

**Our objective & conduct as Specialist PMC.**

**Reasons** to be one among best 5 out of 1000 PMC across mumbai.

1. Our profile - hard copy & soft copy submitted to you contains almost every information a society / member may look for .
2. feel free to study / watch cd / visit sites , but for serious meeting call us only if shortlisted among best five.
3. **PMC** - As friend / guide / philosopher / technical & legal support / coach / teacher / thinker / captain of ship.
4. After 15 years of experience , **Super - Socialist PMC** /we have met almost 2,500 societies with their MC / RDC / SGBM.
5. we prefer substance over style / truth over just talks. ( read case files ). Information / Presentation - 20% through talks with as many members / 80% through written material to all.
6. Response time through mail :- 1-2 liner - next day / 1-3 page matter - 3 days / 5-15 pages matter - 7 days. Free advise has no value for anyone.

**How to do transparent & detailed Techno – Legal tender process to get higher benefits / financial offer to all / each member & get 100% consent ?**

Transparent & informative Process		General process	
As per Rex - PMC . inclusive with 79 A of MCS Act.		As per 79 A	As per other PMC
1	Feasibility report is prepared for information & financial benefit shown is average / calculation as information / guide only.	Feasibility report is prepared for information & financial benefit shown higher / lucrative to members' but amounts to false promises.	
2	Report is issued to each member with calculation format & requesting to do simple mathematics as per their expected benefits / offer.		
3	Draft of tender terms with <b>300 points</b> to MC to study & forward to all members. <b>( FTGL )</b>	Technical Tender prepared by PMC / Architect. - with only <b>15 to 50 points generally known</b> / as required by society.	
4	PMC to provide technical & legal linkage to common members to their unsolicited issues / queries.		
5	General member may have so many queries / issues to clarify before he confirms the go ahead, those must be collected for incorporating at tender doc. under terms.		
6	<b>SGBM</b> with PMC & members to explain important points		
7	PMC to add suggestion From MC & members - to prepare revised & final tender doc.		
8	Revised final tender copy to soc for <b>SGBM</b> approval.	Final tender copy to soc for SGBM approval.	
9.	Blank format of feasibility report is part of tender doc for developers to inform the members their calculation and justification of financial offer.	Feasibility report with calculation and financial offer detailed working sheet is attached with tender for information to developers.	
10	Tender notice to appear in 3 well known newspapers / <b>all members also get opportunity to call developer of their choice to participate</b> / approx. 200 developers informed through mail only . -	Tender notice to appear in 3 well known newspapers	
11	Any builder / developer with request letter can collect tender document from society / PMC office.	Tender issued to pre-qualified / pre - selected developer .	
12	Tender submission at society office during <b>one full day &amp; opening on same day at SGBM.</b>	Tender submission at PMC / society office for 15 days.	
13	Acceptance of tender at <b>SGBM</b> under mentioned criteria .	Tender opening as per MC & PMC convenience.	
14	Comparison sheet of all builders with reply on all 300 points to each member with points system.	Comparison sheet of Only important 15 + points of all builders reply to society / MC.	
15	<b>Feasibility report from developer's Architect on offered benefits is to crosscheck &amp; confirm with others &amp; genuineness.</b> ( crosschecks – PMC report )		
16	PMC - Act as a guide to <b>SGBM</b> to explain meaning of replies to enhance knowledge to select best.	PMC to select any 5 developers under conventional system.	
17	Society <b>SGBM to discuss &amp; shortlist any 6 developers by written voting by members.</b>		
18	Site visits by all the members	Site visit by selected members	
19	<b>SGBM</b> to discuss directly to each developer on all 300 points / one per day	MC & PMC to discuss directly to each developer on all 15 points	
20	<b>SGBM</b> / members to do written voting to shortlist any 3 developer from 6.	Approx. 10 important financial points comparison sheet issued to all members	
21	<b>SGBM</b> to discuss directly to each 3 developers on all important points - <b>2nd level</b>	SGBM to discuss directly to each 3 developers on all important points - <b>first level.</b>	
22	Comparison sheet as per builders reply to each member for information		

23	<b>SGBM</b> / members to do written voting to shortlist any 1 developer from 3.	
24	Final & Written consent from members for redevelopment & selection of developer / Confirmation of builder selection in presence of registrar -	
	<b>Almost similar concept / format is applied for further stages of works at Development Contract agreement / designing planning / allotment of flats / joint supervision / reoccupation of new flat and building / defect liability program upto BCC .</b>	
	<b>Democratic / Transparent / inclusive / informative process resulting into 95% consent</b>	<b>Standard / general process resulting into 70% consent.</b>
	Collective planning and decision helps in all the stages and saves time = gain more.	Questions , Disputes & difference delays / stalls the project = loss more.
a	Only 25% society accepts this system & does as above and succeed.	Majority - 75% society accepts this system & does as above but fails .
b	Financial benefits to member at least 5 - 10% higher than general process	Financial benefits to member at least 5- 10% lower than T & C process
c	Consent obtained - 95%	Consent obtained - 70%
d	Disputes - Nil	Disputes - 20% + / --
e	Project Success ratio - 95+ % - <b>Considered Successful</b>	Project Success ratio - 50% <b>Considered disputed</b>
f	Project movement - faster	Project movement - Slower
g	Higher transparency = higher Competition = higher benefits	Lower transparency = lower Competition = lower benefits
h	Fees amount looks higher due to 100% direct from Soc.	Fees amount same but looks lower due to 50% direct from Soc. balance fees indirect.

Following is information on the increase in percentage offer due to detailed / Techno legal tender process done by Rex Con Cor Consultants Pvt. Ltd.

Sl. No.	Name of Society & Location	Consent Obtained %	Offer before we as PMC %	Time gap between offers	Offer in % after techno legal process by Rex.	Difference in % on offer	Year	Value addition / increase in Rs.
1	New Aarti - Andheri	60	15	1 yrs	<b>Normal process</b>	25	2001	2 Cr.
2	Aditya - Juhu	100	40	6 mths	65	60	2004	6 Cr.
3	Nirlon - Goregaon	100	60	6 mths	80	30	2006	5 Cr.
By 2006 after many projects, Rex - PMC graduated on Society management & started doing Informative – all inclusive Techno legal process								
4	Amrit Tara - Andheri	98	15	1 yrs	25	60	2009	8 Cr.
5	Rajmata + Shanti kutir + Swati - Andheri	100	20	6 mths	60	300	2011	6 Cr.
6	Sukhsagar - Andheri	99	100	3 mths	130	30	2010	3 Cr.
7	Pushp Vihar - Bandra	80	29	6 mths	36	20	2011	2 Cr.
8	Bldg no 14 & 6 - Andheri	90	30	3 mths	75	150	2011	9 Cr.
9	sai Akashdeep - Malad	100	20	6 mths	25	25	2011	1 Cr.
10	Chachanagar - Andheri	98	27	6 mths	35	20	2011	3 Cr.
11	Jayant villa - Worli	99	25	1 year	35	40	2011	20 Cr.
12	Skyland - Andheri	98	45	1 year	57	12	2012	5 Cr.
13	Priti Sangam - Kandiwali	99	0	6 mths	15	150	2012	5 Cr.
14	Neelkamal - Sanracruz	99	43	6 mths	50	19	2013	12 Cr.
15	laxmi sadan - Santacruz.	90	25	6 mths	40	60	2013	6 Cr.
16	New fair - Bandra	90	20	1 year	30	50	2014	9 Cr.
17	Vishwashakti + Sangam – Chembur	90	20	4 mths.	35	75	2015	4 Cr.
	<b>Average</b>	<b>96 %</b>				<b>50 % increase</b>		<b>6 Cr Increase</b>
<b>With above results - After 2010 we are now SOCIALIST - PMC</b>				<b>Higher transparency = Higher integrity = Higher benefits</b>				

