



CORPORATE PROFILE

TERM PROJECT MANAGEMENT

BUILDING LONG TERM RELATIONSHIPS

Vision

To be Southern Africa's premier boutique-built environment management consultancy providing tailored results that meet and exceed our client's goals and objectives.

Mission

To provide our services in a professional, efficient and friendly manor to enhance project experience and satisfaction for clients, contractors, fellow consultants and staff.

BACKGROUND

Term Project Management (Pty) Ltd (TPM) was established in 2003 as Chevreau Projects to service the middle to upper income housing market. With the skills set available to the company it quickly spread its service provision to the commercial and retail sectors. In 2004 TPM commenced collaboration with IN & Associates and Term Project Management. In February 2015 the companies merged into a single operating company, Term Project Managers (TPM). The consolidated company provided project management and related services to public and private sector stakeholders in our built environment. In March 2017 the shareholders agreed to split the operating divisions of TPM and the commercial and retail divisions relaunched TPM. TPM is a Level 2 B-BBEE Contributor.

Our services cover the entire built environment in Southern Africa:

- Project Management;
- Construction Management;
- Tenant Coordination
- Professional Construction Mentorship
- Property and Housing Development Management; and
- Infrastructure Public-Private Partnership Advisory Services.

Our services cover building and infrastructure projects across the following:

- **Commercial Buildings:** - Retail, Offices, Leisure and Entertainment, Education, Health and Industrial.
- **Infrastructure:** - Telecommunications, Data Centres, Roads, Water & Sewer, Railways, Power and Sport facilities.
- **Residential:** - Township Development, Affordable Housing, Upmarket Housing, High-rise and Office Conversions.
- **TPM** has a core team of experienced and qualified professionals in Programme and Project Management; Construction Management; Property Development Management; Housing Development Management and Infrastructure and Accommodation Public-Private Partnership Facilitation. The Team members have extensive experience and expertise in various projects. The firm also boasts a broad resource base with expertise, qualifications and experience, which has been gained through the individual partners' involvement on some of the most prestigious projects in the country.

OUR SERVICES

Construction Project Management

Programme Management

Contract Management

Tenant Coordination

Professional Construction Mentoring

Leasing Coordination

Property Development Management

Public Private Partnership

Turnkey Solutions

Office Relocations





Commercial



Retail



Residential



Data Centres



Industrial

INDUSTRY EXPERTISE



PROJECT MANAGEMENT

Project Management Services Include:

- Project Scope and Time Management
- Project Cost Management
- Project Integration Management
- Project Procurement and Resource Management
- Project Risk Management
- Project Quality Control Management
- Project Communication Management

Project Management Consulting Services:

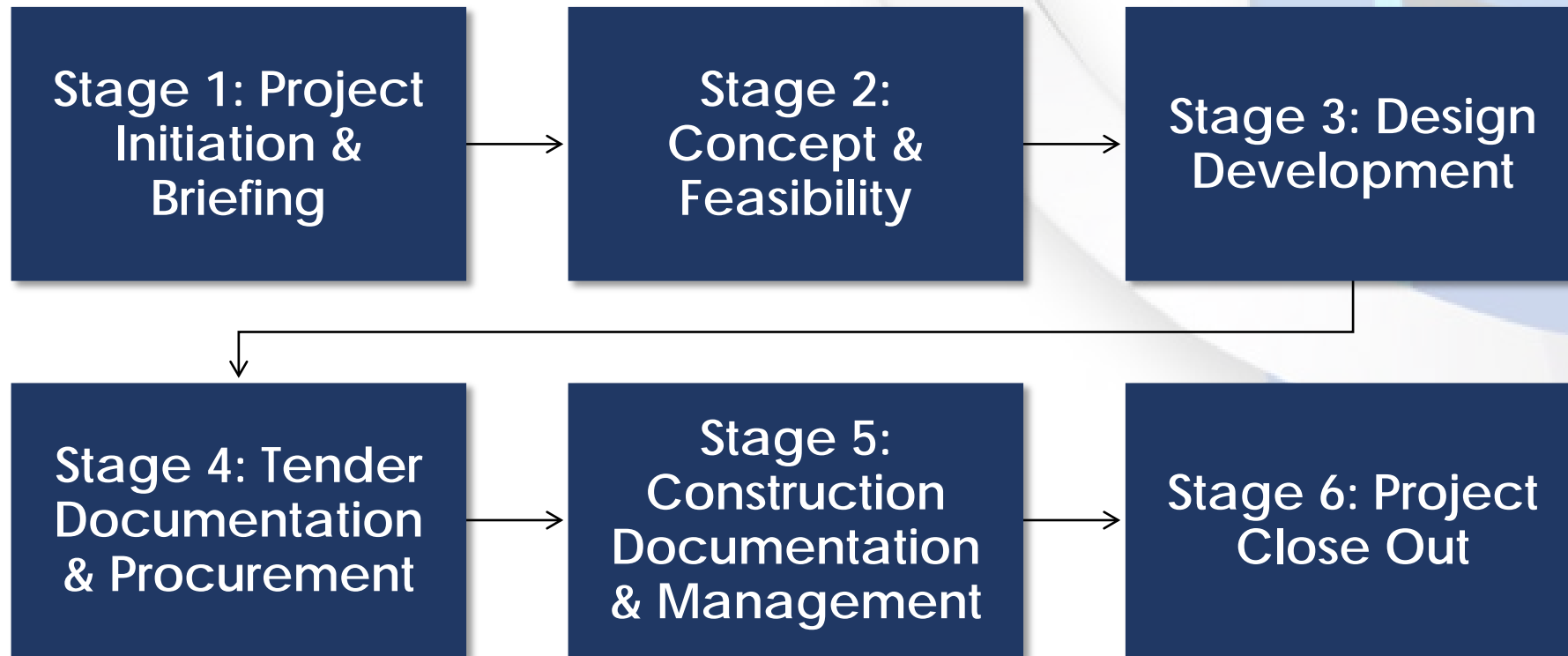
- Project Management Institution Design and Development
- Project Management Office Planning, Modelling and Implementation
- Project Management Institutional Capacity Building and Skills Development
- Project Management Information and Communications System Planning, Modelling and Implementation



PROJECT WORK STAGES

TPM applies a structured and disciplined approach based on the prescribed guidelines by The South African Council for the Project and Construction Management Professionals.

This provides our Client's the comfort and opportunity to approve each stage ensuring their final vision is achieved.



CONSTRUCTION PROJECT MANAGEMENT SERVICES

A range of Construction Management Services is provided to suit the needs of Clients who elect to utilize the services of a professional consultancy firm to manage *the construction process* on their behalf. In this instance we assume the role of "*the main contractor*" in the sense that all construction site and management operations become the responsibility of TPM. This could be a separate appointment or part of the Project Management appointment.

Construction Management services include:

- Construction Planning and Co-ordination
- Sub-Contractor Coordination
- Programme Coordination
- General Site Management
- Contract Administration
- Construction Procurement

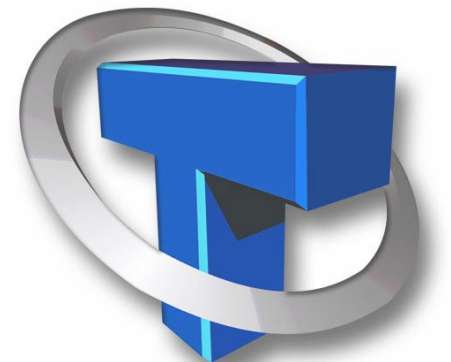
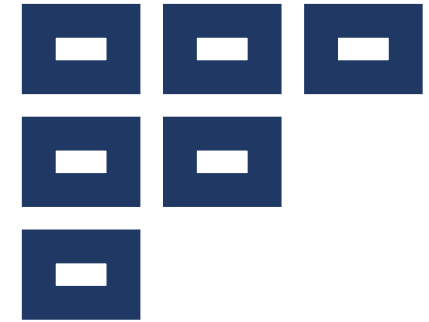


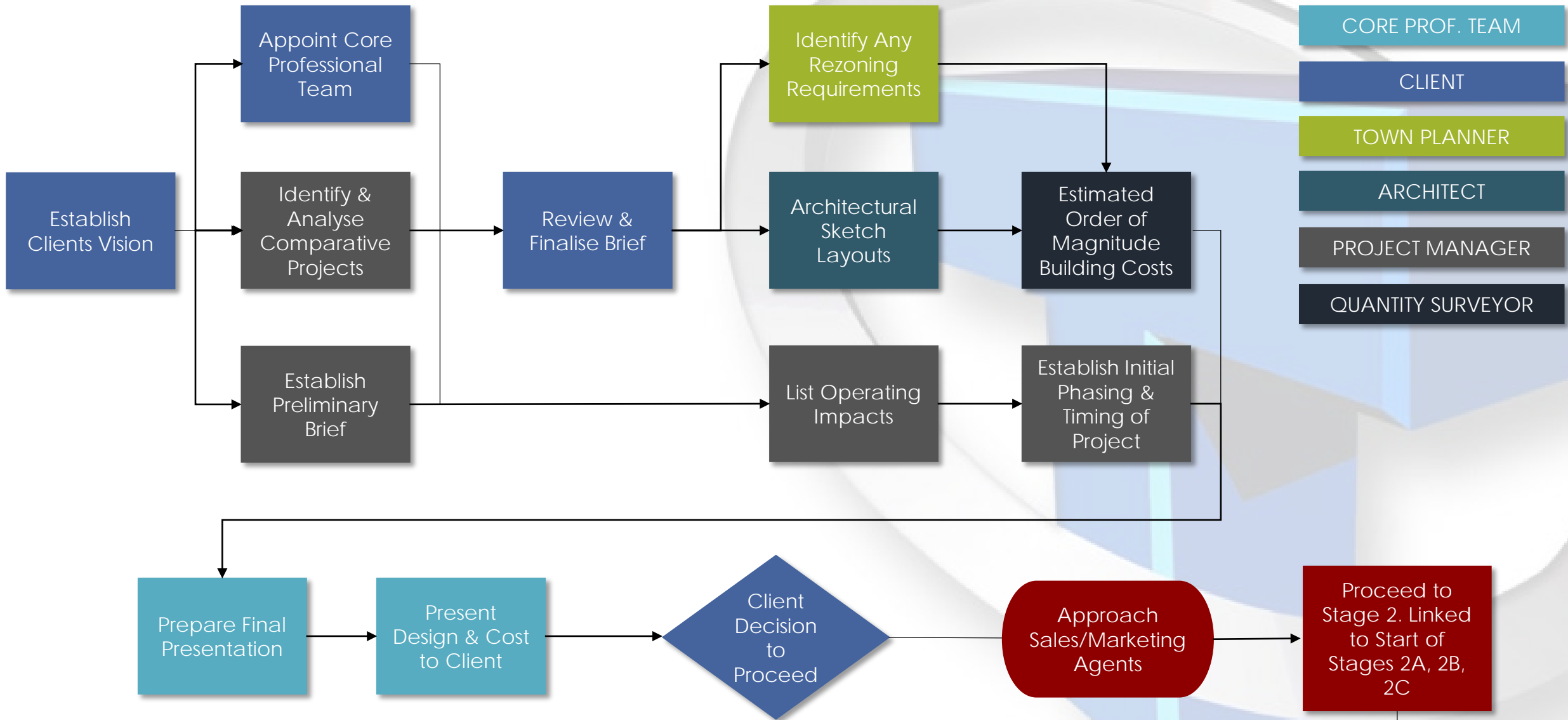
DEVELOPMENT FACILITATION SERVICES

Development facilitation services are offered to Client who do not have an independent property development management division and/or intending to strengthen their development team by appointing external development facilitators. The main objective is to ensure that the *Client's Business* Objectives in the development are achieved timeously, within budget and as per the required quality standards.

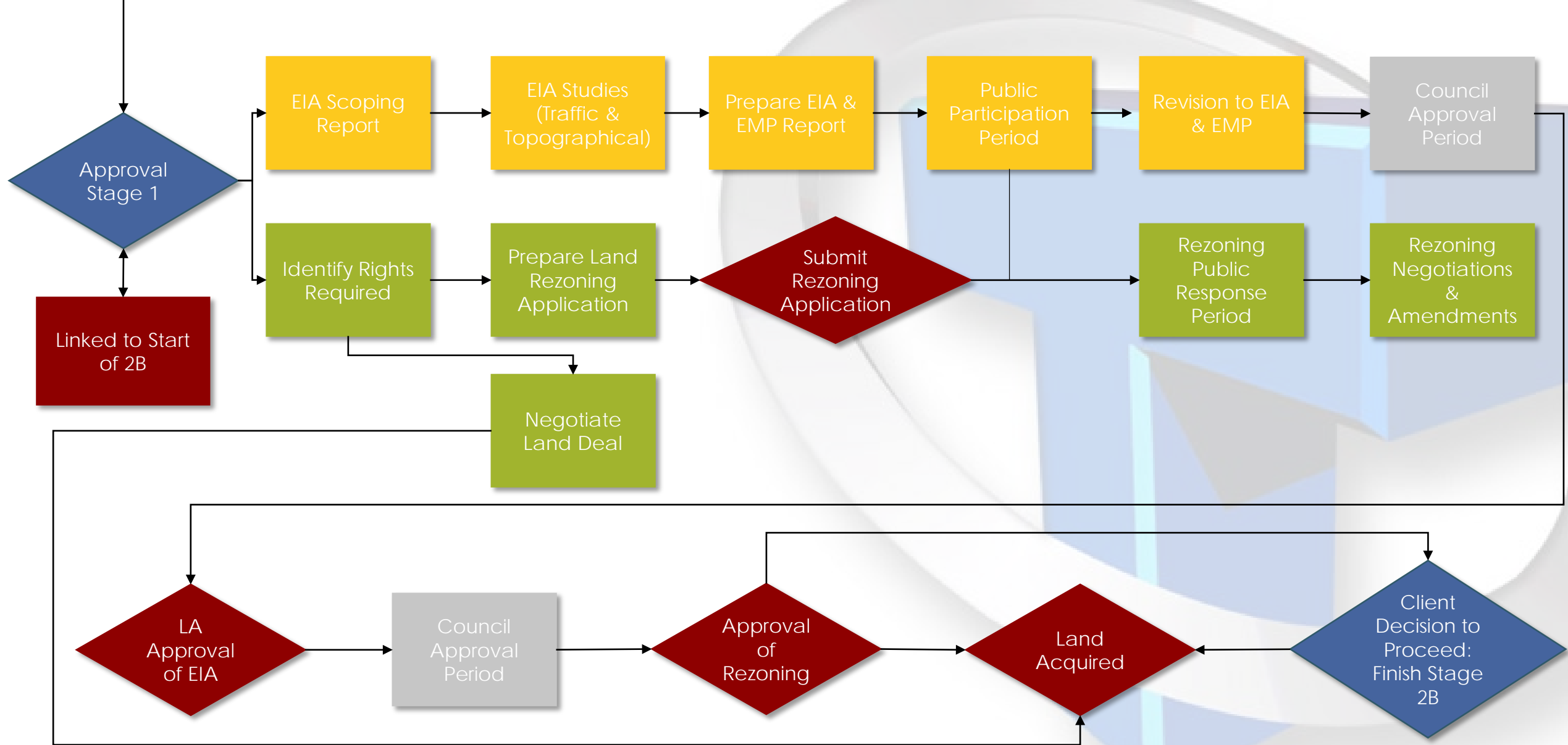
The following Development Facilitation services are offered:

- Development Feasibility Analysis
- Market Research Coordination
- Project Conceptual Development
- Business Plan Development
- Land Assessment & Acquisition
- Project Team Mobilisation
- Development Marketing & Sales Planning and Coordination
- Development Coordination, Monitoring and Control





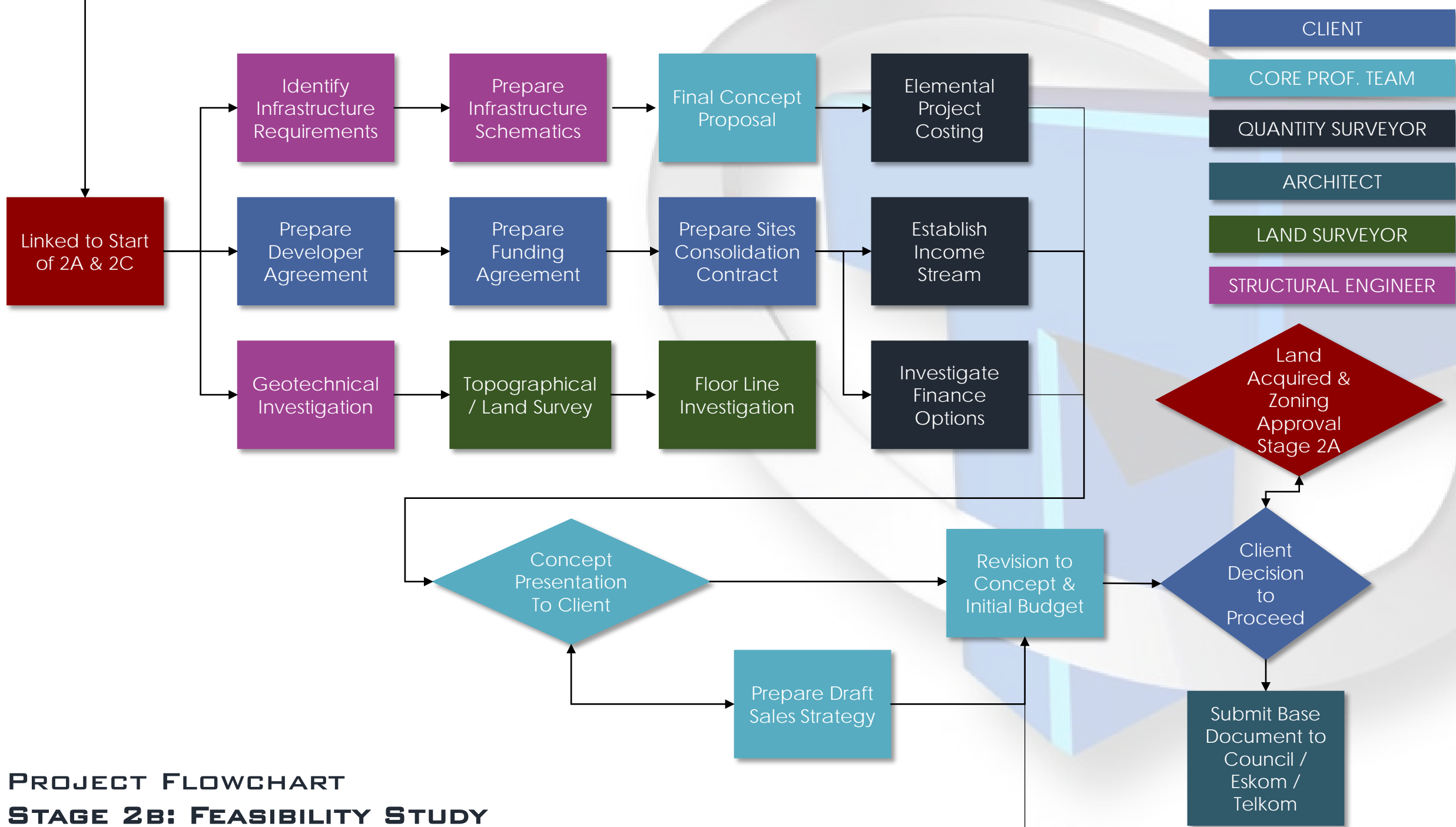
**PROJECT FLOWCHART
STAGE 1: CLIENT VISION & BRIEF**



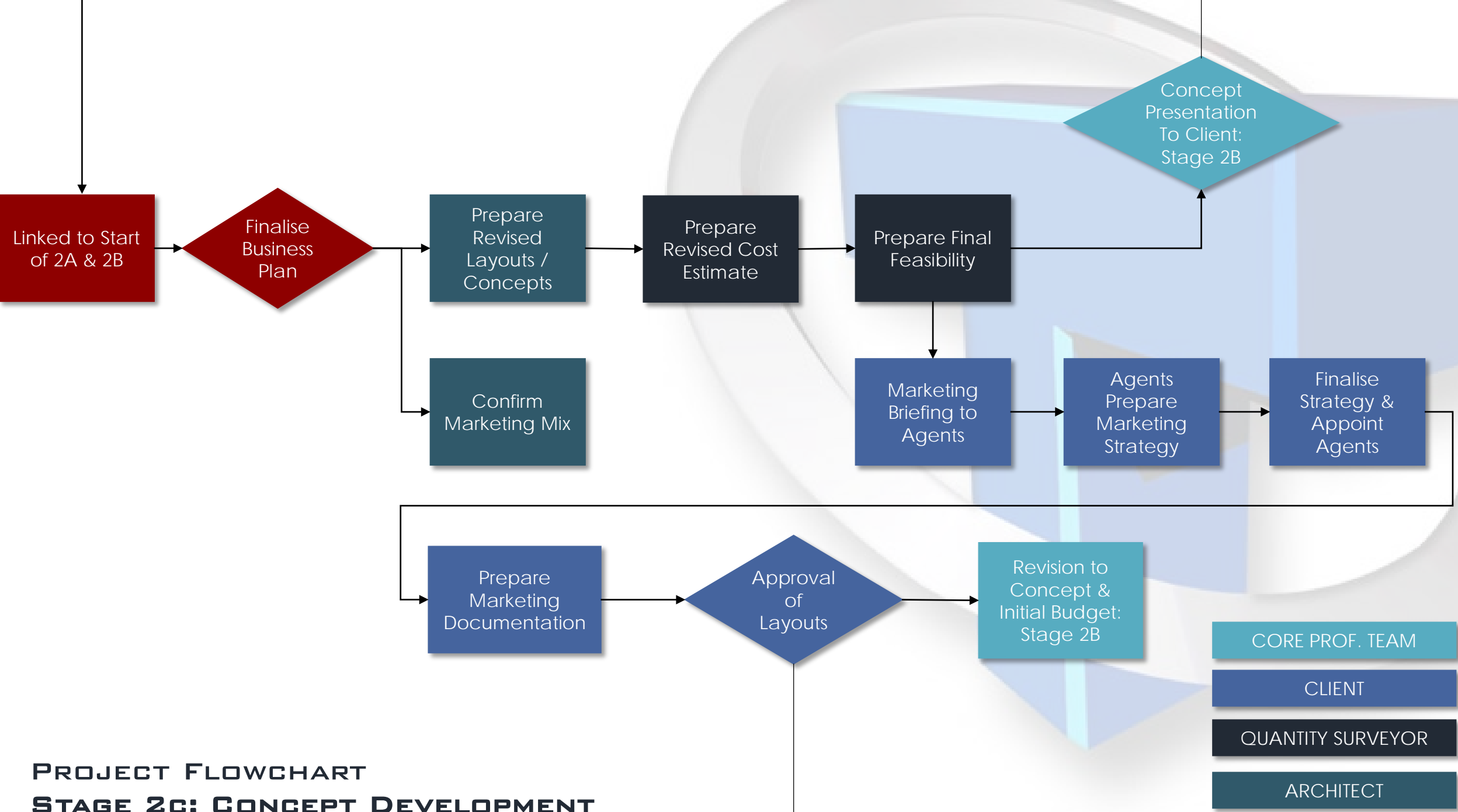
PROJECT FLOWCHART
STAGE 2A: LAND PROCUREMENT & REZONING

ENVIRONMENTAL
CONSULTANT

TOWN PLANNER

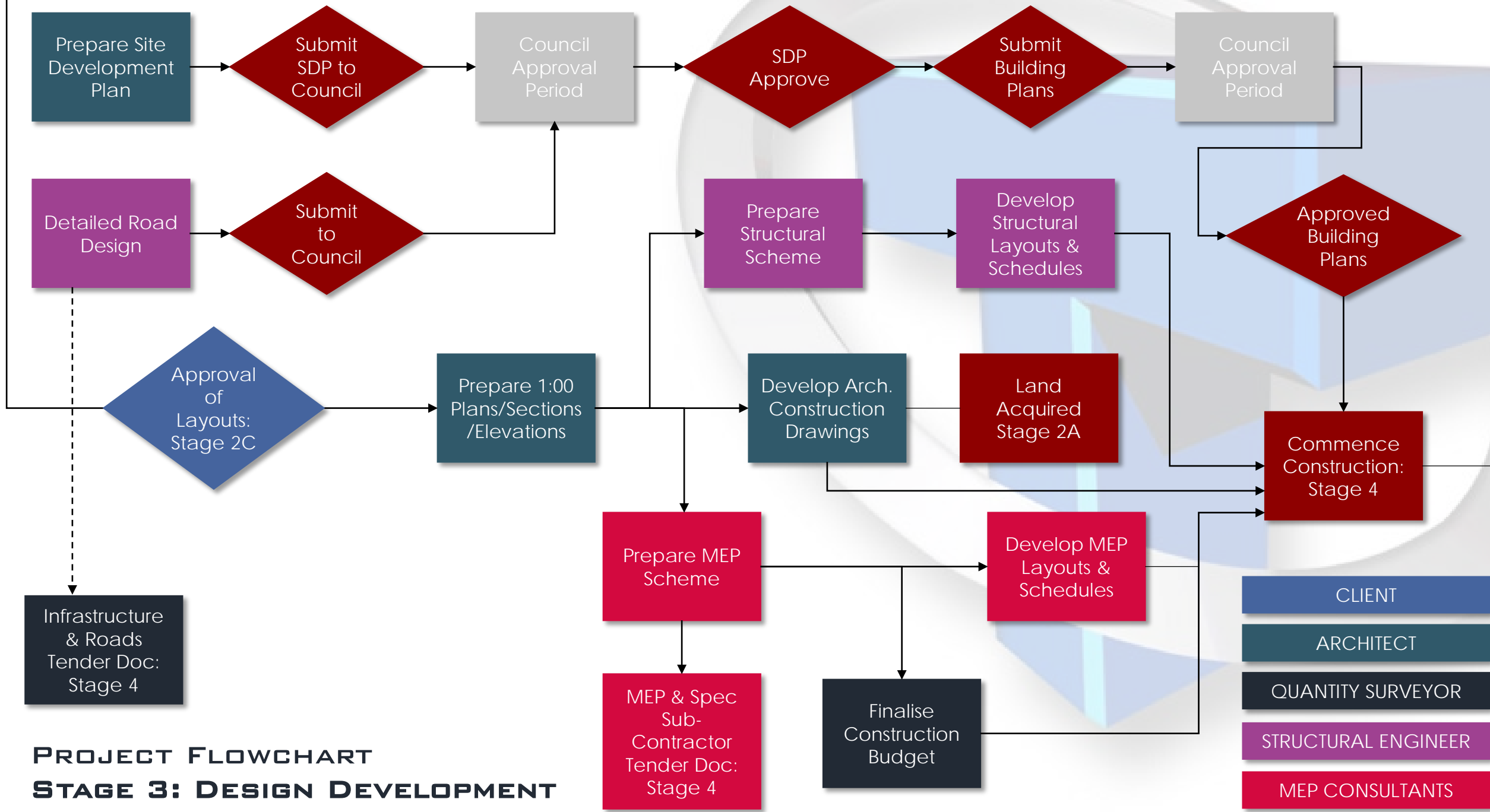


**PROJECT FLOWCHART
STAGE 2B: FEASIBILITY STUDY**



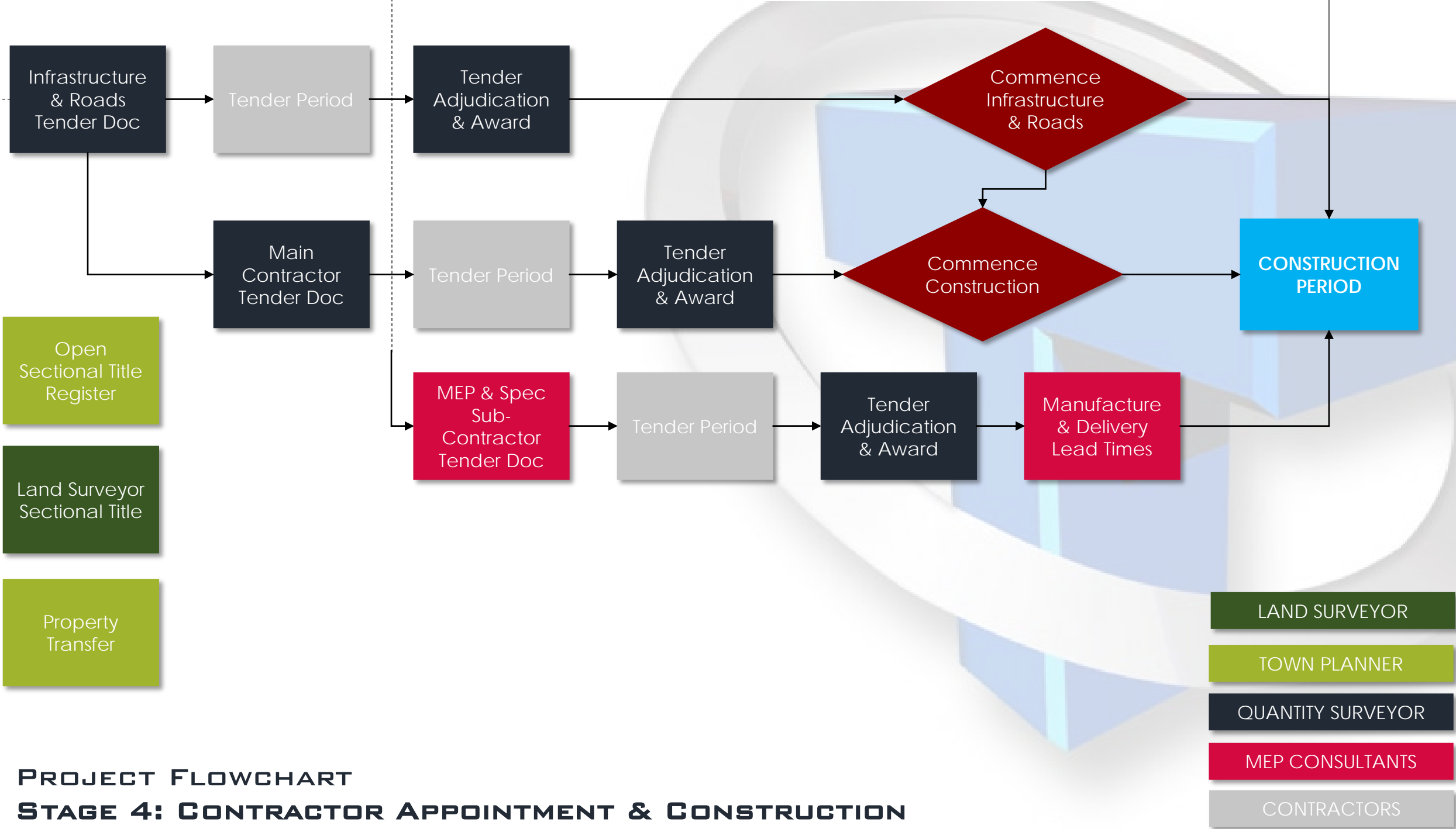
**PROJECT FLOWCHART
STAGE 2c: CONCEPT DEVELOPMENT**

- CORE PROF. TEAM
- CLIENT
- QUANTITY SURVEYOR
- ARCHITECT



PROJECT FLOWCHART
STAGE 3: DESIGN DEVELOPMENT

- CLIENT
- ARCHITECT
- QUANTITY SURVEYOR
- STRUCTURAL ENGINEER
- MEP CONSULTANTS



PROJECT FLOWCHART

STAGE 4: CONTRACTOR APPOINTMENT & CONSTRUCTION

LAND SURVEYOR

TOWN PLANNER

QUANTITY SURVEYOR

MEP CONSULTANTS

CONTRACTORS

Open
Sectional Title
Register

Land Surveyor
Sectional Title

Property
Transfer

Infrastructure
& Roads
Tender Doc

Tender Period

Tender
Adjudication
& Award

Commence
Infrastructure
& Roads

Main
Contractor
Tender Doc

Tender Period

Tender
Adjudication
& Award

Commence
Construction

CONSTRUCTION
PERIOD

MEP & Spec
Sub-
Contractor
Tender Doc

Tender Period

Tender
Adjudication
& Award

Manufacture
& Delivery
Lead Times



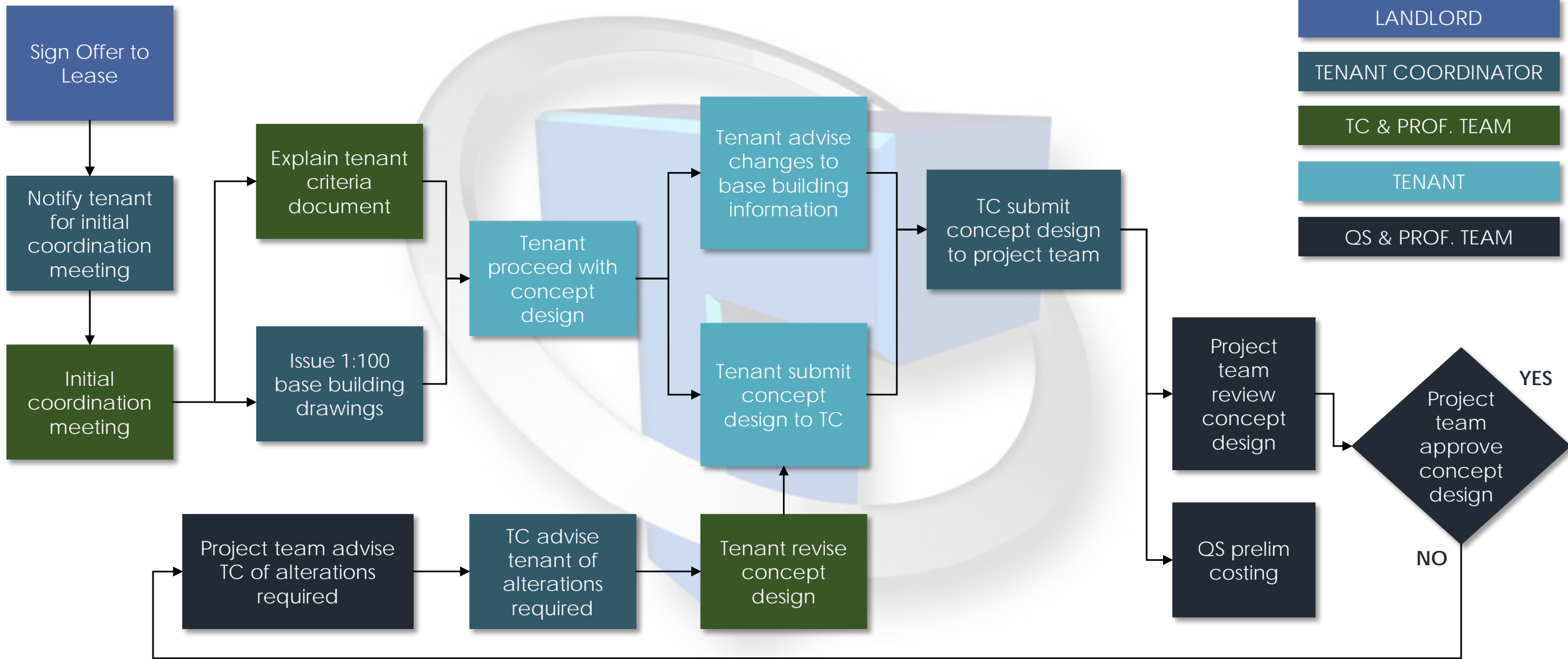
TENANT COORDINATION

Tenant coordination mainly involves coordination of the tenant design, installation and occupation process to ensure that the tenant requirements are effectively accommodated and achieved within the parameters of the project in terms of time, cost and quality.

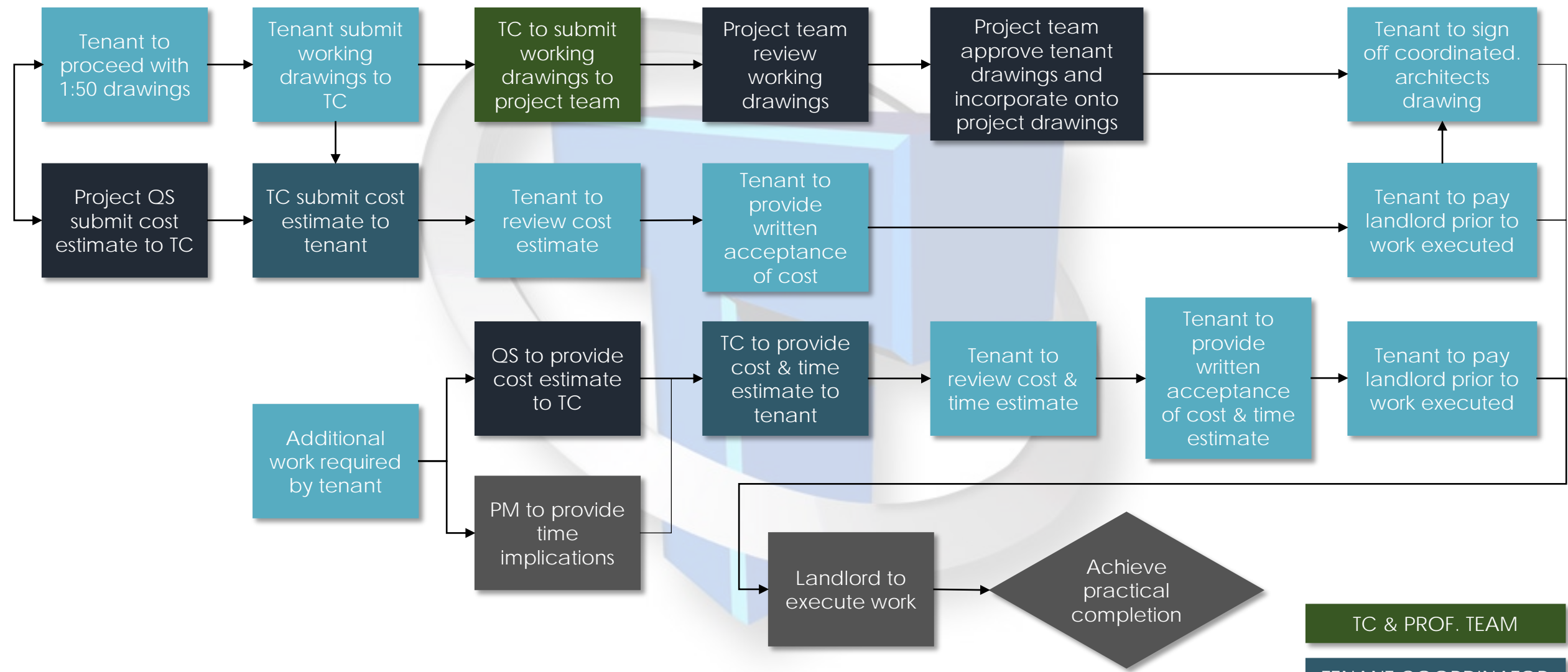
The following Tenant Coordination services are offered:

- Tenant Planning and Design
- Procurement Coordination and Monitoring
- Site Requirements Coordination
- Tenant Installation Monitoring and Control
- Tenant Installation Management
- Leasing Coordination



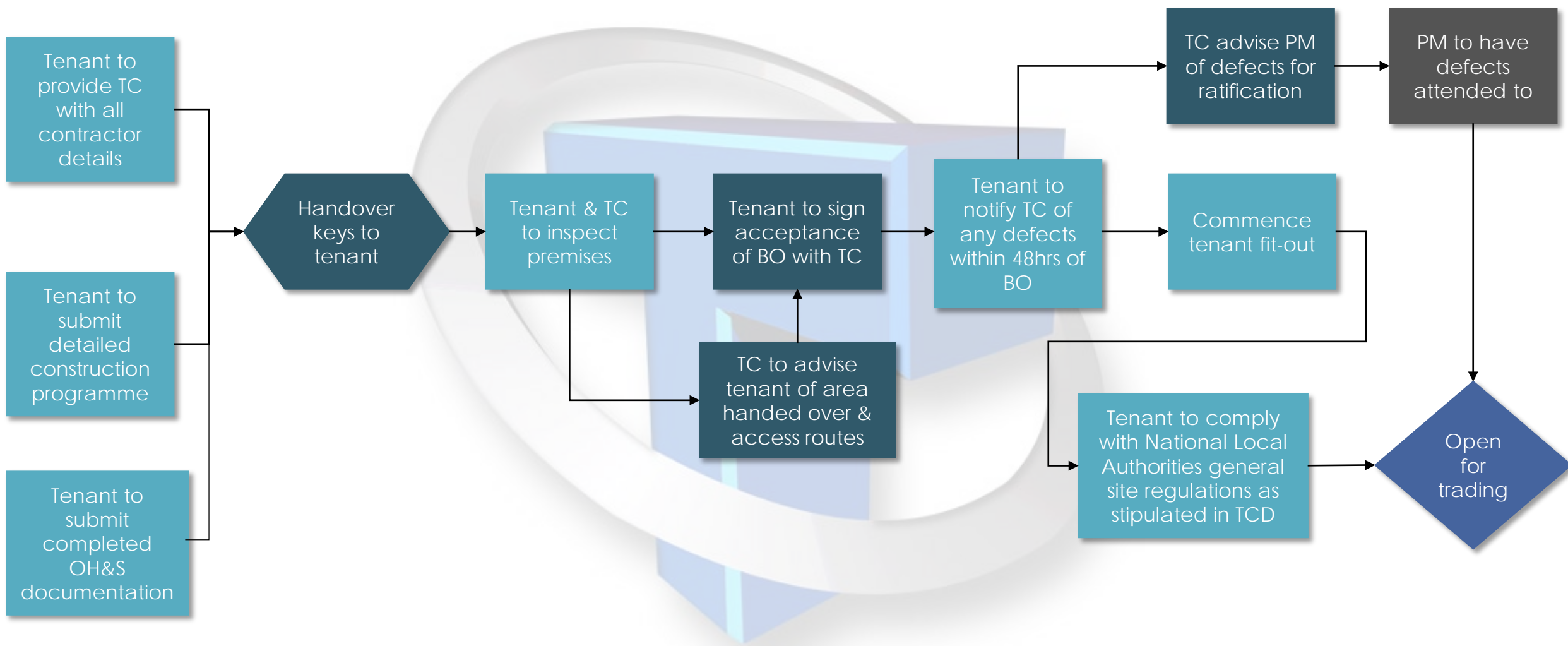


TENANT COORDINATION FLOWCHART STAGE 1: CONCEPT DEVELOPMENT



TENANT COORDINATION FLOWCHART STAGE 2: DESIGN DEVELOPMENT

- TC & PROF. TEAM
- TENANT COORDINATOR
- PROJECT MANAGER
- TENANT
- QS & PROF. TEAM



**TENANT COORDINATION FLOWCHART
STAGE 3: BENEFICIAL OCCUPATION**

- LANDLORD
- TENANT COORDINATOR
- PROJECT MANAGER
- TENANT



PROFESSIONAL CONSTRUCTION MENTORSHIP

With social and government imperatives for growth and transformation there is a growing need for the increase in capacity of the construction industry. The SACPCMP prescribes the registration of Construction Mentors. Those registered as Professional Construction Mentors (Pr.CMentor) are permitted to provide mentorship support to contractors registered in all CIDB grades without any imposed restrictions i.e. CIDB grades 0 to 9.

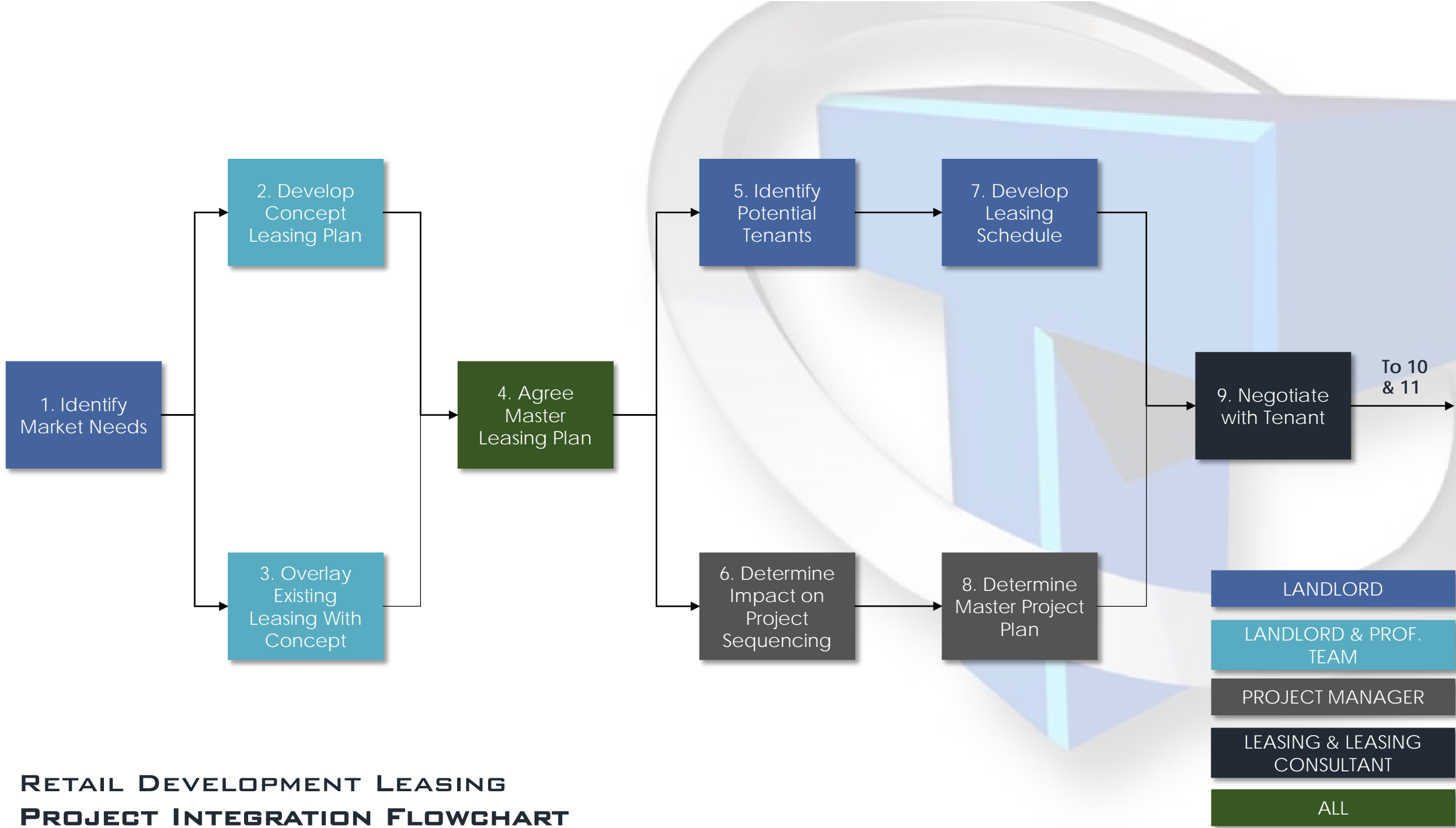
- Construction Mentors can be appointed in two main ways :
 - Contractor appoints a Construction Mentor directly to develop his skills;
 - Financier or employer appoints a Construction Mentor directly or through the contractor to mitigate the risk on a project and to develop the contractor's skills





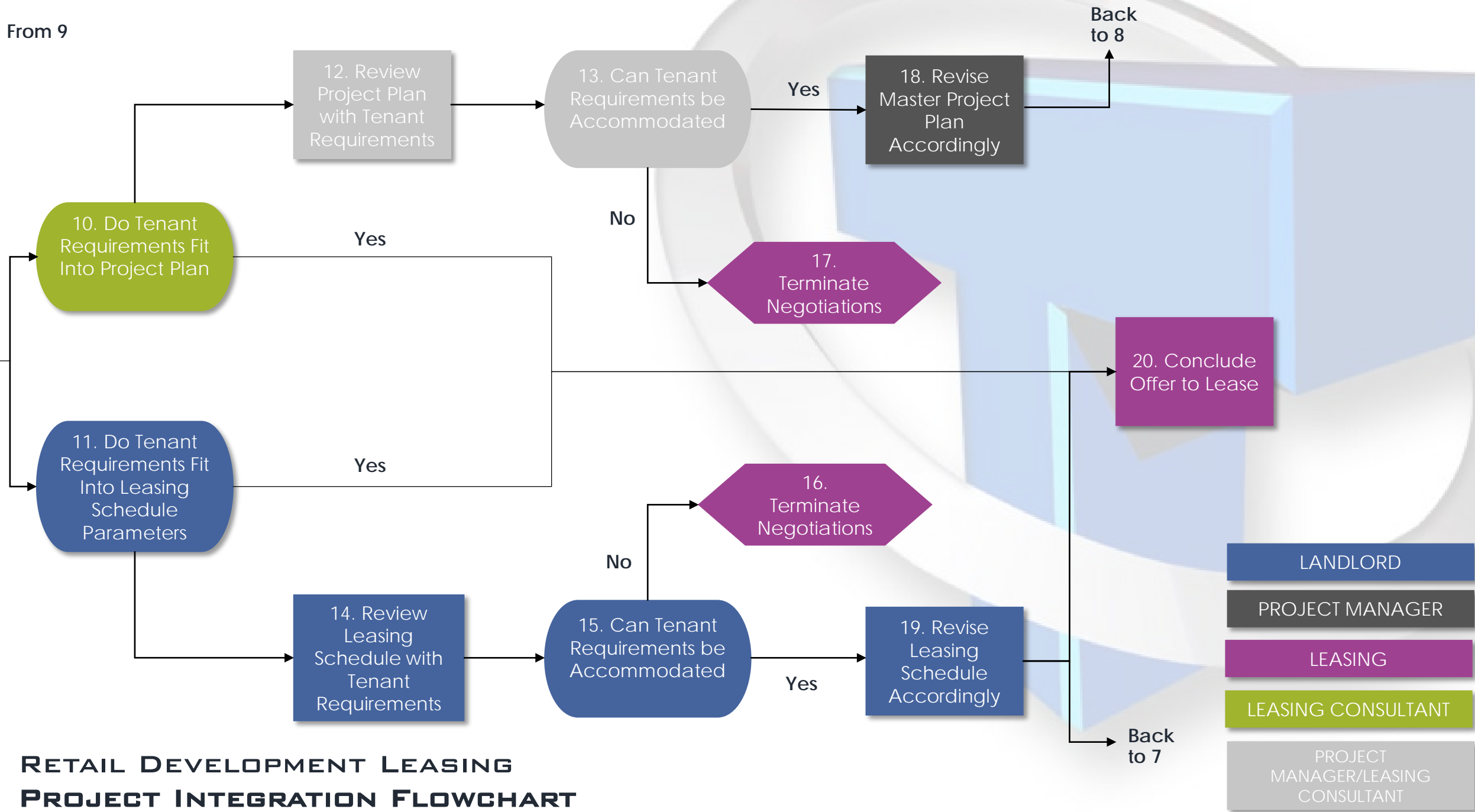
LEASING COORDINATION





**RETAIL DEVELOPMENT LEASING
PROJECT INTEGRATION FLOWCHART**

From 9



RETAIL DEVELOPMENT LEASING PROJECT INTEGRATION FLOWCHART

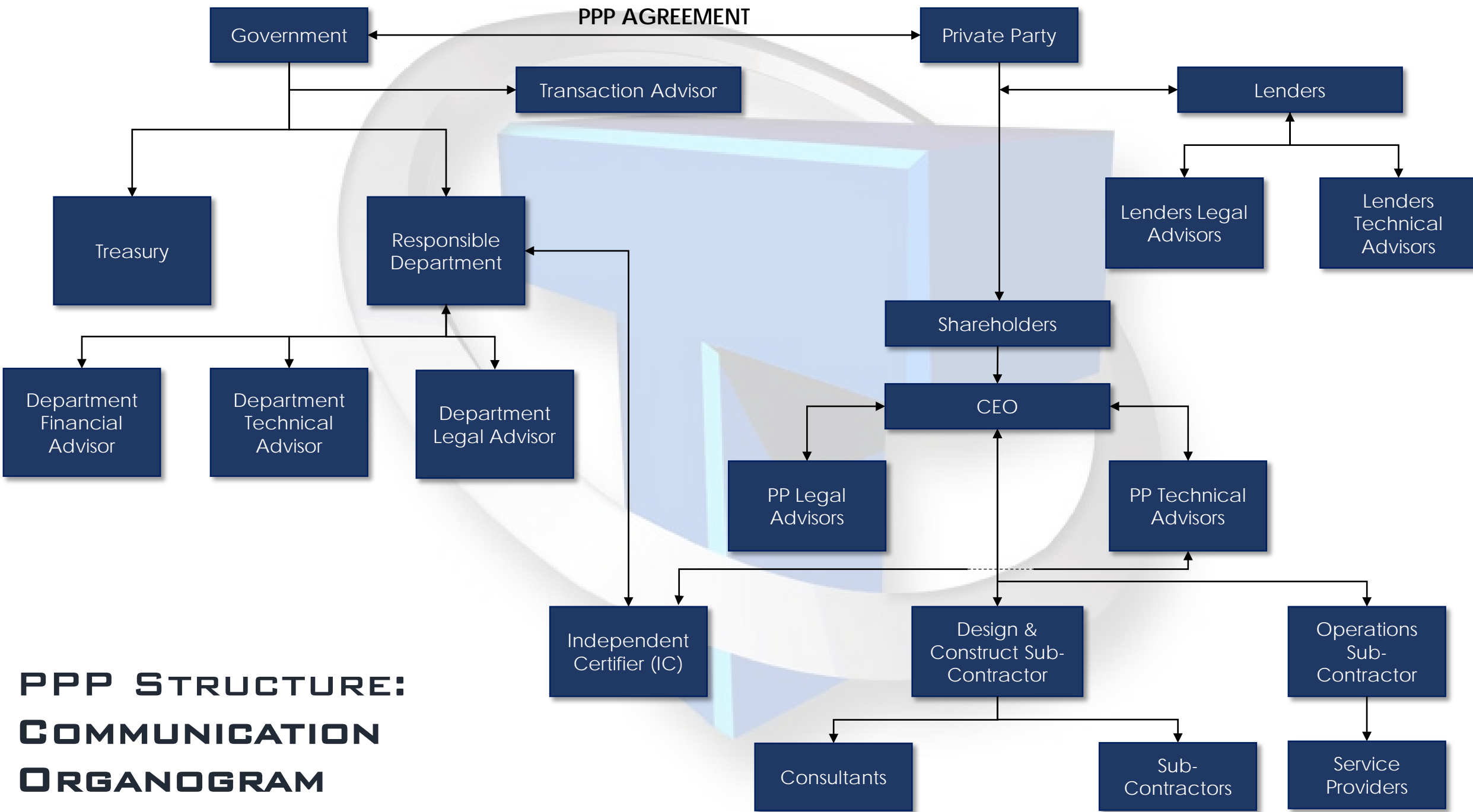


PUBLIC PRIVATE PARTNERSHIP

TPM has been directly involved in three PPP accommodation projects and indirectly by virtue of personnel in a further one. These are:

- Department of Trade and Industry (DTI): Lawrence Tearle, currently a director at **TPM**, was deployed by SIP, where he was a director, as project manager for RMB Properties led consortium through bid preparation, preferred bidder and excavation and site decontamination phases.
- Department of Basic Education (DoBE): **TPM** were appointed by Old Mutual Investment Group Property Investment as project manager from preferred bidder through financial close, construction to service commencement and transition between construction phase and operational phase. Lawrence Tearle served as Sethego Private Party Acting CEO for nearly 3 years during the operational phase of the project.
- Ministry of Land and Housing & Ministry of Environment, Wildlife and Tourism, Gaborone: **TPM** were appointed for coordination and facilitation of bid preparation.
- Department of International Relations and Cooperation (DIRCO)(Previously DFA): **TPM** were appointed by Old Mutual Investment Group Property Investment as project manager just after financial close through construction completion to service commencement and transition between construction phase and operational phase.
- Department of Trade, Industry and Competition
Transaction Advisor to Private Party for the replacement of the Facilities Management Contract. Commencing April 2020 which appointment is still current and anticipated to continue until February 2021.

During its execution of its brief on these projects, **TPM** has gained substantial experience and insight on the PPP process. We are confident that we executed our brief well and in so doing made sufficient contribution to the project. We consider ourselves extremely capable of providing professional project management services across the total spectrum of the PPP process.



**PPP STRUCTURE:
COMMUNICATION
ORGANOGRAM**



FINANCIAL SERVICES

TPM PROJECT MANAGEMENT (PTY) LTD employs a dedicated bookkeeper and has developed financial control to satisfy the requirements of our Client's on the Vodacom and SA Post Office Projects. The contractual structure for both these Clients required **TPM** to disburse project payments to other consultants and contractors. **TPM** has put in place detailed system to ensure quick and correct disbursement of project payments and to ensure a ready accessible audit trail is available.



TPM
PROVEN
TRACK
RECORD

RETAIL PROJECTS

Cradlestone Mall

- GLA: 67 000m²
- Duration: 24 months
- Completed: Feb 2014
- Role: Tenant Coordination



RETAIL PROJECTS

Kyalami Mall

- GLA: 32 000m²
- Duration: 15 months
- Completed: April 2017
- Role: Tenant Coordination



RETAIL PROJECTS

Eastgate Shopping Centre

- GLA: 27 000m²
- Duration: Various Phases
- Completed: October 2018
- Role: Tenant Coordination



RETAIL PROJECTS

Blue Hills Shopping Centre

- GLA: 11 000m²
- Duration: 10 months
- Completed: September 2015
- Role: Tenant Coordination





RETAIL PROJECTS

Olympus Village Shopping Centre

- GLA: 8 000m²
- Duration: 12 months
- Completed: March 2016
- Role: Tenant Coordination

RETAIL PROJECTS

Northmead Square Shopping Centre

- Value: R80m
- Duration: 15 months
- Completed: February 2017
- Role: Project Manager & Principle Agent



COMMERCIAL PROJECTS

33 Baker Street

- Value: R250m
- Duration: 15 months
- Completed: April 2018
- Role: Project Manager & Principle Agent and Tenant Coordinator



COMMERCIAL PROJECTS

Summit Place

- Value: R340m
- Duration: 26 months
- Completed: July 2017
- Role: Project Managers



COMMERCIAL PROJECTS

Regent Place

- Value: R90m
- Duration: 12 months
- Completed: September 2018
- Role: Project Managers & Principle Agent





COMMERCIAL PROJECTS

Trust Bank

- Value: R142m
- Duration: 21 months
- Completed: November 2017
- Role: Project Managers & Principle Agent

RESIDENTIAL PROJECTS

The Crescent

- Value: R22m
- Duration: 14 months
- Completed: September 2012
- Role: Project Managers & Principle Agent



RESIDENTIAL PROJECTS

Minnaar Street

- Value: R41m
- Duration: 13 months
- Completed: October 2006
- Role: Project Managers & Principle Agent



RESIDENTIAL PROJECTS

The Fields

- Value: R220m
- Duration: 32 months
- Completed: May 2011
- Role: Project Managers & Principle Agent





PPP PROJECTS

Department of Basic Education

- Value: PPP Watching Brief
- Duration: 36 months
- Completed: April 2010
- Role: PPP

DATA CENTRES

Vodacom MSC Bloemfontein

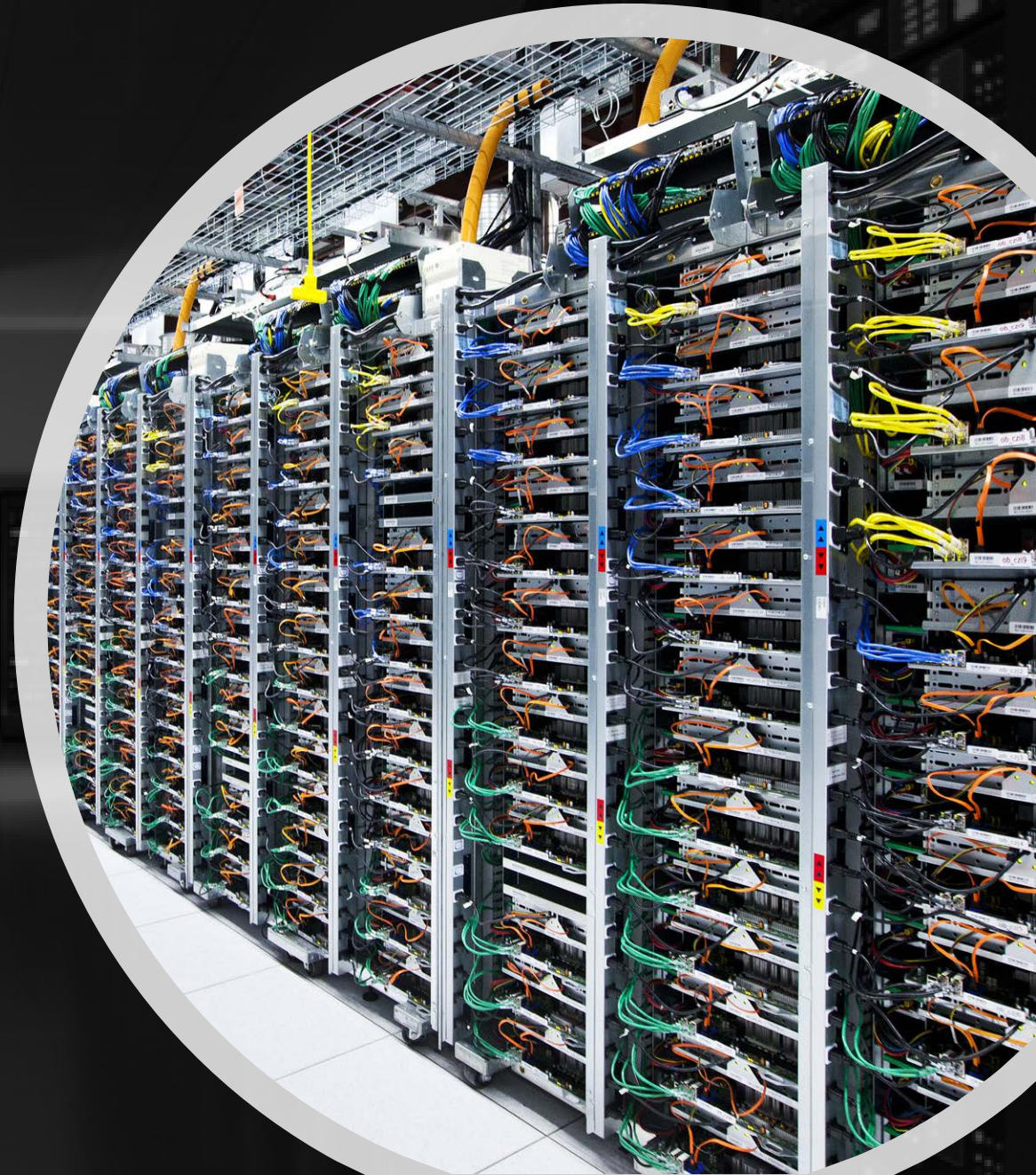
- Value: R37m
- Duration: 12 months
- Completed: May 2008
- Role: Project Managers



DATA CENTRES

Vodacom MSC/BSC Upgrades

- Value: R40m
- Duration: 12 months
- Completed: October 2008
- Role: Project Managers



COMPLETE PROJECT LIST

<u>PROJECT</u>	<u>CLIENT</u>	<u>ROLE</u>	<u>VALUE</u>	<u>DURATION</u>
Eastgate Shopping Centre	Liberty Two Degrees	Tenant Coordinators	12 000m ²	Mar 18 – Oct 18
Westgate Shopping Centre	Pareto	Tenant Coordinators	20 000m ²	Mar 18 – Feb 19
Greenstone Reconfiguration with New Checkers	Sasol Pension Fund	Project Managers, Principle Agent & Tenant Coordinators	R90m	May 18 - Mar 19
Northgate Pick 'n Pay Redevelopment	Sasol Pension Fund	Project Managers, Principle Agent & Tenant Coordinators	R40m	May 17 - Dec 17
Regent Place	Old Mutual Properties	Project Managers & Principle Agent	R90m	Sep 17 – Sep 18
33 Baker Street	Sasol Pension Fund	Project Managers, Principle Agent & Tenant Coordinators	R250m	Feb 17 – Apr 18
Maerua Mall FEC	Oryx Properties	Project Managers & Principle Agent	N\$40m	Feb 17 – Nov 17
56 Grosvenor Road	Sasol Pension Fund	Project Managers, Principle Agent & Tenant Coordinators	R40m	Feb 17 – Sep 18

**COMPLETE
PROJECT
LIST**

<u>PROJECT</u>	<u>CLIENT</u>	<u>ROLE</u>	<u>VALUE</u>	<u>DURATION</u>
Kyalami Corner	Dorpstraat PKEF / Abland	Tenant Coordinators	32 000m ²	Nov 16 – Apr 17
Trust Bank	TAMIWELL	Project Managers & Principle Agent	R142m	Mar 16 – Nov 17
Cornubia Shopping Centre	Investec	Tenant Coordinators	67 000m ²	Feb 16 – Sep 17
Northmead Square	Bentel Group	Project Managers & Principle Agent	R80m	Oct 15 – Feb 17
Maerua Mall Virgin Active	Oryx Properties	Project Managers, Principle Agent & Tenant Coordinators	N\$68m	Sep 15 – Nov 16
Botshabelo Shopping Centre	Stanlib	Tenant Coordinators	22 000m ²	Jul 15 – Oct 16
Summit Place Phase 2	Neotrend	Project Managers	R340m	Jun 15 – Jul 17
Olympus Village Shopping Centre	Dorpstraat PKEF	Tenant Coordinators	8 000 m ²	Apr 15 – Mar 16

**COMPLETE
PROJECT
LIST**

<u>PROJECT</u>	<u>CLIENT</u>	<u>ROLE</u>	<u>VALUE</u>	<u>DURATION</u>
Northgate Internal Mall Refurbishment	Sasol Pension Fund	Project Managers & Principle Agent	R24m	Feb 15 – Sept 15
President Square Fochville	Evergro Properties	Project Managers, Principle Agent & Tenant Coordinators	R140m	Jan 15 - Jun 17
Greenstone MPV and Tenant Churn Project	Sasol Pension Fund	Project Managers, Principle Agent & Tenant Coordinators	R3,9m	Jan 15 - Nov. 15
Cresta Gardens	Pareto	Tenant Coordination	R300m	Jan 15 – Jul 17
Blue Hills Shopping Centre	Retail Africa	Tenant Coordinators	11 000m ²	Jul 14 – Sept 15
Southgate Mall – Dischem	Profica	Tenant Coordinators	1 405m ²	Jul 14 – Sept 14
Jean Avenue Shopping Centre	Dorpstraat PKEF	Tenant Coordinators	10 000m ²	Apr 14 - Feb 15
Eastgate Redevelopment	Stanlib	Tenant Coordinators	27 000m ² R575m	Mar 14 – Dec 18

**COMPLETE
PROJECT
LIST**

<u>PROJECT</u>	<u>CLIENT</u>	<u>ROLE</u>	<u>VALUE</u>	<u>DURATION</u>
Virgin Active and Woolworths Ext. Cradlestone Mall	Sasol Pension Fund	Project Managers, Principle Agent & Tenant Coordinators	3 300m ²	Jan 14 – Apr 15
DoE Head Office Tiling Replacement	Drake & Scull	Project Managers	R3,5m	Oct 13 – Mar 14
Northgate Shopping Centre – Redevelopment	Sasol Pension Fund	Project Managers, Principle Agent & Tenant Coordinators	R93m	Jul 13- Aug 14
Greenstone Shopping Centre – Dion Wired Tenant Installation	Sasol Pension Fund	Project Managers, Principle Agent & Tenant Coordinators	R7,2m	Apr 13 - Jul 13
Westgate – Food Lovers Market	Pareto Limited	Tenant Coordinators	3 000m ²	Jun 12 – Sep 12
Liberty Midlands Mall	Stanlib	Tenant Coordinators	17 000m ²	Jun 12 – Dec 13
Maerua Mall	Oryx Properties	Project Managers, Principle Agent & Tenant Coordinators	N\$350m	May 12 – May 14
Cradlestone Mall	Sasol Pension Fund	Tenant Coordinators	67 000m ²	Mar 12 - Feb 14

**COMPLETE
PROJECT
LIST**

<u>PROJECT</u>	<u>CLIENT</u>	<u>ROLE</u>	<u>VALUE</u>	<u>DURATION</u>
DB Thermal Woodmead & Nigel	DB Thermal	Tenant Coordinators	R500 000	Sept 11-Apr 12
The Crescent	Key Spirit Developments	Project Managers & Principle Agent	R22m	Aug 11 – Sept 12
Loveliflife Y Centre Uitenhage	VWSA/Loveliflife	Project Managers	R10m	May 11 – Jun 12
Langeberg Mall Phase 3	Hightower Properties	Project Managers & Principle Agent	R146 000-00	Mar 11- Apr 11
Killarney Mall	City Property Administrators	Project Managers & Principle Agent	R6.1m	Jan 11 – Sept 11
Sandhurst View	Euro Healthcare Holdings	Project Managers	R753 000-00	Oct 10 - Jun 11
Sethekgo Acting CEO	Sethekgo	Acting CEO	R10m	Jul 10 – Jul 12
Liberty Promenade Mall Tenant Co-ordination	Liberty Properties	Tenant Coordinators	R260 000	Oct 09 - May 11

**COMPLETE
PROJECT
LIST**

<u>PROJECT</u>	<u>CLIENT</u>	<u>ROLE</u>	<u>VALUE</u>	<u>DURATION</u>
Department of International Relations and Co-operations – PPP	Old Mutual Properties	PPP- Project Management D&C Completion and Operations	R1.5b	May 09 - Nov 09
Upgrade of Post Office Retail Outlets in Wits & Northern Regions (JV with TPM)	South African Post Offices Limited	Project Managers	±R180m	Apr 09 – Jun 10.
Bell Dewar Inc. Tenant Installation	Bell Dewar Inc	Project Managers	R24m	Dec 08 - Jun 09
The Fields Phase 2	City Property Administrators	Project Managers & Principle Agent	R220m	Sep 08 - May 11
Eastgate Shopping Centre - Tenant Co-ordination	Liberty Properties	Tenant Coordinators	R150m	May 08 - Apr 10
Tiny Town Residential	City Property Administrators	Project Managers & Principle Agent	R120m	Apr 08 - Dec 08
JBS	City Property Administrators	Project Managers	R60m	Feb 08 - Oct 09
Gezina Galleries	Resilient Property	Project Managers & Tenant Coordinators	R41m	Nov 07 - Jul 08

**COMPLETE
PROJECT
LIST**

<u>PROJECT</u>	<u>CLIENT</u>	<u>ROLE</u>	<u>VALUE</u>	<u>DURATION</u>
Vodacom MSC/BSC Upgrades	Vodacom	Project Managers	R40m	Oct 07 - Oct 08
Vodacom MSC/BSC Upgrades -Tshwane	Vodacom	Project Managers	R40m	Oct 07 - Oct 08
Nongoma Shopping Centre Kwa-Zulu Natal	iFour & Resilient Property	Project Managers & Tenant Coordinators	R86m	Aug 07 - Nov 04
Department Of Education - PPP	Old Mutual Properties	PPP	PPP Watching Brief	May 07 -Apr 10
Vodacom MSC Bloemfontein	Vodacom	Project Managers	R37m	May 07 - May 08
Bedford Square	HBW Group	Tenant Coordinators	R267m	Sept 06 - Apr 08
Kempton City	City Property Administrators	Project Managers & Principle Agent	R120m	May 06 - Feb 10
Makhado Shopping Centre	RMB Properties	Project Managers & Tenant Coordinators	R88m	Dec 05 – Oct 06

**COMPLETE
PROJECT
LIST**

<u>PROJECT</u>	<u>CLIENT</u>	<u>ROLE</u>	<u>VALUE</u>	<u>DURATION</u>
Minnaar Street, High Rise Residential	City Property Administration	Project Managers	R41m	Oct 05 – Oct 06
22 Fredman Drive	Zenprop Property Holdings	Project Managers & Principle Agent	R55m	Oct 05 – Oct 06
Langeberg Mall	HBW Group	Project Managers, Principle Agent & Tenant Coordinators	R130m	May 05 – Jun 06
Churchbart High Rise Residential	City Property	Project Managers	R31m	Nov 04 – Nov 06
Killarney Mall Johannesburg	City Property Administrators	Project Managers	R73m	Jun 04 – Dec 05
Gift Acres Retail Centre	RMB Properties	Project Managers & Tenant Coordinators	R37m	Jun 04 – May 05
Killarney Mall Tenant Installation	City Property Administrators	Project Managers & Tenant Coordinators	R5m	Mar 04 – May 04
MTN Service Centre	MTN	Project Managers	R17m	Feb 04 – Aug 04
Walker Drive Shopping Centre	HBW Group	Project Managers	R36m	Nov 03 – Oct 05

CONTACT DETAILS

Term Project Management (Pty) Ltd.

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Roodepoort,

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Cell: 083 579 4847
Email: info@termppm.co.za

Insurance:

Term Project Management Short Term Insurance provided by
Outsurance Professional Indemnity and Public Liability Insurance
administered by AON South Africa.

