

Bid Evaluation Report

Third Party Administrator For Health Insurance

| | |
|-----------------------------------|--|
| Name of Procuring Agency | Sindh Insurance Ltd |
| Tender Ref no. | SIL/HO/TPA/2022 |
| Method of Procurement | Single Stage Two Envelopes |
| Tender Description | SIL/HO/TPA FOR HEALTH INSURANCE |
| Tender Published | SPPRA S.No. T00013-21-0014 Dated May, 11, 2022 |
| Total Bids Document Sold | 3 |
| Total Bids Received | 2 |
| Technical Bids Opening Date | 27th May, 2022 11:00 am |
| Financial Bids Opening Date | 27th May, 2022 12:00 pm |
| No. of Bids Technically Qualified | 2 |
| Bids Rejected | - |

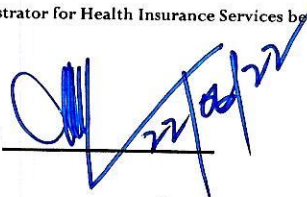
| S. No | Company Name | Qualified/Disqualified in Technical / Eligibility Inspection | Cost of Bid Offered | Ranking In terms of Cost | Comparison With Estimated Cost (Rs. 6,000,000/-) | Reason for Acceptance/Rejection | Remarks |
|-------|----------------------------------|--|---------------------|--------------------------|--|---|---------------------------------------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | |
| 1 | M/s Crescent Care (Pvt) Limited | Technically qualified | Rs. 4,690,000 /- | 1 | Rs.1,310,000/- Below the Estimated Cost | Accepted being the qualified & lowest cost bidder | Accepted being the lowest cost bidder |
| 2 | M/s Health eConnex (Pvt) Limited | Technically qualified | Rs. 6,300,000 /- | 2 | Rs. 300,000/- Above the Estimated Cost | Not accepted due to higher cost | |

Note:- The bid of M/s Crescent Care (Pvt) Limited is accepted for the tender of Third Party Administrator for Health Insurance Services being the qualified and lowest cost bidder.

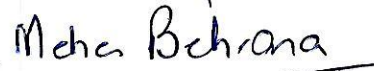
Procurement Committee Members

- 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 **Muhammad Adnan Shakeel**
Sindh Modaraba
CFO & Company Secretary
Independent Member

Signature




Signature



Signature



Approved By

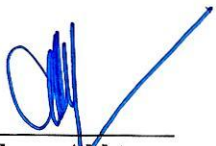


23/06/22



BIDDERS QUALIFICATION REPORT
THIRD PARTY ADMINISTRATOR FOR HEALTH INSURANCE

| S. No | Descriptions | Total Marks | Health e Connex | Crescent Care | Remarks | Mandatory Evidence As Annexures |
|--------------------|---|-------------|-----------------|---------------|---|---|
| 1 | Third Party Administration Health Insurance Premium Portfolio | 20 | 20 | | Rs. 100 Million & above | Party-wise Insurance Premium Portfolio Annexure-A |
| | | 15 | | | Rs. 50 Million to Rs. 99 Million | |
| | | 10 | | 10 | Rs. 10 Million to Rs. 49 Million | |
| 2 | Number of Corporate Health Insurance Clients | 20 | 20 | 20 | 08 & above | Corporate Clientele List As Annexure-B |
| | | 15 | | | 05 to 07 | |
| | | 10 | | | 02 to 04 | |
| 3 | Experience (Third Party Administration) of Health Insurance | 10 | 10 | - | 05 years & above | TPA License issued by SECP As Annexure-C |
| | | 7 | | - | 03 years to 04 years | |
| | | 5 | | - | 01 year to 02 years | |
| 4 | Hospitals on Panel | 15 | 15 | 15 | 200 & above | List of Hospitals on Company's Letterhead As Annexure-D |
| | | 10 | | | 150 to 199 | |
| | | 7 | | | 100 to 149 | |
| 5 | Numbers of Doctors | 10 | 10 | 10 | 03 & above | List of Doctors on Company's Letterhead As Annexure-E |
| | | 5 | | | 2 | |
| 6 | 24 Hours Hotline & Call Centre Facility | 15 | 15 | 15 | Both | List of Hotline & Call Centre Numbers on Company's Letterhead As Annexure-F |
| | | 10 | | | Any one | |
| 7 | Paid up Capital | 10 | 10 | | Rs. 100 Million & above | Auditor's Certificate or Form-A As Annexure-G |
| | | 5 | | 5 | Rs. 50 Million to 99 Million | |
| Total Marks | | 100 | 100 | 75 | Both the bidders have technically been qualified | |



Mr. Nadeem Akhter
CFO & Company Secretary
Sindh Insurance Limited

Meher Behrana

Ms. Meher Dinshaw Khory
Head HR & Admin
Sindh Insurance Limited



Mr. Muhammad Adnan Shakeel
CFO & Company Secretary
Sindh Modaraba

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MINUTES OF THE OPENING OF THE TENDER (TECHNICAL / FINANCIAL PHASE)

TYPE OF PROCUREMENT ADMIN / IT / CONSULTANT / MEDIA

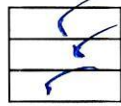
TENDER NAME Third Party Administrator for Health Insurance

TYPE OF TENDER SINGLE STAGE-ONE ENVELOPE / SINGLE STAGE-TWO ENVELOPE / TWO STAGE-TWO ENVELOPE

OPENING DATE 27-May-22

OPENING TIME 1100 Hours

ATTENDANCE MEMBER (PC) Mr. Nadeem Akhter
Ms. Meher Dinshaw Khory
Mr. Muhammad Adnan Shakeel



| ATTENDANCE (REPS. OF BIDDERS) | NAME | FIRM |
|-------------------------------|--------------------|---------------------------------|
| | <u>Faizan</u> | <u>M/S Crescent Com.</u> |
| | <u>Shauzab</u> | <u>M/S Crescent Com</u> |
| | <u>Mohsin Raza</u> | <u>M/S Henna & Commerce</u> |
| | <u>M. Owais</u> | <u>M/S Henna & Commerce</u> |
| | _____ | _____ |

TOTAL BIDS ACCEPTED FOR EVALUATION 02

TOTAL BIDS REJECTED -

REMARKS Both the bidders are technically qualified

PROCUREMENT COMMITTEE

Mr. Nadeem Akhter _____

Ms. Meher Dinshaw Khory Meher Behrana

Mr. Muhammad Adnan Shakeel [Signature]
27/5/22

MINUTES OF THE OPENING OF THE TENDER (TECHNICAL / FINANCIAL PHASE)

TYPE OF PROCUREMENT ADMIN / IT / CONSULTANT / MEDIA

TENDER NAME Third Party Administrator for Health Insurance

TYPE OF TENDER SINGLE STAGE-ONE ENVELOPE / SINGLE STAGE-TWO ENVELOPE / TWO STAGE-TWO ENVELOPE

OPENING DATE 27-May-22

OPENING TIME 1200 Hours

ATTENDANCE MEMBER (PC)

Mr. Nadeem Akhter
Ms. Meher Dinshaw Khory
Mr. Muhammad Adnan Shakeel

| |
|---|
| ✓ |
| ✓ |
| ✓ |

| ATTENDANCE (REPS. OF BIDDERS) | NAME | FIRM |
|-------------------------------|-----------------------------|-----------------------------|
| | <u>Mr. Mousi</u> | <u>M/S Health e Connect</u> |
| | <u>Mr. M. Ovais</u> | <u>M/S Health e Connect</u> |
| | <u>Ms. Faizal</u> | <u>M/S Crescent Care</u> |
| | <u>Ms. Sheryal</u> | <u>M/S Crescent Care</u> |
| | <u> </u> | <u> </u> |

TOTAL BIDS ACCEPTED FOR EVALUATION 02

TOTAL BIDS REJECTED —

REMARKS

M/S Crescent Care (Pvt) Ltd was offered lowest bid rate of 8.7%
M/S Health e Connect (Pvt) Ltd was offered the rate of 9%

PROCUREMENT COMMITTEE

Mr. Nadeem Akhter

[Signature]
27/5/22

Ms. Meher Dinshaw Khory

Meher Behrana
27/5/22

Mr. Muhammad Adnan Shakeel

[Signature]
27/5/22





Sindh Insurance Limited

ATTENDANCE SHEET

BID OPENING (Technicals)

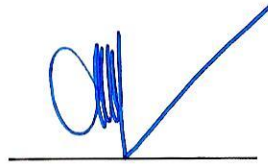
Date:- 27-May-22

Third Party Administrator for Health Insurance

| S. | Company Name | Name of Company Representative | Contact No. | Signature |
|----|---|--------------------------------|--------------|---|
| 1 | Crescent Care | Faizan Ahmed | 0345-2741438 |  |
| 2 | Crescent Care | Shahzad Ahmed | 0333-2118511 |  |
| 3 | Health Connect (Pvt) Ltd Muhammad Ovais | Muhammad Ovais | 0346-278183 |  |
| 4 | HEALTH eConnex (Pvt) Ltd | MOHSIN RAZA RAJANI | 0332-3089700 |  |
| 5 | | | | |

Signature of Procurement Committee

Mr. Nadeem Akhter
Head-Procurement Committee



Ms. Meher Dinshaw Khory
Member:-



Mr. Muhammad Adnan Shakeel
Independent Member




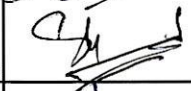


Sindh Insurance Limited

ATTENDANCE SHEET

BID OPENING (Financials)

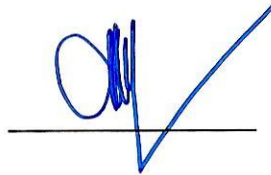
Date:- 27-May-22

Third Party Administrator for Health Insurance

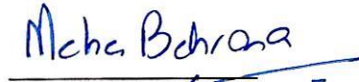
| S No | Company Name | Name of Company Representative | Contact No. | Signature |
|------|----------------------------|--------------------------------|--------------|---|
| 1 | Crescent care | Faizan Ahmed | 0345-2741438 |  |
| 2 | Crescent Care Pktd | Shahzad Ahmad | 0333-211297 |  |
| 3 | Health Care Pktd | Muhammad Ovais | 0346-2781836 |  |
| 4 | Health Commerce (Pvt) Ltd. | Mohsin Raza Rajani | 0332-3089700 |  |
| 5 | | | | |

Signature of Procurement Committee

Mr. Nadeem Akhter
Head-Procurement Committee



Ms. Meher Dinshaw Khory
Member:-



Mr. Muhammad Adnan Shakeel
Independent Member



27/5/2022

IN MEMORY OF SHAHEED MOHTARMA BENAZIR BHUTTO

SINDH INSURANCE
POWER TO THE PEOPLE

**OPENING OF BIDS
FINANCIAL PROPOSALS**

Third Party Administrator for Health Insurance

27/05/2022
Dated: 27/05/2022
mlc

| S.no | Company Name | Total | Signature of Company Representative | Remarks |
|------|----------------------|-------------|-------------------------------------|---------|
| 1 | M/s Health e Connect | 6,300,000/- | [Signature] | |
| 2 | M/s Crescent Care | 4,690,000/- | [Signature] | |
| 3 | / | | / | |
| 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

[Signature] 27/05/22
Meher Behrana
[Signature] 27/5/22

- h- The Insurance company/ TPA client(s) undertakes to review and consider the rejected / disrupted / returned claims with in (30) thirty day, after receiving the same from the PROVIDER and if the said claims are again found to be non-payable, the same will be finally sent back to the Hospital by TPA with a covering letter detailing reasons.

Client Servicing:

- a- Call centre service (09am to 05pm) for claim queries.
b- Hotline service 24/7 hrs to facilitate patient for panel hospital.

4 **FINANCIAL PROPOSAL OF THIRD PARTY ADMINISTRATOR FOR HEALTH INSURANCE**

PRICE SCHEDULE

(Applicable for the year _____)

Name of Bidder Health Connex (Pvt) Ltd

Amount of Bid

Gross Premium per year Rs. 70,000,000

Rate at % 9%

Net Services Charges per year Rs. 6,300,000/-

[Handwritten signatures and dates: 27/5/22]

Mcha Behran
27/5/22

Note

1. The above rates quoted are exclusive of taxes.
2. In addition to above also include detail of quotations, terms & condition, procedure to avail benefits and list of exclusions.
3. The contract may be extended for a period of three years more on the same rates / terms & condition on mutual understanding.

Signature & Stamp of Bidder

[Handwritten signature]





CRESCENT CARE (PVT) LTD

FINANCIAL PROPOSAL FOR HEALTH INSURANCE

PRICE SCHEDULE

(Applicable for the year 2021)

Name of Bidder Crescent Care (Pvt.) Limited

Amount of Bid

Gross Premium per year Rs. 70,000,000

Rate at %

6.70%

Net Services Charges per year Rs. 4,690,000

[Handwritten signatures and dates]
27/5/2022
27/5/22
Mehar Behrang
27/5/22

Note

1. The above rates quoted are excluding taxes.
2. In addition to above also include detail of quotations, terms & condition, procedure to avail benefits and list of exclusions.
3. The contract may be extended for a period of three years more on the same rates / terms & condition on mutual understanding.

Signature & Stamp of Bidder

[Handwritten signature]

