

BIDDER'S RESPONSIVENESS TO REQUIRED DOCUMENTS AND ELIGIBILITY CRITERIA
RE-INVTATION FOR BIDS FOR HEALTH INSURANCE SERVICES
N.I.T No. DUHS/DP/2020/100 Dated 12 March 2020
Technical Bids opened on 30 April 2020

Clause Ref. No.	Particulars	UBL Insurers Limited	The United Insurance Company of Pakistan Limited	Adamiye Insurance Company Limited	TPL Life Insurance Ltd.	Askari General Insurance Co. Ltd.	Jubilee Life Insurance Company Limited
6	List of documents to be enclosed						
6.1.1	Complete Bidding Document, duly signed and stamped on its each/every page as acceptance of all terms & conditions.	C	C	C	C	C	C
6.1.2	Original Bidding Document purchase receipt or Pay Order of Rs.2,000/- in favour of Dow University of Health Sciences Karachi, as the case may be	C	C	C	C	C	C
6.1.3	Copy of Pay Order in respect of Bid Security after hiding the amount	C	C	NC	C	C	C
6.1.4	Attested copy of NTN / Income Tax Registration Certificate, Sales Tax Registration Certificate / On line verification of Active Tax Payer for Sales Tax	C	C	C	C	C	C
6.1.5	Attested copy of CNIC of signatory of the Bid Form	C	C	C	C	C	C
6.1.6	Complete profile and history of the Bidder/Participant including complete address and complete details of Directors including their CNIC Numbers	C	C	NC	C	C	C
6.1.7	List of panel Hospitals all over the Pakistan	C 259 Hosp. List	C 205 Hosp. List	NC	C 305 Hosp. List	C 215 Hosp. List	C 457 Hosp. List
6.1.8	List of present CORPORATE CLIENTS of Group Health Insurance with name and contact persons, cell/telephone numbers, addresses and number of employees of that each client	C (105 Clients)	C (21/101 Clients)	C (41/0 Clients)	C (29/259 Clients)	C (164 Clients)	C (9/139 Clients)
6.1.9	Audited Financial Statement of the bidder for last three years	C	C	NC	C	C	C
6.1.10	Complete details of turn-over of at least last three years duly supported with the documentary evidence	C	C	NC	C	C	C
6.1.11	Copy of documents in respect of PACRA / JCR-VIS Rating	C	C	NC	C	C	C
6.1.12	Affidavit on stamp paper duly notarized to the effect that the Insurance Company is neither blacklisted nor suspended by any National / International, including Provincial and Federal Government	C	C	NC	C	C	C
6.1.13	Affidavit on stamp paper duly notarized to the effect that any director of the Insurance Company is not awarded any punishment from any Court of Law	C	C	NC	C	C	C



DR. ALJAZ A. ZUBEDI
 Head: Medical Superintendent
 (Assistant)
 P. Raah K. M. Puro Civil Hospital Karachi

DR. KAMRAN DAWANI
 Head: Vice Chancellor
 Dow University of Health Sciences
 Karachi

ASQMM

[Signature]

BIDDER'S RESPONSIVENESS TO REQUIRED DOCUMENTS AND ELIGIBILITY CRITERIA
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6.1.14	Affidavits duly notarized to the effect that the bidder has submitted the correct and complete information along with the bid/offer. If any document/information is found forged/engineered /fake/bogus at any stage, the bidder may be declared as Blacklisted in accordance with law and the performance guarantee and payment, if any may be forfeited	C	C	NC	C	C	C
6.1.15	Details of Full-Time Doctors for Case Management in Medical & Claims Dept.	C (11 Doctors)	C (8 Doctors)	NC	C (10 Doctors)	C (5 Doctors)	C (23 Doctors)
6.2	Details of Medical Call Center (24 / 7 Help Line)	C	C	NC	C	C	C
6.3	Valid documentary evidence in support of evaluation and qualification criteria	C	C	NC	C	C	C
7	Eligibility Criteria (mandatory requirements)						
7.1	Bidder shall complete all the terms & conditions of this Bidding Document	C	C	NC	C	C	C
7.2	Bidder able to enclose the documents as per clause 6 of this bidding document	C	C	NC	C	C	C
7.3	Companies must be available on 'List of Active Tax Payers' of FBR (for Income Tax) and SRB (For Sales Tax) websites	C	C	C	C	C	C
7.4	Certificate of Incorporation issued by the Securities & Exchange Commission of Pakistan (SECP)	C	C	C	C	C	C
7.5	Bidder must have at least one of Full-Time Doctors for Case Management in Medical & Claims Dept	C	C	NC	C	C	C
7.6	Equity / Net Worth of the bidder as on closing of last fiscal year should not be less than Rs. 0.5 billion and same shall be reflected in the Audited Accounts	C (Rs. 4,807,106,657 as on 31-12-2018)	C (Rs. 3,493,423,079 as on 30-09-2019)	NC	C (Rs. 281,721,000 as on 30-09-2019)	C (Rs. 1,686,721,000 as on 31-12-2018)	C (Rs. 11,405,561,000 as on 31-12-2019)
7.7	Bidder has Credit Rating minimum "A" of PACRA/ICR-VIS as on the date of submission of bid	C (AA Rating)	C (AA Rating)	NC	C (A- Rating)	C (AAA Rating)	C (AAA+ Rating)
8.1	Validity of Bids (90 Days)	C	C	C	C	C	C
	Qualified	Qualified	Qualified	Technically not qualified / not responsive *	Technically not qualified / not responsive **	Qualified	Qualified

C = Complied

NC = Not Complied

Financial Bid was not submitted by M/s. Adamjee Insurance Company Limited (AICL), whereas incomplete Technical Bid was tendered by AICL.



DR. AZA A. ZUBEDI
 Add: Medical Superintendent
 (Admin)
 Dr. Rumi K. M. Pasha Civil Hospital Karachi

DR. ANWAR UL HAQUE
 Add: Computer
 Dept. of Health Sciences
 Karachi

(Signature)

TECHNICAL PROPOSAL EVALUATION REPORT
RE-INVITATION FOR BIDS FOR HEALTH INSURANCE SERVICES
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S#	Evaluation Parameters/Sub-parameters	Maximum Points	UBL Insurers Limited	The United Insurance Company of Pakistan Limited	Adamjee Insurance Company Limited	TPL Life Insurance Ltd.	Askari General Insurance Co. Ltd.	Jubilee Life Insurance Company Limited	
1	Number of Years in the Business of providing Health Insurance Services. (Credible documentary evidence must be provided)	Max. 15	1.1 15 years or above	0	15	15	0	15	15
			1.2 10 years or above	10	0	0	10	0	0
			1.3 07 years or above	5	0	0	0	0	0
			1.4 05 years or above	3	0	0	0	0	0
			1.5 Below 05 years	1	0	0	0	0	0
2	Total Number of Corporate Clients receiving Health Insurance Services. (Credible documentary evidence must be provided)	Max. 15							
2.1	200 and above	15	0	0	0	15	0	0	
2.2	100 and above	10	10	10	0	0	10	10	
2.3	50 and above	5	0	0	0	0	0	0	
2.4	Below 50	2	0	0	0	0	0	0	
3	Total Number of Panel Hospitals under credit facility in Pakistan. (Credible documentary evidence must be provided)	Max. 15							
3.1	200 and above	15	15	15	0	15	15	15	
3.2	100 and above	10	0	0	0	0	0	0	
3.3	50 and above	5	0	0	0	0	0	0	
3.4	Below 50	2	0	0	0	0	0	0	
4	Medical Call Center / 24/7 Helpline (Credible documentary evidence must be provided)	Max. 10							
4.1	Yes	10	10	10	0	10	10	10	
4.2	No	0	0	0	0	0	0	0	
5	Number of Full-Time Doctors for Case Management in Medical & Claims Dept (Provide details duly signed by authorized person)	Max. 10							
5.1	20 and above	10	10	0	0	0	0	10	
5.2	10 and above	7	0	0	0	7	0	0	
5.3	Below 10	5	0	5	0	0	5	0	
6	Equity / Net Worth of the Company as on 31st December 2018. (Audited Financial Statements must be provided)	Max. 20							
6.1	PKR 2 Billion and above	20	20	20	0	0	0	20	
6.2	PKR 1 Billion and above	10	0	0	0	0	10	0	
6.3	PKR 0.5 Billion and above	5	0	0	0	0	0	0	
6.4	Below PKR 0.5 Billion	0	0	0	0	0	0	0	
7	PACRA/JCR-VIS Rating – MANDATORY REQUIREMENT	Max. 15							
7.1	AAA Rating	15	0	0	0	0	0	0	
7.2	AA Rating	10	10	10	0	0	10	10	
7.3	A Rating	5	0	0	0	5	0	0	
	TOTAL POINTS	100	85	85	15	62	75	90	
	REMARKS				Technically not qualified / not responsive	Technically not qualified / not responsive	Qualified	Qualified	



Dr. Ijaz A. ZUBEDI
 Add: Medical Superintendent
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