

**EVALUATION REPORT OF PIA FLEET REINSURANCE RENEWAL  
FOR THE PERIOD OF THREE YEARS COMMENCING FROM 30.12.2021**

	Airline Insurance Experience	Maximum Marks	Weightage	UIBL/ Q-Secured	WTW/ M-Liberty	Marsh/ Unique Ins.	Gallagher
				Obtained Marks	Obtained Marks	Obtained Marks	Obtained Marks
1	Reinsurance broker ranking based on revenue for the year 2020. Top 20 brokers will get minimum 7 marks; however, additional marks will be awarded based on their ranking. Hence, scoring methodology would be as follows: Between 16-20 7 Marks Between 11-15 8 Marks Between 6-10 9 Marks Between 1-5 10 Marks	10	20%	9	10	10	10
2	Number of Global Airlines fleet handled in last five (5) years. Each broker will get 5 marks for five fleets. Hence, scoring methodology would be as follows: On 5 airlines fleet 5 Marks minimum Additional 1 Mark will be added for each additional airline's fleet.	10		10	10	10	10
3	Number of State-Owned Airline Clients, providing services in last five years On 5 airlines 3 Marks minimum Additional 1 Mark will be added for each additional airlines fleet.	5		5	5	5	5
4	Experience of working with PRCL and NICL (whether through PRCL or direct) in last 5 years Minimum 2 Marks on past working experience with PRCL/ NICL. Additional 1 Mark will be added on each bundle of 2 major accounts.	5		4	5	5	5
5	Number of accounts handled with Fleet Values over USD 350m. The broker will get marks based on their values of fleet handled. On 5 airlines 5 Marks minimum Additional 01 Mark will be added on each bundle of 5 fleet airlines.	10		6	10	10	10
<b>Evaluation of Presentation and Proposal including relevant experience</b>							
6	Evaluation Criteria will be as follows: (Equal Marks to each point) • Bidder's Corporate Structure and total manpower internationally relative to aviation fleet reinsurance placement ( <b>Maximum 5 Marks</b> ) • Expertise and relevant experience of the key persons who will be involved in placement and claims handling of PIACL Fleet ( <b>Maximum 5 Marks</b> ) • Number of International Aviation Insurance Markets the bidder has had access and working with ( <b>Maximum 5 Marks</b> ) • Strategy for arranging reinsurances proposed by the bidder within timelines ( <b>Maximum 5 Marks</b> )	20		14.569	18.696	17.259	20.000
7	Experience of handling Aviation Fleet claims in last 5 years; • 5 Marks for major claims handled (in excess of USD 20 Million) • 5 Marks for Aviation Hull claims • 5 Marks for Aviation Liability Claims • 5 Marks for overall volume of claims handled	20		8	12	20	18
<b>TOTAL MARKS IN TECHNICAL (POINT 1-7)</b>		<b>80</b>		<b>56.569</b>	<b>70.696</b>	<b>77.259</b>	<b>78.000</b>
<b>Conceptual Pricing and Remuneration</b>							
8	Conceptual pricing: Full Marks (20) will be awarded to the lowest conceptual price submitted and the same will be used as bench mark, hence proportionate deductions will be applied to the marks for higher prices.	20	80%	19.617	19.965	19.347	20.000
9	Remuneration (annual fee in absolute terms, for each of the three years separately) Year 1; US\$ Year 2; US\$ Year 3; US\$ Full Marks (10) will be awarded to the lowest three years' total remuneration quoted and the same will be used as bench mark, hence proportionate deductions will be applied to the marks for higher three years total amount of quoted remunerations.	10		0.083	6.667	0.952	10.000
<b>TOTAL MARKS IN FINANCIAL (POINT 8-9)</b>		<b>30</b>		<b>19.701</b>	<b>26.632</b>	<b>20.300</b>	<b>30.000</b>
<b>Total Marks (Technical + Financial)</b>			<b>110</b>	<b>76.269</b>	<b>97.329</b>	<b>97.558</b>	<b>108.000</b>
<b>TOTAL WEIGHTAGE IN TECHNICAL</b>			<b>20%</b>	<b>14.142</b>	<b>17.674</b>	<b>19.315</b>	<b>19.500</b>
<b>TOTAL WEIGHTAGE IN FINANCIAL</b>			<b>80%</b>	<b>52.535</b>	<b>71.019</b>	<b>54.132</b>	<b>80.000</b>
<b>WEIGHTAGE IN TECHNICAL + FINANCIAL</b>			<b>100%</b>	<b>66.677</b>	<b>88.693</b>	<b>73.447</b>	<b>99.500</b>

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