



KARNATAKA STATE BEVERAGES CORPORATION LIMITED

(A GOVERNMENT OF KARNATAKA UNDERTAKING)

TENDER DOCUMENTS FOR

PROVIDING GROUP MEDICAL INSURANCE TO EMPLOYEES OF
KARNATAKA STATE BEVERAGES CORPORATION LTD., FOR
THE YEAR 2023-24

KARNATAKA STATE BEVERAGES CORPORATION LIMITED

DECLARATION

(To be given by the Insurance Company at the time of uploading of completed tender)

To:

The Executive Director (Fin & Admin)
Karnataka State Beverages Corporation Ltd.,
4th Floor, TTMC "A" Block,
BMTC, K H Road,
Shanthinagar
Bangalore-560 027

<p>NATURE OF SERVICE: Providing Group Medical Insurance to Employees of Karnataka State Beverages Corporation Ltd.</p>

I/We have read the Tender documents and related matters carefully and diligently and that I/We have uploaded the tender having studied, understood and accepted the full implications of the agreement.

The requirements of the tender agreement stated herein will be fulfilled by me/us to the satisfaction of the Corporation.

INSURER

KARNATAKA STATE BEVERAGES CORPORATION LIMITED

4th Floor, TTMC "A" Block,
BMTc, K H Road, Shanthinagar
BANGALORE-560 027

Karnataka State Beverages Corporation Ltd. (KSBCL) in association with e-procurement Portal of Government of Karnataka is inviting online e-Tenders under **Two Bid System** for Providing Group Medical Insurance to its employees for the period of one year.

Nature of Service: Providing Group Medical Insurance to Employees of Karnataka State Beverages Corporation Ltd.

- 1. Estimated sum to be insured:** As detailed in tender documents
- The bidders can view the tender details from the Website – <http://eproc.karnataka.gov.in>. For further information, please contact help desk phone No.080-25501216/255 01227
- Tender documents shall be uploaded on line at e-Procurement portal only.
- Submission of the tender by the Agency implies that these conditions have been read and is aware of the scope of the service.
- Tenders not uploaded in the prescribed form will be rejected. Tenders, which propose any alterations in the service specified or containing other conditions of any sort, will be rejected. Tenders will be downloaded in the presence of tenderers or their duly authorized representatives, on the date & time specified herein.
- Final acceptance of the tender rests with the Managing Director, KSBCL, who reserves the right to accept or reject any or all tenders without assigning any reason therefor.
- The calendar of events is as follows:

1	Issue of Tender Notification	11.09.2023
2	Pre Bid Meeting	15.09.2023 @ 11.00 Hrs.
3	Venue for Pre Bid Meeting	Board Room, KSBCL, 4th Floor, TTMC, 'A' Block, BMTc Building, Shanthinagar, Bengaluru-27
4	Last date and time for submission of Bid	25.09.2023 @ 17.30 Hrs
5	Opening of Technical Bid	27.09.2023 @ 10.30 AM onwards
6	Opening of Financial Bid	03.10.2023 @ 11.00AM onwards

For more details, visit the web site <http://e-proc.karnataka.gov.in>

Executive Director (Finance & Admin)

Prequalification Requirements of Insurance Companies

- a) The Insurance Companies should have licensed by IRDA to operate General Insurance Business in India and should have completed minimum 3 financial years and which have been audited.
 - b) The Insurance Companies should upload the Balance Sheet and Profit and Loss Accounts, audited and certified by a Chartered Accountant for the last three years i.e. 2019-20, 2020-21 & 2021-22. The documents like self certification of turnover, certification of CA in any other mode other than P&L A/c and Balance Sheet, Income Statement prepared for filing IT etc., will not be considered.
 - c) The Insurance Companies should have the following Registration Certificate and other documents/certificates & shall upload copies of them along with the Bids
 - i) IRDA Registration Certificate
 - ii) Balance Sheet and Profit and Loss Accounts, audited and certified by a Chartered Accountant for the last three years i.e. 2019-20, 2020-21 & 2021-22
 - iii) GST Registration Certificate
 - iv) Professional Tax Registration Certificate
 - v) Copy of the Pan Card
 - vi) Any other registrations required as per the existing laws relating to providing Insurance.
 - d) The Insurance Companies whose services have been terminated/foreclosed by any Corporation/firms during the last 5 years due to non-fulfilment of agreed obligations are not eligible to bid. The Insurance Companies should clearly specify and submit declaration letter in writing separately stating that they do not fall under this category
 - e) The Insurance Companies shall submit a checklist with details of documents on which reliance has to be laid by the Corporation to ensure fulfilment of PQR conditions prescribed herein i.e. for the points mentioned in 1 a) to d) above.
1. The Financial Bids of the Insurance Companies which do not meet the pre-qualification requirements (Technical Bids), will not be opened.
 2. The Executive Director (Finance & Admin) shall cause to examine the PQR documents of the Insurance Companies and on that basis a list of qualified bidders will be prepared and intimated to the Insurance Companies concerned
 3. The Financial Bids of the technically qualified bidders only will be downloaded/opened in the presence of qualified bidders or duly authorized representatives, who will choose to attend on the date and time to be intimated to them separately.

KARNATAKA STATE BEVERAGES CORPORATION LIMITED

4th Floor, TTMC "A" Block,

BMTC, K H Road, Shanthinagar

BANGALORE-560 027

TERMS AND CONDITIONS, WHICH FORM PART OF THE TENDER DOCUMENT

1. The General Insurers who are licensed by IRDA to operate General Insurance Business in India and who have completed minimum 3 financial years, and which have been audited, may participate in the tender.
2. The bid has been called under **Two Part Bid System** viz. Technical Bid & Financial Bid. The technical bid will contain the following documents.
 - (1) Duly renewed IRDA Registration Certificate
 - (2) Financial Statement: Balance Sheet, Profit & Loss Accounts, audited and certified by a Chartered Accountant for the last three years 2019-20, 2020-21 & 2021-22
 - (3) GST Registration Certificate, if applicable
 - (4) Professional Tax Registration Certificate
 - (5) Copy of the PAN Card
 - (6) Any other registrations required as per the existing laws relating to providing Insurance.

The bidder is required to fill in the details in **Schedule-I** and upload along with the above documents. If the required documents are not uploaded or incomplete, the bid will be treated as non-responsive and will be rejected
3. The Technical Bids will be opened first and evaluation will be undertaken and only the bids that satisfy the pre-qualification conditions will be declared as eligible. The Financial bids of only those bidders who are technically qualified will be opened for evaluation.
4. The tenderer shall sign in all the pages of the tender documents and the Financial Bid.
5. The intending bidders shall quote the gross premium after applicable discounts without any other adjustments and certify the same as not contravening any IRDS norms.
6. The amount of premia, GST & total amount shall be rounded off to the nearest rupee value
7. The quotations for insurance premium shall be on the basis of information furnished by KSBCL in the tender document. No extraneous information furnished by the insurance companies for quoting the premium will be considered. However, clarifications required if any may be obtained from KSBCL, Corporate Office, located at 4th Floor, TTMC A Block, BMTC, K H Road, Shanthinagar, Bangalore-27, before uploading the bid.

8. Bids shall be uploaded by the insurance companies in the e-procurement portal. The insurance companies shall not depute any third party for any enquiry/ follow up on the bids. The above shall be strictly adhered to by the insurance companies. If, in case such an occurrence is noticed by KSBCL, the offer will be summarily rejected.
9. Notwithstanding anything contained supra, KSBCL reserves the right to assess the insurer's capacity and capability to perform the insurance business, should the circumstances warrant such an assessment in the overall interest of KSBCL.
10. Past performance of the insurers will be taken into consideration for evaluation of offers.
11. Tenders will be rejected in respect of those bids which are partial or incomplete, or selectively quoted for specific coverage, however if any tenderer is not able to cover any extensions or add on covers the same should be mentioned while submitting the quotes.
12. The premium amount will be provided to the successful insurance company to initiate the cover for one year from the date of commencement.
13. The Insurance Cover shall come into force immediately on payment of Premium Amount.
14. The successful insurance company should deliver the insurance policy duly conforming to the IRDA Rules and Regulations issued from time to time, within a period of 10 days from the date of payment of premium.
15. The Insurance Companies to whom the business is awarded shall, after closure of the policy period, refund excess premium paid if any or the deletion premiums if any, within 3 days from the date of receiving the declaration form from KSBCL
16. The final premium shall be quoted both in words and figures. If there is any difference between the two, the lowest rate between the two will be considered. Any correction/overwriting/scoring/cancellation shall be countersigned. In case of illegibility, the interpretations of KSBCL shall be final and binding on the bidders.
17. KSBCL takes no responsibility for delays, loss or non-receipt of any letters sent by post/courier either way and reserves the right to reject any offer in part or full without assigning any reasons therefor.
18. KSBCL shall have the liberty to accept or reject any offer or part thereof at its sole discretion and any such action will not be called into question and bidders shall have no claim in this regard.
19. The premium quotes for the above proposal need to be indicated in the quotations for the full period of one year.
20. In the event that Regulatory permit policy wordings wider than those within this TENDER Document, the insured retains the options to review policy wordings on offer wider and to the benefit of the insured immediately upon applicability of such regulation.

21. Financial or Price Bid Sheet shall be quoted in e-portal only. The Financial Bid/data uploaded along with Technical Bids will get rejected
22. The Insurance Company selected for providing Group Medical Insurance/offered work order, shall go through the Terms & Conditions of the tender documents before preparing the Insurance Policy and all the terms & conditions of the Policy shall be exactly as envisaged in the Tender documents, unless specifically agreed by the Corporation while negotiating the premium quoted by the Insurance Company. Imposing own terms & conditions of the Insurance Company in the policy other than those mentioned in the tender documents will not be allowed/entertained.
23. The Insurance Company selected for providing Group Medical Insurance/offered work order, shall first submit the draft policy to the Corporation for verification and upon approval accorded by the Corporation, the final Policy should be submitted to the Corporation.

Date: 07.09.2023

Accepted the above terms and conditions

Seal and Signature of the Insurance Company

SCOPE OF COVER, WHICH FORMS PART OF THE TENDER FOR PROVIDING GROUP MEDICAL INSURANCE FOR A PERIOD OF 12 MONTHS FROM THE DATE OF COMMENCEMENT

Group Medical Insurance (on Floater Basis)

INSURED PERSONS

UNDERWRITING INFORMATION

All Employees of **Karnataka State Beverages Corporation Ltd.**, working on Deputation & Contract and their families as per the list attached, including newly reported employees from the date of joining, subject to advice within 30 days. Adequate premium deposit to cover new employees to be maintained.

No. of employees covered with dependants as per list provided

Count of Age Band	Age Band																Grand Total
	0-18	19-25	26-30	31-35	36-40	41-45	46-50	51-55	56-60	61-65	66-70	71-75	76-80	81-85	86-90	91-95	
Self	0	0	0	3	14	18	23	61	107	1	0	0	0	0	0	0	227
Spouse	0	0	5	14	23	49	74	45	11	1	0	0	0	0	0	0	222
Son	79	72	42	8	0	0	0	0	0	0	0	0	0	0	0	0	201
Daughter	53	71	21	04	0	0	0	0	0	0	0	0	0	0	0	0	149
Father	0	0	0	0	0	0	0	0	2	5	4	8	11	11	7	2	50
Mother	0	0	0	0	0	0	2	2	5	10	18	26	26	15	4	2	110
Grand Total	132	143	68	29	37	67	99	108	120	22	22	34	37	26	11	4	959

LIMIT

Sum insured of INR 200,000 (Rupees Two Lakh) per family on family floater basis with benefits as stated

GEOGRAPHICAL AREA

India

PERIOD

12 Months from the date of commencement

BENEFITS REQUIRED:

- ❖ Family Floater policy (1+5)
- ❖ **Family = Self + Spouse + 2 Dependent Children + 2 Dependant Parents [3rd Child shall also covered on special cases within the family limit of Self + 5]**
- ❖ Waiver of time exclusion for diseases - 30 Days & 1st & 2nd year for all existing new employees
- ❖ Pre existing diseases covered (for all including Existing & New employees)
- ❖ Pre 30 Days & Post 60 Days Hospitalisation covered
- ❖ Baby cover from day one as part of family floater
- ❖ **Room rent restriction – As per actual subject to a maximum of Rs.4,000/- per day**
- ❖ Emergence ambulance expenses around INR 2,000 (Rupees Two Thousand) for medical emergencies upon production of proper receipt
- ❖ Co-payment of 10% or a maximum of INR 15,000 (Rupees Fifteen Thousand) on each and every claim
- ❖ Domiciliary benefit excluded
- ❖ OPD treatment maximum up to Rs.10,000 (Rupees Ten Thousand) only for employee (part of floater sum insured)
- ❖ **Disease/Ailments – No Caps on any Disease/Ailments**
- ❖ **Lasik Surgery – Covered if the power of the Eye is +/- 7.5**
- ❖ **Organ Transplant/Organ Donor – Both are covered**
- ❖ **Cataract Surgery – Restricted to Rs.25,000/- per Eye**
- ❖ **Claim Intimation Clause – No Restriction**

The list of OPD treatment is as below:

- (1) Dental treatment excluding cost of dental cleaning and /or cost of Dentures/tooth
- (2) Eye treatment excluding cost of spectacles, contact lenses
- (3) Ear related treatment excluding cost of hearing aids
- (4) Investigations prescribed by specialist Doctor for major ailments only
- (5) **Corporate buffer of Rs.20.00 Lakhs covered without any restrictions (Corporate Buffer premium to be mentioned separately)**
- (6) **Buffer/Corporate Sum Insured:** An additional Sum of Rs.20.00 Lakhs shall be provided by the Insurance Company as Buffer/Corporate Floater. In case of hospitalization expenses of a family exceed the original sum insured of Rs.2.00 Lakhs, the beneficiary is required to inform the KSBCL Authority with the details. On case to case basis, the KSBCL Authority will decide the distribution and disbursement of the buffer amount.

(7) Usage of corporate floater buffer is at the discretion of the Corporation. Approval of Officer-in-charge of KSBCL should be obtained for using the buffer amount in each case.

Other Conditions

- No cancellation provision for the policy period
- If no clarity is given on the coverage being extended, then it will be deemed that the insurer has agreed to all the terms and coverage mentioned in this RFQ
- Please specify the terms and conditions under the policy with respect to above extensions and also restrictions built-in/incorporated under the policy on Room Rent/ICU charges/reimbursement for treatment under non-network hospitals
- Also indicate whether you have any specific service providers (TPAs) or you are ready to engage any TPA of client choice
- Provide us the list of 5 Government/Public Sector Undertakings who have placed Group Medical Insurance Policies with you currently.

PREMIUM TO CLAIMS DETAILS: As on 24.08.2023 - data as shared by TPA/Insurance Company

Premium paid - Rs.64,25,856/- (Excluding GST)

Claim paid/outstanding - Rs.50,51,113/- (Rupees Fifty Lakh Fifty One thousand,
One Hundred Thirteen Only)

Paid: Rs.48,49,835/- (Rs.Fourty Eight lakhs Fourty Nine thousand Eight Hundred and Thirty Five Only)

Outstanding- Rs.2,01,278/- (Two Lakhs One Thousand Two Hundred and Seventy Eight only)

Claim Ratio (**Without GST**): 78.09%

The current policy is subject to all the above benefits and **Two (2)** employees have utilized Corporate buffer of Rs.3,89,727/- (Rupees Three lakhs Eighty Nine thousand Seven hundred and Twenty Seven Ony). The treatment was towards ailment related to Cancer, Fractures/Dislocation, and Cataract etc.

Premium at the inception - Rs.65,00,000/- (excluding GST) [Rupees Sixty Five Lakhs Only]

No. of employees covered at the time of policy inception 261 employees with 812 dependants

ACTIVITY PROFILE

The KSBCL, a Public Sector Undertaking of Government of Karnataka, dealing with sourcing and supply of Indian and Foreign made Liquor and Beer as the Sole Distributor Licensee for the State of Karnataka. Business operations of the Corporation commenced on 30.06.2003.

The paid up share capital of the Company is Rs.12 Crores as on date.

**SCHEDULE-1
TECHNICAL BID
(TO BE UPLOADED)**

Technical Bid for: _____

Name of the Firm: _____

Sl No.	Qualifying Requirements	Details of Supporting Documents	Enclosed as Annexure
1	Duly renewed IRDA Registration Certificate		
2	Balance Sheet and Profit and Loss Accounts, audited and certified by a Chartered Accountant for the last three years i.e. 2019-20, 2020-21 & 2021-22		
3	GST Registration Certificate		
4	Professional Tax Registration Certificate		
5	Copy of the Pan Card		
6	Any other registrations required as per the existing laws relating to providing Insurance.		

**SEAL & SIGNATURE OF THE BIDDER
WITH DESIGNATION**

Type

Floater Sum Insured Number of Employees at Present 227 employees with total number of lives - 958

Floater sum insured – Rs. 2,00,000 (Rupees Two Lakh) per family

Family size 1+5

Benefits

- ❖ Family Floater policy (1+5)
- ❖ **Family = Self + Spouse + 2 Dependent Children + 2 Dependant Parents [3rd Child shall also covered on special cases within the family limit of Self + 5]**
- ❖ Waiver of time exclusion for diseases -30 Days & 1st & 2nd year for all existing new employees
- ❖ Pre existing diseases covered (for all including Existing & New employees)
- ❖ Pre 30 Days & Post 60 Days Hospitalisation covered
- ❖ Baby cover from day one as part of family floater
- ❖ **Room rent restriction – As per actual subject to a maximum of Rs.4,000/- per day**
- ❖ Emergence ambulance expenses around INR 2,000 (Rupees Two Thousand) for medical emergencies upon production of proper receipt
- ❖ Co-payment of 10% or a maximum of INR 15,000 (Rupees Fifteen Thousand) on each and every claim
- ❖ Domiciliary benefit excluded
- ❖ OPD treatment maximum up to Rs.10,000 (Rupees Ten Thousand) only for employee (part of floater sum insured)
- ❖ **Disease/Ailments – No Caps on any Disease/Ailments**
- ❖ **Lasik Surgery – Covered if the power of the Eye is +/- 7.5**
- ❖ **Organ Transplant/Organ Donor – Both are covered**
- ❖ **Cataract Surgery – Restricted to Rs.25,000/- per Eye**
- ❖ **Claim Intimation Clause – No Restriction**
- ❖ **OPD treatment maximum up to Rs.10,000 (Rupees Ten Thousand) only for employees (part of floater sum insured) –**
 - (1) dental treatment excluding dental cleaning and/or cost of dentures/tooth
 - (2) eye treatment excluding cost of spectacles, contact lenses
 - (3) Ear related treatment excluding cost of hearing aids
 - (4) Investigations prescribed by Specialist Doctor for major ailments only
- **Corporate buffer of Rs.20 Lakhs without restrictions**
(Corporate Buffer premium should be included in the premium quoted)

