

Star Union Dai-ichi Life Insurance Company Limited

Request for Proposal (RFP)

For Group Mediclaim & Group Personal Accident Policy

Issue Date :-11/12/2025

Last Date of Submission of Proposal: -31/12/2025

Tender Sr. No.:- SUDLIFE/CPD/TD/25-26/014

DISCLAIMERS

The information contained in this Request for Proposal (RFP) document or information provided subsequently to applicants whether verbally or in documentary form by or on behalf of SUD Life is provided to the applicants on the terms and conditions set out in this RFP document and all other terms and conditions subject to which such information is provided. This RFP is neither an agreement nor an offer and is only on invitation by SUD life to the interested parties for submission of proposal. The purpose of this RFP is to provide the applicants with information to assist the formulation of their proposals. This RFP does not claim to contain all the information each applicant may require. Each applicant should conduct its own investigations and analysis and should check the accuracy, reliability and completeness of the information in this RFP and where necessary obtain independent advice. SUD Life makes no representation or warranty & shall incur no liability under any law, statute, rules or regulations as to the accuracy, reliability or completeness of this RFP. SUD Life may in its absolute discretion, but without being under any obligation to do so, update, amend or supplement the information in this RFP. SUD Life reserves the right to accept or reject any RFP without assigning any reasons whatsoever.



1. INTRODUCTION

1.1 About

Star Union Dai-ichi Life Insurance Company Ltd. (SUD Life) is a joint venture between Bank of India & Union Bank of India, India's leading public sector banks and The Dai-ichi Life Insurance Company, Japan one of the top ten world leaders in insurance which has been incorporated with the primary objective of carrying out life insurance business in India.

Star Union Dai-ichi Life Insurance Co. Ltd. (SUD Life), with the strength of the domestic partners in the Indian Financial Sector coupled with the Dai-ichi Life's strong domain expertise is a strong player in the Indian Life Insurance market.

1.2 Purpose

The purpose of this RFP is to inform potential Bidders of a business opportunity and to solicit proposals for GMC & GPA Policy as currently contemplated by SUD LIFE. Based upon the review and evaluation of proposals offered in response to this RFP, SUD LIFE may at its sole discretion negotiate and enter into contracts with one or more successful Bidders. Notwithstanding any other provision herein, Bidder participation in this process is voluntary and at Bidder's sole discretion. Price will be a consideration but will not be the sole factor in SUD LIFEs decision to award a contractual relationship. The products, volumes and historical numbers that are provided from SUD LIFE during this process are to be used and interpreted solely as a guide and are intended to provide guidance to SUD LIFE's future or projected requirements but are not a guarantee, contract or commitment to any current or future volume or orders. No volume commitment should be inferred from this process or from any of the documentation provided by SUD LIFE. SUD LIFE reserves the right to accept or reject any or all bids from a specific or multiple Bidders for any reason at any time. SUD LIFE also reserves the right at its sole discretion to select or reject any or all Bidder(s) in this process and will not be responsible for any direct or indirect costs incurred by the Bidders in this process.

2. Bid Submission

The Bid (attached formats) duly signed and super scribed "Bid for GMC & GPA Policy" should be addressed to

Please note that the Technical and Commercial bid have to submit online through email at procurement@sudlife.in. The Company is not responsible for non-receipt of bids by the specified date and time due to any reason including holidays. All questions / clarifications, if any, regarding this tender should be communicated **only** via email at procurement@sudlife.in.

Last date for receipt of any query is 19/12/2025. Bids received after the stipulated date/ time or incomplete in any respect are liable to be rejected.



3. Acknowledgement

Please acknowledge receipt of this document by responding via email to procurement@sudlife.in. Please include the contact information for the person who will be directly responsible for completing the RFP.

4. RFP Schedule

We are listing below the various deadlines to be met to ensuring participation

1	Last date for Submission of Process compliance & Techno commercial Compliance	31/12/2025
	statements (Complete RFP Set along with technical supporting Document)	
2	Last date for Submission of Quotes (Annexure D and Proposal Form)	31/12/2025

5. Requirement Overview

	Star Union Dai-ichi Life Insurance Company Ltd. (SUD LIFE) is a joint venture					
	between Bank of India & Union Bank of India, India's leading public sector					
5.a. Buyer Profile	banks and The Dai-ichi Life Insurance Company, Japan one of the top ten					
	world leaders in insurance which has been incorporated with the primary					
	objective of carrying out life insurance business in India.					
5.b. Services up for Quote	ote Group Medical Insurance Policy, Top Up Policy & Group Accident Policy and Critical Illness					
F. a. Saama of Samilana	The service provider must clearly understand and conform to the following					
5.c. Scope of Services	deliverables for the service of: Detailed scope mentioned in 'Annexure A'					
5.d. Operating Days & Hours	NA					
5.e. Selection Process of vendors	 You need to sign and send your Process Compliance and Techno-Commercial statement in response to this RFP (Annexure B & C) You need to submit the quote as per the format mentioned in Annexure D Star Union Dai-ichi will evaluate the final quotes of all the vendors & will decide on awarding business based on the Comprehensive value 					
5.f. Award Decision	 Supplier must submit the quote by the due date in order to be considered for the contract. Star Union Dai-ichi will decide which vendor will be examined for awards. It is important to note that the lowest price supplier does not automatically win the business. Star Union Dai-ichi reserves the right to split the business amongst vendors depending on the prices achieved through this process. The contract will be awarded basis the internal criteria set by Star Union Dai-ichi which comprise Technical Evaluation, Commercial Evaluation & any other factors. The supplier selected for award of the contract, on refusal to accept the contract would be debarred from further dealings with Star Union Dai-ichi. In 					



	default on your quote, you will be required to pay Star Union Dai-ichi an amount equal to the final quote and the next lowest quote on total quantum of purchase (indemnity clause).
5.g. Service & Penalty	To be mutually discussed during before finalizing the rate contract.
5.h. Payment Term	30 days from the submission of invoice



RELATED PARTY TRANSACTION DECLARATION FORM (BY SERVICE PROVIDER)

Service Provider Name:	
Registered Address:	
Details of Proposed contract to be entered:	
Are you a related party or group entity of SUD Life Insurance Co (herein referred to as 'the Company') or Insurance Intermediary registered with IRDAI (Insurance Regulatory Development Authority of India)?	any
□ Yes □ No	
Declaration by the Service Provider I/ We hereby confirm that the involvement of any of the above-mentioned persons with the Company or vany of its employees/directors will not in any manner unduly benefit us or the employee(s) of the Company further confirm that no benefit/advantage have been exchanged between the Service Provider and employees/directors of the Company in respect of the proposed transaction.	and
I/ We further confirm that the terms and conditions of the proposed contract will be at market rate and or arm's length basis	า ar
I/ we further confirm that in case if we become group entity/ related of the Company or any insural intermediary registered with IRDAI (Insurance Regulatory Development Authority of India), then we simform the Company regarding the same within 7 days from date such arrangements.	
Name:	
Signature:	
Date:	
(Authorized Representative)	



6. Terms of the RFP

6.1 Hold Harmless

In submitting a proposal, Bidder understands that SUD LIFE will determine at its sole discretion which proposal, if any, is accepted. Bidder waives any right to claim damages of any nature whatsoever based on the selection process, final selection, and any communications associated with the selection. SUD LIFE reserves the right to award the Contract to the Bidder(s) whose proposal is deemed to be the most advantageous in meeting the specifications of the RFP.

6.2 Confidentiality Provision

The terms of this RFP, the information provided by SUD LIFE herein and all other information provided by Bidder in connection with the services to be provided by the Bidder pursuant to this RFP, are to be treated by Bidder as strictly confidential and proprietary. Such materials are to be used solely for the purpose of responding to this request. Access shall not be granted to third parties except upon prior consent of SUD LIFE and upon the written agreement of the intended recipient to treat the same as confidential. SUD LIFE may request at any time that any of SUD LIFE's material be returned or destroyed. Should Bidder choose not to respond to this RFP, please return all materials and any duplicates thereof.

6.3 Sub-Contracting

The services offered to be undertaken in response to this RFP shall be undertaken to be provided by the Bidder directly employing their employees, and there shall not be any sub-contracting done by the Bidder.

6.4 Acceptance of Proposals

SUD LIFE reserves the right to modify the terms of the RFP at any time at its sole discretion. Subsequent to the submission of proposals, interviews and negotiations may be conducted with one or more Bidders, but there will be no obligation to receive further information, whether written or oral, from any Bidder or to disclose the nature of any proposal received. This RFP should not be construed as an agreement to purchase products or services. SUD LIFE is not bound to accept the lowest price or any proposal of those submitted. Proposals will be assessed in accordance with the evaluation criteria.

6.5 Liability for Errors

While SUD LIFE has used considerable efforts to ensure an accurate representation of information in this RFP as per its current understanding of the requirements under the various activities in the scope of work, the information contained in this RFP is supplied as a guideline for Bidders. The information is not guaranteed or warranted accurate by SUD LIFE, nor is it necessarily comprehensive or exhaustive. Nothing in this RFP is intended to relieve Bidders from forming their own opinions and conclusions with respect to the matters addressed in this RFP. In the event SUD LIFE finds that the objectives of the intended activities is better achieved by processes/procedures other than those mentioned in this document, SUD LIFE shall have the right irrespective of the fact whether it has already received proposals from intending bidders or not, to effect such changes and enter into negotiations with one or more Bidders at its sole discretion for such changed/modified processes.

6.6 Acceptance of Terms

All the terms and conditions of this RFP shall be deemed to be accepted by the Bidder and incorporated in its proposal unless specifically notified otherwise.



6.7 Order Cancellation

Star Union Dai-ichi reserves the right to cancel the order in the event of the vendor failing to deliver services as specified by Star Union Dai-ichi as per the Service Level Agreements. Star Union Dai-ichi reserves full right and authority to cancel such order and will also be entitled to claim liquidated damages for the same in addition to and without prejudice to all other rights and remedies that may be available to Star Union Dai-ichi. In case of serious discrepancy in services provided, Star Union Dai-ichi may cancel the entire purchase order.

6.8 Force Majeure

The order is subject to Force Majeure on either the buyer or the supplier end. Any disputes arising out of or under this order shall be subject to the jurisdiction of the courts in Mumbai only. Any event due to any cause beyond the reasonable control of a Party, including, without limitation, unavailability of any communication system, breach or virus in the internet, sabotage, fire, flood, explosion, acts of God, civil commotion, strikes or industrial action of any kind, riots, insurrection, war, acts of government, computer hacking, unauthorized access to computer data and storage devise, computer crashes, breach of security and encryption, etc.

6.9 Inspection and Audit

The vendor should allow Star Union Dai-ichi, its management, auditors, regulators and /or agents the opportunity of inspecting, examining, auditing and /or taking copies of the vendors operations and business recourse which are relevant to this Agreement and/ or for carrying out the activities as /or financial arrangements/ agreements set forth in this Agreement. Star Union Dai-ichi will have the right to do a Security Audit of the vendor's IT infrastructure. The vendor should make necessary changes / upgrades to the IT systems as may be necessary or as required by Star Union Dai-ichi from time to time to ensure data safety.

6.10 Use of Contract Documents and Information

- The Service Provider shall not, without SUD Life's prior written consent, disclose the Contract, or any provision thereof, or any specification, plan, drawing, pattern, sample or information furnished by or on behalf of SUD Life in connection therewith, to any person other than a person employed by the Service Provider in the performance of the Contract. Disclosure to any such employed person shall be made in confidence and shall extend only as far as may be necessary for purposes of such performance.
- The Service Provider shall not, without SUD Life prior written consent, make use of any document or information enumerated in this document except for purposes of performing the Contract.
- Any document, other than the Contract itself, shall remain the property of SUD Life and shall be returned (in all copies) to SUD Life on completion of the Service Provider's performance under the Contract, if so required by SUD Life.

6.11 Continuity of business

SUD Life requires a vendor to present a plan that specifically addresses through what type of resources, how long and what load capacity will be available to ensure continued service in the event of a disaster. Participant/s shall provide details of the Disaster Recovery & Business Continuity Plan (BCP).

6.12 Disposition of responses

All materials submitted in response to this RFP shall become the property of SUD Life.

6.13 Termination

SUD Life can terminate the agreement without assigning any reasons by giving three months' notice and is not liable to pay any penalty to the service provider on termination for any reasons



<u>ANNEXURE – A</u> Requirements & Details

Pre-Qualification Criteria/ Eligibility Criteria:

The Bidders must satisfy the following Pre-qualification criteria to apply for engagement. Respondents satisfying the following criteria only are eligible to submit the Technical and Financial Bid.

- a) This invitation to respond to the RFP is open only to reputed Insurance Broking organizations & General Insurance and Standalone Health Insurance Companies that are incorporated or registered under the Indian Companies Act, 1956.
- **b)** Bidder must be registered /Issued License by Insurance Regulatory and Development Authority of India (IRDAI) to operate in the Indian insurance market.
- c) The Bidder should have been in existence in India for a period of at least 5 years as of 31.03.2023 and their license should not have been suspended or cancelled during this period.
- d) The Bidder should have an annual net premium receipt of at least 500 crores in FY 2022-23.
- **e)** The Bidder should have a Settlement Ratio of Health Insurance claims of at least 90%. Self-Declaration to be Attached as per Annexure
- f) Bidder should submit declaration confirming that policy quoted is in accordance with their filed product with IRDA as per regulations as per the attached Annexure
- g) The Bidder should have an office in Mumbai for co-ordination.
- h) The Bidder must ensure the latest technological platform is available for member service, MIS reporting, benchmarking and wellness activities'
- The Bidder must ensure complete data security and data can be shared only to the client.
 - The proposal of the company which does not meet any of the above criteria will not be further evaluated. The supporting documents for Pre-qualification criteria are listed as per Annexure below



Vendor Technical Evaluation Criteria:

Particulars of the Company (Details required under Eligibility Criteria)

Sr. No	Particulars	Responses	Documents to be Submitted
1.	Name of the Company		Copy of the Incorporation Certificate
2.	Registered Office Address Corporate		Certificate of Registration under Shops and
	Office in Mumbai		Establishments Act
3.	No. of Years in Operation in India		Copy of license issued by IRDAI and valid as on
			date with the certification that it has not been
			cancelled / suspended any time in the last 5 years
3.	Proposal Compliance Letter		A letter signed by an authorized officer of the
			Insurer certifying proposal's complete
			compliance with RFP specifications except as
			specifically noted in the appropriate sections
4.	Executive Summary / Introduction		
5.	Net Premium in crores as per financial		Copy of the Audited Balance Sheet
	year 2022 – 2023		
6.	Settlement Ratio for Health Insurance		Self-Declaration by the Authorized Signatory for
	Claims		the tender.
7	Declaration confirming that the policy		Self-Declaration by the Authorized Signatory for
	quoted is in accordance with the filed		the tender.
	product with IRDA		
8	Details of the Technological platform		Detailed description required
9	Data Security		Detailed description required
10.	Major Clients were you are serving GMC		Detailed list required
	& GPA including Life Insurance Clients		
11.	Claim Settlement Process		Centralized or decentralized
12.	Implant Facility		Implant required
13.	Core Area of Operations		Detailed description required
14.	Capabilities for MIS reports and		Detailed description required
	frequency of reports		
15.	Conducting Wellness activities		Detailed description required
16.	Mobile Application		Detailed description required



Scope of work:

Salient Features of Proposed Group Mediclaim & Group Personal Accident Policy for Star Union Dai-ichi Life Insurance Co. Ltd.

1. NAME OF THE SCHEME:

The name of the proposed scheme is Group Star Union Dai-ichi Life Insurance Health Scheme for the Employees.

2. BENEFICIARIES:

The beneficiaries under this policy are employees working permanently for Star Union Dai-ichi Life Insurance Co. Ltd. and their dependents.

3. FAMILY DEFINITION:

Family shall include the eligible member and the members of his or her family as defined below: For Employees appointed for regular pay scale for permanent unit for Star Union Dai-ichi Life Insurance Co. Ltd.

- Legal spouse of the eligible person.
- Dependent unmarried Son or Daughter;
- Handicapped Child and Differently abled child irrespective of the age;
- Parents/ Parent in laws fully dependent on them upto 2
- LGBTQ cover for same gender partner, includes any legally wedded "Partner/Spouse"
- Option to cover Parent/ in law above 80 years by paying additional premium
- Option to cover up to 2 Siblings (voluntary pay structure 100% borne by employee)
 - o 25 years of age cap
 - Up to INR 200,000 (within the Floater sum insured under the Base Health cover plan)
 - Differently abled sibling no age limit
- **4. COVERAGE FOR THIRD CHILD:** Third child can be cover at the expenses of employee contributing towards premium.
- **5. AGE LIMIT:** Age restriction for dependent children at 25 years. No restriction on age for parents or other members in the group.
- **6. GEOGRAPHICAL LIMIT:** Treatment taken in India only.

7. NEW JOINEES:

Any New Employee joining the Company shall be covered along with dependents under the policy from the date of joining by payment of Additional Premium on Pro-rata basis from the date of Joining till expiry of the policy.

Addition of Dependents shall be permitted only in the following cases provided the intimation for the same is received by the Company within one month of such incidence:

i. Newly married spouse



- ii. New Born Child
- iii. Dependents of New Joiners

8. CONTINUITY OF BENEFITS:

Continuity of benefit cover to be given to retired employees with same coverage.

9. CONTINUITY OF COVERAGE TO THE FAMILY MEMBERS:

Continuity of coverage to the family members in case of bereavement of employee's coverage to be continued for family members till the end of policy terms.

- **10. ELIGIBILITY OF HOSPITALS FOR EMPANELMENT:** A hospital means any institution established for in- patient care and day care treatment of sickness and / or injuries and which has been registered as a hospital with the local authorities, wherever applicable, and is under the supervision of a registered and qualified medical practitioner and must comply with all minimum criteria as under:
 - Has at least 20 inpatient beds/ Specialty Hospitals (Exclusive) may have lesser number of beds
 - Has qualified nursing staff under its employment round the clock;
 - Has qualified medical practitioner (s) in charge round the clock;
 - Has a fully equipped operation theatre of its own where surgical procedures are carried out
 - Maintains daily records of patients and will make these accessible to the Insurance Company's authorized personnel.

11. PAYMENT OF PREMIUM:

The premium shall be paid in advance before inception of the policy as per the premium quoted by the shortlisted Insurer in the Financial Bid.

A sufficient Cash Deposit account shall be maintained with the Insurance Company to take care of the additions during the year. Any Addition and deletion of employees during the year shall be adjusted with the CD balance. Addition and Deletions shall be considered from the date of joining or the date of separation and will be declared by the Company once in a month.

12. INSURANCE COVERAGES:

- 12.1.1 In-patient Benefits The Insurer shall pay all expenses incurred in course of inpatient medical treatment availed of by the beneficiaries in Hospitals/ Nursing Homes (24 hours admission clause) within the country, arising out of either illness/disease/injury and or sickness. The expenses incurred for Inpatient Treatment for which beneficiaries are admitted from the time of admission to discharge shall mean and include (but not limited to)
 - a) Room / Boarding / Accommodation Charges including Patients diet and Nursing Charges,
 - **b**) ICU/ICCU charges, including Monitoring Charges.
 - **c**) Professional charges likes Doctors / Consultant visit charges Surgeon Charges, Injection charges, dressing charges, Anaesthetist charges, Procedural Charges
 - d) Nursing Charges, Service Charges, IV Administration Charges, Nebulization Charges, RMO charges, Anaesthetic, Blood, Oxygen, Operation Theatre Charges, surgical appliances, OT consumables, Medicines & Drugs, Dialysis, Chemotherapy, Radiotherapy, Cost of Artificial Limbs, cost of prosthetic devices implanted during surgical procedure like pacemaker, Defibrillator Ventilator, orthopaedic implants, Cochlear Implant, any other implant, Intra-Ocular Lenses, , infra cardiac valve replacements, vascular stents, any other valve replacement, laboratory/diagnostic tests, X-ray CT Scan, MRI. Cost of Hospitalization expenses (excluding cost of organ) incurred on donor in respect of organ transplant. NOTE: In case of organ transplant, expenses incurred for Donor



are also payable under the Scheme.

- e) Cost of Hospitalization expenses (excluding cost of organ) incurred on donor in respect of organ transplant
- f) Hospitalization of COVID treatment should be part of engagement.
 NOTE: In case of organ transplant, expenses incurred for Donor are also payable under the Scheme.

12.2 Room and ICU Rent:

- For Sum Insured Rs. 2, 00,000/- 2% of Sum Insured for Normal room & No capping for ICU.
- For rest of grades 1.5% of Sum Insured for Normal & No capping for ICU.
- Vice President & above No capping in Room rent and ICU / ICCU eligibility.
- **12.3** Surgeon, team of surgeons, Assistant surgeon, Anaesthetist, Medical Practitioner, Consultants, Specialists Fees: Expenses such as Surgeon Fees, Assistant Surgeon Charges, Anaesthetist Charges, Medical Practitioner, Consultants, Specialists Fees shall be payable. No restriction applicable. If separate bills for RMO & Asst. Surgeon charges, same needs to be paid.
- **12.4 Other Expenses**: Nursing Charges, Service Charges, IV Administration Charges, Nebulization Charges, RMO charges, Anaesthetic, Blood, Oxygen, Operation Theatre Charges, surgical appliances, OT consumables, Medicines & Drugs, Dialysis, Chemotherapy, Radiotherapy, Cost of Artificial Limbs, cost of prosthetic devices implanted during surgical procedure like pacemaker, Defibrillator Ventilator, orthopaedic implants, Cochlear Implant, any other implant, Intra-Ocular Lenses, , infra cardiac valve replacements, vascular stents, any other valve replacement, laboratory/diagnostic tests, X-ray CT Scan, MRI are covered.
- **Sum Insured**: The Employees shall be covered for a sum insured on graded approach. Currently at Rs. 2,00,000/-, Rs. 4, 00,000/- Rs. 5,00,000/-, Rs. 7,00,000/-, Rs. 10,00,000/- on a family floater basis.
- **12.6 Buffer Limit:** An overall Buffer of Rs. 20, 00,000/- limited to the sum insured to be utilized in case the person exceeds the limit of Sum Insured. No capping for accidental related claims.
- **12.7 Hospitalization Cover**: The Policy shall cover all expenses incurred during Hospitalization subject to exclusions in the policy.
- **12.8** Cashless Treatment: The TPA shall give Cashless services at the Empaneled Hospitals.
- **12.9 Reimbursement of Claims:** Any insured visiting a non-government Private hospital other than those Empaneled by the TPA are entitled to a reimbursement of the expenses incurred by them, to the extent of the Sum Insured.
- **12.10** Expenses like surgeon fees, hospitalization, room, board, nursing charges, ICU, Blood, Oxygen etc. no restrictions Applicable
- **12.11** Internal congenital expenses covered from day one

External Congenital (in case of Life-Threatening Conditions) Covered up to Rs. 50000/-per family,

- 12.12 Cardiac ambulance for Rs. 7500/-
- 12.13 Lasik Treatment +/-7



- 12.14 Day Care procedures, and domiciliary expenses covered. List of 141 day-care procedures to be covered
- **12.15** If separate bills for RMO & Assistant Surgeon charges, same needs to be paid Intimation of hospitalization within 15 days from the date of hospitalization
- **12.16** Claim Submission time line 45 days from the date of discharge
- **12.17** No deduction in case of death of an employee during hospitalization
- **12.18 Day Care Cover:** Hospitalization for less than 24 Hours is admissible under the policy in case of specific treatments. This condition will also not apply in case of stay in hospital of less than a day provided
 - i. The treatment is undertaken under General or Local Anesthesia in a hospital / day care Centre in less than a day because of technological advancement, and
 - ii. Which would have otherwise required hospitalization of more than a day.
- **12.19 Pre-Post Hospitalization Charges**: Pre-hospitalization and Post hospitalization charges are to be covered up to 30 60 days and 60 days respectively.
- **12.20** Limits for Diseases: No Capping on any ailments / diseases
- **12.21 Alternative Treatment:** Treatment taken from Ayurvedic, Homeopathy and Unani systems of medicines are to be covered on or institutions practicing alternative medicine therapy also qualify as "Hospitals" admissible only when the treatment is taken as in-patient, in government hospital / Medical college hospital/ hospital recognized by government is covered.
- **12.22 Ambulance Charges:** Per trip to hospital and /or transfer to another hospital or transfer from hospital to home if medically advised. (Currently capped at Rs.1000/-). Ambulance charges actually incurred on transfer from one center to another center due to Non availability of medical services/ medical complication shall be payable in full.

 Cardiac ambulance for Rs. 7500/-
- **12.23** Pre-existing Diseases: All Pre-existing conditions are covered from Day 1.
- **12.24 Waiting Periods:** 30 day waiting period and disease-wise (1st /2nd /3rd /4th) waiting periods are waived under the policy.
- **12.25 Maternity:** Hospitalization expenses incurred for delivery is admissible under the policy at the cost of Rs. 50,000/- for Normal Delivery and Rs. 70,000/- for C-Section. Maternity cover applicable to female employees & spouse of male employees along with Infertility Cover. The following shall also be covered under maternity.
 - A. Medical treatment expenses traceable to childbirth (including complicated deliveries and caesarean sections incurred during hospitalization).
 - B. Expenses towards medical termination of pregnancy during the policy period.
 - C. Complications on Maternity.
 - D. Expenses towards fertility treatments.
- **12.27 9 Months Waiting Period:** 9 months waiting period for maternity is currently waived off.



- 12.28 Baby Day one Cover: New born baby is covered from day one within family floater Sum Insured.
- **12.29** Congenital Anomalies: Expenses for treatment of Congenital Internal/ External diseases is covered from day one. External Congenital expenses shall be covered if not for cosmetic purpose subject to approval from HR.
- **12.30 Psychiatric Diseases:** All Psychiatric and Psychosomatic diseases covered on hospitalization up to Rs. 40,000/
- **12.31 Terrorism:** Hospitalization due to Terrorism covered under the policy.
- **12.32 Taxes and Other charges:** Admission and Registration charges covered up to Rs. 500/-. Any kind of Service charges, Surcharges etc. levied by the hospital shall be covered under the policy. Doctor's home visit charges, Attendant / Nursing charges during pre and post hospitalization period shall be covered under the policy.
- 12.33 Advanced Medical Treatments / Other Medical Treatments:
 - Uterine Artery Embolization and HIFU (High intensity focused ultrasound) to be covered up to full sum inured for all dependents
 - Balloon Sinuplasty to be covered up to full sum inured for all dependents
 - Deep Brain stimulation to be covered up to full sum inured for all dependents
 - Immunotherapy- Monoclonal Antibody to be given as injection to be covered up to full sum inured for all dependents to be covered up to full sum inured for all dependents
 - Stereotactic radio surgeries to be covered up to full sum inured for all dependents
 - Bronchial Thermoplasty to be covered up to full sum inured for all dependents
 - Vaporisation of the prostrate (Green laser treatment or holmium laser treatment) to be covered up to full sum inured for all dependents
 - IONM (Intra Operative Neuro Monitoring) to be covered up to full sum inured for all dependents
 - Registration charges up to Rs.250/- per hospitalization are reimbursable

Exclusions in the Policy: Any expenses whatsoever incurred by any Insured Person in connection with or in respect of the below mentioned clauses shall not be payable

- 12.34 Injury or disease directly or indirectly caused by or arising from or attributable to War, Invasion, Act of Foreign Enemy, War like operations (whether war be declared or not) or by nuclear weapons / materials.
 - **12.34.1** Circumcision (unless necessary for treatment of a disease not excluded hereunder or as may be necessitated due to any accident), vaccination, inoculation or change of life or cosmetic or of aesthetic treatment of any description, plastic surgery other than as may be necessitated due to an accident or as a part of any illness.
 - **12.34.2** Surgery for correction of eye sight, cost of spectacles, contact lenses, hearing aids.



- **12.34.3** Any dental treatment or surgery which is corrective, cosmetic or of aesthetic procedure, filling of cavity, root canal including wear and tear etc. unless arising from disease or injury and which requires hospitalisation for treatment.
- **12.34.4** Convalescence, general debility, "run down" condition or rest cure, congenital external diseases or defects or anomalies, sterility, any fertility, sub-fertility or assisted conception procedure, venereal diseases, intentional self-injury/suicide, all psychiatric and psychosomatic disorders and diseases / accident due to and or use, misuse or abuse of drugs / alcohol or use of intoxicating substances or such abuse or addiction etc.
- 12.34.5 All expenses arising out of any condition directly or indirectly caused by, or associated with Human T-cell Lymphotropic Virus Type III (HTLD III) or Lymphodinopathy Associated Virus (LAV) or the Mutants Derivative or Variations Deficiency Syndrome or any Syndrome or condition of similar kind commonly referred to as AIDS, HIV and its complications including sexually transmitted diseases.
- **12.34.6** Expenses incurred at Hospital or Nursing Home primarily for evaluation / diagnostic purposes which is not followed by active treatment for the ailment during the hospitalised period.
- **12.34.7** Expenses on vitamins and tonics etc. unless forming part of treatment for injury or disease as certified by the attending physician.
- **12.34.8** Naturopathy treatment, unproven procedure or treatment, experimental or alternative medicine and related treatment including acupressure, acupuncture, magnetic and such other therapies etc.
- **12.34.9** Expenses incurred for investigation or treatment irrelevant to the diseases diagnosed during hospitalisation or primary reasons for admission. Private nursing charges, Referral fee to family doctors, out-station consultants / Surgeons fees etc.
- **12.34.10** Genetical disorders and stem cell implantation / surgery.
- 12.34.11 External and or durable Medical / Non-medical equipment of any kind used for diagnosis and or treatment Including CPAP, CAPD, Infusion pump etc., Ambulatory devices i.e. walker, Crutches, Belts, Collars, Caps, splints, slings, braces, Stockings etc of any kind, Diabetic foot wear, Glucometer / Thermometer and similar related items etc. and also any medical equipment which is subsequently used at home etc. Exhaustive list available on the website.
- **12.34.12** All non-medical expenses including Personal comfort and convenience items or services such as telephone, television, Aaya / barber or beauty services, diet charges, baby food, cosmetics, napkins, toiletry items etc., guest services and similar incidental expenses or services etc.
- **12.34.13** Change of treatment from one pathy to other pathy unless being agreed / allowed and recommended by the consultant under whom the treatment is taken.
- **12.34.14** Treatment of obesity or condition arising therefrom (including morbid obesity) and any other weight control programme, services or supplies etc.
- **12.34.15** Any treatment required arising from Insured's participation in any hazardous activity including but not limited to scuba diving, motor racing, parachuting, hang gliding, rock or mountain climbing etc. unless specifically agreed by the Insurance Company.



- **12.34.16** Any treatment received in convalescent home, convalescent hospital, health hydro, nature care clinic or similar establishments.
- **12.34.17** Any stay in the hospital for any domestic reason or where no active regular treatment is given by the specialist.
- **12.34.18** Out-patient Diagnostic, Medical or Surgical procedures or treatments, non-prescribed drugs and medical supplies, Hormone replacement therapy, Sex change or treatment which results from or is in any way related to sex change. Massages, Steam bathing, Shirodhara and alike treatment under Ayurvedic treatment.
- **12.34.19** Treatment which is continued before hospitalization and continued even after discharge for an ailment / disease / injury different from the one for which hospitalization was necessary.

13 OTHER CONDITIONS IN THE POLICY

- **13.1.1 Notice of Claim:** Immediate notice of claim with particulars relating to Policy Number, ID Card No., Name of insured person in respect of whom claim is made, Nature of disease / illness / injury and Name and Address of the attending medical practitioner / Hospital/Nursing Home etc. should be given to the Company / TPA while taking treatment in the Hospital / Nursing Home by Fax, Email. Such notice should be given within 48 hours of admission or before discharge from Hospital / Nursing Home.
- 13.1.2 Submission of Claim Documents: Final claim along with hospital receipted original Bills/Cash memos/reports, claim form and list of documents as listed below should be submitted to the Company / TPA within 45 days of discharge from the Hospital / Nursing Home. In case of post hospitalisation treatment (limited to 60 days) all supporting claim papers / documents as listed above should also be submitted within 7 days after completion of such treatment (up to 60 days or actual period whichever is earlier) to the Company / TPA. In addition, insured should also provide the Company / TPA such additional information and assistance as the Company / TPA may require in dealing with the claim. The delay submission claims shall be processed with 15% co-pay as a penalty on case to case basis. HR to decide the same.

14 PERIOD OF INSURANCE AND PERIOD OF CONTRACT:

SUD intends to launch the scheme from 5th April 2024. In case of any delay the scheme shall be launched from a date agreed by the Star Union Dai-ichi Life Insurance Co. Ltd. and the Insurer. The period of Insurance Contract will be for one year from the effective date.

15 ELIGIBLE HEALTH SERVICES PROVIDERS / TPA:

- TPA should have a valid license from IRDAI as on date of application
- Should have been in service for at least 5 years
- License should not have been suspended anytime/renewed with a break.
- Should have their office in SUD Mumbai and a representative in Navi Mumbai region

16 AGREEMENTS:

a. A MOU will be signed between Insured, Insurer & TPA clearly mentioning the role and responsibility of each of the parties who are part of this contract with clearly defined timelines.



- **b.** A separate Service Level Agreements (SLAs)/MOUs shall be signed by the Insurance Company with the TPA for implementation of scheme with proper mechanism for ensuring compliance established including penalty clauses.
- c. Insurer agrees that any liability arising due to any default or negligence by the Insurer or the TPA in providing or performance of Insurance Services shall be borne exclusively by Insurer who shall alone be responsible for defect and / or deficiencies in rendering such services.

17 TERM & TERMINATION OF AGREEMENT BETWEEN INSURER & DEPARTMENT

The Agreement shall take effect on date of signature hereof by both Parties, and shall remain in force till expiry period and the runoff period subject to a right to the Department to terminate the Agreement, on basis of review of performance of the INSURER before the same period. Department will review performance of the INSURER based on factors including but not limited to:

- a) Compliance with guidelines specified in respect of enrolment & transaction.
- b) The facilities setup and arrangements made by Insurer toward servicing beneficiaries such as quality assurance, handling of grievances, availability of benefits and hassle free transactions etc. agreed to between stakeholders.
- c) Empanelment of Hospitals/ Nursing Homes/Day Care Clinics.
- **d)** Denial of services by Empanelled Hospitals/Nursing Homes.
- **e)** The quality of service provided.
- f) The beneficiaries' satisfaction reports received.
- g) Grievance Redressal.
- h) Any withholding of information as sought by Department at bidding and implementation stage of Scheme

18 TERMINATION OF AGREEMENT

Agreement may be terminated:

- i. By the Department before the period mentioned above.
- **ii.** By both parties by mutual consent provided it gives the other party at least 60 days prior written notice. In case of termination as given above:
- a. The Insurer will pay back to the Department within one week the unutilized amount of premium left plus service tax after settlement of claims for which the pre-authorization is given till date of termination.
- **b.** If the insurer fails to do as per clause above, the insurer will pay the Department, the total package amount for all the cases for which preauthorization has been given, but claim not settled.
- c. In addition to above the Insurer shall pay interest at the rate of 12% per annum on the amount refundable as determined by clauses (a) and (b) above for the period extending from the date of premium paid till the date of receipt of refund.
 - The Department reserves the right to re-allot the policy to any other insurer as it deems fit for the rest of the period in the event of termination and the Insurer shall not have any claims to it.

19 STANDARDIZATION OF FORMATS:

Insurance Company shall use standardized formats for cashless transactions, discharge summary, billing pattern and other reports in consultation with Department.

20 GRIEVANCE REDRESSAL MECHANIS

Grievance redressal mechanism to redress the grievance of beneficiaries/ health providers:



Insurer is required to provide in detail about the mechanism of grievance redressal in respect of grievances of beneficiary's/health providers.

GMC GRADED SUM INSURED STRUCTURE

Grade	Sum Insured	Additional Top Up
MD & CEO	10,00,000	20,00,000/ 25,00,000
P02 To M02	7,00,000	7,00,000/ 14,00,000/ 18,00,000
M05 To M03	5,00,000	2,00,000/ 5,00,000/ 8,00,000/ 12,00,000
M08 To M06	4,00,000	2,00,000/ 4,00,000/ 7,00,000/ 10,00,000
M12 To M09	2,00,000	2,00,000/ 4,00,000/ 5,00,000

GMC MEMBER DEMOGRAPHIC

Member /Relationship	Age Bucket							
member / neidtionsinp	0-18	19 To 35	36 To 50	51 To 65	66 To 80	80 & above	Total	
Employee		4,410	2,142	82			6,634	
Spouse	5	2,383	1,327	65			3,780	
Son	2,164	99		2			2,265	
Daughter	2,007	102					2,109	
Mother			348	1,078	452	17	1,895	
Father			74	724	569	30	1,397	
Mother-In-Law			20	90	65	3	178	
Father-In-Law			3	35	68	5	111	
Brother		2	1				3	
Sister		4	2				6	
Grand Total	4,176	7,000	3,917	2,076	1,154	55	18,378	

Mambar Tuna	Member / Relationship										
Member Type	Employee	Spouse	Son	Daughter	Mother	Father	Mother-In-Law	Father-In-Law	Brother	Sister	
MD&CEO	1	1	1	1		1	1				6
P02 - M02	14	10	5	7	3	3	5	3			50
M03 To M05	201	175	114	121	118	73	31	18	1		852
M06 To M08	1,389	1,013	712	662	524	389	49	36		1	4,775
M09 To M012	5,030	2,581	1,433	1,318	1,250	931	92	54	2	5	12,695
Grand Total	6,635	3,780	2,265	2,109	1,895	1,397	178	111	3	6	18,378

Note: Total lives are as on 10th November 2025



GROUP PERSONAL ACCIDENT POLICY

Benefit Structure						
Accidental Death	Covered					
Accidental Death. In case of death due to accident while flying on official duty, special Insurance Cover of Rs.5 Lacs will be provided in addition to cover mention above	Covered					
Loss of Limbs	Covered					
Loss of Eyes	Covered					
Permanent Total Disablement	Covered					
Permanent Partial Disablement	Covered					
Accidental Burns	Covered					
Temporary Total Disablement (1% of the Sum Insured or maximum up to 25,000/- per week)	Covered					
Terrorism	Covered					
Disappearance	Covered					
Death, Injury or disablement of the insured person due to self- exposure in an attempt to save human life	Covered					
Child Education Grant	For first two living children INR 1,00,000/- to be covered					
Any One Accident Limit (AOA)	Not Applicable					
Aggregate Limit	Not Applicable					
Policy Exclusions	To be submitted					
Coverage for New Joiners in the Policy to be effective from	Date of Joining					

GPA EMPLOYEE DEMOGRAPHIC

Group Personal Accident Policy – Em	Group Personal Accident Policy – Employee Details							
GRADE	SUM INSURED	Total Employee Covered						
MD & CEO	1,00,00,000	1						
P02 - M02	50,00,000	14						
M03 To M05	40,00,000	201						
M06 To M08	30,00,000	1,389						
M09 To M012	20,00,000	5,030						
Total		6,635						

Note: Total lives are as on 10th November 2025

Note: Quotes to be provided for both Existing and Proposed Sum Insured



EMPLOYEE CLAIM DEMOGRAPHIC

Momber Type				Claim Co	ount					Total
Member Type	Employee	Spouse	Son	Daughter	Mother	Father	Mother-In-Law	Father-In-Law	Brother	TOLAI
MD & CEO										
P02 - M02	1	1				4				6
M03 To M05	33	11	3	3	21	16	4	2	5	98
M06 To M08	76	70	26	19	88	77	8	6		370
M09 To M012	258	283	70	73	164	153	16	12		1,029
Grand Total	368	365	99	95	273	250	28	20	5	1,503

PROPOSED TERMS

5.a) VOLUNTARY CRITICAL ILLNESS PLAN – Minimum 25 illness to be covered

	Sum Insured Options						
Employee	INR 500,000	INR 700,000	INR 1,000,000	INR 15,00,000			

- ✓ This cover is applicable only for Employee & Spouse
- ✓ 30 days survival period after first time detection of ailment
- √ 90 days waiting period
- ✓ Pre-existing conditions not covered

6. Proposed Terms for 2026 - 2027 - GMC

Group Mediclaim

Group Mcdiciann	
1 - Sum Insured	Under Base policy - 2 lakhs band SI to be enhanced to
	1) 2.5 lakhs
	2) 3 lakhs
	Under Voluntary policy – 2 Lakhs band SI to be
	enhanced by 1 Lacs Top-up for family enrollment only
2 – Corporate Buffer	To Be Enhanced to INR 30 lakhs
3 – Ambulance	Normal Ambulance to be covered up to INR 2,500
4 - Infertility treatment (IVF, IUI, ICSI etc.)	To Be Covered up to maternity limits
6 – Room Category	2L- 3% of SI
	Rest – 2% of SI
7- Co-payment	Opt 1 – 10 % co-pay on all parental claims



	Ello il lodi di loo
	Opt 2 – 15% co-pay on all parental claims
8- Ailment Capping	Cataract – INR 40,000 per eye
	Hernia – INR 40,000
	Knee/Hip Replacement Surgery – INR 1.5 lacs/2.5 lacs
9- Mental illness & psychiatric treatment	To be covered up to full sum insured on IPD basis
10- External congenital diseases	To be covered up to full sum insured in case of life-
	threatening conditions
11 - Targeted chemotherapy	To Be covered up to full sum insured
12 - Neo-adjuvant	To Be covered up to full sum insured
13 - Lasik surgery	To Be covered for = +/- 5.5D
14 - Maternity Related complications	To be covered up to Maternity limit
15 - Pre-Post Natal cover and Well Baby expenses	Pre-Post Natal cover and Well Baby expenses for new
	born (checkup). Metro: INR 10,000 within maternity
	Limit Non-Metro: INR 5,000 within maternity Limit
16. ARMD	Expenses related to ARMD treatment for intravitreal
	injections such as Lucentis, Avastin and Accentrix etc.
	and anti-VEGF medication
17. Ambulatory and prosthetic devices	To be covered up to full sum insured

GPA Proposed Terms – 2026-2027

1) Repatriation of Mortal Remains	To be covered up to INR 2,500
2) House/Vehicle Modification	To be covered 50,000 each
3) Snake bite/Animal bite/Insect Bike	To be covered
4) Loss of employment	INR 100,000
5) Death resulting from pregnancy or childbirth	To be covered



ANNEXURE – B

PROCESS COMPLIANCE STATEMENT

The following terms and conditions are deemed as accepted by you on participation.

- 1. You cannot change price or quantity or delivery terms (or any other terms that impact the price).
- 2. You cannot divulge either your Quotes or those of other suppliers to any other external party.
- 3. You agree to non-disclosure of trade information regarding the purchase, identity of buyer, process, documentation and other details.
- 4. In the event of your quote being selected by SUD Life and you subsequent default on your quote, you will be required to pay SUD Life an amount equal to the difference in your quote and the next selected by the buyer quote on one year's quantum of purchase (indemnity clause).
- 5. SUD Life's decision will be final and binding on you and will not necessarily be based on price. Though price is a very important factor of the decision-making.
- 6. Splitting of the award decision over a number of suppliers or over time (as in the case of staggered deliveries) will be at SUD Life's discretion.
- 7. You agree to furnish the techno-commercial compliance statement as per the enclosed format along with this statement.

I agree to have read, to understand and agree to abide by this statement. I agree to the fact that the
information provided by my organization constitutes a legal, binding quotation. My quote is considered firn and reflects Star Union Dai-ichi Life Insurance's requirements stipulated in request for quotation (RFP).
Dated this day of

(In the capacity of)

Duly authorized to sign Proposal for and on behalf of

(signature)



ANNEXURE- C TECHNO-COMMERCIAL COMPLIANCE STATEMENT

Clause No	Technical specifications/ commercial terms	Compliance (Yes/No)	Please indicate reasons in case of No and counter offer
1	Scope of Services	No	Relevant to Insurers
2	Operating Days & Hours		NA in the RFP
3	Selection Process	Yes	
4	Award Decision	No	What is the business view on this clause? We do not accept such liability because of the following reasons: 1) premiums are quoted by insurers 2) the premiums submitted by the broker is based on the information/underwriting data given by the client. 3) as brokers we cannot guarantee premiums and is based on the subjectivities and underwriting norms of the insurer.
5	Service & Penalty	Yes	
6	Payment	Yes	
7	Order Cancellation	Yes	
8	Force Majeure	Yes	
9	Inspection and Audit	Yes	Provided that (i) such audit shall be upon reasonable advance notice to the Company and during the Company's normal business hours; (ii) the Company shall not be required to incur any costs or expenses in respect of such audit; (iii) the conduct of the audit shall not materially affect or inconvenience the operations or business of the Company, (iv) such audit shall be limited to books, records and



		_	
			personnel of the Company
			directly relating to the
			Services performed under
			this Agreement; and (v) be
			subject to obligations of
			confidentiality as is
			reasonable.
		No	Information/data provided by SUD will be
			insurers/reinsurers for
10	Use of Contract Documents and Information		procuring quotes hence
			information would need to
			the shared with such
			parties.
			information that is saved on
			shared drives can be
			returned. However as per
			Marsh's document
			retention policy
11	Confidentiality		data/information received
	,		on emails get auto backed
			up on servers and remains
			in an encrypted format and
			hence cannot be returned
			or destroyed.
			The Company has
			dedicated business
			resiliency and disaster
			recovery teams that
			I -
			coordinate the Company's
			capability to recover
			systems and provide
			support using internal
			and/or external resources.
			Solutions are
4.2	0		designed to meet
12	Continuity of business		requirements defined by
			impact analyses for system,
			facility, colleague, and/or
			critical third
			party disruptions outages.
			Where appropriate, human
			or computer workload is
			distributed among multiple
			locations to reduce or
			eliminate downtime due to
			local outages.



13	Disposition of responses	Yes	
14	Termination	Yes	

I understand and agree to the fact that above information constitutes a legal, binding quotation. My quote is considered firm and reflects Star Union Dai-ichi Life Insurance's requirements stipulated in request for quotation (RFP).

Dated this day of	
(Signature)	(In the capacity of)
Duly authorized to sign Proposal for and on behalf of	



ANNEXURE -D Cost Information

Sr. No	Description	Premium	GST	Total
1	Premium for GMC			
2	Premium for GPA			
3	Premium for OPD			
4	Premium for CI			
	Total			

Premium for Top up Policy

Grade	Sum Insured	Additional Top Up	Premium	GST	Total Premium
MD&CEO	1,000,000	20,00,000			
IVIDACEO	1,000,000	25,00,000			
M02 To M01		7,00,000			
(P02 and	700,000	14,00,000			
M02)		18,00,000			
		2,00,000			
NAOE T- NAO2	500,000	5,00,000			
M05 To M03	500,000	8,00,000			
		12,00,000			
		2,00,000			
N400 To N400	400,000	4,00,000			
M08 To M06		7,00,000			
		10,00,000			
		1,00,000 (New SA)			
		2,00,000		·	
M12 To M09	200,000	4,00,000			
		5,00,000			

Vendor should provide the details terms & condition along with the applicable taxes %.

- ➤ All prices quoted should be excluding applicable Taxes
- > The quantity provided herewith is to ease vendors to arrive at unit cost for each slab.
- ➤ The above numbers may vary (decrease/increase) basis business requirement.
- Purchase Orders will be placed on actual business demand basis.
- ➤ 2 year of lock-in period



PROPOSAL FORM (PRICE PROPOSAL)

Date:
To: Executive Vice President (Finance Controller), Star Union Dai-ichi Life Insurance Company Limited Unit no. 1101, 11th Floor, Building No. 1, Raheja Mindspace Juinagar, Plot No. GEN 2/1/E, TTC Industrial Area, MIDC Juinagar, Navi Mumbai 400706
Dear Sir, Re: Request for Proposal for GMC & GPA Policy having examined the Proposal Documents, the receipt of which is hereby duly acknowledged, we, the undersigned, offer to render services in conformity with the said Proposal documents for the sum of
We agree to abide by the Proposal and the rates quoted therein for the orders awarded by SUD life.
Until a formal contract is prepared and executed, this Proposal, together with your written acceptance thereo and your notification of award, shall constitute a binding Contract between us.
We undertake that, in competing for (and, if the award is made to us, in executing) the above contract, we will strictly observe the laws against fraud and corruption in force in India namely "Prevention of Corruption Act 1988".
We understand that you are not bound to accept the lowest or any Proposal you may receive.
Dated this day of
(Signature) (In the capacity of) Duly authorized to sign Proposal for and on behalf of
