



COMSATS University Islamabad

Principal Seat

BID EVALUATION REPORT

1. Name of Procuring Agency:	COMSATS University Islamabad, Principal Seat
2. Method of Procurement:	Tender (Single Stage Two Envelope)
3. Title of Procurement:	CUI Medical Insurance Policy 2023-24
4. Tender Inquiry No.:	CUI-PS/23(04)2100 (PPRA No. TS508323E)
6. Date & Time of Bid Closing:	11 th May 2023 11:00 AM
7. Date & Time of Technical Bid Opening:	11 th May 2023 11:30 AM
8. Date & Time of Financial Bid Opening:	06 th June 2023 at 11:00 AM
8. No of Bids Received:	05
9. Criteria for Bid Evaluation:	Page Number 14-15 of the Tender Document Also attached with this Bid Evaluation Report

Bidder	Technical Bids	Evaluated Cost (PKR)	Overall Position
Adamjee Insurance Company Limited	Qualified	72,693,129	2nd Lowest
Askari General Insurance Company Limited	Qualified	44,987,260	Lowest Evaluated Bid
Jubilee Life Insurance Co. Ltd	Qualified	83,239,995	3rd Lowest
The United Insurance Company Limited	Dis-Qualified	-	-
State Life Insurance Corporation of Pakistan	Dis-Qualified	-	-

Lowest Evaluated Bidder: **M/s Askari Group Insurance Company Limited with a Premium cost of PKR.44,987,260/- (PKR. 44.987 Million), subject to change with number of actual lives covered in relevant categories.**

Bid Evaluation Report being uploaded to PPRA website and shared with all above bidders on their official email address provided in the submitted bids.

Muhammad Qasim
Sr. Program Officer
051-9049-5060

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June 12, 2023

Technical Evaluation Criteria: (Page 14 of the Tender Document)

Table 1: Mandatory Requirements:

Detail	Criteria
1. Draft of Earnest Money (Separate Envelope)	Mandatory
2. Declaration Form	Mandatory
3. Financial Bid / Quotation (Strictly as per CUI pattern) <i>The bid should be submitted on the pattern as requested by CUI. Any deviation from the requested format will result in non-responsiveness of the bid and dis-qualified.</i>	Mandatory
4. GST and NTN Registration	Mandatory
5. Active Taxpayer List (ATL) of FBR Status as "Active" in I.T and Compliance Level is 100% in GST	Mandatory
6. Availability of Web Portal for Medical Insurance Clients	Mandatory
7. 24/7 Medical Call Center / Customer support <i>Provide the contact numbers for customer support, to be verified by CUI</i>	Mandatory
8. 10 years in business of Medical Insurance/Takaful <i>Provide verifiable proof/Certificate of incorporation in Health Services</i>	Mandatory
9. Credit Rating PACRA / JCR -VIS Credit rating to be A++ or above (AAA, AA(++/+/-), A++)	Mandatory

Failing in any of the mandatory requirement will disqualify the bidder from the bidding process.

Table 2: Qualifications:

S #	Description	Maximum Marks
1.	Number of Active Clients/ Current contract as per April 2023 in Medical Insurance	15 Marks
2.	Number of Life covered in Previous year*	30 Marks
3.	No. of Panel Hospitals throughout Pakistan	05 Marks
4.	Amount of IPD Claims & reimbursement claims paid in previous year* (In Million)	20 Marks
Total		70 Marks

*Previous Year = 1st January 2022 to 31st December 2022

- **A minimum of 80% Marks in the above is mandatory for technical qualification.**
- **Verifiable proof of the above is mandatory for verification by CUI as demanded in the Table 3 "Qualification (Detail Marksheet)".**
- **DO NOT attach any information or portfolio which is not requested. Only provide the demanded information.**

Technical Evaluation Criteria: (Page 15 of the Tender Document)

Table 3: Qualification (Detail Mark Sheet):

SN	Description	Max. Marks
	<p>Number of Active Clients / Valid contract as per April 2023 in Medical Insurance</p> <p>Companies having more than 50 Clients = 15 Marks</p> <p>Companies with less than 50 Clients = $\frac{\text{Co.'s Clients}}{50 \text{ Clients}} \times 15 \text{ Marks}$</p> <p><i>As proof, provision of copies of contract is mandatory. Confidential information may be redacted/concealed, if required.</i></p>	15 Marks
	<p>Number of Life covered in Previous year (1st Jan 2022 to 31st Dec 2022)</p> <p>Companies having more than 100,000 lives = 30 Marks</p> <p>Companies with less than 100K Lives = $\frac{\text{Co.'s Lives covered}}{100,000} \times 30 \text{ Marks}$</p> <p><i>As proof, provision of copies of contract/invoice is mandatory which must show/indicate the number of lives covered. Confidential information in the provided document such as total premium or per person premium rate may be redacted/concealed, if required.</i></p>	30 Marks
	<p>No. of Panel Hospitals throughout Pakistan</p> <p>Companies having more than 200 Hospitals = 05 Marks</p> <p>Companies with less than 200 Hospitals = $\frac{\text{Co.'s Panel Hospitals}}{200} \times 05 \text{ Marks}$</p> <p><i>As proof, provision of List of hospitals with address and phone numbers is mandatory.</i></p>	05 Marks
	<p>Amount of IPD Claims & reimbursement claims paid in previous year (in Million) (Round-off to nearest million)</p> <p>Companies having more than 200 million = 20 Marks</p> <p>Co. with less than 200 million IPD Claims = $\frac{\text{Co.'s IPD Claims}}{200} \times 20 \text{ Marks}$</p> <p><i>As proof, provision of full IPD & reimbursement claim record is mandatory. Confidential fields/information such as name of employee may be redacted/concealed, if required.</i></p>	20 Marks
Total		70 Marks

* Previous Year = 1st Jan 2022 to 31st Dec 2022

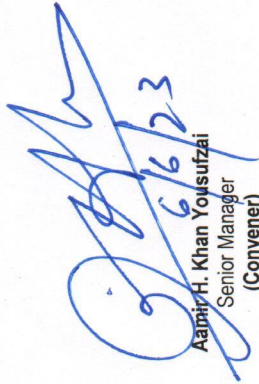
A minimum of 80% Marks in the above is mandatory for technical qualification.

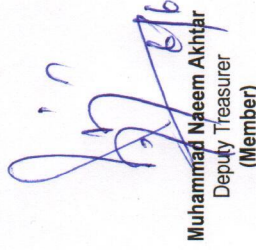
COMSATS University Islamabad
Central Purchase Committee Islamabad
CUI Medical Insurance Policy 2023-24 for Principal Seat & Islamabad Campus

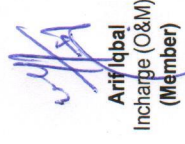
SN	Criteria as per Tender Document	Askari General Insurance Co. Ltd	Jubilee Life Insurance Co. Ltd	Adamjee Insurance Co. Ltd
1	CUI Medical Insurance Policy 2023-24 All Terms & Conditions of the Medical Insurance Contract Document, as approved by CUI	44,987,260	83,239,995	72,693,129
Total Bid PKR (Inclusive of all Taxes & Duties)		44,987,260	83,239,995	72,693,129

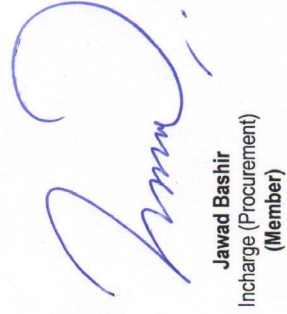
CPC Recommendations:

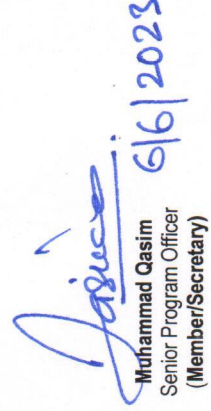
CPC recommends the award of Contract for Medical Insurance Services for the FY 2023-24 to M/s Askari General Insurance Co. Ltd with a total annual premium of Rs.44,987,260/- (Fourty Four Million Nine hundred eighty seven thousand two hundred and sixty Ruppees (based on the category-wise Unit Premium Rate per person), subject to variation with number of employees and category), subject to financial approval of the Competent Authority.


Amir H. Khan Yousufzai
 Senior Manager
 (Convener)


Muhammad Naeem Akhtar
 Deputy Treasurer
 (Member)


Arif Iqbal
 Incharge (O&M)
 (Member)


Jawad Bashir
 Incharge (Procurement)
 (Member)


Muhammad Qasim
 Senior Program Officer
 (Member/Secretary)

6/6/2023