

About us :-

De-Con Consultants is a design Architecture and planning firm based in Kalyan, Dist. – Thane, Maharashtra (India), formed by Principal Architect **Varghese John**, in 1999. The firm is known for design at high quality, well researched and meticulously detailed. The firm works on a variety of projects across scales and disciplines covering Residential, Cultural, Commercial, Institutional, Industrial and Hospitality sectors. The firm is headed by principal architect Varghese John, with more than 32 years of experience in architecture, interior design, urban design and housing projects, mainly in and around Kalyan area and has successfully completed a broad spectrum of projects.

Vision:

Most of the projects that, De-Con Consultants take on are, quite unique. Almost all the projects are, distinct and required a great deal of study of the client's expectations, and the review of the presented options. The middle part is our core business. Whether it be the study of newer architectural concepts, creation of visualizations, electrical, firefighting, plumbing, HVAC, interiors, landscape design etc. The firm is constantly at work on research, development and implementation of innovative and efficient design strategies. Additionally the firm maintains a strong commitment to create design solutions to suit the specific criteria for each project.

Mission Statement:

De-Con Consultants strives to absorb all domains of influence and exposure, with the hopes of redefining honest architecture through a process of re-invention and storytelling.

Firm Structure :-

De-Con Consultants, is owned and led by Managing Principal Architect, who is supported by following professional, technical and management team –

S.No.	Name	Designation
1.	Varghese John	- Principal Architect
2.	John Mathew	- Project Co-ordinator (Technical)
3.	Sunil Bijapure	- Senior Architect
4.	Rahul Aliani	- Architect
5.	Swarali Doshi	- Architect
6.	Sejal Shende	- Architect
7.	Tejas Rahinj	- Architect
8.	Praveen Sivasankaran	- Liaison Co-ordinator (Design & Approval)
9.	Namdev Chorage	- Liaison Co-ordinator (Revenue & Legal)
10.	Binu Varghese	- Accounts cum Office Co-ordinator
11.	Vishal Khamkar	- Office Co-ordinator
12.	Naresh Sondkar	- Office Assistant

Our Ideology:

Participatory Planning Approach, in decision making of the society

The process of redevelopment is about fulfilling the aspiration of each member. Each member wants to exploit the maximum from his or her perspectives. In this process we try to identify the all the requirements of members through focus group discussions and detail opinion or survey of each members. The detail survey will be conducted to understand their requirements or expectation pertaining upgraded lifestyle, space requirement, and amenities, etc. This collected information will be process through priority analysis and findings along with financial analysis will be presented in the society general body meeting.

Multifaceted approach in the deciding corpus-additional area and floor choice based on financial viability

Balance Financial Expectation is a key to Success of redevelopment project. Considering this fact we rationalize the requirements of all the members through financial analysis. Financial analysis is done based upon valuation model. For, preparation of DCF model required information is gathered through primary survey of the real estate projects in the surrounding regions. Information collected would be prevailing price points, launch price, launch date, supply, sold, unsold, etc.

The final outcome of the exercise will be decision-making matrix encompassing various parameters such as area-floor choice and corpus. The matrix will be submitted to society for choice of their options, i.e.

Larger area lesser corpus, higher corpus normal area, or normal area normal corpus at higher floors.

Balancing the redevelopment risk and opportunity to lure maximum benefits to Members of Society

Conventional redevelopment approach has lead to significant exploitation of society members. Under the conventional redevelopment process members get stuck with the appointed developers as the agreement is finalized before the design and has only idea of specific percentage of additional area and no clue about the design of their home, parking space, etc. After the agreement is signed any changes proposed by the members are usually over sighted by quoting the agreement clause or unable to utilize the full FSI potential to avoid changes in design. Hence, at times members are forced to live in the compromised living conditions.

Hearing the problems of the, conventional redevelopment from fellow societies, aspiring societies for redevelopment eyes for self-redevelopment, but due to lack of market expertise, access to finance, cash flow management capacity and multiple reason force to choose conventional redevelopment.

To, ensure the least hindrance and maximum benefits to the society a 'neo-redevelopment' process is introduced. Key benefits of the 'neo-redevelopment' process are,

- ❖ Clear visibility about the design of the apartment, amenities, specification, and overall projects.
- ❖ Opportunity to float the tender with complete IOD compliance drawing, enhance the clarity of the bidders.
- ❖ Least risk due change in government policy and development control regulation, etc.
- ❖ Flexibility to switch between self-redevelopment or developer redevelopment.
- ❖ Least risk of deviation between offer and actual (design and post construction)

Developer's selection based upon the performance based cash conditions

Selection of the developers will be primarily based upon its past performance and current deliverables, future cash requirement and delay in current projects. This performance-based developers rating will enable us to shortlist the developers and flag the potential threat.

Complete grading analysis will be submitted for each developers and top three or five developers will be shortlisted based upon this, in case the developers performance are not up to the mark we may suggest re-invitation of the tender.

Shortlisted five developers project (recently completed) will be further evaluate through qualitative discussion with residents and service providers. This will enable us to understand quality of construction and post-delivery management aspects.

Complete transparency through technology

Fortnightly activity update on phone or calendar for meetings or SMS alert on the project updated, recording upload on the portal for each discussion, project track record and photographs on the WhatsApp, Facebook.

Scope of Work:

- a)** Analyze the area of existing building as per completion plan.
- b)** Verify the document of land records.
- c)** Bring transparent communication with members of co-operative housing society, for the potential of project.
- d)** Expert guidance in decision for getting maximum benefit of corpus fund according to carpet area.
- e)** Guidance in completing bid/tender process successfully.
- f)** Analyze the functional working and viability of project.
- g)** Provide assistance to society members for M.O.U. procedure for development.
- h)** Prepare project planning in co-ordination with society members and developer.
- i)** Discuss and finalize the plan.
- j)** Process for proposals, permission from KDMC for commencement of work.
- k)** Issue letter for RERA Registration along with carpet area statement and certificate for RERA updates and progress of work & final RERA updation.
- l)** Synchronize for the work with RCC Consultants.
- m)** Inspect the periodical supervision for execution stage.
- n)** Obtain plinth completion, periodical revision of project & part completion as well as full completion from KDMC.
- o)** Appoint specialized consultants such as MEP, EC, Landscapes and co-ordinate with the agencies as per requirement.
- p)** Final handover along with O.C. obtained from KDMC.

Details of each scope of work :-

Appointments of the sub-consultants are not mentioned as separate scope, but it is considered in the project timeline (refer approach and its relative timelines). Section wise detail Scope of work is as follow.

1. Project document preparation :-

- a)** Preparation of the project charter defining scope of work and project expectation in consultation with the society committee members. Prepare work packages based upon the define scope of work.
- b)** Define project lifecycle and approach (preferably rolling wave planning technique)
- c)** Plan schedule management through defining project activities, sequence of activities, estimate the activity duration and project schedule.
- d)** Plan risk management through identify associated risk and opportunity related to the project, perform qualitative and quantitative risk analysis and its mitigation strategy.
- e)** Plan quality management through defined project expectation, specification, quality control mechanism, vendor (developer) selection criteria.
- f)** Plan communication management based upon the stakeholders' requirements, identify the channel of communication for various stakeholders.

2. Feasibility :-

Feasibility Study is divided into the three sections (Refer sample report for further details)

a) Technical Viability based upon the DCR, Document Search and Potential assessment :-

- i). Establish the development potential of the said premise based upon the development control regulation of the concerned Local Body.
- ii). Study the existing FSI Consumption through collection of property card, approved layout, along with relevant land related documents.
- iii). Study the development plan (DP) remarks and highlight the reservations (if any) along with its impact on the development.
- iv). List down the missing documents required for the Redevelopment, and help society to procure the same.

b) Market Viability and Financial Potential Analysis :-

- i). Study the surrounding real estate development (Residential, Commercial, Retail, etc) with respect to their price and sales velocity, for financial assessment.
- ii). Cost assessment and Financial Analysis based upon the basic discounted cash flow methods

c. Area and Corpus Demand Clustering :-

- i). Recommendation on the area, corpus and rental allowance based upon the financial analysis.

ii). Understand the society members requirements and prepare the various matrixes for the decision making of society members based upon the corpus-additional area and hardship allowances.

3. Design Development :-

a. Detail design brief preparation with consultation of the client and case study.

b. Site evaluation, analysis and impact of the existing and/or proposed development on the immediate environs.

c. Design development and site development.

d. Development of the basic structural design and drawings (sub-consultant).

e. Development of the basic landscape design.(sub-consultant).

f. Sanitary, Plumbing, Drainage, Water supply and Sewerage design. (sub-consultant).

g. Electrical, Electronic- Communication system and design. (Sub-consultant).

h. Fire detection, Fire protection and security system designs. (Sub-consultant)

i. Preparation of the tender drawing for selection of the contractors.

j. Preparation of the execution drawing for the construction work and coordinating with the structural designers.

k. Periodic inspection and evaluation of the construction work.

4. Appointment of the developer :-

a. Tender preparation and invitation of the tender through, print and electronic media.

b. Three tier Tender evaluation processes: Each developer will be grade based upon the three criteria- Financial -Technical -Performance. Detail of each criteria's is as follow.

i). Financial Evaluation

- Balance Sheet Analysis of all the bidders to evaluate cash flow conditions, commitment and leverage.

ii). Technical Evaluation-

- Evaluate the developers experience from the perspective of 'Domain Experience', 'Overall Experience' and 'Sector (Location) Experience' with respect to supply.

Evaluate technical strength of the developers with reference to, skilled resources, projects executed till date, and project approach.

Study of the completed projects of the shortlisted developers from the perspective of construction quality, customer satisfaction aspects through focus group discussion with society committee members. (Society committee members can also joint us during this visits. If required, we can also upload the recording of our discussion on the online platform for the reference of society members).

iii). Performance Evaluation- Performance evaluation is the most critical parameters for the developers rating. Performance rating is based upon the following parameters.

- Conduct the performance evaluation of all the bidders (developers) based upon the construction velocity, sales velocity, Delay and Future Commitments.
 - Conduct the 'Delphi Method' techniques to derive weightages for the each criteria with consultation of committee members and sector experts.
- c.** Study of the completed projects of the shortlisted developers from the perspective of construction quality, customer satisfaction aspects through focus group discussion with society committee members. (Society committee members can also joint us during this visits. If required, we can also upload the recording of our discussion on the online platform for the reference of society members).
- d.** Define the risk associate with the each shortlisted developer.
- e.** Prepare the presentation template for the shortlisted developers and schedule the presentation of the shortlisted developers to society general body.
- f.** Helping society during the negotiation with developers and co-ordinate with lawyers to finalize the term sheets.

5. Development Agreement :-

Assure the tender terms are being followed and provide the inputs on relevant issues to the society members and advocate.

6. Design Review :-

- a.** Co-ordinate with the design architect of the developers and explain them the requirement of the society.
- b.** Highlight the major limitation and challenges for the design.

- c. Review the designs submitted by developer's architect and recommend the appropriate changes in design.
- d. Suggest the alternative design solutions if required.
- e. Safeguard society's rites during the design negotiation or alteration.
- f. Manage the design guideline book and ensure the any drawing going for approval should get checked and signed by society representative to ensure the transparency.
- g. Verify the drawings before submission to approvals.

7. Project Monitoring (Basic) :-

- a. Evaluate the project timeline submitted by the developers PMC.
- b. Establish the key milestone for the project and flag mark the delays.
- c. Review the construction-drawings to ensure the executions as per the standards.
- d. Ensure the quality construction and dimensions as agreed on site.
- e. Conduct the site visit as per the selected plan and update the progress on online platform.
- f. Conduct the fortnight meetings for review of progress.
- g. Update the construction progress and minutes of meeting on the online platform of the co-operative society. This will also help getting further level of transparency.

8. In Addition to our Professional Services :-

Project Monitoring (Advance) :-

- a.** Prepare comprehensive project management document with cost and time estimates, construction methodologies and other specific technical documents as necessary.
- b.** Specifications of materials, construction techniques, work methodology and its implementation as per the latest technology that are being adopted globally
- c.** On appointment of the contractor, the Consultant shall monitor and supervise the construction and implementation of the project as per the designs and assist society in obtaining approval of works till final hand-over.
- d.** Interact with Contractor and other implementation agencies for speedy flow of information, drawings, clarification etc. with verification of actual site situation in relation to the Drawings issued.
- e.** Co-ordinate and integrate various services such as water supply, electrical team and landscaping team of vendor for layout and integration of designed scheme and informing necessary provisions to be considered during execution
- f.** Supervise and monitor the work periodically on the basis of conformity with quality, good workmanship, lines, levels etc.
- g.** Co-ordinate with participating agencies, Liaison with Local Authorities.
- h.** Assessment of quality control and quality supervision for lab test, field test for earthwork in embankment, earthwork in filling, RCC, Brick Work, Waterproofing etc.

- i.** Hold meetings monthly basis to ensure all the works progress in a systematic, synchronized manner and time bound manner.
- j.** Conduct Demo Chart site visit to short-out the bottlenecks holding the progress including taking up required permissions and sort out the issues if any.
- k.** Interact regularly with client on all matters related to execution including submission of monthly progress reports, cost status etc.
- l.** Verify the Developer's / Contractor's site measurements, bills and issue appropriate payment certificate, if any contractors are appointed for the work.
- m.** Update budget estimate as per actual execution and keep society informed on all the changes prior to implementation and execution of works if any with submission of specific reports.
- n.** Monitor the variations and deviations from the original designs, concept and work order and keep the society informed including obtaining prior approvals from the society whenever required with submission of Excess/Saving Statements in attached.
- o.** Obtain permission from KDMC for commencement of work.
- p.** Issue letter for RERA Registration along with carpet area statement.
- q.** Co-ordinate for the work with RCC consultant.
- r.** Prepare working drawing, elevational details for execution of work.
- s.** Prepare sale agreement and other relevant drawings.
- t.** Inspect the periodical supervision for execution stage.
- u.** Issue the certificate for RERA updates and progress of work.

- v.** Obtain plinth completion, periodical revision of project.
- w.** Obtain completion either part/full stage from KDMC.
- x.** Issue certificate for final RERA updation.
- y.** Co-ordinate with any other specialized consultants such as MEP, EC, Landscapes etc. as per project requirements.
- z.** Issue completion certificate after verification of ongoing work done as per approved plan and specifications.

Credential:

(A) Some of our most prominent projects include:

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|------------------------|---------------------------|
| 1. Mohan Altezza | - Gandhare, Kalyan (West) |
| 2. Tharwani Majestic | - Barave, Kalyan (West) |
| 3. Sai Developers | - Barave, Kalyan (West) |
| 4. Holy Cross School | - Kalyan (West) |
| 5. St. Xavier's School | - Kolivali, Kalyan (West) |
| 6. Lourdes Church | - Kalyan (West) |
| 7. St. Thomas Church | - Kalyan (West) |
| 8. Davakar Elegance | - Kalyan (East) |
| 9. Season Sahara | - Kalyan (East) |

(B) Some of our upcoming projects include:

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|---------------------------------|---------------------------------|
| 1. Kishor Soman | - Narayanwadi, Kalyan (West) |
| 2. Rockmount | - Khadakpada, Kalyan (West) |
| 3. Imperial | - Khadakpada, Kalyan (West) |
| 4. St. Thomas School | - Thanagewadi, Kalyan (West) |
| 5. Vilas Shah | - Wadeghar, Kalyan (West) |
| 6. Tulip Apartment | - Katemanivali, Kalyan (East) |
| 7. Sai Heights | - Khadegolivali, Kalyan (East) |
| 8. Pride Heights | - Pisavali, Kalyan (East) |
| 9. Balaji Group | - Kanchangaon, Dombivali (East) |
| 10. Ratilal Gupta | - Chole, Dombivali (West) |
| 11. St. Anne's Cathedral Church | - Nashik |

(C) Some Elevation view of our projects for your reference:



Conclusion:

Thank you for allowing us to present you with the De-Con Consultants firm profile. For more information, please feel free to contact:

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De-Con Consultants:
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Interior Designers & Project Consultants

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We assure you, our excellent services all times

Thank you once again, for taking the time to read through our firm profile

*******De-Con Consultants*******