



Reference No: HDC (161)-CM/IU/2021/337

Date: 12th July 2021

## **RESPONSE TO ENQUIRIES 1**

Project Name: Lease of Units for Provision of Clinic in Hiyaa Commercial in Hulhumale

Phase 2

Proposal Reference Number: HDC (161)-CM/IU/2021/209

Announced Date: 03rd June 2021

The following are the response(s) for the enquiries raised to this RFP.

	Enquiry	Response
1.	How many units will be leasing for the specific usage from Hiyaa Commercial? And can you specify the distance between the other Hiyaa clinics? What is the area of the current and upcoming Hiyaa clinics?	Total of 3 units will be leased out for the provision of a clinic. An average area of the units will be 2200 sqft. 3 clinics will be scattered over the 16 towers, which will be in a walking distance from each other.
2.	After the completion of evaluation, only qualified parties are announced, can you tell how the ranking is done, is the highest scorer from the qualified parties comes to the first in the ranking? And does that mean preference is given to the first party from the ranking?	As per Section III. Clause 2. Proposals that meet the requirement set in Qualification Criteria of Section III will be evaluated and ranked.  As per ITP 26, the Lessor shall conditionally award the Contract to the Proponent(s) whose proposal has been determined to be substantially responsive to the RFP Documents and scored the highest marks as specified in ITP 24 provided further that the proponent is determined to be qualified to perform the Contract satisfactorily. Kindly Refer to RFP ITP 24 and 26.
3.	Will there be any restriction to operate a pharmacy inside the Clinic unit?	Provision of a pharmacy is not allowed in the unit allocated for a Clinic as RFP had been opened to operate Pharmacy in the same tower.
4	Can the lessee install a toilet inside the unit? Is there any specific spot allocated to install a toilet by Lessor or can lessee allocate a spot for toilet installation?	Toilets can be installed to the locations where sewerage lines are currently present. However, if the lessee requires to relocate the toilet, the lessee shall go for raised floor option as drilling the sheet is not allowed.

5	Is there any restriction on a specific service provided by a clinic? Will the points get deducted through evaluation if the lessee plans to introduce services through different phase/ timing?	Theirs is no restriction on a specific service provided by a Clinic. Points will be given for what is included in the Business Plan and evaluated according to Section III, Clause 2.2. For the details of the points to be included in the Business plan Please refer to RFP, Section IV, Clause 5.
6	Regarding the Financial Method, Do the lessor expect the overall investment to be included in the proposal? How do the lessor asses/evaluate the investment amount among other proposals?	As per Section IV. Clause 4. Proponent is required to submit the proposed investment value. The investment value can be the initial investment required for the proposal. Investment value proposed by the proponents will be evaluated based on the audited statements, bank statement, bank balance provided by the proponent. Please refer to RFP, Section III, clause 1.1.
7	When will you be able to announce the other clinic units?	The remaining units is expected to be announced before end of August 2021.
8	What is the Grace Period? Does the grace period start from the date of proposal submission?	As per Section VI. Clause 7. The first 03 (Three) months from the date of Unit handover, shall be a grace period where no rent shall be payable by the Lessee.
9	When will the evaluation will be completed? What is the duration taken for evaluation in the latest proposal?	Evaluation of the proposals is expected to be completed within 3 weeks from the date of submission. However, it is subjected to change based on unforeseen circumstances.
10	Is there any access from outside of the building? Can install and entrance door from outside of the building?	Entrance for the units are from the building corridor and as of now, there is no entrance to the unit from outside of the building
11	Explain us about the outliers and how you decide to apply outliers?	As per Section III. Clause 2. In evaluation of lease rate, procedure to eliminate the outliers as per below shall be applied.
		<ul> <li>Lower Quartile (LQ) - 25% percentile</li> <li>Upper Quartile (UQ) - 75% percentile</li> <li>Interquartile Range (IQR) = UQ - LQ</li> <li>Lower Boundary = Minimum Acceptable Net Present Value (NPV)</li> <li>Upper Boundary = UQ + (IQR x 0.5)</li> </ul>
4		If the Net Present Value (NPV) of the proposed lease rate is higher than the Upper Boundary, the proposal shall be disqualified.

Please include this response to enquiries when submitting the proposal.

H O U S I N G