

Website: www.kwa.kerala.gov.in
Mobile/ Whatsapp: +919495998258

Tel. 0471-2738300
Consumer Helpline Number
1916 [24X7] [Toll Free]
1916cckwa@gmail.com



KERALA WATER AUTHORITY

Jalabhavan
Thiruvananthapuram – 695033
Kerala - India

PROCEEDINGS OF THE MANAGING DIRECTOR, THIRUVANANTHAPURAM

PRESENT : Jeevan Babu K. IAS

Sub: KWA - Admn- Renewal of Tailor Made Group Health Insurance Scheme for Pensioners of Kerala Water Authority for the year 2025-26 - Remittance of 1st installment premium- Orders issued.

No. KWA-JB/8999/2024-E11

Dated:29-03-2025

- Read**
- 1) G.O.(Rt) No.169/2016/WRD dated 20.02.2016.
 - 2) Minutes of the meeting held with the various Pensioners Organizations on 28.11.2024, 07.01.2025,18.03.2025
 - 3) Notice Inviting Tender KWA/SP-06/2024-25/INS(PN)dtd 31-01-2025
 - 4) E-Tender ID 2025_KWA 732798 _1
 - 5) Pre Bid Meeting held on 05.02.2025
 - 6) Bid Evaluation Committee formation order No.KWA-JB/402/2024-E11 dated:07.02.2025.
 - 7) Date Extension corrigendum dtd 19.02.2025.
 - 8)Minutes of the Bid Evaluation Committee held on 05.03.2025,11.03.2025.
 - 9)Technical evaluation proceedings No.KWA-JB/8999/2024-E11 dated 14.03.2025.
 - 10) Email sent to M/s Oriental Insurance Company Ltd for Negotiation dated18.03.2025

- 11) Meeting held with M/s Oriental Insurance Company Ltd on 19.03.2025
- 12) Email received from M/s Oriental Insurance Company for Negotiation dated 22.03.2025
- 13) Letter of confirmation received from all 4 Pensioners Organizations dtd 23.03.2025 & 24.03.2025.
- 14) Financial evaluation proceedings No. KWA-JB/8999/2024-E11 dated 27-03-2025
- 15) Email received from M/s Oriental Insurance Company dtd 28.03.25

ORDER

Kerala Water Authority (KWA), vide paper (1) read above, is facilitating a comprehensive Group Health Insurance Policy for its pensioners since 2016-2017 and is still continuing. The existing Group Health Insurance Scheme for the Pensioners of KWA is due to expire on 31.03.2025 midnight.

The procedures for renewal of the Group Health insurance policy for pensioners for the year 2025-26 was discussed in the meeting with the representatives of various pensioner's organizations on 28.11.2024 vide paper (2) read above. All have unanimously opined to continue with the present insurance scheme without any break with possibly reduced premium, including buffer amount etc.

In the Meeting held on 07.01.2025, pensioner's organizations have unanimously opined to renew the existing policy without break w.e.f. 01.04.2025 by inviting tender from public and private sector insurance companies. It was decided not to engage brokers in the renewal process of the GHIS scheme for pensioners and not to include co-payment also. Also requested to invite two options namely option (A) for renewing the existing scheme as such that is premium coverage for 2 Lakh and option (B) for sum insured 2 Lakh with buffer fund for 20 Lakh rupees.

The existing tailor made Group Health Insurance policy covers **3047** pensioners, their 2477 dependents and total number of persons covered under the insurance policy comes to **5524**. There are chances that new pensioners may come forward for availing the benefits of the scheme, considering this it is decided to work out the actual premium for **3100** pensioners. Hence, tender is worked out for 3100 pensioners and their dependents.

Accordingly, e-Tender was invited for the renewal of Tailor Made Group Health Insurance of Pensioners for the year 2025-26 vide ref (3) & (4) read above with two options fixing last date for submitting e-tender as on 18.02.2025. A pre bid meeting was held on 05.02.2025, vide paper (5). Later due to technical reason the tender was extended and fixing last date of tender submission upto 27.02.2025, vide paper(7) read above. Consequently, the technical bid was opened on **03.03.2025**. The following two bidders participated in the tender procedures and submitted their bid documents through e-Tender. The firms are :

1. M/s Oriental Insurance Company Limited
2. M/s United India insurance Company Limited.

On scrutiny of the submitted documents attached by the firms in the technical bid, the Bid Evaluation committee constituted for this purpose vide paper (6) verified the documents submitted by the bidders on 05.03.2025 and found that certain documents were not legible and decided to collect the documents via email on or before 10.03.2025. Hence, intimation has been given to the bidders to furnish the same by 10.03.2025 and both the companies submitted the required documents in the stipulated time period.

The Bid evaluation committee further met vide paper (8) read above on **11.03.2025** and verified all the documents and found sufficient. As per the Notice inviting tender (NIT), the insurance companies who secures more than 75 marks or above as per the pre- evaluation criteria will only be considered for financial bid opening. On scrutiny of the documents by the Committee, it is found that both the companies scored **above 75 marks** (i.e., M/s Oriental Insurance Company - 95 marks and M/s United India insurance Company Limited– **85 Marks**) and qualified in the Pre- qualification criteria. Hence, it was decided to accept the technical bids of above two firms and to open financial bids on **15.03.2025**

As decided, vide paper read (9) above, the price bids of the qualified bidders for the Renewal of Tailor Made Group Health Insurance of Pensioners for the year 2025-26 for 3100 Numbers of pensioners were opened on **15-03-2025**. Tender for the same is invited under the following two options :

OPTION A : Renewal of Tailor made Group Health Insurance Policy for Kerala Water Authority Pensioners and their family members for total sum insured for 2 Lakh Rupees for a period of one year 2025-26.

OPTION B : Renewal of Tailor made Group Health Insurance Policy for Kerala Water Authority Pensioners and their family members for total sum insured for 2 Lakh Rupees with Twenty lakhs buffer for a period of one year (2025-26)

The price bid details are appended below:

Sl.No	Bidder Name	Description of Work / Item(s)	No.of family	Rate Without Tax	Tax/Duties (INR)	Rate With Tax	Bid Rank
1	THE ORIENTAL INSURANCE CO. LTD, REGIONAL OFFICE COCHIN	OPTION A	3100	68308500.000	12295530.00	80604030.00	L1
		OPTION B	3100	69443100.000	12499758.00	81942858.00	L1
2	UNITED INDIA INSURANCE COMPANY LIMITED	OPTION A	3100	72887200.000	13119696.00	86006896.00	L2
		OPTION B	3100	74127200.000	13342896.00	87470096.00	L2

It is observed that, M/s Oriental Insurance Company Ltd has quoted the lowest rate for both the options.

Sl.No	Bidder Name	Description of Work	No.of family	Rate Without Tax	Tax(INR)	Rate With Tax	Bid Rank
1	THE ORIENTAL INSURANCE CO. LTD, REGIONAL OFFICE COCHIN	RENEWAL OF TAILOR MADE GROUP HEALTH INSURANCE POLICY FOR KERALA WATER AUTHORITY PENSIONERS AND THEIR FAMILY MEMBERS FOR TOTALSUM INSURED FOR 2 LAKH RUPEES WITH TWENTY LAKHS BUFFER FOR A PERIOD OF ONE YEAR (2025-26)- OPTION B	3100.000	69443100.000	12499758.000	81942858.000	L1

In order to choose the Third Party Administrator(TPA), among the list provided by the selected firm and choosing an option out of the two options provided, meeting held with pensioners organizations on 18.03.2025. All the pensioners organizations unanimously selected the proposed TPA for 2025-26 as M/s Family Health Plan Pvt Limited and also requested to go

with Option B , as the difference amount in annual premium between the two options is Rs.431.88/- only. In their meeting, the pensioners organizations also informed their concern that if they select option B, they have to pay additional Rs. 2169.18(including 18 % GST) than the existing annual premium. As there are a lot of family pensioners with minimum pension, this hike may affect the pensioners very much. Hence . they requested KWA for a negotiation with the insurance firm to reduce the proposed premium to a further reasonable rate.

The lowest price bid for Option (B) is received from M/s. The Oriental Insurance Co. Ltd, BO Spencer Junction, 2nd Floor, YWCA Building, Opp.AG's Office, Spensor Junction, Trivandrum-695001(through its Regional Office Cochin). **The firm had quoted an annual premium ₹ 26,433.18/- including 18% GST and for 3100 pensioners and their dependents for an amount of ₹8,19,42858.00/- (including 18% GST).**

Vide paper (10) read above, a negotiation was called for from M/s. Oriental Insurance Company Ltd to reduce the quoted premium and in reply vide paper (12) read above, M/s Oriental insurance company Ltd has intimated that they had quoted the bare minimum amount and further negotiation is not possible. However, regarding Option No. (B) , if the Cover in respect of Corporate Buffer is limited to Critical Illness only per family Sum Insured, then the revised per family premium in Option (B) will be as under Rs 22,255/-+ tax, ie Rs. 26,261 (incl of tax) for Option (2) on Expiring Terms with Corporate Buffer 20 lakhs for critical illness only, limited to per family sum insured. All the pensioners organizations have been communicated the same. Thus the pensioners organizations have vide paper (13) read above unanimously informed their consent to select Option (B) as the rate agreed in price bid, Thus the work order is issued to M/s Oriental insurance company Ltd for Option(B) and this was also communicated to the bidders and pensioners associations vide paper (14) read above.

As the existing tailor made Group Health Insurance policy covers 3047 pensioners, their 2477 dependents and total number of persons covered under the insurance policy comes to 5524. After considering the addition of newly joined pensioners(104 Nos.) to the scheme, removal of the pensioners(70 Nos.) who opted to exempt from the scheme and also deleting the records of pensioners (22 Nos.) who died during the policy period , the actual live data become 3059 [3047+104-70-22] Pensioners and their 2428 dependents data thus comes to a total of 5487 beneficiaries data. The actual data of the same will be shared to M/s Oriental Insurance Company along with this

proceedings. Still pensioners are requesting for joining the scheme. considering this it is decided to work out the actual premium for 3100 pensioners as laid down in the notice inviting tender. Hence , the balance data will be shared in due course.

The special conditions in respect of the policy are:

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

As per the offer after negotiation for renewal of Group Health Insurance Scheme for Pensioners of Kerala Water Authority, for the year 2025-26 from M/s. Oriental Insurance Company Ltd., for Option (B) [buffer eligible for all and for all diseases as in price bid] is still the same as in price bid with an annual premium per family including 18%GST: ₹ 26,433.18/- and the total amount for 3100 pensioners comes to ₹ 8,19,42858.00/- (including 18% GST). Vide email dated 28.03.2025, the insurance company has requested to transfer the first installment of premium (50% of total annual premium) to be paid immediately to the insurance company on or before 31.03.2025 amounting to Rs. 4,09,71,429/-(Rupees Four Crore Nine Lakh Seventy One Thousand Four Hundred and Twenty Nine Only).

Under the above circumstances, the offer of M/s. Oriental Insurance Company Ltd., Divisional Office No I, Spencer Jn, Thiruvananthapuram for the renewal of tailor made GHIS for Pensioners of KWA for the year 2025-2026, at the terms and conditions cited above and as laid down in the Notice inviting tender(NIT), for an annual premium of ₹ 26,433.18/-[Rupees Twenty Six Thousand Four Hundred and Thirty Three and Eighteen paise only] per family including GST and for a total of 3100 families amounting to ₹ 8,19,42858.00/- (including 18% GST) and 50 % first installment premium towards 3100 pensioners and their dependents for ₹ 4,09,71,429/-(Rupees Four Crore Nine Lakh Seventy One Thousand Four Hundred and Twenty Nine Only) is here by accepted.

Sanction is hereby accorded to release an amount of Rs.4,09,71,429/- (Rupees Four Crore Nine Lakh Seventy One Thousand Four Hundred and Twenty Nine Only) as the first installment of the premium to the firm subject to the condition that depending upon the number of

pensioners covered, the premium will be either collected or refunded. If the number of pensioners is less than 3100, that amount will be adjusted in the balance amount to be paid to the insurance company.

The Pension Disbursement Cell shall recover the annual premium amount of **₹ 26,433.18/- (Rupees Twenty Six thousand Four Hundred and Thirty Three Only including GST 18%)** from the Pensioners who opted for the GHIS at the rate of **₹ 2202.77/-** per month from the pension being disbursed from **1st April 2025 to 1st March 2026.**

The payment is made subject to the condition that depending upon the number of pensioners covered, the premium will be either remitted or refunded. Also, in case the insured person dies during the currency period of the Policy without making any claim, the premium will be proportionately refunded or settled against family pensioner, in case the pensioner is survived by his/her spouse. In case the pensioner is single, the premium shall be returned to Kerala Water Authority on pro-rata basis.

Encl: List of 3059 Pensioners and their 2428 dependents data total comes to 5487 beneficiaries data for 2025-26, commencing the policy period w.e.f 01.04.2025.

Jeevan Babu K. IAS
MANAGING DIRECTOR

To

1. The Divisional Manager,
M/s. Oriental Insurance Company Ltd.,
Divisional Office No.I Trivandrum, II Floor,
YWCA Building, Spencer Jn, MG Road,
Thiruvananthapuram- 695001. **(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), Head Office, JalaBhavan, Thiruvananthapuram.]
2. PA to [MD/ JMD/TM], CA to [Finance Manager, CE (HRD &GL)/ DCE(GL)/ Sr. AO] / RAO/AO(Admn. &Estt)/ AO (Funds) / AO(

Pension&Payslip)/SS (Funds)/ SS(Admn&Estt)/ JS(A/cs)/ JS(Estt.)/
E11/ File/ StockFile (for information).

3. All Chief Engineers [SR/NR/CR] – (for information)

4. AO(PDC)[**For necessary action- for effecting the recovery as
mentioned in the above manner.]**