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## **KERALA WATER AUTHORITY**

**Jalabhavan**  
**Thiruvananthapuram – 695033**  
**Kerala - India**

### **PROCEEDINGS OF THE MANAGING DIRECTOR, THIRUVANANTHAPURAM**

**PRESENT : Jeevan Babu K. IAS**

Sub: KWA - Admn- Renewal of Group Health Insurance Scheme for Employees of Kerala Water Authority for the year 2025-2026 – 1st installment (50% payment) sanctioned - Orders issued.

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No.KWA-JB/221/2025-E11-Part(2)      Dated:15-04-2025

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- Read:
- 1) The Authority Board resolution no. 9783 of 369th meeting held on 21.02.2014.
  - 2) 438th KWA board meeting dtd 21.01.2025
  - 3) Notice inviting tender with Tender - 2025\_KWA\_749605\_1 and Tender Reference No -KWA/SP-07/2024-25/INS(EMP), dated 12.03.2025
  - 4) This office Circular of even number dtd 12.03.2025 for data collection with revised dependent category of data.
  - 5) E-Tender Corrigendum published on 19.03.2025 , 24.03.2025 & 27.03.2025
  - 6) Bid opening Summary dtd 03.04.2025

7) Minutes of the Bid Evaluation Committee held on 04.04.2025, 07.04.2025 & 10.04.2025

8) Technical Evaluation order No.KWA-JB/221/2025-E11-Part(2) dated 07.04.2025

9) Minutes of the Negotiation meeting held on 10.04.2025

10) Email Sent to M/s United India Insurance Company Ltd dated 09.04.2025 , 10.04.2025 , 11.04.2025&14.04.2025

11) Financial evaluation order of even no. dated 11.04.2025

### **ORDER**

Kerala Water Authority (KWA) is facilitating a Group Health Insurance Policy for its employees since 2014-2015 , vide paper (1) read above, and is continuing. The existing Group Health Insurance Scheme for the Employees of KWA is due to expire on 15.04.2025 midnight.

It has been decided to refresh the existing policy without break w.e.f. 16.04.2025 and to invite tender directly from IRDAI (Insurance Regulatory and Development Authority of India) approved public and private sector insurance companies for the year 2025-26 , with revised dependent category vide paper(2) read above and with the following two options:

Option A : Renewal of Tailor made Group Health Insurance Policy for Kerala Water Authority Employees and their dependents for total sum insured of 3 lakh rupees with corporate buffer one crore rupee for a period of one year 2025-26.

Option B : Renewal of Tailor made Group Health Insurance Policy for Kerala Water Authority Employees and their dependents for total sum insured of 3 lakh rupees with corporate buffer 1.5 crore rupee for a period of one year 2025-26.

Tender was invited vide paper (3) read above fixing of tender submission start date on 20.03.2025 and last date for submitting tender as on 27.03.2025 at 3.00PM. A pre-bid meeting with the bidders was convened on 17.03.2025 at 11.00 AM, vide paper (5) above.

A circular was issued to collect the data of dependents as per the revised dependent category from KWA employees vide paper (4) read above and in the tender it was insisted the bidders to submit the price bid taking into account of the revised dependent data. Accordingly, for the information of bidders age band details of revised dependent category were published as corrigendum in the e-tender site vide paper (5) read above.

Later, due to technical issues, the last date for submitting the tender was extended up to 01.04.2025 at 3PM. Subsequently , technical Bids were opened on 03.04.2025 at 3.00 PM. As per the bid summary vide paper (6) read above, 5 bidders participated in the Tender and submitted their bid documents through e-tender.

The Committee verified all the documents submitted by the above five firms and found sufficient. Hence, it has been decided to accept the technical bids of above five firms and to open financial bids on 08.04.2025 at 3.00 PM, vide paper (8) read above. As decided, the price bids of the technically qualified bidders for the Renewal of Tailor Made Group Health Insurance of Employees for the year 2025-26 (for 7400 No of employees and their dependents) were opened on 08.04.2025 .

It is observed that, M/s UNITED INDIA INSURANCE COMPANY LIMITED has quoted the lowest rate for all the two options. From the rate quoted by the firm for Option A, the annual premium is worked out as Rs.32,431.12(including 18% GST) and for Option B, the annual premium is worked out as Rs.32,916.1(including 18% GST). Hence M/s United India Insurance Company Ltd was selected as L1.

The rate quoted by the firm for both the options as in tender have been reviewed in detail by the bid evaluation committee held on 10.04.2025. The committee evaluated the price bids of L1 and unanimously recommended OPTION B, subject to the employee contribution. The recommendation are following :

1. Though the proposed premium for both the options for 2025-26 is decreased than the existing premium of Rs. 37,083/-, the total anticipated expenditure towards premium is still higher than the total allocated amount for IP expenses. Hence , before finalizing things , a negotiation with L1 is highly recommended for reducing the premium.
2. The scheme is primarily focused on the welfare of employees and their dependents of KWA. The present buffer fund One Crore rupees is not adequate to cater medical requirement of the employees and their dependents of KWA. The higher demand for buffer fund shows enhancement of buffer fund is highly essential to ensure their well being.

The committee unanimously recommended for option (B) -3 Lakh coverage + 1.5 crore buffer for the renewal of GHIS for Employees of KWA. This option provided the best value in terms of coverage and ensures maximum buffer support benefits for the employees and their dependents with less burden to KWA.

The recommendation was submitted to the undersigned vide paper(7) read above. Financial evaluation completion details were updated in the eTender website vide paper(11) read above.

Also a letter of negotiation was sent via email to the lowest quoted firm i.e., M/s. United India Insurance Company Ltd for a negotiation meeting on 10.04.2025 at 12.30 noon and held the same through video conference as scheduled. After negotiation, Vide paper (10) read above, a revised proposal has been received from M/s United India Insurance Company Ltd as given below:

#### OPTION -A

No.of Families	Per Family Premium-Rs	18 % GST - Rs	Per Family Total Rs	Total Premium- Rs.	Total GST 18 % -Rs	Grand Total Rs.
7400	27417	4935.06	32352.06	207885800	36510444	239405244

1700	4711	1700.00	32837.00	20,20,00,000	3,00,12,111	20,21,00,211
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**OPTION -B**

No.of Families	Per Family Premium-Rs	18 % GST - Rs	Per Family Total Rs	Total Premium- Rs.	Total GST 18 % -Rs	Grand Total Rs.
7400	27828	5009.04	32837.04	20,59,27,200	3,70,66,896	24,29,94,096

The revised rate after negotiation by the firm for all the two options further reviewed in detail at competent level. The observations are as follows :

**a. For Option A :** The revised premium quoted by the firm reduced from ₹ 32431.12 to ₹ 32352.06. Thus the revised premium quoted by the firm after negotiation For Option A : is reduced by ₹ 79.06/- per family premium compared to their earlier quoted rate. A grand total of ₹ 5,85,044/- reduced in the overall quoted amount after negotiation.

**b. For Option B :** The revised premium quoted by the firm reduced from ₹ 32916.1 to ₹ 32837.04. There is also a reduction of ₹ 79.06/- per family premium compared to their earlier quoted rate. Still in the revised rate, to increase buffer amount ₹ 50.00 Lakh, for which ₹ 35.88 Lakh additional premium is demanded compared to option(A) . A grand total of ₹ 5,85,044/- reduced in the overall quoted amount after negotiation.

In view of the above, on the same ground as recommended by the Bid evaluation committee, it was unanimously decided to drop option (A) and continue to renew the policy with existing conditions as in NIT with Option (B) which provides enhancement in buffer fund than previous years.

The final data for medical insurance as on 09.04.2025 is worked out as 7554 employees and their 33598 dependents. Still newly joined employees are joining the scheme. Hence premium is worked for 7600 employees. Vide email dated 14.04.2025,, M/s United India Insurance Company has been informed the same and requested to work out the premium for 7600 employees with OPTION (B) . The company vide paper (10) submitted the premium details as given below:

No.of Families	Per Family Premium-Rs	18 % GST - Rs	Per Family Total Rs	Total Premium- Rs.	Total GST 18 % -Rs	Grand Total Rs.
7600	27828	5009.04	32837.04	21,14,92,800	3,80,68,704	24,95,61,504

**The special condition in respect of the policy are:**

- The premium for one year has to be released in two equal instalments.
- First instalment will be released to the company for the first six months at the policy inception. Policy will be commenced immediately with available insured persons.
- Second instalment of the premium will be paid to the company at the end of the sixth month from the date of inception.

As per the lowest offer for renewal of Group Health Insurance Scheme for Employees of Kerala Water Authority for the year 2025-26 from M/s United India Insurance Company Ltd. with the existing conditions for 7600 employees and their dependents, at an annual premium of ₹32837.04 (₹ 27828 + ₹ 5009.04 18% GST) the total amount comes to ₹ 24,95,61,504 (Rupees Twenty Four Crore Ninety Five Lakh Sixty One Thousand Five Hundred and Four only) including GST. As such, the first instalment of premium including GST (50% of total annual premium) to be paid immediately ₹12,47,80,752/- (Rupees Twelve Crore Forty Seven Lakh Eighty Thousand Seven Hundred and fifty two Only). The actual number of families is variable as some newly recruited are expected to join soon. The premium for the actual number of employees covered will be paid / shall be refunded in due course.

Under these circumstances, the offer of **M/s. United India Insurance Company Ltd., Divisional office II, NO.74A/1, Salai Road, Trichy 620018, Tamil Nadu** for renewal of GHIS for Employees of KWA for the year 2025-2026(w.e.f.16.04.2025), at the terms and conditions cited above, for an annual premium of ₹32,837.04 (Rupees Thirty Two Thousand Eight Hundred and Thirty Seven and four paise only ) including GST @18% per Employees for 7600 Employees and their dependents, amounting to ₹ 24,95,61,504 (Rupees Twenty Four Crore Ninety Five Lakh Sixty One Thousand Five Hundred and Four only) including 18% GST is hereby accepted and sanction is hereby accorded to release an amount **₹12,47,80,752/- (Rupees Twelve Crore Forty Seven Lakh Eighty Thousand Seven Hundred and Fifty Two Only)** including GST being 50% as the first instalment of the premium to the firm. If the number of employees is less than 7600, that amount will be adjusted in the balance amount to be paid to the insurance company.

The payment is made subject to the condition that depending upon the number of Employees covered, the premium will be either collected or refunded during the payment of the second instalment. Also, in case the insured person dies during the currency of the Policy period without making any claim, the premium will be proportionately refunded or settled against their approved dependents, if the employee is survived by his/her spouse/children/parents. If the Employee is single, the premium shall be returned to the INSURED, the Kerala Water Authority on Pro-rata basis.

This shall be placed before Board of KWA for information and ratification.

Jeevan Babu K.

IAS

MD KWA

To:

The Senior Divisional Manager,  
M/s. United India Insurance Company Ltd.,  
Divisional office II, Murugan Complex,

NO.74 A/1, Salai Road,  
Trichy 620018,Tamil Nadu.(You are requested to furnish a duly signing Agreement as proposed by KWA as mentioned in NIT in duplicate within 14days).

**Copy To:**

1. The FM & CAO [for allotting the required funds to AO (Admn & Estt), HO,JB,TVPM]
2. The Accounts Officer(Admn & Estt), HO,JB,TVPM (for information and necessary action)
3. JS (A/cs) (for information and necessary action)
4. PA to [MD/ JMD, TM] /CA to [FM& CAO , CE (HRD & GL,DCE(GL), Sr. AO]/ RAO/AO (Admn. &Estt)/ AO (Funds)/ SS(Funds)/ SSI / JS (Admn&Estt.)/ E11/ File/ Stock File (For Information)
5. Sri. Ananda Jawahar A.R., Senior Divisional Manager, M/s United India Insurance Company Ltd , Divisional Office III, Sancta Maria Complex, 73 – Chockalinga Nagar, Bye pass road,Madurai - 625 010.Tamilnadu.
6. The Senior Manager, M/s FHPL PVT Ltd , Kaithamukku, Trivandrum
7. M/s FHPL - Insurance wing of Head office, Kochi & Kozhikkode
8. All CEs/SEs/EEs for information.
9. Website for publication