

Almeria
arquitectura

proposál – 04/09/2024



Custom design with immersive creation

A distinct concept design and
early experience of the project

Custom Design

We make **co-creation** the basis of our projects.

A distinct creative experience based on constant exchange between our architects and the client.

Immersive Creation

With **virtual reality**, we provide an early experience of the project. It's possible to have the feeling of being inside different rooms before they even leave the drawing board.

BIM

Use of the BIM methodology to create a precise, detailed and multidisciplinary **virtual model**, helping to reduce construction time and costs.



Clients of Almeria Arquitetura



+ 10 years

Working in construction market

+ 1M m²

Projects developed in BIM

International Projects

United States, Mexico and India

National Awards

IAB & Grande Prêmio da Arquitetura Corporativa

Who we have worked with



Brookfield
Incorporações



J.P.Morgan



brazilglass 35
best in glass processing



illumina®

ZÜRICH AIRPORT





Ana Flávia Salvador
Design Manager

Ana Flávia leads and participates in all phases of the project, with a primary focus on its **design**.

Before founding Almeria, she worked at two of the largest architecture firms in the world, Gensler and Perkins&Will, and has extensive experience in interior design for corporate and hospital projects for national and international clients.

Education

- Master in Business Administration: Project Management - USP
- College degree: Architecture and urban planning - USP
- Academic Exchange: École supérieure d'architecture de Marseille, França
- CAU

Experience in selected projects

	Area (m²)
Amazon, São Paulo, Brazil	50.000
WPP - Wunderman Thompson, São Paulo, Brazil	13.670
Floripa Airport Santa Catarina, Brazil	2.500
Ilumina, São Paulo, Brazil	300
Intelsat, Rio de Janeiro, Brazil	680
Ford HQ, São Paulo, Brazil	86.111
Hospital Sabará, São Paulo, Brazil	37.780
Centro de Ensino e Pesquisa Albert Einstein, São Paulo, Brazil	45.000



Tomaz Cabrera
Project Manager

Tomaz Cabrera is responsible for managing the development of the **architectural project** and **technical designers**.

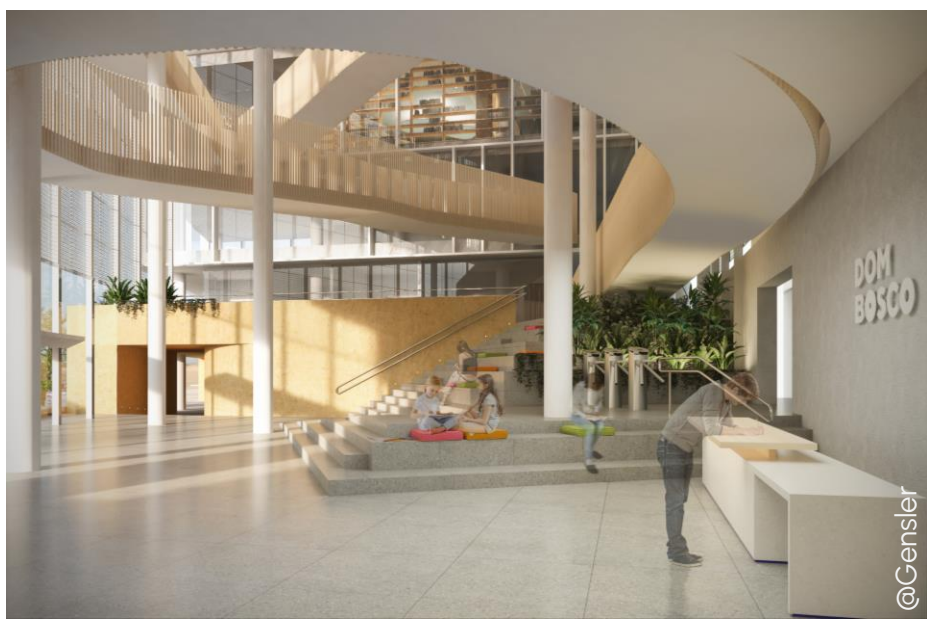
Before founding Almeria Arquitetura, he worked at large companies such as Athie Wohnrath, Gensler, among others, working on building, corporate, educational and manufacturing projects.

Education

- College degree: Architecture - Mackenzie
- Postgraduate: Real Estate - USP
- Course: Real Estate Investment - Insper
- CAU

Experience in selected projects

	Area (m²)
Amazon, São Paulo, Brazil	50.000
WPP - Wunderman Thompson, São Paulo, Brazil	13.670
Floripa Airport Santa Catarina, Brazil	2.500
Brazilian International School, São Paulo, Brazil	8000
Banco Safra, São Paulo, Brazil	1.000
Colégio Don Bosco , Maranhão, Brazil	8.000
Brazilglass, São Paulo, Brazil	10.000

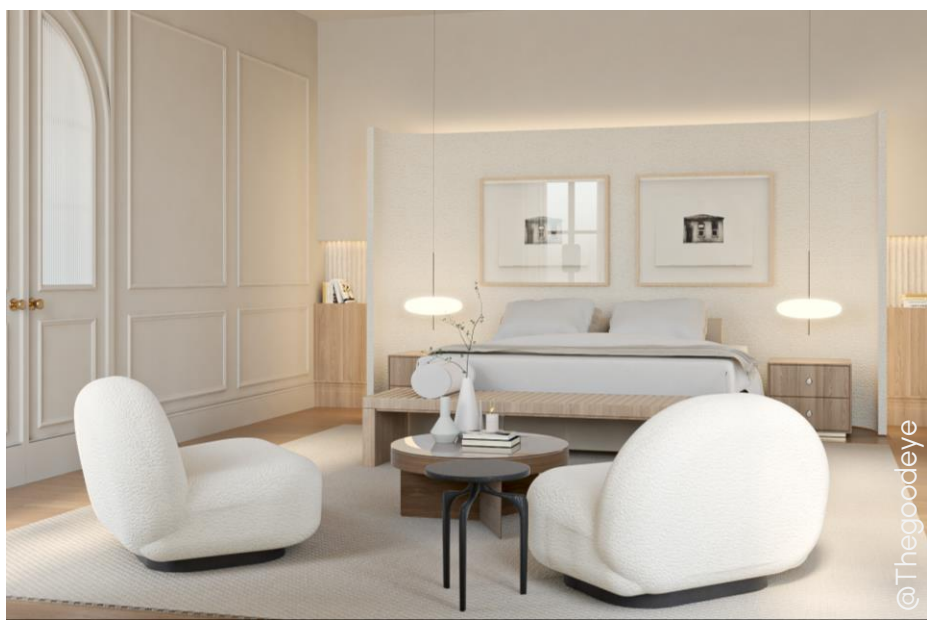






@Perkins&Will







Centro de Pediatria Albert Einstein
São Paulo, SP



S

cope of work

P

roject

scope considered
in this proposal



Briefing



**Schematic
Design**



**Design
Development**



**Construction
Documents**



Construction

scope for future
proposals

First conversation

Proposal

Documentation

Briefing



Briefing

First conversation

- Online meeting to identify the client's needs and understand the scope of the project to prepare a proposal.



Schematic
Design

First conversation

Proposal

Documentation

Briefing



Briefing

Proposal

- The proposal will be submitted.

Questions meeting

- A meeting will be held to clarify any doubts the client may have about the proposal and the project.

Approval of the proposal

- Once the proposal is approved, the contract will be sent for signature.
- After signing the contract, Almeria will send an invoice payment of 30% of the agreed amount.
- After the payment is made, Almeria will start working on the project.



**Schematic
Design**

First conversation

Proposal

Documentation

Briefing



Briefing

Documentation

- Almeria will analyze all the material received and will ask for additional information if necessary.



Schematic
Design



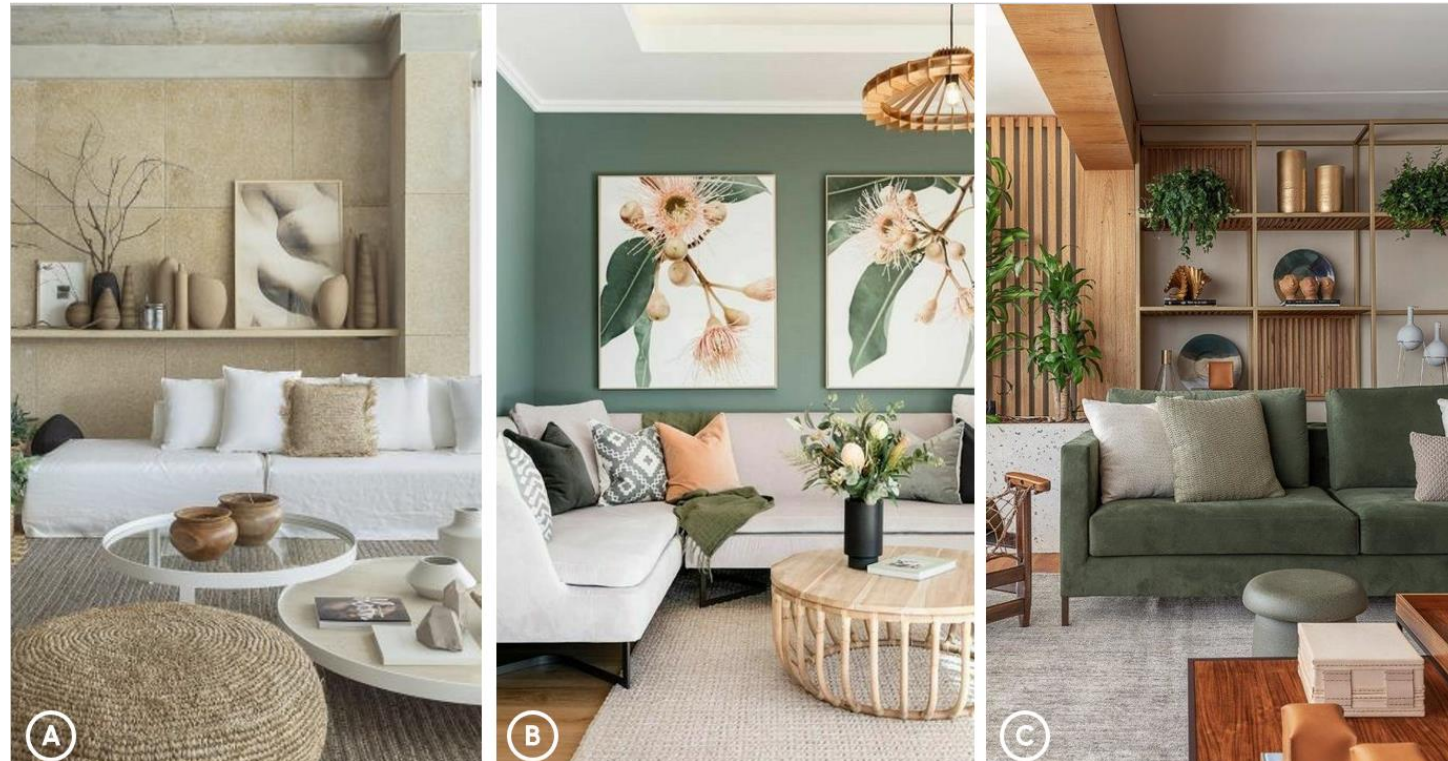
Briefing

Briefing

- A briefing meeting will be held with the main stakeholders to understand all the wishes for the project, main guidelines, needs of each specific amenities, the finishes desired, etc.



Schematic Design



Schematic Design 1

Revisions and Approvals

Schematic Design 2

Revisions and Approvals



Briefing

Schematic Design 1 - SD1

- At this stage, the main focus will be to define the occupation of the site, distribution of uses and develop the plans for the entire project:

- Site Plan
- Plans of the Residential Towers
- Plans of the Apartments: 1 and 2 bedrooms
- Plans of the Meditation Center
- Plans of the Holistic Spa
- Plans of the Children's Eco Club
- Plans of the Yoga Center
- Plans of the Organic Restaurant
- Plans of the Business Center



Schematic Design

- After receiving this first set of drawings, Almeria will send the second invoice of 20% of the agreed amount that the client must pay before revisions start.



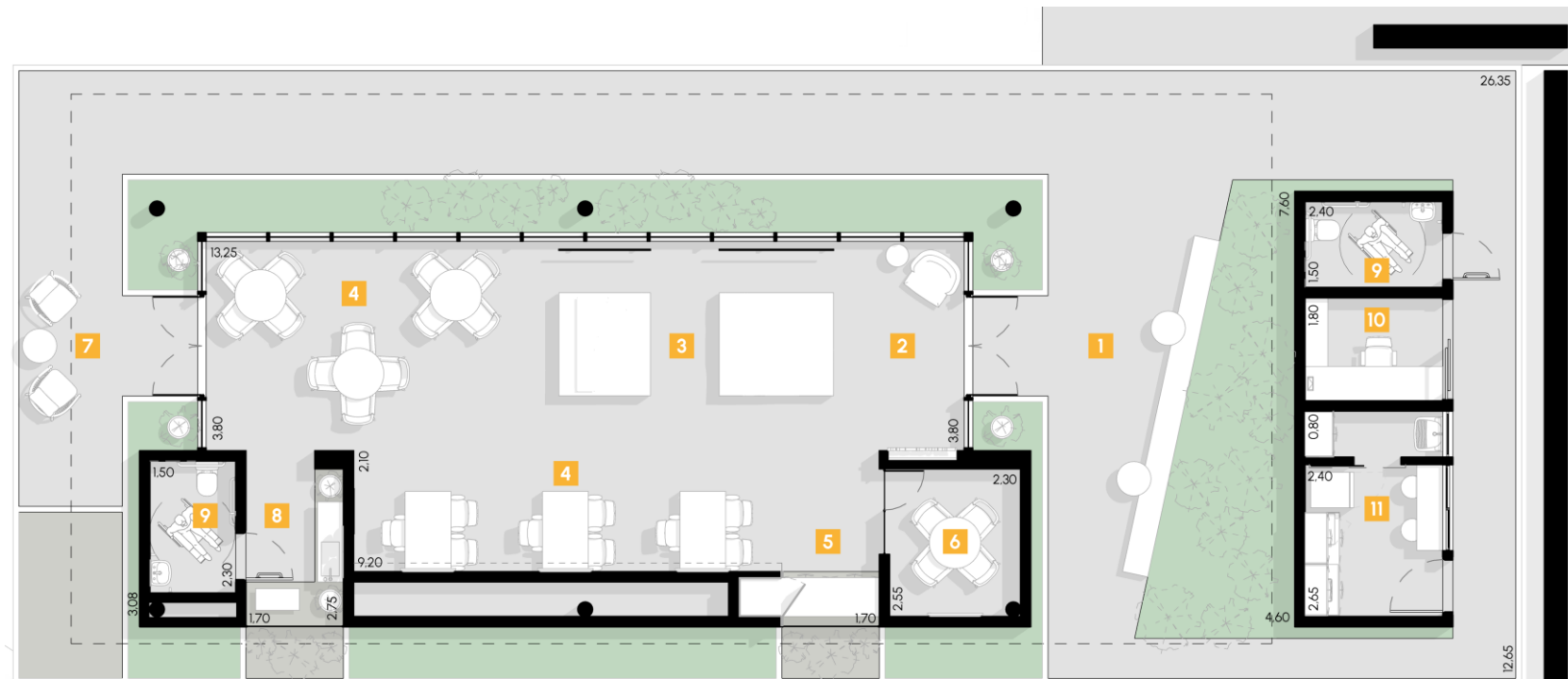
Briefing

Schematic Design 1 - SD1

- Example of an SD1 delivery we made for a project that was a sales stand for a developer



Schematic Design



1 ACOLHIDA (40m ²)	4 ATENDIMENTO (38.60m ²)	7 LOUNGE EXTERNO	10 ADMINISTRATIVO (4.30m ²)
2 ESPERA (5.80m ²)	5 ÁREA DO CAFÉ (3.30m ²)	8 LAVABO (5m ²)	11 COPA E DML (8m ²)
3 MAQUETES (23m ²)	6 SALA DE REUNIÃO (5.80m ²)	9 BANHEIRO PCD (3.30m ²)	

Schematic Design 1

Revisions and Approvals

Schematic Design 2

Revisions and Approvals



Briefing

Approvals or comments

- Time for the client to analyze the layout plans.
- The client can approve or request a revision.

Revisions

- In case of a request for revision, the modified material will be sent by email for final approval.
- In this proposal, up to three revisions were considered for this phase. Additional revisions can be contracted separately.

Final Approval of SD1

- With the revisions carried out, the final plan must be approved by the client to begin the next stage.
- To start SD2, Almeria will issue the third invoice of 25% of the agreed amount that the client must pay before Almeria starts developing the project.



Schematic Design

Schematic Design 1

Revisions and Approvals

Schematic Design 2

Revisions and Approvals



Briefing



Schematic Design

Schematic Design 2 – SD2

- At this phase, the focus will be on transforming the project, which until now had only been approved in terms of plans, into 3D images.
 - Furniture and finishes moodboard
 - Rendered floor plans: considered 11 plans
 - Rendered images: 6 internal images and 4 external images
- After receiving this first set of drawings, Almeria will send the fourth invoice of 20% of the agreed amount that the client must pay before revisions start.

Schematic Design 1

Revisions and Approvals

Schematic Design 2

Revisions and Approvals



Briefing



**Schematic
Design**

Schematic Design 2 – SD2

- Some examples of what we deliver as SD2



Rendered floor plan

Schematic Design 1

Revisions and Approvals

Schematic Design 2

Revisions and Approvals



Briefing



**Schematic
Design**

Schematic Design 2 – SD2

- Some examples of what we deliver as SD2



Rendered images

Schematic Design 1

Revisions and Approvals

Schematic Design 2

Revisions and Approvals



Briefing

Schematic Design 2 – SD2

- Some examples of what we deliver as SD2



Project moodboard

Furniture moodboard



Finishes moodboard



Schematic Design



Schematic Design 1

Revisions and Approvals

Schematic Design 2

Revisions and Approvals



Briefing

Approvals or comments

- Time for the client to analyze the material.
- The client can approve or request a review.

Revisions

- In case of a request for revision, the modified material will be sent by email for final approval.
- In this proposal, up to two revisions were considered for this phase. Additional revisions can be contracted separately.

Final Approval of SD2

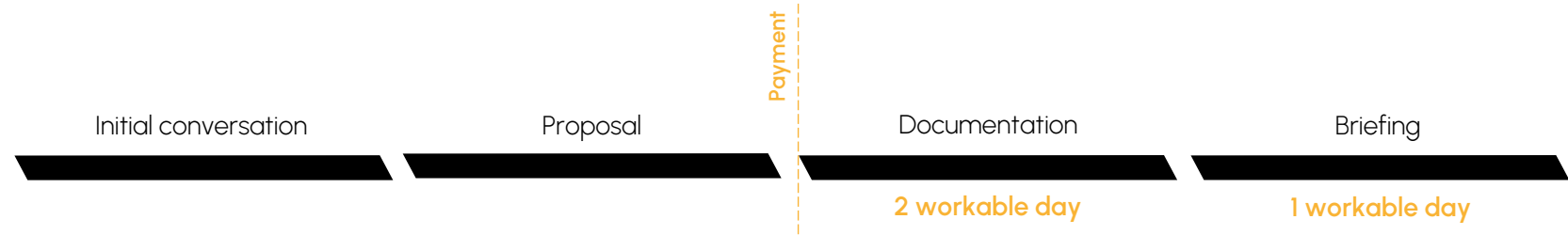
- With the revisions carried out, the final plan must be approved by the client and the payment of the 5% retainer will be made



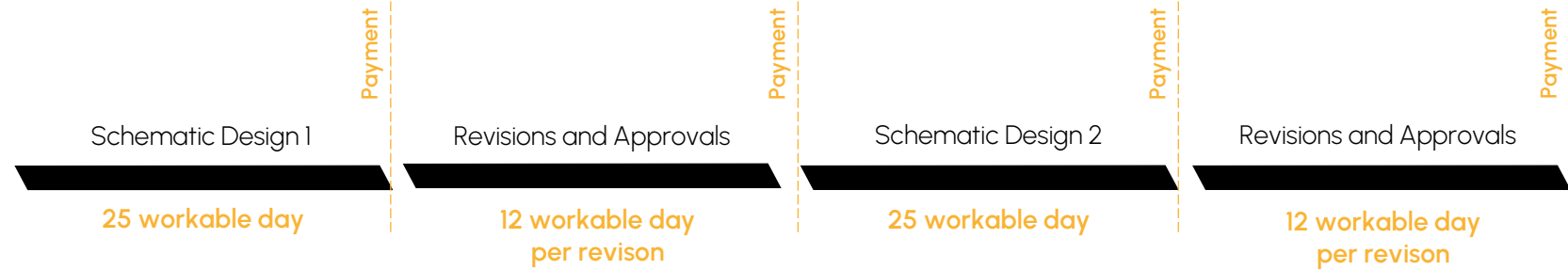
Schematic Design



Briefing



Schematic Design



P

roposal

Proposal

Schematic Design 1

Upfront (30%).....R\$ 23.700,00

After first set of drawings (20%).....R\$ 15.800,00

Schematic Design 2

Start (25%).....R\$ 19.750,00

First Set (20%).....R\$ 15.800,00

Retainer (5%)..... R\$ 3.950,00

Total R\$ 79.000,00

Payment method must be defined by mutual agreement

Tax not included

Proposal valid until October 4, 2024.

Items included in this proposal

- Briefing meeting;
- Site Plan;
- Residential Towers Plans
- 1 and 2 bedroom apartment Plan
- Meditation Center Plan
- Holistic Spa Plan
- Children's Eco Club Plan
- Yoga Center Plan
- Organic Restaurant Plan
- Business Center Plan
- Sections and Elevations;
- Rendered floor plans: considered 11 plans
- Rendered images: 6 internal images and 4 external images
- Furniture and finishes moodboard

Items excluded from this proposal

- Site survey;
- Site visit;
- Videos and 360° images;
- Legal project, project monitoring at city hall, permits, etc;
- Project approval by environmental, health, health surveillance, fire department, and any other agencies.
- Design development drawings;
- Construction documents;
- Electrical;
- Landscaping;
- Structural;
- Plumbing;
- Lighting;
- Estimated cost for construction;
- Construction execution;
- Construction management;
- Any other item not listed in the included items

Almeria

arquitetura

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