



Turnkey Partner Program
PARTNERSHIP



Turnkey Partner PROGRAM



INDEX

- What is TPP
- TPP - Who is it for?
- Qualifications for a Turnkey Partner
- Turnkey Partner - Benefits
- Turnkey Partners - Evaluation Process





About the **PROGRAM**

Identifying and empaneling Integrated Service contractors and
Product Suppliers for commercial design and build

[learn More](#)





Turnkey Partners thus identified will have a minimum guarantee of work in a year against annual rate contracts fixed with them for geographies that can be serviced by them.



Once annual rate contracts are fixed, empaneled Turnkey Partners will be empaneled on different projects basis individual POs.



The quantum of work given to a Turnkey Partner can vary depending on their rates, their performance on site (rated after each site completion) and their ability to handle working capital for multiple projects.





ABOUT

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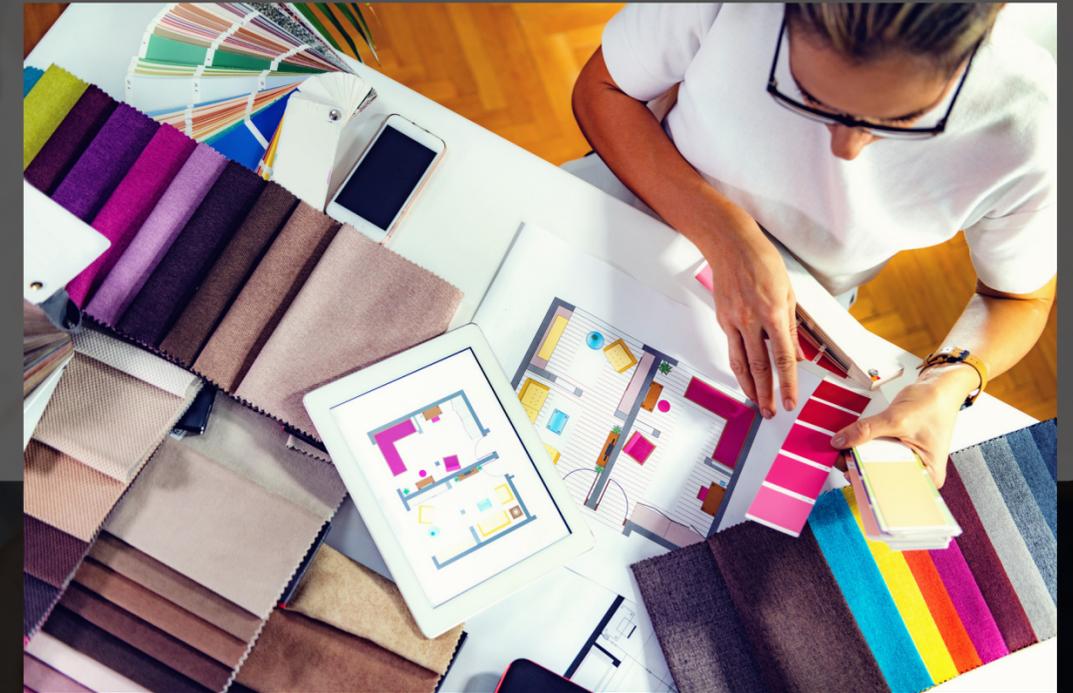
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Commercial Projects

Integrated interior design contractors who have handled commercial projects



Contracting Services

Ability to handle integrated service contracting across all or a majority of these categories (minimum 5)

2.1 Civil and Plumbing

2.2 Carpentry and Fabrication

2.3 Electrical and Networking

2.4 Gypsum and PoP

2.5 LV systems

2.6 HVAC Low side

2.7 Glass partitions and doors

2.8 Paint

2.9 MEP consulting



Multiple Projects

Ability to operate at scale, at least 3 sites across chosen areas simultaneously and manage workmanship and working capital for the same as per decided payment terms.



Project Management

Ability to work with and adhere to Standard Operating Procedures and Tech-enabled processes for on site execution, delivery and project management as outlined by Flipspaces team.





BENEFITS TO TURNKEY PARTNERS

Flipspace looks at Turnkey Partners as an extended part of its family which aims at Disrupting Interior Design and Build Globally. Towards the same, the following benefits are offered to Turnkey partners;

Minimum guarantee of work ranging between
INR 3 to 20 Crores in an year

Exposure and access to proprietary technology to
use for their own projects

Regular up-skilling towards making industry
benchmark in project execution

Exposure and access to proprietary technology to
use for their own projects

TURNKEY PARTNERS – EVALUATION PROCESS

VENDOR APPLICATION

A Vendor Application form given out to vendors for basic KYC. This acts as first level of screening.

ITEM RATE TENDERING

1. An exhaustive tender document passed on to every vendor where they put in unit rates at which they can supply services.
2. A form given out to understand their financials, working capital capacity

REFERENCE CHECK & FINANCIAL HYGIENE

1. Internal team conducts vendor checks with institutions they have worked with
2. A legal and compliance team checks their statutory and legal compliance
3. A report is created to rate vendor on the basis of these hygiene parameter with an executive summary note

TURNKEY PARTNERS – EVALUATION PROCESS

PERSONAL DISCUSSION

1. Vendors are called to Mumbai office for a personal discussion
2. Soft skills, ability to lead, scale and interact is seen
3. Technical skills of key team members is seen
4. Expectation setting on requirements from Flipspaces' side is relayed
5. Vendor is rated on the basis of their interaction

CONTRACT SIGNING

Vendors selected through the previous process are called for contract review and signing

WELCOME AND INDUCTION

1. An overall understanding of Flipspaces vision and mission
2. A meet up to train Vendors in SoP to be followed
3. Unwinding and bonding with key team members

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06

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