



KERALA STATE SPORTS COUNCIL

No.KSSC/A2/6016/16

08.08.2017

DETAILS OF EOI

To provide Group Health Insurance Policy including benefits of beneficiary arising from accidental death to the Permanent & temporary staff, Permanent Coaches, Contract & Daily wage coaches , Sports Hostel students, Day Boarding students, Khelo India Participants, Participants who represent for Kerala in National/ International Events.

BACKGROUND

Kerala State Sports council is a statutory body under Government of Kerala for the development of sports in the state. There are 24 centralised Sports Hostels, 52 College Sports Hostels, 24 School Sports Hostels and difference training schemes in various disciplines functioning under Kerala State Sports Council.

The Sports persons are also participating in District/ State/ National/ Khelo India competitions, International level competitions. Kerala State Sports Council's Administrative Board which met on 26.10.2016 had decided to introduce Health Insurance Scheme benefits of beneficiary arising from accidental death for sports persons, coaches and staff working with KSSC and Office bearers of KSSC and District Sports Council's.

On the basis of the Administrative Board decision Kerala State Sports Council invites EOI from reputed Insurance Companies of national vide reputation.

INVITATION FOR EXPRESSION OF INTEREST

Kerala State Sports Council invites "expression of Interest" from IRDA Accredited Insurance Companies for Group Insurance Policy for its employees and sports persons as detailed above. Expression of interest along with prescribed documents must be submitted at the office of the Kerala State Sports Council on or before 4 PM on 26.08.2017.

A brief on the scope/ requirements have been described in the below:-

CREDENTIALS

Only agencies having the following credentials are requested to respond to this EOI.

- a) The agency should be IRDA Accredited Insurance Company
- b) The agency should have experience of providing Group Medical/ Health Insurance cover to employees of Government/ Semi Government organizations during the past 5 financial years.
- c) The agency should have satisfactory Medical Claims settlement record.
- d) The agency should have Average Annual Turnover of at least 10 Crores during the last three financial years 2013-14, 2014-15 and 2015-16.
- e) Number of lives covered during the last three financial years and number of medical claims settled during the period.

EVALUATION/ SELECTION PROCEDURE

Evaluation / selection shall be carried out in the following stages :-

- a) A selection Committee of Kerala State Sports Council shall go through the documents of the agencies and prepare the list of agencies fulfilling the eligibility conditions.
- b) The shortlisted agencies make a detailed power point presentation before the Selection Committee. The date of the presentation shall be intimated. The presentation shall include the technical and commercial parameters to demonstrate their capabilities and experience covering inter-alia the following areas:
 - i. Company profile- Management Structure, Main Business & Areas of specialization, Duration of Business, Service centres etc.
 - ii. Details of the different types of insurances that can be given as per this EOI with details of cover. Financial aspects on the cost of the policy shall not be disclosed at any stage of this EOI.
 - iii. Key corporate clients, Value of contracts and salient features of contact/ Agreement with clients
 - iv. List of empanelled Hospitals in the State and all over India
 - v. Details of third party administrators and their roles & responsibilities
 - vi. Stepwise business/ enrollment / claim process

- vii. Profit & Loss Account of the last three years and net worth
- c) Based on inputs received against the EOI, a decision regarding the type of policy that is to be issued will be finalized.
- d) The approximate number of persons to be included under this cover is as follows;-

Permanent Coaches	129
Permanent Staff	35
Temporary Staff with scale of pay	10
Contract/ Daily wages Coaches and staff	147
Students of Centralised Sports Hostel	771
Students of College Sports Hostel	1256
Students of School Sports Hostel	438
Day Boarding	3120
Sports Persons under coaching camp/ National Participation	5177
Sports Persons under State Championship participation	28071
Khelo India National Participants	304
Khelo India (State Participants)	26160
G.V Raja Sports School	320
Kannur Sports Division	190
Office Bearers of KSSC & DSC	80
Grand Total	66208

The agencies may present the details of different types of insurance policies for the following groups.

Plan A	Permanent Coaches	129
	Permanent Staff	35
	Temporary Staff with scale of pay	10
	Contract/ Daily wages Coaches and staff	147
	Students of Centralised Sports Hostel	771
	Students of College Sports Hostel	1256
	Students of School Sports Hostel	438
	G.V Raja Sports School	320
	Kannur Sports division	190
	Day Boarding	3120
	Office Bearers of KSSC & DSC	80
Plan B	Sports Persons under coaching camp/ National Participation	5177
	Sports Persons under State Championship participation	28071
Plan C	Permanent Coaches	129
	Permanent Staff	35
	Temporary Staff with scale of pay	10
	Contract/ Daily wages Coaches and staff	147
	Students of Centralised Sports Hostel	771
	Students of College Sports Hostel	1256
	Students of School Sports Hostel	438
	Day Boarding	3120
	Sports Persons under coaching camp/ National Participation	5177
	Sports Persons under State Championship participation	28071

Plan D	Khelo India National Participants	304
	Khelo India (State Participants)	26160
Plan E	Permanent Coaches	129
	Permanent Staff	35
	Temporary Staff with scale of pay	10
	Contract/ Daily wages Coaches and staff	147
	Students of Centralised Sports Hostel	771
	Students of College Sports Hostel	1256
	Students of School Sports Hostel	438
	G.V Raja Sports School	320
	Kannur Sports division	190
	Day Boarding	3120
	Sports Persons under coaching camp/ National Participation	5177
	Sports Persons under State Championship participation	28071
	Plan F	Permanent Coaches
Permanent Staff		35
Temporary Staff with scale of pay		10
Contract/ Daily wages Coaches and staff		147
Students of Centralised Sports Hostel		771
Students of College Sports Hostel		1256
Students of School Sports Hostel		438
	G.V Raja Sports School	320
	Kannur Sports division	190
	Day Boarding	3120
	Sports Persons under coaching camp/ National Participation	5177

	Sports Persons under State Championship participation	28071
	Permanent Coaches	129
	Permanent Staff	35
	Temporary Staff with scale of pay	10
	Contract/ Daily wages Coaches and staff	147
	Students of Centralised Sports Hostel	771
	Students of College Sports Hostel	1256
	Students of School Sports Hostel	438
	Day Boarding	3120
	Sports Persons under coaching camp/ National Participation	5177
	Sports Persons under State Championship participation	28071
Plan G	Permanent Coaches	129
	Permanent Staff	35
	Temporary Staff with scale of pay	10
	Contract/ Daily wages Coaches and staff	147
	Students of Centralised Sports Hostel	771
	Students of College Sports Hostel	1256
	Students of School Sports Hostel	438
	G.V Raja Sports School	320
	Kannur Sports division	190
	Day Boarding	3120
	Sports Persons under coaching camp/ National Participation	5177

Sports Persons under State Championship participation	28071
Permanent Coaches	129
Permanent Staff	35
Temporary Staff with scale of pay	10
Contract/ Daily wages Coaches and staff	147
Students of Centralised Sports Hostel	771
Students of College Sports Hostel	1256
Students of School Sports Hostel	438
Day Boarding	3120
Sports Persons under coaching camp/ National Participation	5177
Sports Persons under State Championship participation	28071
Khelo India National Participants	304
Khelo India (State Participants)	26160

- e) The age group of the persons to be included under this cover shall be informed before the financial bid.
- f) A tender incorporating the above details will be issued amongst the short listed agencies seeking for the financial bids. The short listed agencies may again be called in for a power point presentation, if necessary.

PARTICULARS/ DOCUMENTS TO BE SUBMITTED WITH SEAL/ SIGNATURE AND A COVERING LETTER IN THE PARTY'S LETTER HEAD

- i. Details of the establishment
- a) Name and address of the agency with email- and contact numbers
 - b) Details of the different types of insurances that can be given as per this EOI with details of cover
 - c) Address of service centres in Kerala with email- and contact numbers

- d) Attested/ notarized copy of certificate of incorporation
 - e) Attested/ notarized copy of IRDA Certificate
 - f) Attested/ notarized copy of VAT/ Service tax Registration Certificate
 - g) Attested/ notarized copy of permanent Account number (PAN) Card
 - h) Any other information useful
- ii. Details of Experience & Financial Standing
- a) Average Annual Turnover during the last three financial years certified by Auditor/ Chartered Accountant in the format at Annexure – A
 - b) Claims Settlement performance during the last three financial years certified by Auditor/ Chartered Accountant in the format at Annexure B
 - c) Attested / notarized copies of at least 3 contracts for Group Medical/ Health Insurance executed for Government / Semi Government organizations during the last 5 financial years
- iii. Other details
- a) List of empanelled general hospitals and super specialty hospitals in India
 - b) List of Third Party Administrators with locations

LAST DATE AND TIME OF SUBMISSION OF EOI

Interested agencies are requested to send their expression of interest in a sealed envelope, along with supporting credentials, so as to reach Secretary, Kerala State Sports Council on or before 26.08.2017 at the following address. The envelope should be super-scribed/ marked with “EOI for Group Health Policy for KSSC”

PLACE OF SUBMISSION

The Secretary,
Kerala State Sports Council,
Statue, Thiruvananthapuram

CLAIM SETTLEMENT PERFORMANCE

The Claim Settlement Ratios of M/s. _____
_____ for the past three years are
given below and certified that the statement is true and correct.

Sl. No.	Financial Year	Claim Settlement Ratio (%)
(i)	2013-14	
(ii)	2014-15	
(iii)	2015-16	

Date:
Seal:

Signature of Auditor/
Chartered Accountant
(Name in Capital)