

Bid Evaluation Report	
Staff Group Health Insurance	
Name of Procuring Agency	Sindh Insurance Ltd
Tender Ref no.	SIL/HO//ADMIN/STAFF GROUP HEALTH INSURANCE/2025
Method of Procurement	Single Stage Two Envelopes
Tender Description	STAFF GROUP HEALTH INSURANCE
Tender Published	E-PADS I.D S-241251156 Dated 23rd December, 2024
Total Bid Document Sold	3
Total Bid Received	3
Technical Bid Opening Date	07th January, 2025, 1100Hrs
Financial Bid Opening Date	14th January, 2025, 1200Hrs
No. of Bids Technically Qualified	3
Bids Rejected	-

-23	Company Name	Qualified/Disqualified in Technical / Eligibility Inspection	Cost of Bid Offered	Ranking In terms of Cost	Comparison With Estimated Cost (Rs.8,500,000/-)	Reason for Acceptance/Rejection	Remarks
	1	2	3	4	5	6	7
1	M/s Askari General Insurance Co. Ltd	Qualified	15,616,084	3	Rs. 7,116,084/- above the estimated cost	Not accepted due to highest bid	-
2	M/s State Life Insurance Corporation of Pakistan	Qualified	9,277,471	2	Rs. 777,471/- above the estimated cost	Not accepted due to higher bid	-
3	M/s East West Insurance Co. Ltd	Qualified	5,735,500	1	Rs. 2,764,500/- below the estimated cost	Accepted being the lowest cost bid	Accepted

Note:-M/s East West Insurance Company is recommended for award of contract being qualified & lowest in cost amongst qualified bidders.

Procurement Committee Members

- 1 Mr. Nadeem Akhter
Sindh Insurance Ltd
CFO & Company Secretary
Head of Procurement Committee
- 2 Ms. Meher Dinshaw Khory
Sindh Insurance Ltd
Head-HR & Admin
Member
- 3 Muhamrnad Adnan Shakeel
Sindh Modraba
CFO & Company Secretary
Independent Member

Signature _____

Signature _____

Signature _____

Approved By _____

24/01

IN MEMORY OF SHAHEED MOHTARMA BENAZIR BHUTTO

SINDH INSURANCE
POWER TO THE PEOPLE

**OPENING OF BIDS
FINANCIAL PROPOSALS**

Staff Group Health Insurance


Dated: 15/0/2025

S.no	Company Name	Total	Remarks
1	State Life Insurance Corporation of Pakistan	9,277,471	2nd Lowest
2	Askari General Insurance Co. Ltd	15,616,084	Highest Bid
3	East West Insurance Co. Ltd.	5,735,500	01st Lowest
4			
5			
6			

Procurement Committee Memebers

- 1 **Mr. Nadeem Akhter**
Sindh Insurance Ltd
CFO & Company Secretary
Head Of Procurement Committee
- 2 **Ms. Meher Dinshaw Khory**
Sindh Insurance Ltd
Head HR & Admin
Member
- 3 **Mr. Muhammad Adnan Shakeel**
Sindh Mdaraba
CFO & Company Secretary
Independent Member


16/1/25


16/1/2025


16/1/25

FINANCIAL PROPOSAL FOR HEALTH INSURANCE

PRICE SCHEDULE

(Applicable for the year 2025)

Name of Bidder State Life Insurance Corporation of Pakistan.

Amount of Bid

Net Premium Rs.

9,277,471.00/-

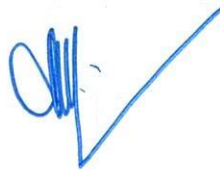
Note

1. The above rates quoted must include all taxes and charges, if any.
2. In addition to above also include detail of quotations, terms & condition, procedure to avail benefits and list of exclusions.
3. The services may be extended for two more years on mutual rates and terms & conditions.

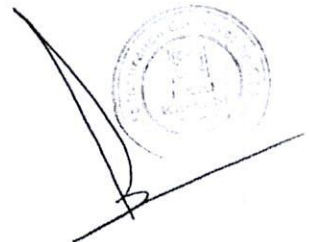
Signature & Stamp of Bidder



SAQIB ALI
Admin & Monitoring Officer
Health & Accident Ins. Division
State Life Ins. Corp. of Pakistan
Regional Office Karachi.



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STATE LIFE

INSURANCE CORPORATION OF PAKISTAN

GROUP HEALTH INSURANCE PROPOSAL FOR SINDH
INSURANCE LIMITED (SIL)

25-May-23

Strength of Participants		In Patient Hospitalization Plan				
Employees		127				
Total Lives		508				
Plan Details		In Patient Hospitalization Plan				
Census		37	6	17	62	
Annual Hospitalization Limit		Benefit Details				
Basic Hospitalization Limit per Family		3000000	960000	720000	600000	
Daily Room Entitlement Limit		VIP	Private	35000	20000	
Major Medical-Extension (On Approval Only)		As per bidding doc/ provided data				
Enhancement in limit in case of Accident		As per bidding doc/ provided data				
Emergency Treatment		As per bidding doc/ provided data				
Emergency Room Treatment in case of Accidental Emergency Only						
Specialized Investigation and Day Care						
Day Care Surgeries, Dialysis, MRI, CT Scan, Thallium, Angiography, Cataract, Treatment of Fracture, Accidental Dental Treatment,						
Pre & Post Hospitalization						
Pre Hospitalization charges 30 days prior to hospitalization						
Post Hospitalization charges 30 days after Discharge						
Maternity Benefit Sub Limit		SUB-LIMIT				
Normal Delivery		N/A	192000	144000	120000	
C Section/Multiple Birth		N/A	240000	180000	150000	
Coverage Eligibility		Hospitalization		Maternity		
Employee		As per bidding doc/provided data		As per bidding doc/ provided data		
Spouses		As per bidding doc/provided data		As per bidding doc/ provided data		
Son(Unmarried/Unemployed)		As per bidding doc/provided data		As per bidding doc/ provided data		
Daughter (Unmarried)		As per bidding doc/provided data		As per bidding doc/ provided data		
Parents		As per bidding doc/provided data		As per bidding doc/ provided data		
Total Premium Details		In Patient Hospitalization Plan				
Basic Premium For IPD		7,997,820				
OPD Pool		-				
Total Basic Premium		7,997,820				
Admin Charges 0%		-				
Admin Charge on OPD 10%		-				
Total Gross Premium		7,997,820				
SST & Stamp Duty		1,279,651				
Total Net Premium		9,277,471				
Undertaking Terms and Conditions		1 Year				
Period Of Insurance		1 Year				
Pre-Existing Condition under Hospitalization		As per bidding doc/ provided data				
Pre-Existing Condition under maternity		As per bidding doc/ provided data				
Congenital Birth Defect Treatment		As per bidding doc/ provided data				
Therapy for Hep B & C Treatment		As per bidding doc/ provided data				
COVID-19 Coverage		As per bidding doc/ provided data				
Validity of Proposal		As per bidding doc/ provided data				
Issuance of Medical Health Cards		Immediately				
Network of Hospitals		Corporate Pool				
Employee Enrollment Forms		Waived				
Payment Frequency		Annual				



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Askari General Insurance Co. Ltd.

FINANCIAL PROPOSAL FOR HEALTH INSURANCE

PRICE SCHEDULE

(Applicable for the year 2025)

Name of Bidder Askari General Insurance Company Limited

Amount of Bid

Net Premium Rs. 15,616,084/-

Note

1. The above rates quoted must include all taxes and charges, if any.
2. In addition to the above also include details of quotations, terms & condition, procedure to avail benefits and list of exclusions.
3. The services may be extended for two more years on mutual rates and terms & conditions.

Signature & Stamp of Bidder



Meha Behrang



Askari General Insurance Co. Ltd.

M/S SINDH INSURANCE LIMITED
KARACHI

January 06, 2025
AGICO/18/4923/01/2025

GROUP MEDICAL INSURANCE.

Dear Sir

Referring to the subject cited above, Thank you very much for showing your interest in our research based product "**askari health**". Please find hereunder our medical proposal as per data provided and desired.

INSURED : M/S SINDH INSURANCE LIMITED

WHO IS COVERED : FOR EMPLOYEES, SPOUSES, CHILDREN AND PARENTS

PERIOD OF INSURANCE : TO BE ADVISED

STRENGTH OF YOUR ORGANIZATION:

	CATEGORIES								TOTAL
	A	B	C	D	E	F	G	H	
EMPLOYEES	11	2	4	13	0				30
SPOUSES	11	1	3	13	0				28
CHILDREN	13	1	5	29	0				48
PARENTS	2	2	5	7	0				16
TOTAL	37	6	17	62	0	0	0	0	122

Mehas Behrang



GROUP MEDICAL INSURANCE

06-Jan-25

STRENGTH COVERED	A	B	C	D	E	F	G	TOTAL
EMPLOYEES	11	2	4	13	0	0	0	30
SPOUSES	11	1	3	13	0	0	0	28
CHILDREN	13	1	5	29	0	0	0	48
PARENTS	2	2	5	7	0	0	0	16
TOTAL	37	6	17	62	0	0	0	122

Option-1

DESCRIPTION	BENEFIT CATEGORIES / LIMITS.							
	A	B	C	D	E	F	G	H
ROOM RENT PER DAY	VIP	Private	35,000	20,000	15,000	N/A	N/A	N/A
ANNUAL HOSPITALIZATION LIMIT	3,000,000	960,000	720,000	600,000	540,000	N/A	N/A	N/A
100% ENHANCEMENT OF HOSPITALIZATION LIMIT IN CASE OF ON (ROAD TRAFFIC ACCIDENTS R.T.A. ONLY) AND OFF ROAD ACCIDENTS .	COVERED							
DAY CARE SURGERIES, DIALYSIS, CATARACT SURGERY, SPECIALIZED INVESTIGATIONS, MRI, CT-SCAN, THALLIUM SCAN. EMERGENCY DENTAL TREATMENT DUE TO ACCIDENTAL INJURIES ONLY (WITHIN 48 HOURS) FOR PAIN RELIEF ONLY.								
INTRA OCULAR LENS IMPLANT (STANDARD)								
PRE & POST - HOSPITALIZATION EXPENSES FOR 30 DAYS RESPECTIVELY.								
MATERNITY BENEFITS								
NORMAL DELIVERY	N/A	192,000	144,000	120,000	108,000	N/A	N/A	N/A
CESAREAN SECTION.	N/A	240,000	180,000	150,000	135,000	N/A	N/A	N/A


ALL TERMS AS PER TENDER DOCUMENTS

PREMIUM CALCULATION (RS. /=)	
GROSS PREMIUM	15,453,400
A.S.C	5,000
TOTAL GROSS PREM.	15,458,400
U.S.C (MIN RS. 2,500/=)	3,050
F.I.F	154,584
STAMP DUTY	50
NET PREMIUM	15,616,084

15% SINDH SALES TAX WILL BE CHARGED IF APPLICABLE

The above premium rates may change with the change in benefit limits or strength of your good organization. This quotation is valid for 30 days only.




Mehar Behrang



Askari General Insurance Co. Ltd.

OPTION # 1

SINDH INSURANCE LIMITED PER PERSON PREMIUM CALCULATION

	A	B	C	D	E	F	K
EMPLOYEE	260,492	97,292	78,092	68,492	63,692	-	-
SPOUSE	260,492	169,292	132,092	113,492	104,192	-	-
CHILD	110,492	49,292	42,092	38,492	36,692	-	-
PARENT	620,492	212,492	164,492	140,492	128,492	-	-

STRENGTH

	A	B	C	D	E	F	TOTAL
EMPLOYEE	11	2	4	13	-	-	30
SPOUSE	11	1	3	13	-	-	28
CHILD	13	1	5	29	-	-	48
PARENT	2	2	5	7	-	-	16
TOTAL	37	6	17	62	-	-	122

TOTAL

	A	B	C	D	E	F	TOTAL
EMPLOYEE	2,865,410	194,584	312,367	890,393	-	-	4,262,754
SPOUSE	2,865,410	169,292	396,275	1,475,393	-	-	4,906,370
CHILD	1,436,393	49,292	210,459	1,116,262	-	-	2,812,407
PARENT	1,240,984	424,984	822,459	983,443	-	-	3,471,869
TOTAL	8,408,197	838,151	1,741,561	4,465,492	-	-	15,453,400

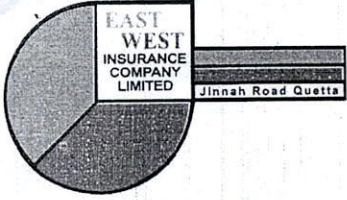
GROSS PREMIUM	15,453,400
ASC	5,000
TOTAL GROSS PREM.	15,458,400
USC	3,050
FIF	154,584
S. DUTY	50
NET PREMIUM	15,616,084



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Mehar Behara

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EAST WEST INSURANCE CO., LTD.

January 6, 2025

QUO/HTLH/03/003/01/2024

**M/s Sindh Insurance
Karachi**

Subject: Financial Proposal

Dear Sir,

We thank you for providing us an opportunity to submit our competitive Group Health Insurance Quotation for the employees according to the information provided by you. It gives us great pleasure to introduce you to **East West Insurance Company Limited** with strong **IFS Credit Rating 'AA+'** by **PACRA**. In this regard, you will find the following attachments with this letter:

1. Pay Order of Earnest Money (2% of quoted amount)
2. Price Schedule
3. BID Form
4. Detail of Premium
5. Detail of per person premium

We hope you will find our attached policy of interest and we are looking forward to hearing from you soon.

Lastly, we would like to state that given an opportunity to serve you, we would do our utmost to render incomparable services in the insurance business. We have an independent health insurance setup equipped with the facility of **24/7 Helplines, Online Web Portal** and **Efficient Claim Processing**. With the Grace of Allah Almighty, we are confident that our business relations will grow to the common benefit of all by creating goodwill and mutual trust.

Best regards,

Zeeshan Faisal
Sr. Vice President (Health Insurance)
East West Insurance Company Limited
Islamabad



Islamabad Office: Suite No. 303, 3rd Floor,
Muhammad Gulistan Khan Huose,
82 - Fazal-e-Haq Road, Blue Area, Islamabad.
Tel # : +92-51-2802491-4, 2150271-2
Fax # : +92-51-2802490

Registered Office: 27, Regal Plaza,
Jinnah Road, Quetta.
Tel # +92-81-2822913, 2821397
Fax # : +92-81-2821460
Web : www.ewi.com.pk

Head Office : 401-404, Block "B", 4th Floor, Lakson
Square Building No. 3, Sarwar Shaheed Road, Karachi.
Ph : +92-21-35630400-11
Fax # : +92-21-35630414-35630415
E-mail : info@ewi.com.pk

4 FINANCIAL PROPOSAL FOR HEALTH INSURANCE

PRICE SCHEDULE
(Applicable for the year 2024-25)

Name of Bidder East West Insurance Co. Ltd.

Amount of Bid

Net Premium Rs. Rs. 5,735,500/-

Note

1. The above rates quoted must include all taxes and charges, if any.
2. In addition to above also include detail of quotations, terms & condition, procedure to avail benefits and list of exclusions.
3. The services may be extended for two more years on mutual rates and terms & conditions.

Signature & Stamp of Bidder






Mehar Behara

Annexure "A"

BID FORM

Dated: 01-01-, 2025

To,

SINDH INSURANCE LIMITED.
Head Office
1ST Floor, Imperial Court,
Dr. Ziauddin Road,
Karachi 75530

Dear Sir,

Having examined the bidding documents, the receipt of which is hereby duly acknowledged, we, the undersigned, offer, in conformity with the said bidding documents for the sum of

5,735,500/- [Five Million, Seven Hundred and Thirty-Five Thousand and five hundred Only].

We undertake, if our Bid is accepted, to provide Group Health Insurance Policy (Name of the supplied item), that will be in accordance with the terms defined in the proposal and /or contract.

Our firm, including any subcontractors or suppliers for any part of the Contract, have nationalities from the following eligible countries:-

- a. Country N/A
- b. Country N/A

If our Bid is accepted, we will obtain the Bank Guarantee in a sum equivalent to ten percent (5%) of the Contract Price for the due performance of the Contract, in the form prescribed by SIL. (Do mention, if this document have already been provided)

We agree to abide by this Bid for a period of ninety (90) days from the date fixed for Bid Opening and it shall remain binding upon us and may be accepted at any time before the expiration of that period.

Until a formal Contract is prepared and executed, this Bid, together with your written acceptance thereof and your notification ward, shall constitute a binding Contract between us.

Commissions or gratuities, if any, paid or to be paid by us to agents relating to this Bid and to contract execution if we are awarded the contract, are listed below:

<u>Name & Address of Agent</u>	<u>Amount and Currency</u>
<u>None</u>	<u>None</u>

(If none, State none)

We understand that you are not bound to accept the lowest or any bid you may receive.

Dated this 01 day of January 2025.

Zeeshan Faisal (SVP)

[Signature]

[In the Capacity of]

Duly authorized to sign Bid for and on behalf of East West Insurance Co. Ltd.

Mehar Behara

Strength / Number of Lives:

Categories	A	B	C	D	E	F	Total
Employees	11	2	4	13	0	0	30
Spouses	11	1	3	13	0	0	28
Children	13	1	5	29	0	0	48
Parents	2	2	5	7	0	0	16
Total	37	6	17	62	0	0	122

Benefit Schedule:

Description of Benefits / Categories	A	B	C	D	E
Room Limit / Entitlement (Per Day)	VIP Room	Private - Room	35,000	20,000	15,000
Hospitalization Limit (Per Person, Per Annum)	3,000,000	960,000	720,000	600,000	540,000
Enhancement in case of accidents	100%				
Maternity Limit:					
Normal Delivery	Nil	192,000	144,000	120,000	108,000
Cesarean Section		240,000	180,000	150,000	135,000
Multiple Birth		240,000	180,000	150,000	135,000
Out-Patient Dept. (Per Employee / Family Annual)	Nil	Nil	Nil	Nil	Nil
For Married Employees					
For Single Employees					
Specialized Investigations	Covered				
Pre & Post Hospitalization for 30 days respectively	Covered				
Day Care Surgeries & Unifocal Intra-Ocular Lens Implant	Covered				

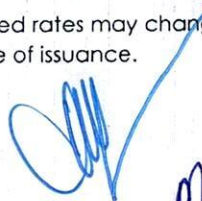
Salient Features:

- ❖ All reimbursement claims will be paid in 10 working days.
- ❖ Online Access to Web Portal for checking Employee's coverage and Claims status.
- ❖ Excellent Customer Services and Dedicated Relationship Officer with 24/7 Helpline Numbers.
- ❖ Credit Facility is available at more than 215 panel hospitals across Pakistan. Flexibility of getting Non-Panel Hospitals on panel.
- ❖ The benefits of this policy are valid anywhere in the world. The payment will be made in Pak Rupees as per policy terms & conditions subject to the benefit limit.
- ❖ Family Bereaved Benefit: In case of death of any insured person at our panel hospital, we will pay maximum up to Rs. 20,000/- for miscellaneous expenses or burial charges.
- ❖ Circumcision charges maximum up to Rs. 15,000/- will be payable from Hospitalization Limit.
- ❖ Pre-existing conditions are 100% covered for current lives.
- ❖ Congenital disorders are 100% covered.

Premium Calculations:

Hospitalization	4,688,251
Maternity	720,038
Major Medical Care	0
OPD	0
Basic Premium	5,408,289
+ ASC @ 5%	270,414
Total Gross Premium	5,678,703
+ Federal Insurance Fee @ 1%	56,787
+ Stamp Duty	10
Net Premium	5,735,500

The above-mentioned rates may change with the change in the strength or benefits. The quotation is valid for 90 days from its date of issuance.


Meha Behra



OPTION # 1

**SINDH INSURANCE
PER PERSON PREMIUM CALCULATION**

	A	B	C	D	E	F	J	K
EMPLOYEE	79,125	25,320	18,990	15,825	-	-	-	-
SPOUSE	63,300	83,556	62,667	52,223	-	-	-	-
CHILD	44,310	14,179	10,634	8,862	-	-	-	-
PARENT	316,500	101,280	75,960	63,300	-	-	-	-

STRENGTH

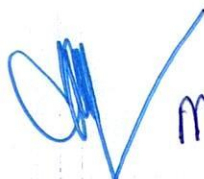

	A	B	C	D	E	F	J	TOTAL
EMPLOYEE	11	2	4	13	-	-	-	30
SPOUSE	11	1	3	13	-	-	-	28
CHILD	13	1	5	29	-	-	-	48
PARENT	2	2	5	7	-	-	-	16
TOTAL	37	6	17	62	-	-	-	122

TOTAL

	A	B	C	D	E	F	J	TOTAL
EMPLOYEE	870,375	50,640	75,960	205,725	-	-	-	1,202,700
SPOUSE	696,300	83,556	188,001	678,893	-	-	-	1,646,750
CHILD	576,030	14,179	53,172	256,998	-	-	-	900,379
PARENT	633,000	202,560	379,800	443,100	-	-	-	1,658,460
TOTAL	2,775,705	350,935	696,933	1,584,716	-	-	-	5,408,289

BASIC PREMIUM	5,408,289
ASC	270,414
GROSS PREMIUM	5,678,703
FIF	56,787.03
S. DUTY	10
NET PREMIUM	5,735,500
DISCOUNT	-
NET AFTER DISCOUNT	5,735,500



 Meha Behrang 

Sindh Insurance Limited

ATTENDANCE SHEET

BID OPENING

Date:- 15-Jan-25

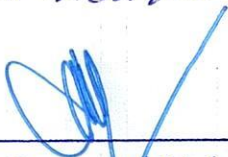
Staff Group Health Insurance


S NO.	Company Name	Name of Company Representative	Contact No.	Signature
1	Askari Insurance Ltd	Kader Ali Baig	0331-3042290	
2	State Life Insurance Corporation of Pakistan	Saqib Ali	0345-0300544	
3				
4				
5				
6				
7				


Bidders' Qualification Report

S. No	Descriptions	Total Marks	East West Insurance	State Life Insurance	Askari General Insurance	Remarks	Mandatory Evidence As Annexures
1	Should have existing Health Insurance Portfolio	15	15	15	15	300 Million & above	Audited Accounts as Annexure-A
		10				150 Million & above	
		07				50 Million & above	
2	Number of Corporate / Group Health Insurance Clients	15	15	15	15	15 & above	Clientele List as Annexure-B
		10				10 & above	
		07				07 & above	
03	Experience in the field of Group Health Insurance	10	10	10	10	07 years & above	Year wise Health Insurance Premium Portfolio
		07				05 years & above	
		05				03 years & above	
04	Average Yearly Turnover of Last 03 years	10	10	10	10	50 Million & above	Audited Accounts of Last 3 years as Annexure-D
		07				30 Million & above	
		05				10 Million & above	
05	Hospital on Panel All over Pakistan	10	10	10	10	200 & above	List of Hospital as Annexure-E
		07				150 & above	
		05				100 & above	
06	Numbers of Doctors in Medical & Claim Departments	10	/	10	10	05 & above	List of Doctors as Annexure-F
		07				03 & above	
		05				01 & above	
07	24 Hours Hotline & Call Centre Facility	10	10	10	10	Both	Number(s) as Annexure-G
		05				Any one	
08	Shareholder Equity	10	10	10	10	01 Billion & above	Audited Balance Sheet As Annexure-H
		07				500 Million & above	
09	IFS Rating	10	10	10	10	A+ & above	Certificate to be attached As Annexure-I
		07				A	
		05				A-	
Total Marks		100	90	100	100	Qualified / Disqualified	

All bidders are qualified.


 Mr. Nadeem Akhter
 CFO of company serving
 Sindh Insurance Ltd


 Ms. Mehr Behrana
 Head HR of Askari
 General Insurance Ltd.


 Mr. M. Adnan Saeed
 CFO of company serving
 Sindh Insurance Ltd

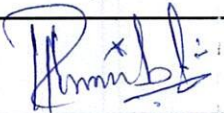
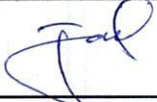
Sindh Insurance Limited

ATTENDANCE SHEET

BID OPENING

Date:- 07-Jan-25

Staff Group Health Insurance

S NO.	Company Name	Name of Company Representative	Contact No.	Signature
1	State life	Saqib Ali	0345-0300544	
2	Askari General Insu	Jameel Masood	03232192918	
3	East West Insu	-	-	Absent
4				
5				
6				
7				