

Pakistan Reinsurance Company Limited
Retrocession Department

Subject: CPGCL-Guddu 747MW Power Plant – GENCO-II
All Risk Including PD, MBD, BI, Reinsurance

Period From: 12 months (date to be advised)

Method of tender: Broker Selection Tender Single Stage- One Envelope Basis

Comparison of Bids Submitted by brokers

Insurance Experience	Maximum Marks	M/s. WTW/M-Liberty	M/s. AJG/RMS	M/s. Lockton/FIB
<p>1</p> <p>Reinsurance broker ranking by AM Best based on revenue for the year 2022. Top 20 brokers will get minimum 7 marks; however, additional marks will be awarded based on their ranking.</p> <p>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</p>	10	10	10	09
<p>2</p> <p>Number of Global PD/MBD/BI insurance/ reinsurance placements handled in last five (5) years. Each broker will get 5 marks for five placements,</p> <p>Hence, scoring methodology would be as follows: On 5 PD/MBD/BI placements 5 Marks minimum Additional 1 Mark will be added for each additional PD/MBD/BI placements. Nil/0 mark will be awarded, if less than 5 placements</p>	10	10	10	10
<p>3</p> <p>Number of State-Owned client's PD/MBD/BI covers, providing insurance / reinsurance services as broker in last five years On 5 PD/MBD/BI placements 3 Marks minimum Additional 1 Mark will be added for each additional PD/MBD/BI placements. Nil/0 mark will be</p>	5	05	05	05


	awarded, if less than 5 placements in last five years				
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	05	05	05
5	Number of accounts placed in insurance/reinsurance market with project Values over USD 500m. The broker will get marks based on their values of projects handled. It would be relative marking. i.e. the broker placed highest projects value shall secure maximum marks while others shall secure marks in relative proportion of the highest marks achiever.	10	10	1.41	0.63
Evaluation of Presentation and Proposal including relevant experience					
6	Evaluation Criteria will be as follows: <ul style="list-style-type: none"> Bidder's Corporate Structure and total manpower internationally relative to PD/MBD/BI projects reinsurance placement Expertise and relevant experience of the key persons who will be involved in placement and claims handling of PD/MBD/BI projects Number of International PD/MBD/BI Insurance Markets the bidder has had access and working with Strategy for arranging reinsurances proposed by the bidder within timelines 	20	20	20	20

7	Experience of handling PD/MBD/BI claims in last 5 years; <ul style="list-style-type: none"> • 10 Marks for major claims handled (in excess of USD 20 Million) • 5 Marks for PD/MBD/BI claims • 5 Marks for overall volume of claims handled 	20	20	20	20
	Total Technical Marks	80	80	71.41	69.63
	Weightage	70%	70	62.48	60.93
Broker Fee /Remuneration					
8	Broker Fee/Remuneration in absolute terms, US\$	30	1.02	2.3	30
	Weightage	30%	1.02	2.3	30
Total Weightage Obtained by Brokers		100%	71.02	64.78	93.93


Dy. Manager-CPGCL


Chief Engineer / Technical Director-CPGCL



CEO - GHCL


G.M Operations-NICL


G.M Reinsurance-NICL


Zonal Head (SZ)-NICL


Sr. Executive Officer - PRCL


E.D (Underwriting)-PRCL