



ODISHA POWER TRANSMISSION CORPORATION LIMITED

(A Government of Odisha Undertaking)

Hd. Qrs. Office, Regd. Office : Janpath, Bhoinagar Bhubaneswar-750122

AW-E&M-MED-518/2013 - 11436 Dated: 12.5.15

EXPRESSION OF INTEREST (EOI) FOR HEALTH INSURANCE

Odisha Power Transmission Corporation Ltd.(OPTCL) invites Expression of Interest (EOI) from eligible firms for Implementation and Management of Medical/ Health Insurance Plan for its Employees and their families. The details of EOI document may be downloaded from OPTCL's website i.e. www.optcl.co.in or hardcopy obtained from the office of the undersigned.

The Firms registered with IRDA having license to conduct medical / health Insurance business fulfilling conditions laid down in EOI document are eligible to submit their EOI proposals.

The last date and time of submitting EOI proposal is **3.6.2015, 5 p.m.**

EOI proposal not furnished in accordance with and not fulfilling the requirements of EOI document shall liable to be rejected.

OPTCL also reserves the right to accept or reject the EOI without assigning any reasons thereof, if the situation so warrants. OPTCL shall not be responsible for any postal delay at any stage. Interested firms may visit OPTCL's official website [/http://www.optcl.co.in](http://www.optcl.co.in) for detail specifications and for amendments / information / corrigendum etc if any.

Memo No. 11437

Dated: 12.5.15

DIRECTOR (HRD)

Copy forwarded to the Chief General Manager (F) / GM (F) Budget / DDO (Headqrs.), OPTCL, Bhubaneswar for information & necessary action.

Memo No. 11438

Dated: 12.5.15

Manager (HRD),E&M

Copy submitted to the CGM (IT), OPTCL, Bhubaneswar for kind information & necessary action. He is requested to host the EOI document in the OPTCL's Website for wide circulation.

Memo No. 11439

Dated: 12.5.15

Manager (HRD),E&M

Copy forwarded to the Manager (HRD) CR, OPTCL, Bhubaneswar for favour of information & necessary action.

Manager (HRD),E&M



ODISHA POWER TRANSMISSION CORPORATION LIMITED

Expression of Interest
for
implementation and Management
of
Medical/ Health Insurance Plan
for
Employees
Of
OPTCL and their families

Odisha Power Transmission Corporation Limited (OPTCL) invites Expressions of Interest (Eoi) from the Insurance Companies (Licensed and registered with IRDA) or agencies (enabled by central legislation to undertake Insurance related activities) dealing with Medical/Health Insurance for implementation of MEDICAL/HEALTH INSURANCE PLAN for serving its employees and their families.

1. Background

Odisha Power Transmission Corporation Limited since inception is making efforts to provide medical and health services within the overall frame work of Company's rule by giving re-imbusement of the expenses incurred on medical treatment in addition to giving fixed medical allowance. The risk of low level of health security is prevalent amongst employees. The helplessness of the employees increases when they have to pay fully for their medical care in the first instance i.e. when they have to get admission for emergency treatment. Low paid employees also do not have the financial resources to bear the cost of medical treatment, on the other hand the Medical/health infrastructure leaves a lot to be desired. So these employees have to borrows money or sell assets to pay for the treatment in hospitals. Moreover, the re-imbusement process is also very cumbersome. Thus, Health Insurance could be a way of overcoming financial hardships thereby improving access to quality medical care and providing financial protection against rising medical expenses. The "MEDICAL/HEALTH INSURANCE PLAN" for the welfare of OPTCL employees and their families aims to address such issues. For effective operation of the scheme, partnership can be envisaged between the Insurance Company and OPTCL with respective commensurate responsibilities. The entire coverage of medical/ health insurance Plan is in the form of Group Health Insurance policies in favour of employees of OPTCL and their dependants.

2. Scope and Objectives

Rapid economic growth and increased focus on Human Development Index are driving strong demand for high quality health care services. To facilitate financial access to health services for all OPTCL serving employees and their families, OPTCL wishes to introduce Medical/health insurance plan through an experienced, Licensed and registered Insurance Provider capable of implementing and managing a transparent, efficient, cost effective and sustainable Medical/health insurance plan. The Medical/health insurance plan shall cover at least the services given below.

- In-patient Services and prescription medicine,
- Accident and Emergency Treatments,
- Prescription Medicine for chronic disease for outdoor treatment,
- Diagnostic and Therapeutic Services, etc.

3. Key Features

The Key features for Medical/health insurance plan includes:

- Medical insurance Scheme shall be compulsory for about 3100 serving employees and their families.
- Premiums for insurance coverage: OPTCL will pay a regular insurance premium at regular time intervals for Medical/health insurance during the coverage period.
- Direct Billing to service providers: The Insurer will ensure direct settlement of bills and claims with hospitals and medical service providers.
- Accessibility to medical / health insurance services: The administrative set-up should ensure access to medical/health insurance information and services to all the beneficiaries of OPTCL.
- Monitoring and Evaluation: The Insurer and health service providers shall be given a set of prescribed key performance indicators to facilitate periodic monitoring / evaluation.
- Details of Employees, their family members and their salary particulars shall be furnished by OPTCL.

4. Proposed beneficiaries

All the employees of OPTCL serving and newly recruited shall be covered under the proposed Health/Medical Insurance Plan.

5. Bidding Process

Interested parties are invited to submit an Expression of Interest (Eoi) including the following:

- Confirmation of the firm's interest to enter into an agreement with OPTCL to implement and manage the Medical/health insurance plan.
- Company profile including:
 - Full name(s) of the Insurer or partners in the syndicate participating in the bidding process. In case of syndication amongst insurers, the share of scope and responsibility amongst participating insurers in syndication.
 - Main business, areas of specialization, and duration of business activities, etc.
 - Copies of Business Registration and License to Conduct medical / health Insurance business.
 - Demonstration of sufficient experience and capacity to provide Health Insurance including
 - List of key corporate clients
 - List of empanelled medical service providers / hospitals in Odisha and major cities in rest of India
 - Existing Payment methods
 - Step wise business/enrolment/claim process

- Details of services provided to beneficiaries of Corporate clients during last 3 years.
- Any other relevant issues pertaining to medical / health insurance business.
- Declaration of any existing or potential conflicts of interest, including activities/investments undertaken/held by the Insurer or its shareholders.
- Client certification to have successfully provided group medical / health insurance facilities in satisfaction of qualifying requirement mentioned at point – 6 from clients to whom such service have been provided.
- Demonstrate financial strength to successfully implement the Medical/Health insurance Plan by submitting:
 - A signed statement by a duly authorized representative of the firm that the firm is in good financial order, is not bankrupt, is not having their affairs managed by a court, has not entered into an arrangement with its creditors, or has not suspended its business, or similar or related situations.
 - The Audited Financial Statements [Cash flow Statement, Profit and Loss Account and Balance Sheet) over the last three years.
- The salient features of medical / health insurance business proposed to be entered into OPTCL syndicate.

6. Qualifying Requirement:

The Insurance Company should be / have:

- Accredited, licensed and registered with IRDA or agencies (enabled by Central legislation to undertake Health Insurance) dealing with medical / health insurance.
- Demonstrated at least 3 years' experience and capacity to provide Group health / medical insurance facilities to not less than 500 employees and their family members of any Central / State PSU or any Central / State Government departments (Client certification to have successfully provided group medical / health insurance facilities in satisfaction of qualifying requirement from clients to whom such service have been provided)
- The Agency should have not been blacklisted by any Central / State Government / Public Sector Undertaking India (a declaration letter to this effect in the official letter head by the authorised signatory should be submitted). Nor they shall be involved in any litigation involving deficiency in service standards.
- The Company must have regional office with adequate staff in Bhubaneswar.

Only those insurance companies who shall fulfil the above criteria shall be considered for short listing for floating Tender for 'Request for proposal'.

7. Eol Submission date and Deadline

The Eol should be in English language and should be no longer than 10 pages excluding supporting financial documents, information or brochures. Submission of proposal should be clearly marked as "Expression of Interest - Medical/Health Insurance plan for OPTCL" and to be submitted in hard copy before **3.06.2015, 5 p.m** to the address below:

DIRECTOR (HRD)

Odisha Power Transmission Corporation Limited

Janpath, Bhubaneswar

Odisha – 751022

Eol received after the prescribed deadline shall not be entertained.

8. Evaluation

Eol will be evaluated and shortlisted based on the relevant experience, financial strength and other points as mentioned in above paragraphs. Depending on the interest received from the Eol stage, OPTCL shall float Tender for "Request for Proposal"(RFP).

9. Request for Clarifications on the Eol

Requests for clarifications on this Eol should be addressed in writing to:

DIRECTOR (HRD)

Odisha Power Transmission Corporation Limited

Janpath, Bhubaneswar

Odisha – 751022

10. Disclaimer

This Request for Eol should not be construed as a commitment by OPTCL to contract with any particular proponent. Any cost, work or effort undertaken during the Eol process is a commercial judgement for the proponent and is at the proponent's own risk and expense. OPTCL will not be liable for any costs incurred by any of the proponents. OPTCL reserves the right to change any aspect of this Request for Eol and/or issue supplementary documentation at any time during the Eol process. OPTCL also reserves the right not to accept any EOLs and to terminate the Eol process without mentioning any reason.

11. Pre-bid Conference/Presentation

A Pre-bid Conference/ Presentation may be arranged subsequently on a suitable date for which the eligible bidders will be informed.

12. Legal dispute

Legal dispute if any concerning this purchase shall be subject to the courts exercising civil jurisdiction over Bhubaneswar.