



### **SUMMARY OF THE TENDER**

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| <b>Project title</b>                          | <b><u>Tender for Group Mediclaim Services for Permanent employee of AIESL</u></b>   |
| <b>Submissions required</b>                   | <b>In single stage –two bid system (Technical and Financial)</b><br><b>Technical Bid:</b> Formats Annexure A to Annexure H as per the Tender Document.<br><b>Financial Bid:</b> Form Fin-1 as per the Tender Document.  |
| <b>Pre-bid conference</b>                     | Yes   |
| <b>Contact details for all queries</b>        | Name: Paresh Khamitkar<br>Email: <a href="mailto:mro.insurance@aiesl.in">mro.insurance@aiesl.in</a>   |
| <b>Eligibility to bid</b>                     | <ul style="list-style-type: none"> <li>a. The Bidder should be a registered public owned insurance company incorporated under The Companies Act, 1956 and/or 2013, in India.</li> <li>b. The Bidder should be registered with the Insurance Regulatory Development Authority of India (IRDAI) to carry out health insurance business for at least the last three completed financial years as on 31<sup>st</sup> March 2025 and holding valid license to provide insurance services as on date of issue of this tender document.</li> <li>c. The Bidder shall have overall done the group health cover services of at least 1450 families in last two completed financial years ending on 31<sup>st</sup> March 2025.</li> <li>d. The Bidder shall have Gross Direct Premium Income from Health business of at least Rs. 5 crores in each of the last two completed financial years as on 31<sup>st</sup> March 2025.</li> <li>e. The Bidder should unconditionally accept the terms and conditions of this Tender Document.</li> </ul> |
| <b>Insurance Contract period</b>              | One year from the date of contract.   |
| <b>Validity of the bids</b>                   | 120 days from last date of opening of Technical bids.   |
| <b>Address for bid submission</b>             | Tender to be submitted through GeM portal   |
| <b>Important Dates:</b>                       |   |
| <b>Date of release of Tender Document</b>     | 02 <sup>nd</sup> September 2025   |
| <b>Last date of receiving queries</b>         | 15 <sup>th</sup> September 2025   |
| <b>Pre-bid meeting (Online)</b>               | 08 <sup>th</sup> September 2025 at 15:00 hrs. (IST).  |
| <b>Last date of bid submission</b>            | 15 <sup>th</sup> September 2025 latest by 14:00 hrs. (IST).   |
| <b>Date and time of Technical Bid opening</b> | 15 <sup>th</sup> September 2025 latest by 14:30 hrs. (IST).   |
| <b>Issuance of LOI</b>                        | Within 7 days of financial bid opening  |
| <b>Acceptance of LOI</b>                      | Within 3 days of the issue of LOI   |

Enquiry Ref: Insurance/Tender/18  
Date: 25<sup>th</sup> August 2025

AI Engineering Service Ltd.



|   |                               |
|---|-------------------------------|
| <b>Signing of Insurance Contract</b>            | Within 5 days of issue of LOI |
| <b>Submission of Performance Bank Guarantee</b> | Within 5 days of issue of LOI |



### **DISCLAIMER**

This tender document ("**Tender Document**") has been prepared for the purposes of providing certain information to Bidder(s) (**as defined hereinafter**) who are desirous of participating in the Bidding Process (**as defined hereinafter**) being conducted by AI Engineering Services Ltd (hereinafter "**AIESL**") for the 'Provision of Group Medclaim Services for permanent employees of AIESL' and for no other purposes. In no circumstances shall AIESL, or its employees, officers, directors, advisors, consultants, contractors and/or agents incur any liability arising out of or in respect of the issue of this Tender Document, or the Bidding Process set out herein. The information contained in this Tender Document is being made available by AIESL to the Bidder(s) on the terms set out in this Tender Document and is confidential. This Tender Document has not been filed, registered or approved in any jurisdiction. Its possession or use in any manner contrary to any applicable law is expressly prohibited. Bidders shall inform themselves of any applicable legal requirements in respect of this Tender Document and shall observe the same. This Tender Document is neither an agreement nor an offer by AIESL to the prospective Bidder(s) or any other Person and no agreement or transaction shall be deemed to be entered into, either oral or in writing, till a formal agreement is executed between AIESL and the Successful Bidder with regards to the subject matter hereof. The purpose of this Tender Document is to provide interested parties with the information that may be useful to them in the formulation of their Bids (**as defined hereinafter**) in response to this Tender Document. This Tender Document, any clarifications, amendments, additional information or addenda issued pursuant hereto are only to provide selective summaries of available information and do not purport to contain all the information that a recipient may require for the purposes of making a decision for participation in the Bidding Process. The assumptions, assessments, statements and information contained in this Tender may not be complete, accurate, adequate or correct. Each Bidder should, therefore, conduct its own due diligence, investigations and analysis and should check the accuracy, adequacy, correctness, reliability and completeness of the assumptions, assessments, and information contained in this Tender Document and shall obtain independent advice from appropriate sources. This Tender Document is subject to updating, expansion, revision and amendment at the sole discretion of AIESL, without the requirement of prior notices to the Bidders or any other Person. Whilst the information in this Tender Document has been prepared in good faith, no reliance shall be placed on any information or statements contained herein, and no representation or warranty, expressed or implied, is or will be made in relation to such information and no liability is or will be accepted by AIESL, its employees, officers, directors, advisors, consultants, contractors and/or its agents in relation to the accuracy, adequacy or completeness of such information or statements made, nor shall it be assumed that such information or statements will remain unchanged. Neither AIESL nor any of its employees, officers, directors, nor any of its agents, representatives, advisors, contractors or consultants undertakes to provide any Bidder with access to any additional information, or, to update the information in this Tender Document or to correct any inaccuracies herein. AIESL, its employees, officers, directors, consultants, contractors, agents and advisors make no representation or warranty and shall have no liability or responsibility to any Person, including any Bidder under any applicable laws, statutes, rules or regulations or tort, principles of restitution or unjust enrichment or otherwise for any loss, damage, cost or expense which may arise from or be caused or incurred or suffered on account of anything contained in this Tender Document or otherwise, including the accuracy, adequacy, correctness, completeness or reliability of the Tender Document and any assessment, assumption, statement or information contained therein or deemed to form part of this Tender Document or arising in any way from



participation in this Bidding Process. AIESL also accepts no liability of any nature whether resulting from negligence or otherwise however caused arising from reliance of any Bidder upon the statements contained in this Tender Document. This Tender Document does not imply that AIESL is bound to select a Bidder or to appoint or contract with the Successful Bidder, as the case may be, and AIESL reserves the right to reject all or any of the Bids without assigning any reason at any time. Nothing in this Tender Document shall be construed as legal, financial, regulatory or tax advice. AIESL shall not be liable for any costs, expenses or damages howsoever incurred by Bidders in connection with the preparation of Bid in response to this Tender Document. Each Bidder shall bear any and all its costs associated with or relating to the preparation & submission of its Bid including but not limited to preparation, copying, postage, delivery fees, expenses associated with any demonstrations or presentations which may be required by AIESL or any other costs incurred in connection with or relating to its Bid. All such costs and expenses shall remain with the Bidder and AIESL shall not be liable in any manner whatsoever for the same or any other costs or other expenses incurred by the Bidder in preparation or submission of the Bid, regardless of the conduct or outcome of the bid selection process as contained herein. Each Bidder must conduct its own analysis of the information contained in this Tender Document and is advised to carry out its own investigation into the proposed opportunity, the regulatory regime which applies thereto, and all matters pertinent to the proposed opportunity and to seek its own professional advice on the legal, financial, regulatory and taxation consequences of entering into any agreement or arrangement relating to the proposed opportunity. The Tender Document is not transferable. The laws of India are applicable to this Tender Document. Courts with competent jurisdiction at New Delhi, India shall have exclusive jurisdiction in relation to any disputes arising out of or in relation to this Tender Document.



**Sub: Tender for Group Medclaim Services for permanent employee of AIESL**

AI Engineering Services Ltd. (AIESL) is a CPSU, incorporated under the Indian Companies Act 1956. The Company is a wholly owned subsidiary Company of AI Asset Holding Ltd. (AIAHL), which is wholly owned by Government of India. AIESL is an aviation MRO which provides maintenance, repair and related support for fleet of aircraft of IAF, Govt Agencies, domestic and international airlines.

AIESL invites e-bids on the GeM portal [www.gem.gov.in](http://www.gem.gov.in) under single stage -two bid system i.e. technical bids & financial bids from only reputed Insurance Companies licensed by IRDAI (hereinafter referred as Service Provider/Tenderer) for Group Medclaim Insurance Policies for permanent Employees for a period of one year which meet the bid evaluation criteria as per Annexures specified in this Tender document for provision of Medclaim Services.

Name of work/services to be provided: Provision of Group Medclaim Services for permanent Employees for a period of ONE year from the date of contract.

The following benefits will be covered for the eligible EMPLOYEE's / beneficiary families under the Group Medclaim Services:

- a) Hospitalization expenses coverage including treatment for medical conditions and diseases requiring secondary and tertiary level of medical and surgical care treatment including defined day care surgeries and follow –up care.
- b) Pre and post hospitalisation cover.
- c) Risk Cover (RC) of Rs. 7,50, 000 (Rupees Seven Lakh and Fifty Thousand only) per eligible Beneficiary Family Unit per annum.
- d) OPD inclusion of Rs.10,000 (Ten Thousand only) per family per year.
- e) Eligible family will include all members within identified relationships.

For further details about the Services including risk cover, benefit packages and procedures covered, premium payment details, proposed roles and responsibilities of the Insurer and all other relevant details, refer to **Annexure F** of this Tender Document.

**1. PURPOSE AND SCOPE OF THIS TENDER DOCUMENT**

- 1.1 AIESL hereby invites applications from interested and eligible Insurance Companies to participate in the tendering process as per the terms, conditions and guidelines of this Tender Document for the purpose of selection of the most competent and competitive Insurance Company to provide the Group Medclaim Services to its permanent employees.
- 1.2 **Beneficiaries and Geographical Coverage:** The Services is intended to provide the benefit to all eligible permanent employees and their families. Bids are invited from interested and eligible Insurance Companies to cover approximately 1450 employees and their families located Pan India. However, majority of the eligible employee are



located at Mumbai, Delhi, Kolkata, Chennai, Hyderabad, Thiruvananthapuram, Nagpur, etc. Details of these employees will be provided.

- 1.3 In addition to the number of eligible employees as given above, AIESL may add more employees to the Services. The premium for add-on EMPLOYEE's will be borne by AIESL on pro-rata basis from date of inclusion of the employee. However, if beneficiary family members are added to present employee, no additional charges for the same would be borne by AIESL.
- 1.4 Similarly, the premium for deletion/ deactivation of employees (in case of resignation/termination/superannuation/separation of employee) will be refunded to AIESL on pro-rata basis from the date of such separation/ deletion of the employee.
- 1.5 **Interpretation:**
  - 1.5.1 Throughout this Tender Document, unless indicated otherwise by the context, the singular also includes plural.
  - 1.5.2 Any reference in this Tender Document to any statute or statutory provision shall be construed as including a reference to that statute or statutory provision, and to all statutory instruments, orders and regulations for the time being made pursuant to it or deriving validity from it, as may be, from time to time, amended, modified, extended or re-enacted, whether before or after the date of this Tender Document.
  - 1.5.3 The words "hereof", "herein", "hereunder" and words of similar import when used in this Tender Document shall refer to this Tender Document as a whole and not to any particular provision of this Tender Document. The words "include" and "including" shall be deemed to be followed by "without limitation" or "but not limited to" whether or not they are followed by such phrases or words of like import.
  - 1.5.4 The headings in this Tender Document are intended for convenience only and shall not in any way affect the meaning or construction of any provision therein.
  - 1.5.5 References to Clauses and sub-Clauses are, unless the context otherwise requires, references to Clauses and sub-Clauses of this Tender Document.
  - 1.5.6 References to days, months and years are references to calendar days, calendar months and calendar years respectively.

## **2. ELIGIBILITY OF BIDDERS**

### **2.1 Qualification Criteria**

- 2.1.1 Only those insurance companies that are registered with the Insurance Regulatory and Development Authority of India as established under section 3 of the Insurance Regulatory and Development Authority of India Act, 1999 ("IRDAI") for at least the last three completed financial years ending on 31<sup>st</sup> March 2025 and holding the valid licence to provide insurance services as on the date of issue of this Tender Document and meeting the criteria as defined below shall be eligible to submit a Bid in response to this Tender Document.



### **2.1.2 Bid Evaluation Criteria-Technical (BEC-Technical)**

- i. The Bidder should be a registered public owned insurance company incorporated under The Companies Act, 1956 and/or 2013, in India.
- ii. The Bidder should be registered with the IRDAI to carry out health insurance business for at least last three completed financial years ending on 31<sup>st</sup> March 2025. For the avoidance of doubt, for the purposes of this Tender and determining health insurance business, health insurance business will exclude personal accident and travel cover, whether explicitly stated or not.
- iii. The Bidder shall have overall done the group health services cover (excluding personal accident or travel cover) of at least 1450 employees and their families in each of the last two completed financial years as on 31<sup>st</sup> March 2025. True certified copies which provides proof that the Insurance Company has group health insurance services (excluding personal accident or travel cover) covering at least 2500 families are required to be provided with the technical bid.
- iv. The Bidder shall have Gross Direct Premium Income from Health Insurance (excluding personal accident or travel cover) of at least Rs. 5 crores in each of the last two completed financial years ending on 31<sup>st</sup> March 2025. True certified copies from chartered accountant which provides proof that the Insurance Company has Gross Direct Premium Income from Health Insurance of at least Rs. 5 crores in each of the last two completed financial years are required to be provided with the technical bid.
- v. Audited Balance Sheets and Profit and Loss Statement with Auditors Report for the last two financial Years ending on 31<sup>st</sup> March 2025 be furnished along with the technical bid.
- vi. The Bidder should unconditionally accept the terms and conditions of this Tender Document.

**If any Bidder fails to meet the minimum Qualification Criteria, its Bid shall be summarily rejected.**

### **2.2 Consortium Not Allowed**

2.2.1 Consortium applications are not allowed under this Tender Document.

2.2.2 The Bid submitted by any consortium shall be rejected including individual applications of any company which has applied as a part of the Consortium.

### **3. GROUNDS FOR REJECTING THE BID**

#### **3.1 Fraud and Corruption**

3.1.1 Each Bidder and its officers, employee, agents and advisers shall observe the highest standard of ethics during the Bidding Process.

3.1.2 If a Bidder is found by AIESL to have directly or indirectly or through an agent,



engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice and / or restrictive practice during the Bidding Process, such Bidder shall not be eligible to participate in any tender or bid process conducted by AIESL for a period of three years from the date that such an event occurs.

3.1.3 For the purpose of this - the following terms will have the meanings given to them below:

a. **corrupt practice** means:

Offering, giving, receiving or soliciting, directly of value to influence the actions of any person connected with the Bidding Process. For the avoidance of doubt, offering of employment to, or employing, or engaging in any manner whatsoever, directly or indirectly, any official of AIESL who is or has been associated in any manner, directly or indirectly, with the Bidding Processor has dealt with matters concerning the Scheme or arising from it at any time prior to the expiry of one year from the date such official resigns or retires from or otherwise ceases to be in the service of AIESL, will be deemed to constitute influencing the actions of a Person connected with the Bidding Process; or

b. **fraudulent practice** means any act or omission, including a misrepresentation, that knowingly or recklessly misleads, or attempts to mislead, a person to obtain a financial or any other benefit or to avoid an obligation.

c. **coercive practice** means impairing or harming, or threatening to impair or harm, directly or indirectly, any person or the property of the person to influence improperly the actions of a person.

d. **undesirable practice** means:

(i) establishing contact with any person connected with or employed or engaged by AIESL with the objective of canvassing, lobbying or in any manner influencing or attempting to influence the Bidding Process; or

(ii) having a Conflict of Interest (as defined in **Clause 3.2** below).

e. **restrictive practice** means forming a cartel or arriving at any understanding or arrangement amongst Bidders with the objective of restricting or manipulating full and fair competition in the Bidding Process.

### 3.2 **Conflict of Interest**

3.2.1 A Bidder shall not have any conflict of interest that affects the Bidding Process.

3.2.2 A Bidder that is found to have a Conflict of Interest shall be disqualified and the bid submitted shall become null and void.

3.2.3 A Bidder shall be deemed to have a Conflict of Interest affecting the Bidding Process, if:





- a) such Bidder or an Affiliate of such Bidder controls or is controlled by or is under common control with any other Bidder or any Affiliate thereof; provided that this disqualification shall not apply if:
- b) the person exercising Control is the Government of India, a State/ UT government, other government company or entity controlled by a government, a bank, pension fund or a financial institution; or
- c) any direct or indirect ownership interest in such other Bidder or Affiliate thereof is less than 26 percent.
- d) such Bidder or its Affiliate receives or provides any direct or indirect subsidy, grant, concessional loan, subordinated debt or other funded or non-funded financial assistance from or to any other Bidder or such other Bidder's Affiliate; or
- e) such Bidder has the same legal representative for purposes of this Bidding Process as any other Bidder; or
- f) such Bidder or its Affiliate has a relationship with another Bidder or such other Bidder's Affiliate, directly or through common third party or parties, that puts either or both of them in a position to have access to the others' information about, or to influence the Bid of either or each other.

### **3.3 Misrepresentation by the Bidder**

#### **3.3.1 AIESL shall have the right to reject any bid if:**

- a. at any time, a material misrepresentation is made by the Bidder; or
- b. the Bidder does not provide, within the time specified by AIESL, any additional information sought by AIESL for the purposes of evaluating the Bid.

**3.3.2** AIESL has the right to reject any Bid if it is found that during the evaluation or at any time before signing the Insurance Contract or after its execution and during the period of its subsistence thereof the Bidder, in the opinion of AIESL, has made a material misrepresentation or has given any materially incorrect or false information, the Bidder shall be disqualified forthwith, if not yet selected as the Successful Bidder by issuance of the Award of LOI. If the Bidder has already been issued the LOI or it has entered into the Insurance Contract, as the case may be, the same shall, notwithstanding anything to the contrary contained therein or in this Tender Document, be liable to be terminated, by a communication in writing by AIESL to the Bidder, without AIESL being liable in any manner whatsoever to the Bidder.

### **3.4 Other Grounds Declaring a Bid Ineligible**

#### **3.4.1 If the Bidder has:**



- a. been black-listed to bid for government sponsored health insurance schemes by Government of India or PSU's and such black-listing subsists as on the last date of bid submission; or
- b. failed to comply with the Insurance Laws (e.g. IRDA regulations and guidelines etc) and such non-compliance continues as on the last date of bid submission; or
- c. any contract for the implementation of a government / PSU sponsored health insurance scheme has been terminated for breach by such Bidder, in any of the three (3) years immediately prior to the last date of bid submission, then such an Insurance Company shall not be eligible to submit a Bid.

A Bid submitted by any such Insurance Company shall be rejected by AIESL at any stage that AIESL acquires any such knowledge and undertakes its due diligence.

### **3.5 AIESL's Right to Evaluate Eligibility**

- 3.5.1 AIESL reserves the right to require a bidder to submit documentary evidence, in the form and manner that AIESL deems appropriate, to prove that it continues to satisfy the Eligibility Criteria at any time:
  - a. after the last date of bid submission; or
  - b. prior to or after the issuance of the LOI or execution of the Insurance Contract, if such a Bidder is selected as the Successful Bidder.
- 3.5.2 AIESL reserves the right to verify all statements, information and documents submitted by Bidders in response to the Tender Document. Any such verification or lack thereof by AIESL will neither relieve the Bidders of their obligations or liabilities nor affect any rights of AIESL under this Tender Document.
- 3.5.3 If AIESL is of the opinion that the Bidder does not satisfy the eligibility criteria, then AIESL shall have the right to:
  - a. disqualify the Bidder and reject its Bid; or
  - b. revoke the LOI or terminate the Insurance Contract after acceptance of its Bid by issuing a written notice to the Bidder.
- 3.5.4 AIESL's determination of a Bidder's eligibility shall be final and binding. AIESL shall not be liable, in any manner whatsoever, to the Bidder for a rejection of its Bid, the revocation of the LOI issued to it or the termination of the Insurance Contract executed with it. Furthermore, any losses suffered by AIESL as a result of such rejection, revocation, or termination, including but not limited to opportunity costs incurred by AIESL, shall be borne solely by the Bidder.
- 3.5.5 If AIESL terminates the Insurance Contract, then the Insurer shall be liable to repay the premium received by it on pro-rata basis and take other measures upon such



termination, in accordance with the provisions of the Insurance Contract, including liability to pay penal charges, if any, levied by AIESL.

#### **4. CLARIFICATIONS AND PRE-BID MEETING**

##### **4.1 Clarifications and Queries**

- 4.1.1 If a Bidder requires any clarification on the Tender Document, it may notify AIESL in writing, provided that all queries or clarification requests should be received on or before the due date and time mentioned in the **"Summary of the Tender."**
- 4.1.2 AIESL shall endeavour to respond to any request for clarification or modification of the Tender Document that it receives, no later than the date specified in the Tender Notice and **"Summary of the Tender."**
- 4.1.3 The responses to such queries shall be published on the website of AIESL within the time frame indicated in **"Summary of the Tender."**
- 4.1.4 It shall be the duty of the Bidders to regularly check the GeM portal and website for the response to the queries or requests for clarifications. AIESL's written responses (including an explanation of the query but not identification of its source) will be made available to all the Bidders on the GeM portal and the website specified in the **"Summary of the Tender."**
- 4.1.5 AIESL reserves the right not to respond to any query or provide any clarification, in its sole discretion, and nothing in this Clause shall be taken to be or read as compelling or requiring AIESL to respond to any query or to provide any clarification.
- 4.1.6 AIESL may of its own initiative, if deemed necessary, issue interpretations, clarifications and amendments to all the Bidders. All clarifications, interpretations and amendments issued by AIESL shall be issued on or before the date specified in the Data Sheet on the website.
- 4.1.7 Verbal clarifications and information given by AIESL, or any other person for or on its behalf shall not in any way or manner be binding on AIESL.
- 4.1.8 Should AIESL deem it necessary to amend the Tender Document as a result of one or more queries or request(s) for clarification or modification, it will do so following the procedure.

##### **4.2 Pre-Bid Meeting**

- 4.2.1 AIESL shall organize an online Pre-Bid meeting with all interested Bidders before the last date of bid submission to provide an understanding of the Bidding Process, the Services, the terms of the Insurance Contract and the services to be provided by the Insurer and to understand any queries, issues or suggestions that the Bidders may put forward.



- 4.2.2 The Pre-Bid Meeting will be convened on the date and time specified in the Tender Notice and the **"Summary of the Tender."**
- 4.2.3 A Bidder may nominate up to max. two representatives to participate in a Pre-Bid Meeting, provided that the Bidder has notified AIESL of its representatives along with its authority letter to AIESL at least two days prior to the Pre-Bid Meeting.
- 4.2.4 The Bidders are requested to submit any query or seek clarifications in writing, to reach AIESL not later than the date specified in the **"Summary of the Tender."** so that AIESL can address the issues comprehensively at the Pre-Bid Meeting.
- 4.2.5 Without prejudice to the foregoing Clauses, the Bidders will be free to seek clarifications and make suggestions for consideration of AIESL in the course of the Pre-Bid Meeting.
- 4.2.6 AIESL shall endeavour to provide text of the questions raised and the responses, along with the minutes of the Pre-Bid Meeting and such further information as it may, in its sole discretion, consider appropriate for facilitating a fair, transparent and competitive Bidding Process, within the date specified in the **"Summary of the Tender."**
- 4.2.7 Any oral clarification or information provided by or on behalf of AIESL at the Pre-Bid Meeting will not have the effect of modifying the Tender Document in any manner, unless AIESL issues an Addendum for the same or AIESL issues written interpretations and clarifications. All such Addendum will be published on GeM portal.
- 4.2.8 Attendance of the Bidders at the Pre-Bid Meeting is not mandatory and failure to attend the Pre-Bid Meeting will not be a ground for disqualification of any Bidder.

## **5. AMENDMENTS TO THE TENDER DOCUMENTS**

### **5.1 Issuance of Addenda**

- 5.1.1 Up to & until the date that is specified in the **"Summary of the Tender."**, AIESL may, for any reason, whether at its own initiative or in response to a query raised or clarification requested by Bidder(s) at the Pre-Bid Meeting, amend the Tender Document by issuing an addendum.
- 5.1.2 The Bidders are required to read the Tender Document with any Addenda that may be issued.
- 5.1.3 Each Addendum shall be binding on the Bidders, whether or not the Bidders convey their acceptance of the Addendum.
- 5.1.4 Any oral statement made by AIESL or its advisors regarding the Bidding Process, the Tender Document or the Services or on any other matter related to the Scheme, shall not be considered as amending the Tender Document.



## 5.2 Issuance of Revised Tender Documents

- 5.2.1 AIESL shall use its best efforts to issue the Addendum or the revised Tender Documents reflecting all the amendments and changes agreed to by AIESL. The Addendum or the revised Tender Documents issued by AIESL shall be definitive and binding.
- 5.2.2 AIESL will assume that the information contained in or provisions of the revised Tender Documents have been taken into account by the Bidder in its Bid.
- 5.2.3 AIESL assumes no responsibility for the failure of a Bidder to submit the Bid in accordance with the terms of the revised Tender Documents or amendments issued or for any consequent losses suffered by the Bidder.

## 5.3 Extension of the Last Date of Bid Submission

In order to afford the Bidders reasonable time in which to take the addenda and taking the revised Tender Documents into account in preparing the Bid or to compensate for the time taken by AIESL in addressing any technical issues or errors in accessing its website, AIESL may, at its sole discretion, extend the Last Date of Bid Submission by issuing a written notice to interested Bidders published on the GeM portal and the website.

## 5.4 Availability of Information

- 5.4.1 The information relating to or in connection with the Services, the Bidding Process and the Tender Document, including all notices issued by AIESL to all Bidders in accordance with this Tender Document; queries and responses or clarifications; minutes of the Pre-Bid Meeting, addenda and/ or the revised Tender Documents shall be uploaded on the GeM portal and the website specified in the “**Summary of the Tender**” and remain published until the last date of bid submission.
- 5.4.2 If, at any time prior to the last date of bid submission, a Bidder faces any technical issue or technical error in accessing the GeM portal specified in the “**Summary of the Tender**”, AIESL shall not be responsible and the responsibility to bid on the GeM in time shall be the responsibility of the bidder(s).

## 5.5 Correspondence with Bidders

- 5.5.1 Save as expressly provided in these Tender Documents, AIESL will not entertain any correspondence with the Bidders, whether in connection with the acceptance or rejection of their Bids or otherwise.

## 6. PREPARATION OF BIDS



## 6.1 Interpretation of Tender Documents

- 6.1.1 The entire Tender Document with all its Annexures must be read as a whole.
- 6.1.2 If the Bidder finds any ambiguity or lack of clarity in the Tender Documents, the Bidder must inform AIESL at the earliest and under any circumstances not later than the last date for receiving queries mentioned in the **"Summary of the Tender."**
- 6.1.3 AIESL will then direct the Bidders regarding the interpretation of the Tender Documents.

## 6.2 Cost of Bidding

- 6.2.1 Bidders shall bear all direct and indirect costs associated with the preparation of their respective Bids, carrying out their independent assessments, due diligence and verification of information provided by AIESL.
- 6.2.2 AIESL shall not be responsible or liable for any direct or indirect cost, regardless of the outcome of the Bidding Process, including cancellation of the Bid Process by AIESL for any reason whatsoever.

## 6.3 Language of the Bid

- 6.3.1 The Bid prepared by the Bidder and all correspondence and documents related to the Bid exchanged between the Bidder and AIESL shall be only in the English language.
- 6.3.2 Any printed literature/ document furnished by the Bidder, if asked for by AIESL as a part of the bid submission documents, may be written in another language, as long as such literature is accompanied by a translation of its pertinent passages in English in which case, for the purposes of interpretation of the Bid, the English translation shall prevail. In all such cases, the translated literature/ document shall be duly notarized by a public notary. Supporting materials which are not translated into English may not be considered by AIESL during the bid evaluation.

## 6.4 Due Diligence by the Bidder

- 6.4.1 The Bidder is expected to examine all instructions, forms, terms, specifications and other information in the Tender Documents at its own cost.
- 6.4.2 AIESL shall not be liable to the Bidder for any consequences pursuant to the Bidder's failure to undertake its own due diligence and reliance solely on the information provided in this Tender Document.
- 6.4.3 It shall be deemed that by submitting a Bid, the Bidder has:
  - 6.4.3.1 made a complete, independent and careful examination of the Tender Document and unconditionally and irrevocably accepted the terms thereof;



- 6.4.3.2 made careful examination and research of all required information, inputs, conditions, circumstances and factors that may have any effect on its Bid;
- 6.4.3.3 received and reviewed all relevant information provided by AIESL, as may be relevant to the Bid;
- 6.4.3.4 evaluated and accepted all the risks, contingencies and other circumstances which may influence or affect the operations under the Tender and agreement;
- 6.4.3.5 accepted the risk of inadequacy, error or mistake in the information provided in the Tender Document or furnished by or on behalf of AIESL relating to any of the matters related to the Bidding Process or scope of services;
- 6.4.3.6 satisfied itself about all matters regarding the Bidding Process and the scope of services, required for submitting an informed Bid, in accordance with this Tender Document and performance of all of its obligations;
- 6.4.3.7 acknowledged and agreed that inadequacy, lack of completeness or incorrectness of information provided in the Tender Document or ignorance of any of the matters related to the Bidding Process or the scope of services shall not be a basis for any claim for compensation, damages, extension of time for performance of its obligations, loss of profits etc. from AIESL or a ground for termination of the Agreement by the Successful Bidder; and agreed to be bound by the undertakings provided by it under and in terms hereof.

## 6.5 Validity of Bids

- 6.5.1 Each Bid shall remain valid for a period of 120 (one hundred and twenty) days from the date of opening of Technical bids. **A Bid valid for a shorter period shall be rejected.**
- 6.5.2 In exceptional circumstances, AIESL may request the Bidders to extend the Bid validity period prior to the expiration of the Bid validity period. All such requests and the responses shall be made in writing.
- 6.5.3 An extension of the Bid validity period will not entitle a Bidder to modify its Bid.

## 6.6 Premium

- 6.6.1 The Bidders are, as a part of their Financial Bid, required to quote the Premium:
  - a. for providing Group Mediclaim Services per EMPLOYEE and beneficiary Family Unit per annum.
  - b. Premium quoted shall be inclusive of all costs including expenses, overheads, profits and exclusive of Goods & Service Tax (GST), all taxes, cess.
  - c. All Premium quoted shall be only in Indian Rupees and up to two decimal places.



## 6.7 Formats for Bid Submission

The bidders should submit their e-Bids in single stage - two-bid formats- as follows:

i) **Technical Bid:**

The Technical Bid as per format at Annexure-B must be submitted separately through GeM portal along with the requisite proof of submission of EMD / EMD exemption details in place of EMD and Annexure-H duly filled and signed. The Bidders must furnish the Technical Bid along with scanned copies of all attachments/documents/information and details sought / required through documentary evidence, duly signed by the authorized signatory of the Bidder(s) with company seal on all the pages of such documentary evidence and annexure submitted along with Technical Bid, as per the terms of the Tender.

ii) **Commercial / Financial / Price Bid:**

- a) Price Bid, as per Fin1 should be uploaded in the prescribed format of GeM portal.
- b) The prices in the PriceBid must be clearly typed both in words and figures without any error.
- c) If there is an error in a total corresponding to the addition or subtraction of sub totals, the subtotals shall prevail, and the total shall be corrected.

iii) The issue of this Tender does not imply that AIESL is bound to select a Bidder. Notwithstanding anything contained in this Tender, AIESL reserves the right to reject any Bid and to annul the Bidding process and/or reject all Bids at any time without any liability or any obligation for such acceptance, rejection, or annulment, and without assigning any reasons thereof. If AIESL rejects or annuls all the Bids, it may, at its sole discretion, invite all eligible Bidders to submit fresh Bids hereafter.

iv) Bidders shall bear their own costs associated with or relating to the preparation and submission of their Bids including but not limited to preparation, copying, postage, delivery Fees, expenses associated with any demonstrations or presentations which may be required by AIESL or any other costs incurred in connection with or relating to their Bid. All such costs and expenses will remain with the Bidder and AIESL shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by a Bidder in preparation or submission of the Bid, regardless of the conduct or outcome of this Tender process.

v) No bidder shall submit more than one Bid against this Tender. In case more than one bid is received only the last submitted bid would be considered.





- vi) The Price Bid of only those Bidders who are found technically suitable during technical evaluation would be opened. The opening date and time of Price Bids would be intimated to all the technically qualified Bidders to enable them to attend the price Bid opening.
- vii) If for some reason, the Bid Due Date/Time or the Bid opening date is declared a holiday, then the Bid Due Date/Time or the Bid opening date will automatically stand extended to the same timings of the next working day. In the event of the receipt of the Bid after the Due Date/Time, the Bid shall be rejected. AIESL reserves the right to reject any Bid in part or full or annul the Tender process without assigning any reasons.

**BID SUBMISSION SHALL BE A SINGLE STAGE EXERCISE WITH FOLLOWING 02 STEPS:**

**TECHNICAL BID AND FINANCIAL BID.**

**7. CONTENT OF BIDS**

**7.1 Qualification Bid Submission**

- 7.1.1 Bidders shall only submit the Qualification Bid in the format set out in Forms Annex-A to Annex-H.
- 7.1.2 Bidders shall not include any other documents as part of the Technical Bid except the documents specified.

**7.2 Financial Bid Submission**

- 7.2.1 Bidders shall only submit the Financial Bid in the format set out at **Form Fin-1** and not include any other documents as part of the Financial Bid.
- 7.2.2 Each Bidder is required to quote the Premium in Fin 1:
  - a. For providing the Group Medclaim Services for Permanent employee of AIESL as set out in Form Fin-1.
  - b. for each EMPLOYEE and Beneficiary Family Unit eligible and covered under the Scheme the premium quoted shall be per annum and shall be inclusive of all costs including costs, expenses, service charges, overheads and profits etc payable in respect of such Premium; and exclusive of taxes (including GST), cess.
  - c. all amounts quoted shall be only in Indian Rupees and up to two decimal places.
  - d. In case of situation wherein the employee ceases to be on the payroll of AIESL (e.g. retirement, death etc), the premium would be adjusted on PRO Rata basis.

**7.3 Signing of the Bid**



7.3.1 Each Bid including all its pages must be typed or written in indelible ink and should be physically signed by the authorized signatory of the Bidder.

#### 7.4 **Submission of the Bid**

7.4.1 The Technical Bid as per format at Annexure-A to H must be submitted separately through GeM portal along with the requisite proof of submission of EMD / EMD exemption details in place of EMD and Annexure-J duly filled and signed .

7.4.2 The Bid shall contain no alterations, omissions or additions. Any interlineations, erasures, or overwriting will be valid only if they are signed by the authorized signatory of the Bidder.

7.4.3 Sealing and Marking of Bids: The Bidder shall submit the Bid in two parts, the Technical Bid and the Financial Bid.

7.4.4 **Commercial / Financial / Price Bid:** Price Bid, as per Annexure- Fin -1 should be uploaded in the prescribed format of GeM portal.

7.4.5 The prices in the Price Bid must be clearly typed both in words and figures without any error.

7.4.6 If there is an error in a total corresponding to the addition or subtraction of sub totals, the subtotals shall prevail, and the total shall be corrected.

7.4.7 The issue of this Tender does not imply that AIESL is bound to select a Bidder. Notwithstanding anything contained in this Tender, AIESL reserves the right to reject any Bid and to annul the Bidding process and/or reject all Bids at any time without any liability or any obligation for such acceptance, rejection, or annulment, and without assigning any reasons thereof. If AIESL rejects or annuls all the Bids, it may, at its sole discretion, invite all eligible Bidders to submit fresh Bids hereafter.

7.4.8 If for some reason, the Bid Due Date/Time or the Bid opening date is declared a holiday, then the Bid Due Date/Time or the Bid opening date will automatically stand extended to the same timings of the next working day. In the event of the receipt of the Bid after the Due Date/Time, the Bid shall be rejected. AIESL reserves the right to reject any Bid in part or full or annul the Tender process without assigning any reasons

#### 7.5 **Bid Submission Due Date**

7.5.1 The Bid shall be submitted on or before 11<sup>th</sup> September 2025 latest by 1400hrs. After the specified time on the last date of bid will not be accepted.

7.5.2 AIESL may, at its discretion, extend the last date of bid submission for all Bidders by issuing an Addendum.



## **7.6 Withdrawal / Modification of Bids**

- 7.6.1 On account of any amendments, being made to the Tender the bidder shall have a right to modify and upload their Bid in the GeM portal after the bid submission but prior to the due date (or extended due date, if any) for submission of Bid. The last modified Bid of the Bidder received and submitted before the due date (or extended due date, if any) shall be final and binding on the Bidder.
- 7.6.2 The Bidder is also allowed to modify the bid any time prior to the date and time of submission of the bids on gem portal.
- 7.6.3 At any time prior to the last date for submission of bids, AIESL may for any reason, whether at its own initiative or in response to a clarification requested by a prospective Bidder, modify this Tender document by an amendment. In order to afford reasonable time to bidders to take such amendments into account for preparation and submission of their bids, AIESL may, at its discretion, extend the last date for the submission of bids through an announcement on its website and GeM portal.
- 7.6.4 The Bidders are not allowed to withdraw their bids after the due date and during the technical bid evaluation process. Withdrawal of Bid during this period would result in forfeiture of Bidder's EMD.

## **8. OPENING OF BIDS**

- 8.1 The Technical bid will be opened on 11<sup>th</sup> September 2025, at 1415 Hrs (IST) and the same would be taken up for technical evaluation of the responses received by AIESL.
- 8.2 The representatives must carry a letter of authority from the authorized signatory of the bidder (Annexure E), or any other valid document, authorizing them to attend the tender opening, failing which they will not be permitted to participate in this process. The name(s) of the representative(s) may also preferably be directly sent to AIESL in advance of the date of opening of the tenders.
- 8.3 Amendments, corrigendum, clarifications if any, and any extensions of the due date of opening of this tender will be intimated and hosted only on the web site of AIESL website and GeM Portal.
- 8.4 The Bidders may remain present at the time of online opening of Financial Bids. However, the results of the Financial Bids of all Bidders shall be available after the completion of opening process.
- 8.5 Any information contained in a Bid will not in any manner be construed as binding on AIESL, its agents, successors or assigns; but will be binding on the Bidder, in the event that the Insurance Contract is subsequently awarded to it on the basis of such information.

## **9. EVALUATION OF BIDS AND SELECTION OF SUCCESSFUL BIDDER(S)**



## 9.1 Stage 1: Evaluation of the Qualification Bid

9.1.1 The Technical Bids submitted would be evaluated to verify the suitability and competency of the bidder as to whether the applicant to the tender has the required capability, capacity and / or expertise to provide the required services under this tender. Assessment would be made to determine whether the bidders meet the requirement under Scope of Work of AIESL, as per the eligibility criteria and compliance to other terms and conditions of the tender.

9.1.2 It may be noted that the bids would be evaluated based on their response to the Eligibility criteria and the technical information provided by the Bidders. Bidders meeting the Eligibility Criteria after due verification of documents, technical information and details as per technical bid format would be qualified in the technical evaluation process.

9.1.3 The Bidders are advised to carefully provide the relevant details/information asked for in the technical bid format along with required supporting documents thereof.

9.1.4 The Bidder must also submit the requisite amount of EMD of Rs.02 Lakhs (Indian Rupees two lakhs only) or applicable EMD exemption certificate and declaration. The EMD must be submitted through net banking using the following details:

|                       |   |                                 |
|-----------------------|---|---------------------------------|
| Name of the Bank      | : | State Bank of India             |
| Branch Address        | : | New Delhi                       |
| Account Holder's Name | : | AI Engineering Services Limited |
| Account Type          | : | Current                         |
| Account Number        | : | 00000033029526378               |
| IFSC Code             | : | SBIN0000691                     |

9.1.5 AIESL reserves the right to seek documents/ information / clarifications from the bidders as it may deem necessary for the purpose of evaluation of the Technical Bids, to determine their suitability or otherwise for this tender.

9.1.6 The verification of the information submitted by the bidder through a site visit by the Technical Committee of AIESL may also be the part of the Technical Evaluation.

9.1.7 The Qualification Bids will also be evaluated for responsiveness to the Tender Documents and evidences for fulfilment of the qualification criteria based on the following parameters:

- a. The Bid is complete in all respects and in the prescribed formats.
- b. It contains no material alterations, conditions, deviations or omissions.
- c. All documents required as specified in the Tender Documents and submitted by the Bidder are appropriate and valid.
- d. All undertakings required under this Tender Document are in the prescribed format and unconditional.



- e. Based on the review of documents AIESL comes to the conclusion, beyond any reasonable doubt, that the Bidder fulfils the minimum qualification criteria.
  - f. The application is unconditional in all respects.
- 9.1.8 Qualification Bids not meeting any of the criteria mentioned shall be liable to be summarily rejected.
- 9.1.9 In order to determine whether the Bidder is eligible and meets the qualification criteria, AIESL will examine the documentary evidence of the Bidder's qualifications submitted by the Bidder and any additional information which AIESL receives from the Bidder upon request by AIESL.
- 9.1.10 After completion of the evaluation of the technical Bids, AIESL will notify the Eligible Bidders of the date, time and place of opening of the Financial Bids. Such notification may be issued upon the completion of the evaluation technical Bids, in which case the Financial Bids may be opened either on the same day or the next working day. The Financial Bids of those Bidders who are not declared as eligible bidders will not be opened.
- 9.1.11 All the qualified bidders, who choose to be present, shall have the right to attend the final meeting in which financial bids shall be evaluated.
- 9.2 Stage 2: Evaluation of Financial Bids**
- 9.2.1 The Commercial bids of only those bidders who qualify on evaluation of their Technical Bids would be opened. The date and time of opening of the Commercial bids would be intimated in advance to the bidders who have qualified in the Technical Bid evaluation. The authorized representative of the bidder only would be permitted to participate in the opening of the Commercial bids through the GeM portal.
- 9.2.2 Bidders are requested to submit their quotes strictly as per the given format at Annexure – Fin-1 and restrict their offer only to the specifications given. Alternate offer which does not adhere to the given specifications will not be considered for evaluation. In case of any doubt and clarifications required regarding the tender, please contact the officials as per email IDs provided prior to submission of bids.
- 9.2.3 Any exceptions, conditions, covenants or qualifying remarks submitted by the bidders will not be accepted.
- 9.2.4 Upon opening of the Financial Bids of the Eligible Bidders, they will first be evaluated for responsiveness to the Tender Documents. If: (i) any Financial Bid is not complete in all respects; or (ii) any Financial Bid is not duly signed by the authorized representative of the Bidder; or (iii) any Financial Bid is not in the prescribed formats; and (iv) any Financial Bid contains material alterations, conditions, deviations or omissions, then such Financial Bid shall be deemed to be substantially non-responsive. Such Financial Bid that is deemed to be substantially non-responsive shall be rejected.



### **9.3 Stage 3: Clarifications during Bid Evaluation**

- 9.3.1 In evaluating the Financial Bids, AIESL may seek clarifications from the Bidders regarding the information in the Bid by making a request to the Bidder. The request for clarification and the response shall be in writing. Such response(s) shall be provided by the Bidder to AIESL within the time specified by AIESL for this purpose.
- 9.3.2 If a Bidder does not provide clarifications sought by AIESL within the prescribed manner and time, AIESL may elect to reject its Bid. In the event that AIESL elects not to reject the Bid, AIESL may proceed to evaluate the Bid by construing the particulars requiring clarification to the best of its understanding, and the Bidder shall not be allowed to subsequently question such interpretation by AIESL.
- 9.3.3 No change in the Premium quoted or any change to substance of any Bid shall be sought, offered or permitted.

### **9.4 Stage 4: Selection of the Successful Bidder(s)**

- 9.4.1 Once the Financial Bids of the Eligible Bidders have been opened and evaluated:
  - a. AIESL shall notify an Eligible Bidder whose Financial Bid is found to be complete in all respect.
- 9.4.2 In selecting the Successful Bidder (s), the objectives of AIESL is to select Bidder that:
  - a. is an Eligible Bidder;
  - b. has submitted a Financial Bid complete in all respects; and
    - has quoted the: a) Lowest Gross Insurance Premium (L-1)
    - i) In case two or more Bidders have the same lowest gross premium (rounded off to two decimal points), the Successful Bidder will be selected through lottery or fresh financial bids of L1 Qualified Bidders can be re-invited as per the process of GeM.

## **10. EXECUTION OF INSURANCE CONTRACT**

### **10.1 Notification of Award**

- 10.1.1 The Bidder (s) declared as the Successful Bidder shall:
  - a. Within three days of receiving the LOI, sign and return one original copy of the LOI to AIESL as acceptance thereof and in acceptance of the terms of the revised draft Insurance Contract issued by AIESL and it will be required to notify its acceptance of the terms of such further revised draft Insurance Contract; and
  - b. Within three days of receiving the LOI, provide to AIESL information regarding the



plan of the outsourcing of non-core business to any agency.

10.1.2 If the Bidder (s) that is issued the LOI does not comply with either or all of the conditions as set out in tender documents, AIESL may disqualify the Bidder selected as the Successful Bidder (s) including debarring the Bidder (s) from participating in any future Tenders of AIESL and its affiliates for a period of three (3) consecutive years from such date.

10.1.3 Successful bidder will be required to submit Performance Bank Guarantee (PBG) equivalent to 5% (five percent) of contract value quoted which will be valid for period of 15 (fifteen) months from the start date of the contract. PBG will be returned to the successful bidder after three months of completion of the contract. Performance Bank Guarantee will be invocable in case of non-performance, any breach, delayed settlement, misrepresentation, etc.)

10.1.4 AIESL will levy penalty of 2% (two percent) of individual premium quoted in each case of service level deficiency which will be intimated to the bidder.

## **10.2 Execution of the Insurance Contract**

AIESL and the Selected Bidder (s) shall execute the Insurance Contract of the acceptance of the LOI by the Selected Bidder (s). The Insurance Contract shall be executed in the form of the final drafts provided by AIESL.

10.2.1 The Selected Bidder (s) shall execute the Insurance Contract in the revised draft form published by AIESL or in the further revised draft form issued by AIESL, with minimal changes or amendments being made to reflect facts or to correct errors. AIESL shall, before the date specified in the Bid Schedule for the execution of the Insurance Contract, provide the Selected Bidder (s) with the final execution draft of the Insurance Contract.

10.2.2 AIESL shall not entertain any request from the Selected Bidder (s) for negotiations of or deviations to the final execution draft of the Insurance Contract provided by AIESL.

10.2.3 If the Selected Bidder (s) seeks to materially negotiate or seeks any material deviation from the final execution draft of the Insurance Contract, AIESL may elect to disqualify the Selected Bidder (s) and revoke the LOI issued to the Selected Bidder (s).

10.2.4 The Selected Bidder (s) agrees that as conditions precedent to the execution of the Insurance Contract and shall submit executed copies of the services agreements signed by the outsourced agency and other Service Providers nominated by. Such services agreement (s) shall be in compliance with the provisions of the Insurance Contract.

10.2.5 If AIESL is ready and willing to execute the Insurance Contract, but the Selected Bidder (s) does not agree to execute the Insurance Contract within the time period or to fulfil the conditions precedent to the execution of the Insurance Contract, AIESL may choose to disqualify the Selected Bidder and revoke the LOI.

## 11. RIGHTS OF AIESL

AIESL reserves the right, in its sole discretion and without any liability to the Bidders, to:

- a) accept or reject any Bid or annul the Bidding Process or reject all Bids at any time prior to the award / execution of the Insurance Contract, without thereby incurring any liability to the affected Bidder(s) or Bidder(s) or any obligation to inform the affected Bidder(s) or Bidder(s);
- b) AIESL reserves the right to award the contract / Agreement to one or more Successful Bidders;
- c) In the event of a default by the Successful Bidder during the term of the Insurance Contract, AIESL reserves the right to cancel / terminate the Insurance Contract and to claim damages from the Successful Bidder, and also reserves the right to award the Insurance Contract to another Bidder at the sole cost and risk of the Successful Bidder.
- d) accept the lowest Bid;
- e) suspend and/or cancel the Bidding Process and/or amend and/or supplement the Bidding Process or modify the dates or other terms and conditions relating thereto;
- f) consult with any Bidder in order to receive clarification or further information in relation to its Bid; and
- g) independently verify, disqualify, reject and / or accept any and all submissions or other information and/or evidence submitted by or on behalf of any Bidder.

## 12. GENERAL

### 12.1 Confidentiality and Propriety Data

12.1.1 The Tender Documents, and all other documents and information that are provided by AIESL are and shall remain the property of AIESL and are provided to the Bidders solely for the purpose of preparation and the submission of their Bids in accordance with the Tender Documents. The Bidders are to treat all information as strictly confidential and are not to use such information for any purpose other than for preparation and submission of their Bids.

12.1.2 AIESL shall not be required to return any Bid or part thereof or any information provided along with the Bid to the Bidders, other than in accordance with provisions set out in these Tender Documents.





12.1.3 The Bidder shall not divulge any information relating to examination, clarification, evaluation and selection of the Successful Bidder to any person who is not officially concerned with the Bidding Process or is not a retained professional advisor advising AIESL or such Bidder on or matters arising out of or concerning the Bidding Process.

12.1.4 Except as stated in these Tender Documents, AIESL will treat all information, submitted as part of a Bid, in confidence and will require all those who have access to such material to treat it in confidence. AIESL may not divulge any such information unless as contemplated under these Tender Documents or it is directed to do so by any statutory authority that has the power under law to require its disclosure or is to enforce or assert any right or privilege of the statutory authority and/or AIESL or as may be required by law (including under the Right to Information Act, 2005) or in connection with any legal process.

## 12.2 **Governing Laws and Dispute Resolution**

The Bidding Process, the Tender Documents and the Bids shall be governed by, and construed in accordance with, the laws of India and the competent courts at New Delhi, India shall have exclusive jurisdiction over all disputes arising under, pursuant to and/or in connection with the Bidding Process.

Enquiry Ref: Insurance/Tender/18  
Date: 25<sup>th</sup> August 2025

AI Engineering Service Ltd.



Annexure: Proposed salient features of the Insurance Policy:

- 1 Coverage Details
- 2 Enrollment in the program
- 3 Cashless Process
- 4 Non-Cashless
- 5 Claims Process
- 6 Claims Document List
- 7 Benefits Extensions – Definitions
- 8 General Exclusions
- 9 GMC Contact Details

Enquiry Ref: Insurance/Tender/18  
Date: 25<sup>th</sup> August 2025

AI Engineering Service Ltd.



### Medical Benefit — Coverage Details

| Policy Parameter   |  |
|--------------------|--|
| Insurer            |  |
| TPA                |  |
| policy start Date  |  |
| Policy End Date    |  |
| Coverage           | Family Floater   |
| Dependent Coverage | <b>Employee + Spouse + Two dependents' children</b> (Multiple birth during second pregnancy to be covered. Dependent Son to be covered till the age of 25 years or till his marriage, whichever is earlier. Dependent Daughter to be covered till her marriage) + <b>Two parents / parents-in-law.</b> (Dependent Parents-in-law: Only female employee will be entitled to cover either her parents or parents-in-law as dependent and In case of male employees only dependent parents would be covered.) |
| IPO Sum Insured    | INR 7,50,000 Per Family per Year   |
| OPO Sum Insured    | INR 10,000 Per Family Per Year   |

| Benefits / Extensions                       | Coverage |
|---|----------|
| Standard Hospitalization                    | Yes      |
| Pre-existing diseases                       | Yes      |
| Waiver on 1 <sup>st</sup> year exclusion    | Yes      |
| Waiver on 1 <sup>st</sup> 30 days exclusion | Yes      |
| Maternity benefits                          | Yes      |
| Pre & post Natal Expenses                   | Yes      |
| Day Care                                    | Yes      |
| OPD   | Yes      |
| Domiciliary                                 | Yes      |
| Dental                                      | Yes      |
| Pre-Post Hospitalization Exp.               | Yes      |
| Baby cover day 1                            | Yes      |
| Ambulance Services                          | Yes      |
| Co-pay on claims                            | No       |
| Covid Home Care Benefit                     | Yes      |
| Disease Wise capping                        | Yes      |
| AYUSH                                       | Yes      |



### Dependent Coverage

| Maximum No. of Members insured a family                              |  |
|--|--|
| Employee   | Yes  |
| Spouse   | Yes (Married, Live in partner)   |
| Children   | Dependent Son to be covered till the age of 25 years or till his marriage, whichever is earlier & Dependent Daughter to be covered till her marriage   |
| Parents  | Yes ( <b>Two parents / parents-in-law</b> Dependent Parents in law - only female employee will be entitled to cover either her parents or parents in laws as dependent and In case of male employees only dependent parents would be covered.) |
| Siblings   | No   |
| Others   | Allowed (special child, Children from single parent, LGBTQ)  |
| Mid Term enrolment Of existing Dependents                            | Disallowed   |
| Mid Term enrolment of New Joiners (New employees + their Dependents) | Allowed  |
| Mid-term enrolment of new dependents (Spouse/Children)               | Allowed  |
| Termination date   | End date of policy last date in organization   |

- No age bar for differently abled child and Widowed daughter
- Special child is covered with no age limit until employment
- No charges in the declaration in the middle of the policy for Live in partner



## Extensions — Definitions

| Benefits                    | Definition  |
|-----------------------------|---|
| Pre-existing Disease        | Any Pre-Existing ailments such as diabetes, Hypertension, etc. or related elements for which care, treatment or advice was recommended by or received from a CRX-tor or which was first manifested prior to the commencement date of the Insured Person's first Health Insurance policy with the Insurer.   |
| First 30-day waiting period | Any illness diagnosed or diagnosable within 30 days of effective date of the Policy Period. If this is the first Health Policy taken by the Policyholder with the Insurer. If the Policyholder renews the Health Policy with Insurer and increases the limit of Indemnity, then this exclusion shall apply in relation to the amount by which the limit of Indemnity has been increased.  |
| Baby Cover Day 1            | Expenses incurred in respect of new born baby would be covered from day one. On birth the baby has to be hospitalized for any illness, disease or injury for e.g. If the baby has jaundice or some other medical problem, then the family floater limit of would apply. Normal baby expense at the time of birth is covered with the family floater SI.   |
| Ambulance                   | The Company shall compensate the Insured, subject to the balance Sum Insured during the Period of Insurance, for the amount incurred up to a maximum of INR 7500 for necessary transportation the Insured to the nearest Hospital, for treatment of an illness or Bodily injury which is admissible and payable under the policy. In case of life-threatening emergency condition or Accident, subject to certification by the Medical Practitioner of such life-threatening emergency hospitalisation directly to cardiac Ambulance charges will be paid as per actual Air Ambulance covered in case of life-threatening condition within 250 km radius. |
| Day care                    | Day Care Procedure means the course of medical treatment, or a surgical procedure listed In the Schedule which is undertaken under general or local anesthesia in a hospital by a Doctor is not less than 2 hours and not more than 24 hours.   |

## Additional— Coverage Extension

| Benefits   | Terms  |
|--|--|
| Internal & External Congenital                           | Congenital Anomaly refers to a condition(s) which is present since birth, and which is abnormal with reference to form, structure or position. Both Internal and external Congenital is covered.   |
| OPD  | Any Outpatient treatment that does not require hospitalization is covered up to the limit of INR 10,000 per family. This includes Dental Vision Diagnostic / Vaccination.  |
| Organ Donor  | Cost Of Donor expenses will be covered with no sub limit up to SI Cost Of organ excluded Hospitalization and screening expenses for both the patent and donor will be payable only once in policy period at the time of hospitalization. |
| Chemotherapy   | Oral Chemotherapy drug and Adjustment chemotherapy also covered.   |
| Psychological Disorder                                   | Treatment of mental illness and neurodegenerative disorder is covered with family sub limit  |
| AYUSH  | Ayurveda, Yoga, Unani, Siddha, Homeopathy treatment covered up to full SI with reimbursement of hospitalization bills if treatment taken in Government recognised approved AYUSH hospitals.  |
| Bariatric Treatment                                      | Covered only for employees if BMI greater than 32 with comorbidity   |
| Physiotherapy  | Payable under the Policy If prescribed by the doctor & all the bills & payment proof from Physiotherapist are provided   |
| Robotic/ Cyber Knife                                     | Covered up to full SI limit  |
| HIV/AIDS   | Covered up to full SI limit  |
| Artificial limbs fitted following any surgical procedure | Covered up to full SI limit  |
| Genetic diseases or disorders                            | Covered up to full SI limit  |
| Age Related Macular Degeneration (ARMD)                  | Covered up to full SI limit  |
| Cochlear Implant   | Covered up to full SI limit  |
| Keratoconus treatment                                    | Covered up to full SI limit  |
| Biological / hormonal and adjuvant therapies             | Covered up to full SI limit  |
| Immuno modulators  | Covered up to full SI limit  |
| EECP-Enhanced External Counter                           | Covered up to full SI limit  |
| Critical illness (Cancer etc.)                           | Covered up to full SI limit  |



### Additional— Coverage Extension

| Benefits   | Terms                       |
|--|-----------------------------|
| Sleep apnea  | Covered up to full SI limit |
| Stem cell implantation/ surgery for bone marrow transplantation                                  | Covered up to full SI limit |
| Drug-eluting stents. Bio Degradable Stents, all types of pacemakers, ICDs. foreign made implants | Covered up to full SI limit |
| Comatose I Vegetative States   | Covered up to full SI limit |
| Renal Failure  | Covered up to full SI limit |
| Cholecystectomy  | Covered up to full SI limit |
| Outside Doctor/Surgeon/ Assistant Surgeon/Consultant visiting charges                            | Covered up to full SI limit |
| Drug Therapy   | Covered up to full SI limit |
| Angiography  | Covered up to full SI limit |
| Impairment of persons intellectual   | Covered up to full SI limit |

### Disease Sublimit

| Disease                              | Limit  |
|--------------------------------------|--|
| Cataract                             | Covered up to 10% of basic Sum Insured (INR, 75,000) per eye                   |
| Total Knee/HIP replacement           | Knee and HIP replacement capped at INR 1,25,000 per knee / hip                 |
| Hernia/Hydrocele                     | Covered With sub limit of INR 50,000   |
| Fess/Nasal Sinusitis                 | Covered with sub limit of INR 40,000   |
| Tonsil Surgery                       | Covered with sub limit of INR 35,000   |
| Appendicitis                         | Covered with sub limit of INR 50,000   |
| Hysterectomy                         | Covered with sub limit of INR 60,0000  |
| Infertility                          | Covered under Maternity C Sec Sub limit under IPD only                         |
| Fracture                             | Covered up to INR 20,000 per claims under IDP limit even if taken on OPD basis |
| Gall Stone Removal                   | Covered with sub limit of INR 60,000   |
| Uterine Artery Embolization and HIFU | Covered With sub limit of INR 50,000   |
| Balloon Sinusplasty                  | Covered With sub limit of INR 40,000   |
| Deep Brain stimulation               | Covered with sub limit or INR 50,000   |
| Stereotactic radio surgeries         | Covered with sub limit of INR 1,00,000   |
| Bronchial Thermoplasty               | Covered with sub Omit of INR 1,00,000  |
| Vaporization of the prostate         | Covered with sub limit of INR 50,000   |
| IONM                                 | Covered With sub limit Of INR 50,000   |



**Room Rent—Coverage: Covers expenses related to:**

- Room and boarding – 1% of SI for Normal and no limit for ICU
- Doctors fees
- Intensive Care Unit
- Nursing expenses
- Surgical fees, operating theatre, anaesthesia and oxygen and their administration
- Physical therapy
- Drugs and medicines consumed on the premises
- Hospital miscellaneous services (such as laboratory, x-ray, diagnostic tests)
- Dressing, ordinary splints and plaster casts
- Costs of prosthetic devices if implanted during a surgical procedure
- Radiotherapy and chemotherapy

**Maternity Benefits**

| Benefit Details                  |  |
|----------------------------------|--|
| Benefit Amount                   | INR 75,000 within the Sum Insured for Normal & INR 1,00,000 C-sec  |
| Restriction on no of children    | Maximum of 3 children (Extended up to 4 <sup>th</sup> child in case of Twin at third delivery & sudden demise of the child)  |
| 9 Months waiting period          | Not applicable   |
| Baby expenses                    | Covered within the maternity limit   |
| New born baby covered from Day 1 | Baby day one within Sum Insured<br>(1) In case of Specific illness of new born baby expenses towards the same will be covered from normal sum insured<br>(2) New born babies: are covered right from the time of birth |

| Benefit Details-Pre-Post Natal Expenses |   |
|---|---|
| Definition                              | Pre/post-natal expenses stand out to be that treatment that a pregnant woman undergoes during 9 months of Maternity. This includes Gynecologist OPD consultation, Medication, and Investigation as per doctor advice. |
| Covered                                 | Within maternity limit  |
| Duration                                | Pre/post-natal expenses are restricted to 9 month and 2 Months respectively (Means 60 days post childbirth)   |

In case of life-threatening situation during delivery for Mother or baby Family SI would be applicable.





### Pre & Post Hospitalization Expenses

| Pre-hospitalization Expenses  |   |
|-------------------------------|---|
| Definition                    | If the Insured member diagnosed an Illness which results in his/her Hospitalization and for which the Insurer accepts a claim, the Insurer will also reimburse the Insured Member's Pre-hospitalization Expenses for up to 30 days prior to his / her Hospitalization.  |
| Covered                       | Yes   |
| Duration                      | 30 Days   |
| Post-hospitalization Expenses |   |
| Definition                    | If the Insurer accepts a claim under Hospitalization and Immediately following the Insured Member's discharge, further medical treatment directly related to the same condition for which the Insured Member was Hospitalized is required. The Insurer will reimburse the Insured member's Post-hospitalization Expenses for up to 60-day period. |
| Covered                       | Yes   |
| Duration                      | 60 Days   |



### COVID Home Care Treatment

| Benefit Details     | Definition   |
|---------------------|--|
| Benefit Amount      | INR 15,000 per family  |
| Home Care Treatment | <p>Covid 19 home care treatment expenses covered to INR 15000 per family.</p> <p>Home Care Treatment means Treatment availed by the Insured Person at home for COVID-19 on positive diagnosis of COVID-19 in an authorized diagnostic Centre, which in normal course would require care and treatment at a hospital but is actually taken at home maximum up to 14 days per incident provided that-</p> <ul style="list-style-type: none"> <li>• The Medical Practitioner advises the Insured Person to undergo treatment at home</li> <li>• There is a continuous active line of treatment with monitoring of the health status by a medical practitioner for each day through duration of the home care treatment.</li> <li>• Dally monitoring chart including records of treatment administrated duly signed by the treating doctor is maintained.</li> <li>• Insured shall be permitted to avail the services as prescribed by the Medical Cashless facility shall be offered under home care expenses if the treatment is through a network provider.</li> <li>• The Home Care treatment shall include the following, if prescribed by the treating Medical Practitioner and is related to treatment of COVID: <ul style="list-style-type: none"> <li>(i) Diagnostic tests undergone at home or at diagnostic centre</li> <li>(ii) Medicines prescribed in writing</li> <li>(iii) Consultation charges of the medical practitioner<br/>Nursing charges related to medical staff</li> <li>(iv) Medical procedures limited to parenteral administration of medicines</li> <li>(v) Cost of Pulse Oximeter, Oxygen cylinder and Nebulizer (only rental cost)</li> </ul> </li> </ul> |



### Voluntary Top Up Insurance Option

| Top Up Sum Insured | Premium (Excl. GST) | Premium (Incl. GST) |
|--------------------|---------------------|---------------------|
| INR 2,60,000       |                     |                     |
| INR 5,00,000       |                     |                     |
| INR 7,50,000       |                     |                     |
| INR 10,00,000      |                     |                     |
| INR 16,00,000      |                     |                     |
| INR 20,00,000      |                     |                     |

- (i) Definition Of parent/in-laws - one opted for the top up insurance, the parent definition cannot be changed for a year, except in cases of death.
- (ii) Top up limit will not be applicable to
  - a) Capped Ailment
  - b) Maternity / Infertility
  - c) OPD I domiciliary
- (iii) Top up Options mirror the same benefits as provided in the base cover by AIESL
- (iv) Flexibility to choose any sum insured as desired basis the above table.
- (v) Insurance company to provide Top Up option irrespective of number of employees opting for top up.



### **CASHLESS PROCESS**

Cashless means the Administrator may authorize upon a Policyholders request for direct settlement of eligible services and It's according to charges between a Network Hospital and the Administrator In such case the Administrator will directly settle all eligible amounts with the Network Hospital and the Insured person may/may not have to pay any deposits at the commencement of the treatment or bills after the end of treatment to the extent as these services are covered under the Policy.

The Present Mediclaim Policy is attached for your reference and the bidders are required to study the existing policy document and quote accordingly.



## **COVERAGE**

All coverage including term and conditions of the previous policy (2024-25) should remain the same. The previous policy will be shared to prospective bidders on receipt of email requesting the same.

Apart for the above coverages, prospective bidders may offer additional coverages with no changes in the quoted premium. These additional coverages are optional for the prospective bidders. The additional coverages offered by the prospective bidders can be updated as Annexure-E.



**TECHNICAL BID**  
**Annexure A: Format: Bid Application Cover Letter**

[On the letterhead of the Bidder]

Date:

From:

[insert name of Bidder]  
[insert address of Bidder]

To:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Dear Madam/Sir,

**Sub: Technical Bid for Group Medclaim Services for EMPLOYEEs of AIESL**

With reference to your Tender Documents dated \_\_\_\_\_, we, [insert name of Bidder], wish to submit our Technical Bid for the award of the Insurance Contract(s) for Group Medclaim Services for EMPLOYEEs of AIESL.

We hereby submit our Qualification Bid, which is unconditional and unqualified. We have examined the Tender Documents issued by AIESL.

1. We acknowledge that we will be relying on the information provided in our Qualification Bid and the documents accompanying such Qualification Bid for selection of the Eligible Bidders for the evaluation of Financial Bids, and we certify that all information provided in the Qualification Bid is true and correct. Nothing has been omitted which renders such information misleading and all documents accompanying such Qualification Bid are true copies of their respective originals.
2. We shall make available to AIESL any clarification that it may find necessary or require to supplement or authenticate our Qualification Bid.
3. We acknowledge the right of AIESL to reject our Qualification Bid or not to declare us as the Eligible Bidder, without assigning any reason or otherwise and we hereby waive, to the fullest extent permitted by applicable laws, our right to challenge the same on any account whatsoever.
4. We undertake that:
  - a. We satisfy the Qualification Criteria and meet all the requirements as specified in the Tender Documents.
  - b. We agree and release AIESL and their employee, agents and advisors, irrevocably, unconditionally, fully and finally from any and all liability for claims, losses, damages, costs, expenses or liabilities in any way related to or arising from the Tender Documents and/or in connection with the Bidding Process, to the fullest extent permitted by applicable laws and waive any and all rights and/or claims I/we may have in this respect, whether actual or contingent, whether present or in future.



5. We represent and warrant that:

- a. We have examined the Tender Documents and have no reservations to the same, including all Addenda issued by AIESL.
- b. We accept the terms of the Insurance Contract of the Tender Document and shall seek no material deviation from or otherwise seek to materially negotiate the terms of the draft main Insurance Contract or the draft Supplementary Insurance Contract, if declared as the Successful Bidder.
- c. [We are registered with the IRDAI] to undertake the general insurance (including health insurance) business or standalone health insurance business in India and we hold a valid registration for the same as on the date of submission of this Bid.[Note to Bidders: Please choose the correct option.] We are compliant with all IRDAI regulations.
- d. We have not and will not undertake any canvassing in any manner to influence or to try to influence the process of selection of the Successful Bidder.
- e. The Tender Documents and all other documents and information that are provided by AIESL to us are and shall remain the property of AIESL and are provided to us solely for the purpose of preparation and the submission of this Bid in accordance with the Tender Documents. We undertake that we shall treat all information received from or on behalf of AIESL strictly confidential and we shall not use such information for any purpose other than for preparation and submission of this Bid.
- f. AIESL is not obliged to return the Qualification Bid or any part thereof or any information provided along with the Qualification Bid, other than in accordance with provisions set out in the Tender Documents.
- g. We have made a complete and careful examination of the Tender Documents and all other information made available by or on behalf of AIESL.
- h. We have satisfied ourselves about all things, matters and information, necessary and required for submitting an informed Bid and performance of our obligations under the Insurance Contract.
- i. Any inadequacy, lack of completeness or incorrectness of information provided in the Tender Documents or by or on behalf of AIESL or ignorance of any matter related thereto shall not be a basis for any claim for compensation, damages, relief for non-performance of its obligations or loss of profits or revenue from AIESL or a ground for termination of the Insurance Contract.
- j. Our Bid shall be valid for a period of 120 days from the date of Technical bid opening.
- k. We do not have any conflict of interest as defined in the Tender Document that affects the Bidding Process;
- l. We have not directly or indirectly or through an agent engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice, as defined in the Tender Document, in respect of any tender or request for proposal issued by or any agreement entered into with AIESL or any other public sector enterprise or any government, Central or State.



- m. We further certify that no investigation by a regulatory authority is pending either against us or against our managing director or any of our directors/ managers/ employees.
  - n. . We certify that in regard to matters other than security and integrity of the country, we have not been convicted by a court of law or indicted or adverse orders passed by a regulatory authority which could cast a doubt on our ability to undertake the captioned assignment or which relates to a grave offence that outrages the moral sense of the community.
  - o. We undertake that the responsibility of ensuring full and complete compliance with IRDA regulations and requirements during provision of services shall lie with us.
6. We undertake that if there is any change in facts or circumstances during the Bidding Process, or if we become subject to disqualification in accordance with the terms of the Tender Documents, we shall inform AIESL of the same immediately.
7. We are submitting with this Letter, the documents that are listed in the checklist set out in tender document.
8. We undertake that if we are selected as the Successful Bidder we shall:
- a. Sign and return an original copy of the LOI to AIESL within three days of receipt of the LOI, as confirmation of our acceptance of the LOI.
  - b. Not seek to materially negotiate or seek any material deviations from the final drafts of the Insurance Contract provided to us by AIESL.
9. Details of the Company
- a. Name:
  - b. Address of the corporate headquarters and its branch office head in the State, if any:
  - c. Date of incorporation and/or commencement of business:
10. Details of individual(s) who will serve as the point of contact/communication for AIESL:
- c. Name:
  - d. Designation:
  - e. Company:
  - f. Address:
11. We hereby irrevocably waive any right or remedy which we may have at any stage at law or howsoever arising to challenge the criteria for evaluation of the Qualification Bid or question any decision taken by AIESL in connection with the evaluation of the Qualification Bid, declaration of the Eligible Bidders, or in connection with the Bidding Process itself, or in respect of the Insurance Contract(s) for the implementation of the contract.





12. We agree and undertake to abide by all the terms and conditions of the Tender Documents, including all Addenda, Annexures and Appendices.
13. This Bidding Process, the Tender Documents and the Bid shall be governed by and construed in all respects according to the laws for the time being in force in India and the courts of New Delhi shall have exclusive jurisdiction.

We submit this Letter accompanying the Qualification Bid under and in accordance with the terms of the Tender Documents.

Dated this \_\_\_\_ day of September, 2025

\_\_\_\_\_(Signature)

.....(insert name of the authorized signatory)

In the capacity of \_\_\_\_ [position]

Duly authorized to sign this Bid for and on behalf of [name of Bidder]



### **Annexure B : Format: Applicant Details**

1. Details of the Company

- a. Name:
- b. Address of the corporate headquarters:
- c. Corporate Identification Number:
- d. PAN
- e. Date of incorporation:
- f. Date of commencement of business:
- g. Address and contact numbers of its branch office in the State/UT, if any:
- h. Name and contact details of Branch Head in the State/UT:

2. Details of the individual who will serve as the point of contact / communication for AIESL for the purposes of this tender:

- a. Name:
- b. Designation:
- c. Company:
- d. Address:
- e. Telephone Number:
- f. Mobile number:
- g. E-mail Address:
- h. Fax Number:

3. Particulars of the Authorised Signatory of the Bidder:

- a. Name:
- b. Designation:
- c. Company:
- d. Address:
- e. Telephone Number:
- f. Mobile number:
- g. E-mail Address:
- h. Fax Number:

Dated this \_\_\_\_ day of September, 2025

\_\_\_\_ (Signature)

..... (insert name of the authorized signatory)

In the capacity of \_\_\_\_ [position]

Duly authorized to sign this Bid for and on behalf of [name of Bidder]



**Annexure C: Format: Power of Attorney for Signing of Bids**

**POWER OF ATTORNEY**

Know all men by these presents that we \_\_\_\_\_  
\_\_\_\_\_ (name and address of the registered office) having CIN  
..... (insert registration number / CIN of the Insurance Company) do hereby  
constitute, appoint and authorize Mr./Ms. \_\_\_\_\_ (name and  
residential address) who is presently employed with us and holding the position of  
\_\_\_\_\_ as our attorney, to do in our name and on our behalf, all such  
acts, deeds and things necessary in connection with or incidental to submission of a bid  
pursuant to Tender Document No..... dated ..... (insert Tender Document No. and date of  
issue) issued by AIESL including signing and submission of all documents and providing  
information/responses to AIESL in all matters in connection with our Bid.

We hereby declare that all acts, deeds and things done by our said attorney pursuant to this  
Power of Attorney shall always be deemed to have been ratified by us and done by us.

Dated this the \_\_\_\_\_ Day of September, 2025

For \_\_\_\_\_

(Name, Designation, Signature and Address)

Witness 1 Name & Signature

Witness 2 Name & Signature \_\_\_\_\_

Accepted

\_\_\_\_\_ Signature)

(Name, Title and Address of the Attorney)

Date: \_\_\_\_\_



**Annexure D: Power of Attorney for Signing of Bids  
Bidder's Undertaking**

[On letterhead of the Bidder]

From  
[Name of Bidder]  
[Address of Bidder]

Date: \_\_\_\_ September, 2025

To

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Dear Madam/Sir,

Subject: Tender for Group Medclaim Services for EMPLOYEES of AIESL

I, [insert name] designated as [insert title] at [insert location] of [insert name of Bidder] and being the authorized signatory for and on behalf of the Bidder, do hereby declare and undertake that we have read the Tender Documents for award of Insurance Contract.

We hereby undertake and explicitly agree that if we are selected as the Successful Bidder, we shall adhere to and unconditionally comply with the terms as set out in the Tender Documents and the Insurance Contract.

Dated this \_\_\_\_ day of September, 2025

\_\_\_\_ (Signature)

.....(insert name of the authorized signatory)

In the capacity of \_\_\_\_ [position]

Duly authorized to sign this Bid for and on behalf of [name of Bidder]

Enquiry Ref: Insurance/Tender/18  
Date: 25<sup>th</sup> August 2025

AI Engineering Service Ltd.



**Annexure E: Additional Coverages offered by the Bidders (OPTIONAL) without any addition to the Premium Quoted**



**Annexure F: Terms & Conditions of Group Mediclaim Services**

1. Family Definition: Employee + Spouse + Two dependents children (Dependent Son to be covered till the age of 25 years or till his marriage, whichever is earlier.& Dependent Daughter to be covered till her marriage) + Two parents / parents-in-law.(Dependent Parents in law - only female employee will be entitled to cover either her parents or parents in laws as dependent and In case of male employees only dependent parents would be covered.).
2. Sum Insured - INR 7,50,000 per family
3. OPD Sum assured: Rs.10,000 per family per year
4. OPD: Any outpatient treatment that does not require hospitalization - Rs. 10,000 family
5. Provision of enhancement of personal top up per family ranging from Rs. 2,50,000 to Rs. 20,00,000
6. The cover includes pre-existing diseases/ conditions / benefits.
7. NO exclusion condition to be imposed.
8. NO Waiting period for any specified diseases/aliments/conditions.
9. Maternity limits - Rs. 75,000 for Normal & Rs. 1, 00,000 for Caesarean delivery, Claim in respect of delivery for only first two biological children of the insured member.
10. The corporate buffer of Rs. 3.5 crores.
11. Midterm addition of Employee and Dependents will be permitted for new joiners Appropriate premium to be charged as applicable on prorated basis. Dependents of existing employee may be added, in case of marriage of employee or in case of childbirth. No premium to be charged for addition of dependents of existing employee.
12. Reasonable and customary clause which is integral part of floater services clause shall not be waived. It will remain operating part of this proposal.
13. Proportionate deduction clause remains applicable even if it is not mentioned in the RFQ.
14. Any additions during the services will be on prorated basis.
15. All Critical Illnesses should be covered in the services (for example: CANCER, HEART ATTACK, OPEN CHEST CABG, OPEN HEART REPLACEMENT OR REPAIR OF HEART VALVES, COMA OF SPECIFIED SEVERITY, KIDNEY FAILURE REQUIRING REGULAR DIALYSIS, STROKE RESULTING IN PERMANENT SYMPTOMS, MAJOR ORGAN / BONE MARROW TRANSPLANT, PERMANENT PARALYSIS OF LIMBS, MOTOR NEURONE DISEASE WITH PERMANENT SYMPTOMS, MULTIPLE SCLEROSIS WITH PERSISTING SYMPTOMS, etc.)
16. The Present Mediclaim Policy is attached for reference and the bidders are required to study the existing policy document and quote accordingly.

We have studied the document and agree to comply with above.

Dated this \_\_\_\_ day of September, 2025

\_\_\_\_\_(Signature)

.....(insert name of the authorized signatory)

In the capacity of \_\_\_\_[position]

Duly authorized to sign this Bid for and on behalf of [name of Bidder]



**Annexure G: Format: List of Supporting Documents**

- a. True certified copies of the registration granted by the IRDAI for carrying on general insurance (including health insurance) or standalone health insurance business in India and last three years certificates: marked as Annexure **G-1**.
- b. Last two years "audited Balance Sheet and Profit and Loss Statement with Auditors" Report: marked as Annexure **G-2**.
- c. True certified copies which provides proof that the Insurance Company has a group health insurance services (excluding personal accident or travel cover) covering at least 1450 families for each of the last two completed financial years: marked as Annexure **G-3**.
- d. True certified copies from chartered accountant which provides proof that the Insurance Company has Gross Direct Premium Income from Health Insurance (excluding personal accident or travel cover) of at least Rs. 5 crores in each of the last two completed financial years: marked as Annexure **G-4**.



### Annexure H: Checklist for Technical Bid

[On letterhead of the Bidder]

We, ..... (insert name of the Bidder), hereby confirm that we are submitting the following documents as a part of our Qualification Bid in response to this Tender Document.

| SN | Document  | Document No.<br>(Reference no. to be<br>provided in the<br>Qualification Bid) | Submitted<br>(Yes / No) |
|----|---|---|-------------------------|
| 1  | Bid Application Cover Letter  | Annex – A   |                         |
| 2  | Applicant Details   | Annex – B   |                         |
| 3  | Power of Attorney   | Annex – C   |                         |
| 4  | Undertaking by the bidder regarding unconditional acceptance to all the terms and conditions  | Annex – D   |                         |
| 5  | Undertaking by the bidder regarding unconditional acceptance to all the terms and conditions  | Annex – F   |                         |
| 6  | True certified copies of the registration granted by the IRDAI for the last three years' certificates.  | Annex – G-1   |                         |
| 7  | Last 2 Years ending on 31 <sup>st</sup> March 2025" audited Balance Sheet and Profit and Loss Statement with Auditors Report"   | Annex – G-2   |                         |
| 8  | True certified copies which provide proof that the Insurance Company has group health insurance services (excluding personal accident or travel cover) covering at least 1450 families for two of the last two completed financial years 31 <sup>st</sup> March 2025. | Annex – G-3   |                         |
| 9  | True certified copies from chartered accountant which provides proof that the Insurance Company has Gross Direct Premium Income from Health Insurance of at least Rs. Rs 5 crores in each of the last two completed financial years.                                  | Annex – G-4   |                         |

Dated this \_\_\_\_ day of September, 2025

\_\_\_\_ (Signature)

.....(insert name of the authorized signatory)

In the capacity of \_\_\_\_ [position]

Duly authorized to sign this Bid for and on behalf of [name of Bidder]



Enquiry Ref: Insurance/Tender/18  
Date: 25<sup>th</sup> August 2025

AI Engineering Service Ltd.



**ANNEXURE I : LIST OF EMPLOYEES OF AIESL AND THEIR FAMILIES**

List Enclosed as Enclosure-1. There may be increase / decrease of 50 Nos. in total number of EMPLOYEEs. This list will be shared to prospective Bidders by email on receiving their request on email ID [mro.insurance@aiesl.in](mailto:mro.insurance@aiesl.in)



**FINANCIAL BID**  
**Fin-1: Financial Bid**

[On letterhead of the Bidder]

From

[insert name of Bidder]  
[insert address of Bidder]

Date: [insert date], 202X

To

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Dear Madam / Sir,

Subject: Financial Bid for Implementation of **Group Mediclaim Services for EMPLOYEES of AIESL**

With reference to your Tender Documents dated (Insert Date) we, [insert name of Bidder], wish to submit our Financial Bid for the award of the Insurance Contract(s) for the implementation of **Group Mediclaim Services for EMPLOYEES of AIESL**. Our details have been set out in our Qualification Bid.

1. We hereby submit our Financial Bid, which is unconditional and unqualified. We have examined the Tender Documents, including all the Addenda.
2. We acknowledge that AIESL will be relying on the information provided by us in the Financial Bid for evaluation and comparison of Financial Bids received from the Eligible Bidders and for the selection of the Successful Bidder for the award of the Insurance Contract. We certify that all information provided in the Financial Bid is true and correct. Nothing has been omitted which renders such information misleading and all documents accompanying our Financial Bid are true copies of their respective originals.
3. We shall make available to AIESL any clarification it may find necessary or require to supplement or authenticate the Financial Bid.
4. We acknowledge the right of AIESL to reject our Financial Bid or not to select us as the Successful Bidder, without assigning any reason or otherwise and we hereby waive, to the fullest extent permitted by applicable laws, our right to challenge the same on any account whatsoever.
5. We hereby acknowledge and confirm that all the undertakings and declarations made by us in our Qualification Bid are true, correct and accurate as on the date of opening of our Financial Bid
6. We acknowledge and declare that AIESL is not obliged to return the Financial Bid or any part thereof or any information provided along with the Financial Bid, other than in accordance with the provisions set out in the Tender Document.



7. We undertake that if there is any change in facts or circumstances during the Bidding Process which may render us liable to disqualification in accordance with the terms of the Tender Documents, we shall advise AIESL of the same immediately.

8. We are quoting the following Premium:

| SN | COVER   | NUMBER OF EMPLOYEES | ANNUAL PREMIUM<br>(IN RS.) EXCLUSIVE OF<br>GST / ALL OTHER TAXES<br>PER EMPLOYEE FAMILY. | TOTAL<br>PREMIUM                      |
|----|---|---------------------|--|---------------------------------------|
|    |   | (A)                 | (B)  | (C) = (AXB)                           |
| 1  | Rs. 7,50,000<br>cover <b>per<br/>EMPLOYEE and<br/>Beneficiary<br/>Family Unit</b><br>eligible for Group<br>MediClaim<br>Insurance to<br>permanent<br>employees to<br>meet<br>hospitalization<br>Expenses. | 1,473               | Rs.....<br><br>(Rupees ..... only)   | Rs.....<br><br>(Rupees .....<br>only) |

9. We acknowledge, confirm and undertake that the terms and conditions of the Tender Documents and the Premium being quoted by us are determined on a technically sound basis, are financially adequate, viable and sustainable on the basis of information and claims experience available in our records.

10. We hereby irrevocably waive any right or remedy, which we may have at any stage at law or howsoever arising, to challenge the criteria for evaluation of the Financial Bid or question any decision taken by AIESL in connection with the evaluation of the Financial Bid, declaration of the Selected Bidder, or in connection with the Bidding Process itself, in respect of the Insurance Contract and the terms and implementation thereof.

11. We agree and undertake to abide by all the terms and conditions of the Tender Documents, including all Addenda, Annexures and Appendices.

12. We have studied the Tender Documents (including all the Addenda, Annexures and Appendices) and all the information made available by or on behalf of AIESL carefully. We understand that except to the extent as expressly set forth in the Insurance Contract, we shall have no claim, right or title arising out of any documents or information provided to us by AIESL or in respect of any matter arising out of or concerning or relating to the Bidding Process.

13. We agree and understand that the Bid is subject to the provisions of the Tender Documents. In no case, shall we have any claim or right against AIESL if the Insurance Contract is not awarded to us or our Financial Bid is not opened or found to be substantially non-responsive.

14. This Bid shall be governed by and construed in all respects according to the laws for the time being in force in India. The competent courts at New Delhi will have exclusive jurisdiction in the matter.

Enquiry Ref: Insurance/Tender/18  
Date: 25<sup>th</sup> August 2025

AI Engineering Service Ltd.



We hereby confirm that we are submitting this Financial Bid under and in accordance with the terms of the Tender Documents.

Dated this \_\_\_\_ day of September, 2025

\_\_\_\_\_(signature)

.....(insert name of the authorized signatory)

In the capacity of \_\_\_\_ [position]

Duly authorized to sign this Bid for and on behalf of [name of Bidder]