

Pakistan Reinsurance Company Limited
Retrocession Department
Jamshoro Power Plant –PD/MBD
Broker Selection Tender
Evaluation of the bids submitted by brokers

S. No	Description	Response Criteria	Score range	Marks Obtained by M/s. Marsh	M/s. AJG/Lockton
1	Insurance Broker ranking issued by AM Best based on revenue for the year 2022.	Ranking: 1 to 5 6 to 10 11 to 15 16 to 20	20 15 10 5	20	
2	International Power & Utilities risk placement experience	Yes No	10 0	10	
3	Dedicated Claims Forensics practice	Yes No	5 0	05	
4	Power & Utilities premium placed in global Market for year 2022	More than \$ 4 Billion More than \$ 1 Billion but less than \$ 4 Billion Less than \$ 1 Billion	10 7.5 5	05	
5	Broker's experience of placements with A rated re/insurance markets – Names of reinsurers with respective risks placed with them	Yes No	10 0	00	
6	Bidder's relevant experience of re/insurance placements of Pakistan based Power and Utilities Firms – List of accounts handled required	10 or more Less than 10	5 2.5	05	
7	No. of Power & Utilities large claims (i.e. each for USD 500,000 & above) managed by the bidder in last ten years in Pakistan	More than 10 More than 5 but less than 10 Less than 5	10 5 0	10	

Non-Compliant

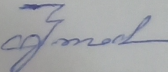
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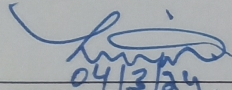
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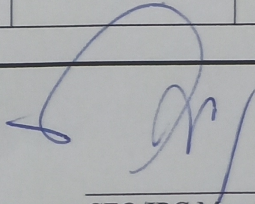
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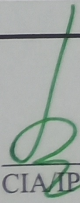
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8	Risk Engineering surveys arranged/conducted in Pakistan along with the name of Risk Engineers who visited Pakistan	<u>Foreign risk engineers' visits in Pakistan in last 5 years</u> More than 20 More than 10 but less than 20 10 or Less than 10	10 7.5 2.5	10		
Total of Technical Section (Maximum Possible Score)			80	65		
<u>Commercial Section</u>						
9	Percentage (%) of Net Reinsurance Commission/Net Brokerage to be Retained by the Broker (Minimum 5% is a must but no upper limit is there - as no other remuneration to the broker is allowed)	20		20		
Total Possible Score (Technical and Commercial Sections)			100	85		
Remarks				Compliant as per RFP		Non-compliant due to submission of joint bid by two brokers against RFP/Tender floated for selection of one broker
Conclusion				Qualified/Winner		Disqualified


HOD-Retrocession


04/3/24
E D(U/W)IPC Member


CFO/IPC Member


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