



**BOB Financial**  
— Credit reimagined —

**RFP for Appointment of Insurance company for Renewal of GMC & GPA Insurance for BFSL employees**

Sr.No	Ref Page No. of Tender		Subject	Clarifications / Details required		BFSL Responses
1	9		Group Medclaim Policy	1. Please share expiring Policy Copy/ expiring terms and conditions/ proposed terms and conditions (in case of any changes as compared to expiring) 2. Last 3 year claim data 3. Final data as per attached forma		Data shared
2	10		Group Personal Accident	1. Please share expiring Policy Copy/ expiring terms and conditions/ proposed terms and conditions (in case of any changes as compared to expiring) 2. Last 3 year claim data 3. Final data as per attached format		Data shared
3	11	2 II.	Commercial Bid	Please clarify who needsto upload the bids - Insurer or Broker or Both	Allow Brokers to upload the same	BFSL is OK if broker uploads the quote and documents on behalf of Insurance company. But all documents must be digitally signed/ stamped/signed and wherever applicable the quote will be on the letterhead.
4	13	4.2	Price Negotiation with Selected Broker	Kindly clarify on the process		Will Have a negotiation
5	18	2.8	Integrity Pact	Please clarify who need to sign the Integrity Pact	Ideally Insurance companies should sign the same	All the annexure rfp document need to be signed by Insurance company.
6	21	6.3	Bidder scoring less then 70 marks shall not be considered	Since there are only two question in the Ann 1 this weigtaage of 70% needs to be reworded.	Bidder should qualify both conditions to participate in the bid as both are mandatory	Since Bidder will be finalized on L1 basis, In technical evaluation criteria Insurance company has to provide documents, answers for the both parameters. Marks will be awarded in full.
7	28	7.21	SLA and NDA	Does broker need to sign the SLA & NDA	Broker should sign NDA for Data security and arrange for a SLA between Insurance compnay, TPA And BFSL for monitoring the service delivery.	OK
8	32	Ann - 01	Eligibility cum Technical Proposal	Please clarify whose document are required	Preferably Insurance company need to share the same as we are already empanelled by BOB as brokers	Insurance company documents required
9	NA	Ann - 02 & 03	Commercial Bid	Family Floater 100% claim payment for the floater	To be reworded - Option 1 - Family Floater (1+3) upto family sum insured limit Option 2 - Family Floater (1+5) upto family sum insured limit	Yes ! Its is upto family suminsured limit
10	NA	NA	Additional Information Required	Current Renewal Date/ Claims Data/ Insurer for both programs		Data shared
11				Are same insurers required for both programs		No such rule set, will go as per RFP principles