



# Sindh Agriculture University

Tandojam, Sindh Pakistan 70060

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No. HRM/SAU/ 761/of 2019

Dated: 28/03/2019

**MINUTES OF THE MEETING OF PROCUREMENT COMMITTEE FOR TECHNICAL EVALUATION OF BIDS REGARDING HEALTH INSURANCE POLICY FOR REGULAR EMPLOYEES & PENSIONERS AND THEIR DEPENDENT FAMILY MEMBERS OF SINDH AGRICULTURE UNIVERSITY TANDOJAM.**

The meeting of the Procurement Committee constituted vide office order No. HRM/HIP/586/ of 2019 Dated: 11.03.2019 was held on 28.03.2019 at 02:30 pm, in the committee room, Vice Chancellor Secretariat, SAU. Following attended the meeting:

- |   |          |
|---|----------|
| 1. Dr. Inayatullah Rajper<br>Professor, Department of Soil Science, SAU | Convener |
| 2. Mr. Aneel Kumar<br>Director Finance, SAU                             | Member   |
| 3. Dr. Faisal Ansari<br>Senior Medical Officer, SAU                     | Member   |
| 4. Mr. Lachman Das<br>Additional Registrar, MUET Jamshoro               | Member   |
| 5. Mr. Suhail Ahmed Qureshi<br>Deputy Director, ARI, Tandojam           | Member   |

The meeting started with recitation from Holy Qura'n. The Convener welcomed all the members and authorized representatives of the concerned companies.

Mr. Ghulam Mohiuddin Qureshi, Focal Person "SAU Health Cell" and Secretary of Committee informed that today the Procurement Committee has to undertake the evaluation of Technical Bids submitted by bidders in accordance to publication of NIT Vide No.HRM/HIP/NIT/2019/565 dated: 11.03.2019 in the leading newspapers (i.e. daily DAWN, KAWISH, SOBH, dated: 21.03.2019 & daily JANG dated: 22.03.2019 as well as hoisted in SPPRA web portal at NIT Id . NoT00616-18-0010 and on SAU website.

Mr. Qureshi briefed the house that in response to NIT, Fifteen Firms has purchased the bid documents, but following eight firms / companies have submitted the Tender/Bidding Documents as per deadline i.e. 28.03.2019 at 01:30 pm.

- (i) M/s M/s Premier Insurance Limited
- (ii) M/s Jubilee Life Insurance
- (iii) M/s United Insurance Company of Pakistan
- (iv) M/s Askari General Insurance Company

- (v) M/s TPL Insurance Company
- (vi) M/s Adamjee Insurance Company Limited
- (vii) M/s Pak Qatar Insurance
- (viii) M/s Shaheen Insurance Company Limited

The Procurement Committee proceeded as per procedure of SPPRA Rules 2010 (amended 2017) Initially only the envelopes marked as "Technical Proposal" were opened in presence of bidders, attendance sheet attached as 'Annex-A'.

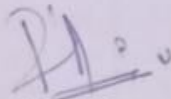
Whereas, the envelope marked as 'Financial Proposal' were retained unopened in the custody of the Procurement Committee, as per procurement adopted method i.e. Single Stage – Two Envelopes Procedure.

The Committee examined and assessed the documents to determine eligibility of the companies for providing health insurance services. The Committee found following 7 (seven) bidders eligible out of 8 (eight) as per score defined in the bid documents. The statements showing Basic Eligibility Criteria is attached as 'Annex-B'.

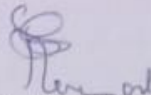
- (i) M/s M/s Premier Insurance Limited
- (ii) M/s Jubilee Life Insurance
- (iii) M/s United Insurance Company of Pakistan
- (iv) M/s Askari General Insurance Company
- (v) M/s TPL Insurance Company
- (vi) M/s Adamjee Insurance Company Limited
- (vii) M/s Shaheen Insurance Company Limited

The Procurement Committee further decided that the above eligible firms/companies be called for participation in the opening of Financial Bid on 11.04.2019 at 02:30 pm.

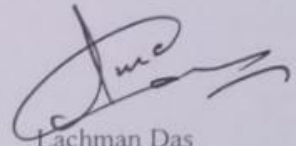
The meeting ended with vote of thanks to and from the chair.



Dr. Faisal Ansari  
Senior Medical Officer  
Member-Procurement Committee



Sohail Ahmed Qureshi  
Deputy Director, ARI Tandojam  
Member-Procurement Committee



Lachman Das  
Additional Registrar, MUET Jamshoro  
Member-Procurement Committee

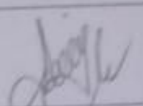
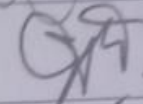
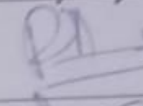
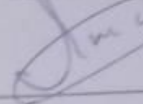


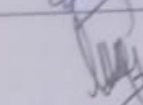
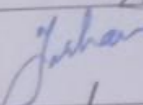

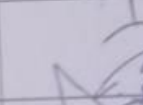
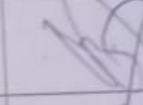

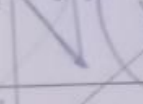
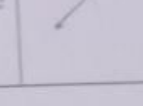


Aneel Kumar  
Director Finance, SAU  
Member, Procurement Committee



Dr. Nayatullah Rajper  
Professor, SAU  
Convener, Procurement Committee

**Meeting of Procurement Committee for Health Insurance Policy**  
**Dated: 28/03/2019 at 01:30 P.M**  
**Attendance Sheet**

Sr #	Name	Designation	Status	Signature
1	Dr. Inayatullah Rajper	Professor, SAU	Concener	
2	Mr. Aneel Kumar	Director Finance, SAU	Member	
3	Dr. Faisal Ansari	Senior Medical Officer, SAU	Member	
4	Mr. Lachman Das	Additional Registrar, MUET Jamshoro	Member	
5	Mr. Sohail Ahmed Qureshi	Deputy Director, ARI Tandojam	Member	
<b>Representatives from Insurance Companies</b>				
1	Syed Shahzad Alam M/s Premier Insurance Limited	Assistant Vice President (Sales & Marketing)	Representatove	
2	Mr. Hadi Bux Chandio M/s Jubilee Life Insurance	Assistant Manager	Representatove	
3	Ms. Farhana Huma M/s United Insurance Company of Pakistan	Assistant General Manager (Operations)	Representatove	
4	Mr. Bashir Ahmed Khaskheli M/s Askari General Insurance Company	Senior Vice President/ Branch Head	Representatove	
5	Mr. Munir Ahmed Khan M/s TPL Insurance Company	Head of Commercial	Representatove	
6	Mr. Ozair Bin Mazher M/s Adamjee Insurance Company Limited	Manager Development	Representatove	
7	Mr. Zeeshan Bhatti M/s Pak Qatar Insurance	Vice President/ Branch Head (Sales & Development)	Representatove	
8	Shakir ALi M/s Shaheen Insurance	Assistant General Manager	Representatove	
9	M/s Atlas Insurance		Representatove	

## TECHNICAL EVALUATION REPORT OF FIRMS/COMPANIES PARTICIPATED IN THE BID PROCESS FOR PROVIDING HEALTH INSURANCE POLICY TO SAU TANDOJAM DATED 28.03.2019

S#	Description of the Item	Benchmarks	Break Up (Marks 100)	M/s Premier Insurance Ltd.	M/s Jubilee Life Insurance Co. Ltd	M/s United Insurance Co.	M/s Askari General Insurance Co.	M/s TPL Life Insurance Ltd.	M/s Adamji Insurance Co.	M/s Pak Qatar Insurance Co Ltd	M/s Shaheen Insurance Co
1.	Number of Years in the business of providing Health Insurance	10+ Years 7+ Years 5+ Years	10 7 5	10	10	10	10		10	No documentary evidence provided	10
2.	Number of active Health Insurance Cards	4000 - 5000 2000 - 3999 1000 to 1999	10 7 5	10	10	10	10	5	10	No documentary evidence provided	5
3.	Total Numbers of Branch Offices or arrangements of insurance company in Pakistan specifically in Sindh.	50 and above 30 - 49 10 - 29	10 7 5		10	10			10	7	5
4.	Total Assets as on 30th June 2018 (Attach accounts for 30th June 2018)	200.00 M & above 100.00 M & above 50.00 M & above	10 7 5	10	10	10	10	10	10	10	10
5.	Equity / Networth of the Insurance company as on 30th June, 2018.	Rs 500 M & above Rs 499 - Rs 400 M Rs 300 - Rs 399 M	20 14 10	20	20	20	20	20	20	20	20
6.	PACRA/JCR-VIS Rating	AAA AA A	10 8 7		8	8	8		8		7
7.	No. of Panel Hospital under credit facility in Province of Sindh (Provide credible documentary evidence)	100 and above 80 - 99 50 - 79	10 7 5	10	10		7	10		7	5
8.	Medical Call Centre (Help Line Service) - 24/7 (with documentary evidence)	Yes No	10 0	10	10	10	10	10	10	No documentary evidence provided	10
9.	No. of Full-Time Doctors for case management in Medical & Claim Department of the Insurance Company (Provide details duly signed by authorized person of firm/company)	5 and above 3 - 4 Below 3	10 7 0		10	10	10	10	10	No documentary evidence provided	No documentary evidence provided
Total				89	98	95	88	82	95	49	72
Remarks											



Dr. Faisal Ansari  
Senior Medical Officer, SAU  
Member, Procurement Committee



Sohail Ahmed Qureshi  
Deputy Director, ARI Tandojam  
Member, Procurement Committee



Salman Das  
Additional Registrar, MUET, Jamshoro  
Member, Procurement Committee



Anil Kumar  
Director Finance, SAU  
Member, Procurement Committee



Dr. Inayatullah Khan  
Professor, SAU  
Convener, Procurement Committee





# Sindh Agriculture University

Tandojam, Sindh Pakistan 70060

Ph. 022-3405158 Fax: 022-2765300 website: www.sau.edu.pk E-mail: gmgureshi@sau.edu.pk

No. HRM/SAU/ 847/of 2019

Dated: 11/04/2019

**MINUTES OF THE MEETING OF PROCUREMENT COMMITTEE FOR OPENING OF FINANCIAL PROPOSAL OF BIDS REGARDING HEALTH INSURANCE POLICY FOR REGULAR EMPLOYEES & PENSIONERS AND THEIR DEPENDENT FAMILY MEMBERS OF SINDH AGRICULTURE UNIVERSITY TANDOJAM.**

The meeting of the Procurement Committee constituted vide office order No. HRM/586/ of 2019 Dated: 11.03.2019 was held on 11.04.2019 at 02:30 pm, in the committee room, Vice Chancellor Secretariat, SAU. Following attended the meeting;

- |   |          |
|---|----------|
| 1. Dr. Inayatullah Rajper<br>Professor, Department of Soil Science, SAU | Convener |
| 2. Mr. Aneel Kumar<br>Director Finance, SAU                             | Member   |
| 3. Dr. Faisal Ansari<br>Senior Medical Officer, SAU                     | Member   |
| 4. Mr. Lachman Das<br>Additional Registrar, MUET Jamshoro               | Member   |

The meeting started with recitation from Holy Qura'n. The Convener welcomed all the members and authorized representatives of the concerned companies. The 'Financial Proposal' was opened in the presence of members of the Procurement Committee and Companies representatives the attendance sheet is attached as Annex-A'.

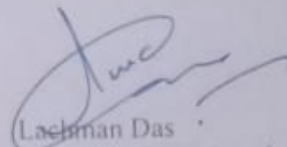
The procurement committee thereafter opened one-by-one financial proposal of the companies who reviewed required 70% and above score in Technical eligibility criteria and found that M/s TPL Life Insurance Company has submitted the lowest bid cost i.e. Rs.29,597,845 (Rupees Twenty-Nine Million Five-Lac Ninety-Seven-Thousand Eight-Hundred Forty-Five) only. The Bid Evaluation Report has also been prepared as per SPPRA rule, attached at Annex-B'.

Accordingly, the procurement committee unanimously recommended that the contract for health insurance services in respect of the employees of Sindh Agriculture University including its constituent colleges Shaheed Z.A Bhutto Agricultural College (SZABAC) Dokri and Khairpur College of Agricultural Engineering & Technology, (KCAET) Khairpur Mir's and SAU Sub Campus at Umerkot and eligible dependent family members for one year effective from the date of signing agreement of services' be awarded to M/s TPL Life insurance company with total bid cost of Rs.29,597,845 (Rupees Twenty-Nine Million Five-Lac Ninety-Seven-Thousand Eight-Hundred Forty-Five) only including of all applicable taxes subject to the fulfilling prescribed ToRs as mentioned in the bid documents by the said company.

The meeting ended with vote of thanks to and from the chair.



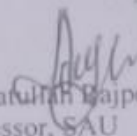
Dr. Faisal Ansari  
Senior Medical Officer  
Member-Procurement Committee



Laeliman Das  
Additional Registrar, MUET Jamshoro  
Member-Procurement Committee

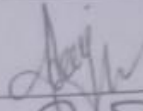

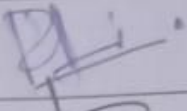
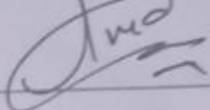


Aneel Kumar  
Director Finance, SAU  
Member, Procurement Committee

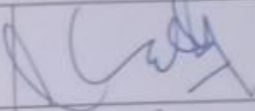
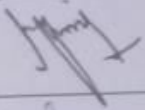
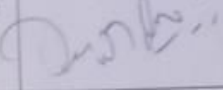
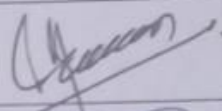
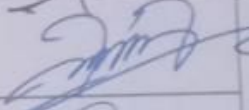
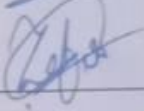



Dr. Inayatullah Bajper  
Professor, SAU  
Convener, Procurement Committee

**Meeting of Procurement Committee for Health Insurance Policy**  
**Dated: 11/04/2019 at 12:30 P.M**  
**Attendance Sheet**

Sr #	Name	Designation	Status	Signature
1	Dr. Inayatullah Rajper	Professor, SAU	Concener	
2	Mr. Aneel Kumar	Director Finance, SAU	Member	
3	Dr. Faisal Ansari	Senior Medical Officer, SAU	Member	
4	Mr. Lachman Das	Additional Registrar, MUET Jamshoro	Member	
5	Mr. Sohail Ahmed Qureshi	Deputy Director, ARI Tandojam	Member	

**Representatives from Insurance Companies**

1	Kashif Riaz Zai M/s Premier Insurance Limited	Manager Health Insurance	Representative	
2	Mr. Mohammad Bilal M/s Jubilee Life Insurance	Deputy Manager Corporate Business & Micro Finance	Representative	
3	Mr. Omer ul Islam M/s United Insurance Company of Pakistan	Senior General Manager/ Branch Head	Representative	
4	Mr. Bashir Ahmed Khaskheli M/s Askari General Insurance Company	Senior Vice President/ Branch Head	Representative	
5	Mr. Munir Ahmed Khan M/s TPL Insurance Company	Head of Commercial	Representative	
6	Mr. Zafar Ahmed M/s Adamjee Insurance Company Limited	Joint Manager Relationship	Representative	
7	Mr. Khuram Shahbaz Khan M/s Shaheen Insurance	Senior Manager Marketing	Representative	

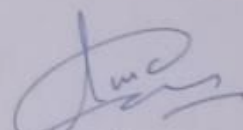
**BID EVALUATION REPORT**

1. Name of Procuring Agency : Sindh Agriculture University, Tandojam.
2. Tender Reference No. : No.HR/HIP/NIT/2019/ 565 Dated: 11.03.2019.
3. Tender Description/Name of work/Item : **Health Insurance Services**
4. Method of Procurement : Single Stage - Two Envelopes
5. Tender Published : Published in leading newspapers on 13.03.2019 (English, Urdu, Sindhi ) & hoisted on SPPRA website at NIT ID # T00616-18-0010
6. Total Bid documents Sold : 15 Nos.
7. Total Bids Received : 08 Nos.
8. Technical Bid Opening date: 28.03.2019
9. No. of Bid technically qualified : 07 Nos.
10. Bid(s) Rejected : 01 Nos.
11. Financial Bid Opening date : 11.04.2019
12. **Bid Evaluation Report :**

S#	Name of Firm or Bidder	Cost offered by the Bidder	Ranking terms of cost	Comparison with Estimated cost	Reasons for acceptance/ rejection	Remarks
0	1	2	3	4	5	6
1.	M/s Premier Insurance Limited	45,353,553.00	4th Lowest	-	-	
2	M/s Jubilee Life Insurance	48,695,721.00	6th Lowest	-	-	
3	M/s United Insurance Company of Pakistan	34,699,176.00	2nd Lowest	-	-	
4	M/s Askari General Insurance Company	45,856,380.00	5th Lowest	-	-	
5	M/s TPL Insurance Company	<b>29,597,845.00</b>	<b>1st Lowest</b>	-	being 1st lowest	recommended for award
6	M/s Adamjee Insurance Company Limited	43,986,446.00	3rd Lowest	-	-	
7	M/s Shaheen Insurance	48,742,517.00	7th Lowest	-	-	



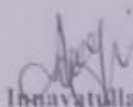
Dr. Faisal Ansari  
Senior Medical Officer, SAU Member



Lachman Das  
Additional Registrar, MUET, Jamshoro  
Member



Anceel Kuniar  
Director Finance, SAU  
Member



Prof. Dr. Inayatullah Rajper  
Professor, SAU  
Convener