

**PAKISTAN REINSURANCE COMPANY LIMITED
RETROCESSION DEPARTMENT**

**TECHNICAL BIDS EVALUATION OF PIACL 2020-21
CONDUCTED BY JOINT COMMITTEE OF PIA, NACL AND PRCL**


1. Airline Insurance Experience		Total Score	Marsh/ Unique Ins. Brokers	Arthur J. Gallagher/ RMS	WTW/ M-Liberty	Besso
1.1	Airline Insurance and Claims Experience of the proposed Team Members	10			7	
1.2	Details of "Hard Market" experience of Senior Team Members	10			6	
1.3	Volume of the claims successfully handled by the bidder in the last 05 years (1 point for each of USD 250 Million)	10			6	
2. Expertise and Human Resources						
2.1	Bidder's corporate structure and total manpower Locally and internationally	10			7	
2.2	Number of international aviation insurance markets the bidder has had access and worked with.	10			8	
3. Quality and Breadth of Services						
3.1	Coverage & quality of draft policy wordings proposed by the bidder	10			7	
3.2	Proposed claim handling strategy	10			7	
3.3	IT and Technological Tools to support efficiencies	10			8	
4. Placement Strategy and Philosophy						
4.1	Clearly define the strategy for arranging reinsurances proposed by the bidder	10			6	
4.2	Strategy to place within Total Net Quoted Premium and justification of the feasibility of its achievement in the prevailing market conditions	10				
TOTAL		100	DISQUALIFIED	DISQUALIFIED	62	DISQUALIFIED

Total score: 100
Minimum score required: 60

* Disqualification of bidders was made due to non-compliance of basic condition of Not to Exceed Net Quoted Premium as conveyed in RFP and Correspondence

PIA


MEMBER
G. N. Funds


MEMBER
OGM Insurance


MEMBER
Hanger Insurance


NACL


MEMBER
GM (Ref)


MEMBER
CM (Ref)

MEMBER

PRCL


MEMBER
ED (W)


MEMBER
Suran Handal Gue
CIA


MEMBER
CFO