



KERALA BOOKS AND PUBLICATIONS SOCIETY

(An undertaking of the Government of Kerala)
Kakkanad P.O. Kochi-682 030, Kerala



No. P&A3/1041/2025/ 5280

Date: 23/12/2025

Re-Expression of interest

For: Land Use Study

Issued By: Kerala Books and Publications Society (KBPS)

Location: Kakkanad, Kochi, Kerala, India

Subject Property Area: Approximately 10 Acres

1. Introduction

The Kerala Books and Publications Society (KBPS) is registered under the Travancore - Cochin Literary, Scientific and Charitable Society registration Act, 1955. The Society is fully owned by the Government of Kerala and established for printing the entire textbooks required by the school children in the State. The main objective of the Society is to print and supply text books at rates on the principle of no loss no profit basis to education department and its allied institutions and prescribed authorities from time to time and to promote the advancement of general and technical education and reading habits among the general public.

KBPS (refer to <http://kbps.kerala.gov.in/> for more information) invites expression of interest from experienced and qualified consulting firms to conduct a comprehensive land use study for approximately 10 acres of land owned by KBPS in Kakkanad, Kochi, Kerala. The primary objectives of this study are to:

- Determine the subject property's most commercially feasible land use choices while taking into consideration the Kakkanad region's present and future market dynamics.

2. Background Information

KBPS holds approximately 10 acres of strategically located land in Kakkanad, Kochi. Kakkanad is a rapidly developing urban center and a major commercial and residential hub in Kerala. With appropriate commercial development, KBPS hopes to capitalize on this land's potential to generate revenue. This Expression of interest seeks expert consultation to determine the optimal land use to achieve this objective.

3. Scope of Work

The selected consultancy firm will be required to undertake the following tasks:

3.1 Land Use Study:

- **Market Analysis:** Perform a comprehensive study of the Kakkanad and adjacent areas' real estate markets
 - The present and anticipated demand for different commercial real estate segments (such as retail, office, hospitality, residential, mixed-use, industrial/logistics, etc.).
 - The competitive environment and supply for every segment.
 - Prevailing market rates and rental yields.
 - Identification of key market trends and drivers.
 - Analysis of relevant government policies and regulations impacting land use and development in the region.
- **Site Analysis:** Evaluate the physical characteristics of the subject property, including:
 - Accessibility, connectivity, and proximity to key infrastructure (roads, public transport, utilities).
 - Soil types, topography, and other pertinent site characteristics.
 - Potential externalities and adjacent land uses.
 - Zoning laws and regulatory restrictions that apply to the location.
- **SWOT Analysis:** Conduct a Strengths, Weaknesses, Opportunities, and Threats (SWOT) analysis for potential land use options.
- **Financial Feasibility Analysis:** For each identified viable land use option, conduct a preliminary financial feasibility analysis, including:
 - Estimated development costs.
 - Potential revenue streams and projections.
 - Preliminary assessment of return on investment (ROI) and net present value (NPV).
- **Risk Assessment:** Identify potential risks associated with each land use option and suggest mitigation strategies.
- **Recommendation of Best Commercial Use(s):** Based on the market analysis, site analysis, SWOT analysis, financial feasibility, and risk assessment, recommend the most commercially viable land use(s) for the subject property, providing clear justification for the recommendations.

3.3 Legal Due Diligence and Regulatory Compliance

- **Title verification:** Verify land ownership documents and check for any encumbrances and disputes on the land.
- **Zoning and land use regulations:** Review applicable zoning laws and permitted land use under current regulations. Also confirm the compliance with development control regulations.

- **Development permissions and approvals:** Identify statutory approvals required for proposed land uses and also highlight the process, timeline and authorities involved in obtaining approvals
- **Environmental Clearances:** Check if any environmental clearances or impact assessments are required
- **Compliance checklist:** Provide comprehensive legal checklist of all documents, compliances and procedures.

4. Deliverables

The selected consulting firm will be required to submit the following deliverables:

- **Inception Report:** Outlining the detailed methodology, work plan, and timelines within one week of the project commencement.
- **Draft Land Use Study Report:** Presenting the findings of the market analysis, site analysis, SWOT analysis, financial feasibility analysis, risk assessment, and preliminary land use recommendations.
- **Final Land Use Study Report:** Incorporating feedback on the draft report and providing the final recommendations for the best commercial use(s) of the land.
- **Presentation of Findings:** Presenting the key findings and recommendations to KBPS management.

5. Timeline

The expected timeline for the completion of the study is 4 weeks from the date of contract signing. Bidders are requested to provide their proposed timelines in their proposals.

6. Proposal Submission Requirements

Interested consulting firms are requested to submit a comprehensive proposal that includes, but is not limited to, the following:

- **Company Profile:** Overview of the firm, its experience, and expertise in conducting similar land use studies. Include details of relevant projects undertaken in the past five years.
- **Team Expertise:** Details of the proposed project team, including their qualifications, experience, and roles in the project. Attach CVs of key personnel.
- **Methodology:** A detailed description of the proposed methodology for conducting the land use study, including data sources, analytical techniques, and stakeholder engagement strategies.
- **Work Plan and Timeline:** A clear and detailed work plan with specific tasks and timelines for each stage of the project.
- **Financial Proposal:** A detailed breakdown of the proposed fees for each phase of the project, including professional fees, reimbursable expenses (if any), and applicable taxes.
- **References:** Contact details of at least three (3) clients for whom similar work has been undertaken.
- **Declaration:** A statement confirming the firm's understanding of the requirements and its commitment to delivering high-quality services.

7. Other Terms & Conditions:

- The offer should be valid for 6 months.
- Parties/contractors who have defaulted in executing purchase order/contract with KBPS or whose purchase order/contract were terminated by KBPS are not eligible to participate in this tender for particular item.
- For finalizing the tender in order to give work order to the successful tenderer, the performance of the bidders during the previous contract periods, if any, will also be considered.
- Payment will be made only after the satisfactory completion of the project.
- The parties are requested to specify their GST no., PAN in the offer.
- The near relatives of employees of KBPS are not eligible to participate in the tender. The relationship for the purpose will be as specified in Annexure 21 of Stores Purchase Manual of Kerala (extract given as Annexure A). In addition to this mother's sister's son/daughter shall also deemed to be a relative.
- The decision of KBPS will be final and binding on the tenderer. The Courts at Ernakulam alone shall have jurisdiction over the subject matter of the contract.
- All rules and regulations of the Tender/bid shall be in accordance with the Stores Purchase Manual of the Government of Kerala.

8. Evaluation Criteria

Proposals will be evaluated based on the following criteria:

- **Experience and Expertise of the Firm (30%):** Demonstrated experience in conducting similar land use studies, particularly in Kerala.
- **Quality of Methodology (25%):** Clarity, comprehensiveness, and appropriateness of the proposed methodology for the land use study.
- **Team Expertise and Qualifications (20%):** Qualifications and experience of the proposed project team.
- **Work Plan and Timeline (10%):** Practicality and efficiency of the proposed work plan and timeline.
- **Financial Proposal (15%):** Competitiveness and clarity of the proposed fees.

9. Submission Instructions

Interested firms should submit their proposals with the subject line "Expression of interest for Land Use Study - KBPS" no later than 11.30 a.m. on 08.01.2026 to the following address:

"The Managing Director, Kerala Books and Publications Society, Kakkanad P.O., Kochi – 682030"].

10. Clarifications

Prospective bidders may request clarifications regarding this Expression of interest by sending an email to "admin.kbps@keralabooks.org" no later than 3.00 p.m. on 05.01.2026. KBPS will respond to all queries in writing and may share the responses with all prospective bidders.

11. Rights of KBPS

KBPS reserves the right to:

- Accept or reject any or all proposals without assigning any reason thereof.
- Negotiate with any of the bidders.
- Modify the terms of this Expression of interest at any time.
- Cancel this Expression of interest at any stage.
- Award the assignment to the bidder whose proposal is deemed most advantageous to KBPS.

12. Confidentiality

All information provided by KBPS and all information submitted by the bidders will be treated as confidential.

We look forward to receiving your proposals.

Kerala Books and Publications Society (KBPS)



Managing Director

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