

**Request for Proposal (RFP) dt.26.09.2016: Health Insurance Business – Corporate Agency Arrangement**
**Response to the Clarifications**

RFP Ref.	RFP Stipulation	Clarification sought	Response to Clarification
<b>Form 11</b>  <b>Form 12</b>	<b>Realistic Business and Revenue estimates</b>  Manpower/branches	Additional data sought by insurers viz., details of deposits , advances HNI products forex services manpower , branch setup etc.,	<p>The bank has given certain data in the RFP. This data is uniformly available to all insurers. It may be noted that Indian Bank does not bear any liability due to any inadvertent error/mistake in the data given.</p> <p>The bank does not intend to give any further data to any insurer. Beyond the data given in the RFP. Your organization may feel free to use information on Indian Bank available publically or obtained through any other legitimate means. However Indian Bank would not be responsible for the accuracy of such data and would not be ratifying or validating such data</p>
<b>Form 11</b>  <b>Form 12</b>	<b>Realistic Business and Revenue Estimates</b>  <b>Manpower/branches</b>	Potential Estimate  Paragraphs/bullet points	<p>Realistic Business and Revenue Estimate is to be made by the bidder for Indian Bank overall. You may note that the bank already has a general insurance partner under corporate agency arrangement as mentioned in the RFP. We have not asked how much business the insurer expects to do with Indian Bank and have instead asked for overall potential estimate.</p> <p>The insurer may give details as bullet points or paragraphs or annexure. The insurer may also use landscape or portrait for any charts/data etc. However please give soft copies in word, excel and power point formats only.</p>
General  Page 13	<b>General</b>  <b>Board resolution</b>	Questions pertinent to scoring of RFPs/Evaluation/Suggestions/Miscellaneous  Board approved signatories	<p>The bank will score all the RFPs in a fair and uniform manner. The bank has decided on parameters to be used for evaluation based on its overall goals and objectives and expectations from prospective bidders.</p> <p>Bidders may feel free to include any information they consider relevant to their response to the RFP.</p> <p>There should be a clear chain of documentation which shows delegation of powers from board to the employee signing RFP.</p>

Form2	<b>Names of JV partners and % stake held by each</b>	Please advise whether we should mention names of shareholders having 10% or lesser stake in point 2 form 2 where names of JV partners have been asked along with percentage stake held by them	Please give details of shareholding by promoters and institutions (with name of institution). Retail shareholding if any may be given as Total % of shares held by Retail Shareholders
Form 8	<b>Aging of claims</b>	Queries on claims closed/written back	<b>Please read Claims Closed during the Period as Claims Written Back during the Period.</b>  <b>Aging of Claims:</b> Aging of claims settled for all claims paid including individual and group health.
Page 13	<b>1. Minimum Eligibility Criteria</b>	Queries on point No 2 and point No 3 in minimum eligibility criteria. Is there any difference	<b>Point 2 and Point 3 are the same. Point 3 may be ignored.</b>