



# राष्ट्रीय मात्स्यिकी विकास बोर्ड National Fisheries Development Board

मत्स्यपालन विभाग/Department of Fisheries

मत्स्यपालन, पशुपालन और डेयरी मंत्रालय /Ministry of Fisheries, Animal Husbandry & Dairying

भारत सरकार /Government of India

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File No. NFDB/Division I/Fishing Vessel Insurance/2020-21

Dt.05-04-2024

Replies to Vendor Queries

## REQUEST FOR PROPOSAL

for

“Insurance Premium Subvention for Fishing Vessels (Marine hull & Machinery) under PMMSY (Pradhan Mantri Matsya Sampada Yojana).”

Tender Notice – NFDB/Division I/Fishing Vessel Insurance/2023-24 Dt. 15.03.2024

Tender ID: 2024 DADF 800832\_1

As per the RFP published in CPP Portal the Pre-Bid meeting was conducted on 01.04.2024, 11:00 AM various prospective insurance broking companies have participated. Most of the queries were already addressed during pre-bid meeting are in turn clarified to the participants. In addition, certain other technical queries and general concerns of the participants were noted and changes/ modifications are being incorporated accordingly in the RFP as Corrigendum. The consolidated replies are as below: -

Sl. No.	Query	Sanction and clause ref no.	RFP text	Reply
1	Under head 2.12 1 (A) at page no 9 of the tender you have mentioned " Applicants should have valid registration with IRDAI to act as Direct/ Composite Insurance Broker and having an experience of similar operation for at 3 Yrs." Query: Our Query is about the clarification of the word Similar Operation: a) Does it mean the operation of general insurance ? or b) Does it mean the business of Rural Insurance ? or c) Does it mean the business of fishing Vessels only?	2.12 - Technical Qualification / 2.12 1 (a) , Page No. 9	(a)Applicants should have valid registration with IRDAI to act as Direct/ Composite Insurance Broker and having an experience of similar operation for at least 03 years	The bidder shall have previous experience in the area of fishing/marine vessel insurance for 3 years
2	You have asked Rs. 50 Lacs EMD and 3% PBG in the tender:  We wish to humbly request you to remove this condition to encourage the maximum	1.3-BID Security (Earnst Money Deposit-	Amount of bid security in Rs 50 lakhs i.e 2% of the Estimated Contract Value (ECV)	There will be <b>No relaxation</b> in the EMD as well as Performance Security specified in RFP

	<p>participation. We have seen in livestock insurance that wheresoever Livestock Development Boards have put this condition, insurers / intermediaries did not participate.</p>	EMD), Page No. 05		
3	<p>Data of Fishing Vessels:</p> <p>We request you to kindly provide the data of vessels in different locations dividing the whole country in four zones. Further, the data may be provided regarding the age of the vessels. It will help in better rates depending upon the risks in different locations.</p> <p>The reinsurers also will be able to assess the risk better and it will help in overall work.</p>			<p>The data on number of fishing vessels registered under ReALcraft (Registration and licensing of fishing craft) has been tabulated in page no. 18 of the bid document.</p> <p>Moreover data on age &amp; location of the fishing vessels are not available with NFDB</p>
4	<p>Past Claims Experience:</p> <p>We humbly request you to give the claims data for different types of vessels with loss amount with locations of loss to help us to analyse the risk better.</p>			There is no legacy data available with NFDB
5	<p>Limit of work allocation:</p> <p>We request you to limit the work allocation to each broker to one zone only out of the proposed four zones. It will help in better implementation of the scheme and achievement of the targets.</p>			There is no scope for zonation in the bid
6	Requested to clarify the tenure for appointment of insurance intermediary for the scheme	Under Insurance Coverage Norms , Item No.22, page 20.	Validity & Applicability of Premium Rate/ Tariff quoted: 2 (two) year from the Date of MoA/ SLA	Though the period of insurance is for one year, the tenure of the intermediary will be for 2 years for follow up of the claims.
7	<p>We notice that the policy is to be issued on an annual basis, provision of premium rate, is to be kept for the policy to be for a period of two years. Refer item 22 of Insurance Coverage Norms page 20. The insurance company as per policy terms will have the option to cancel the policy based on policy performance and will not be obliged to renew the policy. Please clarify if this is acceptable.</p>	Under Insurance Coverage Norms , Item No.22, page 20.	Validity & Applicability of Premium Rate/ Tariff quoted: 2 (two) year from the Date of MoA/ SLA	<p>a) The period of insurance is for one year only. However, the tenure of the intermediary/insurer will be for a period of two years from the date of contract to ensure follow up of the claims and settlement for the policy validity period.</p> <p>b) For illustration, let us consider that the period of contract between NFDB and the intermediary/ insurer is from 01 January 2025 till 31 Dec 2025. If a fishing vessel owner takes insurance on 31st Dec 2025, the</p>

				insurance coverage of the person will end on 31 Dec 2026. Therefore the tenure of the intermediary should be for 2 years ie. from 01 Jan 2025 to 31 Dec 2026, to ensure that any person who is taking policy even on 31 Dec 2025 is covered for the duration of insurance policy. The insurer/intermediary should ensure the claim settlement accordingly.
8	Scope of Work Item 1.4 page 20): request clarification as to what are these phases of work and when will they incept. We wish to point out that upon issuance of LOA, the intermediary and the insurance company together would quote and will qualify for the appointment. In such a case Phases as described should take place before selection of the insurance company. IN this respect, the price-bid becomes infructuous. The need therefore will be to first identify and select an intermediary and then entrust the SOW to the winning bidder to select the insurance company during placement and post placement phases.	Scope of Work 1.4, Page No. 20	Insurance Intermediary would be acting as a Strategic Service Provider and would be assisting in the placement process of the scheme.	The Phase II (Schedule 1, Clause 1.4) is deleted. Phase I & III will remain unaltered. As per Schedule 1, Clause no. 1.2, the scope decided on Service Level Agreement will supersede the Scope of Work stipulated in Schedule 1: clause 1.4.
9	Past Experience: While the number of registered boats and vessels are available, request for data on past losses and amounts thereof will be required for any insurance company to arrive at a quote slab wise and finally single premium rate. The data is requested for a minimum period of 3 years.			There is no legacy data available with NFDB
10	We request you to divide entire country into two or four zones to limit the work allocation to each broker to one zone only out of the proposed zones. The financial bids may be floated separately for each zone. If one broker is L1 in all zones, then he should have option of choosing one zone and in remaining zones next lower bidder should be considered it will help in better implementation/success of the scheme and achievement of the targets. As the risk exposure and			There is no scope for zonation in the bid

	the CAT loss possibility are there so re-insurance and co-insurance would be necessary and support would be easier to explore.			
11	We request you to provide port wise/zone wise vessel category wise numbers and market value of each vessel. It will help us to procure reasonable premium quotes.			The data on no. of fishing vessels registered under ReALcraft (Registration and licensing of fishing craft) alongwith Maximum Sum Insured to which Premium Subvention is capped has been tabulated in page no. 18 of the bid document. Moreover port wise/ zone wise data on vessels are not available with NFDB
12	We request you to provide us 3-5 years claim data for different type of vessels with loss amount and location of loss to help us to analyze the risk and also provide the past 3-5 years number of cyclones devastating each cyclonic port area.			There is no legacy data available with NFDB
13	We propose that GPS should be installed in motors of each vessel to monitor the movement and contain losses. The cost of GPS may be included in premium rates.			The inclusion of GPS is not under the ambit of the RFP
14	We request for reduction in EMD sought as part of the Tender from bidders to 25 Lacs as it is on the higher side.			There will be <b>No relaxation</b> in the EMD
15	Liquidated Damages – (Paar 1.9) Page 38: The said clause suggests recovery from the selected broker to the extent of 50% /10% of the premium for errors/ variation and delay. As brokers are remitted brokerage for services it is suggested that premium be not made the basis for this clause.	1.9. Liquidated damages; Page No. 38		Aggregated Liquidity damages will not exceed the Performance Security Deposit

Note Kindly check CPP Portal for Corrigendum.

  
 Executive Director(Tech)  
 National Fisheries Development Board

Date: 05.04.2024

Place: Hyderabad