. The provisions of the 'Perceived value Matrix' by should be taken into account which suggest that elaborate façade should be limited to Hi-end & Luxury residential, Excelus & Supremus office and Experia retail – in all other projects, emphasis should be on use of windows and paint (and if really needed, ACP cladding) for a significantly portion of the facade.

	Type of vendors to be considered based on 2013 vendor base in India*
Openable / Sliding Windows	For buildings > 150 m, grade A international vendor only. Below this height, local Indian vendors with good financial capacity are permissible.
ACP	For buildings > 150 m, grade A international vendor only. Below this height, local Indian vendors with good financial capacity are permissible.
Glazing	Grade A international vendor only, unless the glazing is <=10% of the total facade area, in which case a local vendor will do.
Stone or other specialist Cladding	Vendors (Indian or international) who have significant expertise and demonstrated past record in executing such works to high quality.
Railings	For buildings > 150 m, grade A international vendor only. Below this height, local Indian vendors with good financial capacity are permissible.

* If a high quality vendor emerges in India with strong technical skills and interest in doing high quality work, the same can be considered instead of international vendor.
International vendor is defined as any specialist façade contractor whose home base is a country other than India and the said vendor has completed good quality façade works in atleast 3 buildings in last 3 years.

Some key terms to be included in façade tenders/contracts:

i. Dies for all extrusions shall be the owner's property and owner will have full right to use these dies or their design for its use, as and when required. Contractor shall submit the designs with shop drawings and deposit dies with the Owner (or its designated nominee) after contractor has extruded the section for the works to be completed under the contract. Final payment shall not be released unless this activity is completed.

ii. Contractor shall be responsible for:
    a. Cleaning the entire works
    b. Removing all protection elements which cannot be easily accessed from the inside of the units, after completion of all construction activities which may affect the external façade.

    The contractor shall complete these works, on instruction of the Const Mgmt team, at any time within 12 months after completion of 100% of its works (other than a. and b. hereinabove). This responsibility shall lapse if such instruction is not given within 12 months after completion of 100% of its works (other than a. and b. hereinabove).

iii. The payment terms should be suitable linked to completion of activities which enable a floor envelope to be sealed. Atleast 10% of the value of the contract should be payable only upon testing & commissioning of the entire scope of works.

Additionally,

a. All works on a building's façade should be put into the scope of the same vendor through a single tender. This includes items like canopy, signage etc. Only exception permissible is wrt External Painting and Stone or other specialist cladding, which can be given to separate specialist contractors if the main façade contractor doesn't have the expertise to execute the same.
b. On buildings with height > 150 m or buildings with significant glazing, the CM team needs to have experienced façade personnel to monitor / control the production, installation and testing / commissioning. In case of the other buildings, the Design team will take on the responsibility for monitoring / controlling the production and the general CM team will supervise the installation and testing / commissioning.

Other tips:

a. Involve Façade design team in the empanelment of façade vendors. Visit to vendor Production facility is required to assess capability prior to empanelment as 75% of the work happens there.
b. Vendors should be carefully appointed not only by his price but Technical /Financial capability & record of timely completion in the past.
c. Façade cleaning maintenance/system should be procured (or at least specifications decide) parallel with the façade procurement.
d. Most of the items in Façade are either long lead or imported needs advance planning in finalizing the vendors at early stage.
e. GCC /SCC /BOQ need to be carefully drafted in sync with the technical specifications in close coordination with the facade engineer on project specific.

f. Product warranty, System warranty, Sealant, Low E Coating, Glass, PVDF/ Powder coating etc from Principals are to be obtained.

g. The tender document should be vetted by the Façade Design team, prior to floating.

h. Involve the Façade Design team in technical discussions with the vendors, in the pre-procurement phase.

i. All tender clarifications / modifications should be made through formal amendments to tender, and any such clarifications / modifications which impact the functionality or technical nature of the façade should be approved by the Façade Design team.