

Tender no.: MM/AVN/INS/2024-25/2

Start on : 16/05/2024

Close on – 31/05/2024

Dear Sirs,

Sub: Renewal of Dornier (DO-228) Aircraft Insurance Policies for 2024-25

Alliance Air Aviation Ltd's Aviation Insurance Renewal are due for renewal effective 11th June 2024 for 01 Dornier (DO-228) Aircraft with Hull value of Rs. 55 Crores. **We invite Technical Bid and Financial Bid in a separate sealed envelope from Indian Insurance Companies duly registered with IRDA.**

TECHNICAL REQUIREMENT

1. Companies are required to submit their bids individually on stand-alone basis.
2. Along with technical bids, the bidders are required to furnish a letter to Alliance Air Aviation Ltd given in draft format at **Annexure-B** assuring that **Mandatory confirmation/certificates/ documents** which are required for evaluation of Technical bids are submitted.
3. In addition to the above, bidding insurance company are also requested to furnish additional information as under:-
 - (a) Additional services/resources if any it intends to deploy for the servicing of these policies.
 - (b) Confirm that claims review meeting, will be held once a quarter in the office of Alliance Air Aviation Ltd, Two officials of primary insurers will be nominated who will be responsible and knowledgeable about the claims and will attend and actively participate in resolution of claims. The names and designations of officials nominated should be informed to Alliance Air Aviation Ltd.
4. The necessary financial data and other for AAALs / information for assessment of strength against each Technical criteria / particulars are required to be filled in the attached format. (Annexure C – Page 1 & 2) – To be submitted with Technical Bid

INSTRUCTIONS FOR TENDERING

1. Before tendering, the Tenderers are requested to carefully examine the Tender Documents, Terms & Conditions of Assignment, Specifications and if there should be or appear to be any ambiguity therein they should immediately refer the matter to Alliance Air Aviation Ltd, for clarification.
2. (i) The Tenderer shall complete the annexed form of Tender and information called for therein and shall sign with date each of the documents. The Tenderer shall initial each page of the Tender Document.
 - (ii) The Tender shall contain a name with designation, an address, Tel. No. and Fax No. for sending notices required to be served to the Tenderer in connection with the Tender.
 - (iii) Tenders should be submitted in a sealed envelope clearly indicating on top of the envelope **"Tender no. MM/AVN/INS/2024-25/2 for Renewal of Aviation Insurance Policies for Dornier (DO-228) Aircraft 2024-25"**
3. The Tender shall accompany the document proofs for qualifying requirements. Documents not

required as part of the Tender should not be provided.

4. Alliance Air Aviation Ltd has the right to refuse any tender without assigning any reason or select any Bidder that is in the final evaluation list. Alliance Air Aviation Ltd also has right to re-issue the Tender without assigning any reason to the tenderers. Alliance Air Aviation Ltd also reserves the right to extend the validity period of the Tender.
5. Alliance Air Aviation Ltd reserves the right to cancel the tender after issuance of the same without assigning any reason thereof.
6. Tenders received by fax will not be considered.
7. For any clarifications on Work specifications, the tenderer may contact Mr. Nitish Bhardwaj – Sr. Manager (Finance) Tel no. 011-25672795 Email ID: nitish.bhardwaj@allianceair.in with in seven days from the date of issuance of the tender.

TABLE OF CONTENTS

Sr.no.	Particulars	Annexure
1	Pre-qualification criteria	A
2	Format of response	B
3	Technical criteria	C (page 1 & 2)
4	Undertaking	D
5.	Authorization for Bid opening	E
6.	Financial Bid Format	F

SUBMISSION OF THE BID: (under Two Bid System)

Properly sealed and **separate envelope** should contain **1) Technical (Annexure A to E) & 2) Financial Bid (Annexure F Only)**

1. Technical Bid as per Annexure A, B, C (page 1 &2) D, E (2.) Financial Bid – As per Annexure F

Sealed/closed Technical Bid & Commercial Bid separately is to be submitted in a sealed/ closed Envelope. Both the Envelopes to be superscribed with 'Technical Bid/Financial Bid for Renewal of Aviation Insurance Policies for (Dornier Do-228) Aircraft 2024-25 for **Tender No. MM/AVN/INS/2024-25/2 due on 31st May 2024 up to 1500 hrs. IST.** Tender details such as Party's name, address and Tel. no. should be mentioned on the envelope and must contain response to all the Technical Bid requirements.

The conditions are specified in **Annexures B & C.** Compliance to these conditions is required. The bid shall be duly signed and stamped by an authorized signatory of your Company.

The sealed bid should be submitted / received by AAAL (In case the bid was sent through post) on or before **31st May 2024 up to 1500 hrs. IST** to the following address.

Material Management Department, Alliance Air. Alliance Bhawan, Terminal 1, IGI Airport, New Delhi - 110037
--

OPENING OF BID

1. The Technical bid will be opened on **31st May 2024 at 1600 hrs IST in MMD Deptt,** Alliance Air Aviation Ltd, Alliance Bhawan, Terminal 1, IGI Airport, New Delhi - 110037 and the same

would be taken up for technical evaluation of the responses received by Alliance Air Aviation Ltd.

2. The Bidding insurance companies, authorized officials as representatives, would be permitted to attend the opening of the tenders. Only two representatives from each bidding company will be permitted to attend. The representatives must carry a letter of authority from the authorized signatory of the bidder (Annexure E), or any other valid document, authorizing them to attend the tender opening, failing which they will not be permitted to participate in this process. The name(s) of the representative(s) may also preferably be directly sent to Alliance Air Aviation Ltd in advance of the date of opening of the tenders. Amendments, corrigendum, clarifications if any, and any extensions of the due date of opening of this tender will be intimated and hosted only on the web site of Alliance Air Aviation Ltd (www.allianceair.in).

EVALUATION CRITERIA

The Technical Bids would be evaluated for their 'Compliance to the Technical Requirement' of the Tender as indicated at Annexure B & C. Alliance Air Aviation Ltd reserves the right at its sole discretion to seek whatever information, documents etc. from the tenderer, as it may consider necessary for the purpose of evaluation of the bid.

TERMS & CONDITIONS

1. General terms

- 1.1 Tenders received after the closing date & time will not be considered.
- 1.2 The Bid should be neatly presented. Corrections, if any, should be duly authenticated with full signature of the person who has signed the Bid, failing which such Bid is liable to be rejected.
- 1.3 Amendments and clarifications, if any, to this tender, will be hosted on the website of Alliance Air Aviation Ltd, www.allianceair.in. The tenderers are, therefore, advised to visit the websites regularly till the date of closing of the tender. The last amendment, if any, will be hosted a minimum of seven days before the closing date of the tender.

2. Evaluation of Technical Bid

- 2.1 Technical bid would be evaluated based on the response to our pre-decided minimum qualification criteria **Annexure C.**(Page 2)
- 2.1.1 Vendors meeting Alliance Air Aviation Ltd's Technical evaluation criteria would be shortlisted and the Financial Bid of the technically qualified bidders only will be opened.

3. Price negotiation

As it is not the general norm for Alliance Air Aviation Ltd to carry out price negotiations following evaluation of the Commercial Bids, the tenderers are advised to submit their best quotes in response to tender. Alliance Air Aviation Ltd however, reserves the right to carry out negotiations in exceptional cases with the tenderer.

4. Validity of Prices

- 4.1 Quotations should be valid from the submission of price bid till the validity/ expiry of the policies.
- 4.2 The price offered should remain firm till completion of the contract. No request for increase in price for the services shall be entertained during this period.

5. Documentation

All relevant documents required are to be submitted by the successful tenderer at their own cost.

6. Validity of the contract

Selected party at discretion of Alliance Air Aviation Ltd will enter into a contract for one year, with an option to renew the policy for a further period of one year by mutually agreed terms and conditions.

7. Rejection of Bid

Notwithstanding anything mentioned to the contrary, the Bid is liable to be rejected forthwith, i.e., without being evaluated, on the following grounds:

- 7.1 If the Tender/bids has not been signed by the authorized signatory of the applicant/bidder.
- 7.2 If the Tender/bids has not been received in SEALED / CLOSED condition, duly deposited in the tender box at the address location specified herein under,
- 7.3 If the Tender/bids has been received by AAAL after the closing date/ time of the Tender.
- 7.4 If the bidder has not responded in the affirmative for all the Technical requirements specified at Annexure-B.
- 7.5 If conditional Bid is received.

8. Agreement

- 8.1 The agreement shall be valid for a period of One year from the start date of policy coverage period extendable for a further period of One Year at the discretion of Alliance Air Aviation Ltd. with the same terms and conditions.

9. Indemnity

Applicant/Bidder shall hold harmless and indemnify Alliance Air Aviation Ltd from and against damages, losses, and expenses arising out of any claim for infringement of patents, copy right, design etc. for use or supply of products/services by them pursuant to execution of the Agreement. Similarly, Applicant/Bidder shall at its own cost defend and indemnify Alliance Air Aviation Ltd against any third party claims, rights, including trade mark, trade secret, industrial disputes on designs etc. for the use of products by them in fulfillment of/ discharging the obligations under the Agreement.

10. Arbitration

Any dispute arising between the parties in respect of the construction, interpretation, application, meaning, scope, operation or effect of this document, or the validity or breach thereof, shall first be settled by mutual consultation. If the dispute remains unresolved after a period of 90 (ninety) days from the date when the mutual consultation has started, the matter shall be referred for settlement to the 'Arbitration and Conciliation Act, 1996' and the award made in pursuance thereof shall be binding on the parties.

11. Governing laws and Jurisdiction

This document shall be governed by the laws of India and any dispute whatsoever, arising under or pursuant to or in connection with this Tender and/or bidding process, shall be subject to the jurisdiction of the courts of Delhi, India only.

12. Intention to quote

The tenderers are requested to confirm their intention to quote / regret by email to Mr. Nitish Bhardwaj – Sr. Manager (Finance) Tel no. 011-25672795 Email ID: nitish.bhardwaj@allianceair.in.

In case of quotations forwarded by courier, the related dispatch details may be intimated by email to Mr. Nitish Bhardwaj – Sr. Manager (Finance) Tel no. 011-25672795 Email ID: nitish.bhardwaj@allianceair.in But under any circumstances the bid received after the closing date and time as specified in the tender will be rejected.

Thanking you,

Yours faithfully,
For Alliance Air
Aviation Ltd

Encl: as above

PRE-QUALIFICATION CRITERIA

1. Bids of the tenderers who fulfill the following pre-qualification requirements and submit documentary proof thereof along with the technical bid, will only be eligible for evaluation of the technical bids.

Following the opening of the Technical Bid and before technical evaluation, the parties will be expected / required to give a presentation to the Alliance Air Aviation Ltd officials.

2. The Technical Bids of Insurance companies obtaining **minimum 60 marks** as per **Annexure - C** will qualify for evaluation of the Financial Bid separately submitted along with Technical Bid. The bidders are required to mention the **self-assessment marking** in the Technical bid (Annexure – C Page 2) and submit the same along with supporting papers and the same will be verified by Alliance Air. The basis of evaluation of Technical Criteria in Annexure-C is mentioned on Page No. 2 of the same Annexure.

3. While ranking companies in presentations, due weightage will be given to defined criteria/ parameters in Annexure-C based mainly on the following:

- (a) Company's experience as leader in aviation insurance in terms of number of years, aviation portfolio and the like and its experience in handling aviation and non- aviation losses.
- (b) Company's experience as leader in dealing with the international aviation Markets in terms of number of years.
- (c) Company's clientele in aviation and other large non-aviation risks. Please provide details.
- (d) The expertise of current team in handling aviation insurance.
- (e) Company's understanding of the domestic and international aviation environment.
- (f) Alliance Air Aviation Ltd's experience with insurance company as regards to settlement of claims.

4. For the purpose of giving qualifying marks for Financial criteria will be based on Annual financial Returns for the year 2022-23 of participating insurance companies in Annexure- C the participating companies who are below the minimum level in the scale given for each of the parameters, will be allotted "zero" (0) marks for that particular financial strength criteria/ parameter of Technical evaluation.

5. Alliance Air Aviation Ltd reserves the right to place the insurance risks under the Aviation Insurance policies, VIZ

- (a) Hull All Risk, Spares & Combined Single Liability Policy
- (b) Hull War Risk Policy

with one or more insurance companies. The lowest bidder (L1) will be determined based on the Total Premium quoted by the bidders as per the Financial Bid format in annexure F. Also, Alliance Air reserves the right to renew the policy for a further period of 01 year (ONE year) on same agreed terms and conditions.

In case of TIE in the Financial Quote among the bidders, Fresh Financial quote will be asked for from the concerned bidders.

5. In case of any misrepresentation of information, the Technical Bid of such bidder may be cancelled/ rejected.

6. Please note that non-compliance with any of the mandatory requirements mentioned in point no. 2 of the tender will disqualify the bidder.
7. The bidders will be allowed to inspect the policies for which prior notice is requested from the bidder.
8. Alliance Air Aviation Ltd reserves the right to place the insurance risk under the Aviation insurance Policies in part or in full with one or more Insurance Companies. Also, Alliance Air Aviation Ltd reserves the right to renew the policy for further period of ONE year on same agreed terms and conditions.
9. Bidding insurance company is requested to note that the qualifying insurance companies after submission of their price bid will not be permitted to change the quoted price even if there is/are major events in the world.
10. Alliance Air Aviation Ltd reserves the right to accept or reject any bid without assigning any reason whatsoever.

FORMAT FOR RESPONSE ON RESPONDENTS LETTER HEAD

The bidder has to give below Mandatory confirmation/ certificates/ documents which are required by Alliance Air Aviation Ltd for evaluation of Technical bids.

Prospective Applicants/Bidders are required to note that all the ALLIANCE AIR AVIATION LTD. specified conditions, under this Annexure are met with and responded with "Yes" only, in order to qualify for the Technical Evaluation. Only those bidders who qualify in the Technical evaluation, the Financial bid of the qualified technical bidders will be opened for determination of L1:

Sr. no.	Condition	Compliance Yes/ No
1	Latest copy of Return showing among other things Solvency Ratio, Operating performance, filed with IRDA for your company.	Yes/No
2	Copies of printed Audited Annual Report for 2022-23	Yes/No
3	We are attaching at Annexure ...an undertaking signed by CMD/CEO/CFO of our company that no material adverse impact has been suffered by the insurance after the date of Audited Annual report submitted in 2 above or else the AAALs of the material adverse impact is being provided.	Yes/No
4	Copy attached at Annexure.....certificate signed by CMD / CEO / CFO of our insurance company stating that (a) the company has not violated any IRDA regulation and (b) business of the company has not been suspended during last 12 months.	Yes/No
5	We confirm that as a bidding insurance will be able to place 100% of the Insurance risk.	Yes/No
6	We as stand-alone bidder and by way of Certified Board Resolution / Corporate Guarantee signed by CMD / CEO of bidding insurance company on the company's letter head confirm that full claim settlement of Alliance Air Aviation Ltd (AAAL) will not be affected under any circumstances.	Yes/No
7	We as stand-alone bidder confirm that in case of major loss, company pay an interim relief of INR 20 Crores.	Yes/No
8	We as bidder confirm that all the undisputed claims and undisputed refunds due to Lay-up of aircraft, shortfall of passengers and departures, difference in Average Fleet value due additions/deletions of aircraft, difference Average Spares value under HSL, HWR, policies which have crystallized along with GST have been paid to Alliance Air Aviation Ltd within 60 days of expiry of supplying information regarding such refunds.	Yes/No

9	We as stand-alone bidder confirm that all the terms and conditions and coverage of the 2024-25 insurance policies under various heads would be adhered to by us and all the perils would be covered as mentioned in the 2024-25 policies. Also, the policies will provide cover as per the latest compensation limits prescribed under Carriage by Air (Amendment) Bill 2008 and 2014, Montreal Convention, as well as all other regulations which are in place at the inception of the policies and all amendments from time to time, introduced in law, as applicable to the Aviation Industry.	Yes/No
10	We as stand-alone bidder confirm that the price quoted by our company will be valid after the mandate is awarded and the risk is placed and till the validity/ expiry of the policies.	Yes/No

Note: Providing any false/unsubstantiated information for any of the above parameters would disqualify the tenderer from further consideration/evaluation of their Bid.

Signature: _____
Name: _____
Designation: _____
Company Name: _____
Email Id: _____
Tel No: _____
Fax No: _____

Technical Bids Format (To be filled by Bidder)

ANNEXURE-C

PAGE2

Technical Bids Format (To be filled by Bidder)					ANNEXURE-C
					PAGE2
					Self Assessment Column
SR NO	CRITERIA / PARTICULARS	UNIT	Figures	To be filled up by Bidder with Figures/Percentage. (Supporting papers to be attached)	
A.	Financial Strength:				
	(a) Net Worth	Rs. Cr.			
1					
	(b) Profit Before Tax as a % of Net Premium Received	Rs. Cr.			
	(c) Investments	Rs. Cr.			
	(d) Quick Assets (Cash & Bank balances)	Rs. Cr.			
	(e) Total Annual Gross Direct Premium	Rs. Cr.			
	(f) Net Premium	Rs. Cr.			
	(g) Market Share	%			
	(h) Net Retention Capacity for Aviation / Airlines Business	%			
	(i) Gross Aviation Premium	Rs. Cr.			
2	(a) Solvency Ratio	%			
	(b) Credit Rating	%			

UNDERTAKING CERTIFICATE
(ON COMPANY'S LETTER HEAD)

To

Deputy Manager
MMD
Alliance Bhawan, Terminal-1,
IGI Airport, New Delhi-110037

Sir,

It is certified that we have studied and understood the terms and conditions of the tender under ref datedfor Renewal of Aviation Insurance Policies for Dornier DO-228 for 2024-25 of Alliance Air Aviation Ltd and agree to abide by the same unconditionally.

AUTHORISED SIGNATORY

AUTHORIZATION LETTER FOR ATTENDING BID OPENING

To

Deputy Manager
MMD
Alliance Bhawan, Terminal-1,
IGI Airport, New Delhi-110037

Dear Sir,

Sub: Authorization for attending opening of TECHNICAL BID

On Tender Date: Closing Date:
Opening Date: Time:

The following person(s) is/are hereby authorized to attend Technical/ Commercial Bid opening of subject tender.

S.No.	Name	E-Mail	Contact No	Signature

Signature:

Authorized Signatory's Name:

Company Name:

NOTE:

- 1) Permission for entry to the Hall where bids are opened may be refused in case authorization as prescribed above is not received.
- 2) The authorized representatives, in their own, interest, must reach venue of bid opening well in time.
- 3) The authorized representatives must carry a valid photo identity.
- 4) Separate authorization letters would be required for Technical and Commercial Bid opening.

Permission for entry to the Hall where bids are opened may be refused in case authorization as prescribed above is not received.

The authorized representatives, in their own, interest, must reach venue of bid opening well in time.

The authorized representatives must carry a valid photo identity.

Dornier (Do-228) Aircraft Insurance: ALLIANCE AIR AVIATION LIMITED (AAL)				
POLICY PERIOD :12th June 2024 to 11th June 2025				
Financial Bid Format				
Premium Quotation 2024-25				
Category	2024-25 Estimated Exposures	Rate	2024-25 Total Premium	2024-25 Deposit Premium (HSL) please quote %)
Average Fleet Value	Rs. 55,00,00,000			
Spares	Rs 4,00,00,000			
Estimated no. of Passengers	20,000			
Estimated Departures	1650			
Total Hull,Spares and Liability				
Hull War Risk	Rs. 55,00,00,000			
Total HSL and HWR				
Following parameters to be considered while quoting the rates.				
Agreed Value (Hull Risk)				Rs. 55,00,00,000
<p>1. HULL (including Spares) WAR AND ALLIED RISKS covering loss or damage in accordance with LSW 555D for an agreed value as mentioned above. Cover will include confiscation and the other perils detailed in Section 1(e) of LSW 555D (including by the government of registration) is subject to an annual aggregate sub-limit of INR 55,00,00,000 which is deemed included within the overall annual aggregate policy limit of INR 55,00,00,000. Coverage under Section 1(a) of LSW 555D in respect of spares is restricted to air or sea transits in accordance with the applicable transit clause(s).</p> <p>2. The coverage in respect of spares is subject to a limit of INR 3,50,00,000 any one occurrence / location, INR 3,50,00,000 any one sending.</p> <p>3. AVIATION LEGAL LIABILITY covering the Insured's aircraft third party, passenger, baggage, cargo, mail and airline general third party legal liability for a combined single limit (bodily injury/property damage) of not less INR 1,00,00,00,000 each occurrence (including war and allied perils as excluded by AVN 48B (except sub-paragraph(s) (b) of AVN 48B) in accordance with AVN52E for a combined single limit (bodily injury/property damage) of INR 1,00,00,00,000 each occurrence), but in the annual aggregate in respect of products and war and allied perils legal liability.</p> <p>4. The quotes may please be provided considering the Hull Deductible of Rs. 10,00,000 in case of Hull Risk & Rs. 2,00,000 in case of spares risk which will be considered as a base for evaluation of the Financial Bids. If any bidder desires to offer standard deductibles lower than mentioned above, they can mention the same below their quote however the same will not be considered for deciding the L1.</p>				