

## INVITATION FOR BIDS

<b>Procurement Number:</b>	ASIA2021SRL06o
<b>Open Date:</b>	May 27, 2021
<b>Questions Deadline:</b>	June 2, 2021
<b>Closing Deadline:</b>	June 5, 2021
<b>Geographical Area Restrictions:</b>	937
<b>Point of Contact:</b>	Ruwani Morawaka, <a href="mailto:rmorawaka@iri.org">rmorawaka@iri.org</a>

### Background

The International Republic Institute is a non-partisan, international non-government organization working to advance democracy worldwide. IRI Sri Lanka requires health and workmen's compensation insurance for staff members in Sri Lanka who are Sri Lankan citizens.

### Scope of Work

The Contractor shall provide health insurance, both inpatient and outpatient, at a competitive rate for Sri Lankan staff and dependents. Our work is dependent on outside funding and our staffing levels are subject to change.

The bid should include:

- Surgical and hospitalization expenses (inpatient care) up to a maximum of LKR 1,000,000.00 per year per individual/family unit.
- Outpatient benefits up to a maximum of LKR 50,000 per year per individual/family unit. A list of the total healthcare coverage and services provided, including but not limited to:
  - Maternity benefits: please specify extent of coverage, the frequency of office visits pre- and post-delivery, C-sections and emergency procedures, also detailing whether covered in full or part.
  - Specify diagnostic investigations coverage such as CT scan, MRI scan, blood work and echocardiography.
  - Specify extent of coverage for investigation and surgery for cancer.
  - Annual health checkups.
  - Scope of coverage for disabilities and other major illnesses including chronic ongoing illness.
  - Specify extent of coverage for services including:
    - Optical Services
    - Dental Services
    - Physical Therapy
    - In-patient and Out-patient Services
    - Immunization
    - Surgeries

- Mental care
    - Routine medical expenses including purchase of drugs, laboratory tests, eye treatment and dental treatment.
    - Reimbursement of expenses incurred in respect of spectacles (for employees only) up to a maximum of LKR 30,000 once in two years under outpatient benefits cover.
    - Reimbursements for Covid-19 related testing and treatment.
- A list of the participating clinics included in coverage and the clinics' hours.
- Monthly price for individuals and family units.
- Any possible copays or additional fees individual employees will have to pay at the time of services.
- Terms and conditions on adding or removing staff and their family members during the plan's duration.
- Designate a coordinator/representative to handle all issues relating to IRI.
- Organize a formal presentation to all staff on a mutually agreed date and time on coverage, benefits and claims process, if selected.

The Contractor shall provide workmen's compensation insurance, at a competitive rate for IRI staff members based in the Colombo field office at no. 71/1, Horton Place, Colombo 07.

The bid should include:

- Terms and conditions for IRI staff member to make a claim under its policy.
- Terms and conditions on adding or removing staff during the workmen's compensation insurance plan's duration.
- List of exceptions under the workmen's compensation insurance.
- Designate a coordinator/representative to handle all issues relating to IRI.
- Organize a formal presentation to all staff on a mutually agreed date and time on coverage, benefits and claims process, if selected.

### **Period of Performance**

August 1, 2021, to June 30, 2022, with the option to extend up to two additional years in one-year increments, for a total duration of three years.

### **Technical Bid**

Interested bidders must present the technical bids (printed on company letterhead, not exceeding five pages) outlining the following information:

The Sri Lanka-based insurer will provide services such as medical check-ups, laboratory services and medicines for IRI Sri Lanka staff and their dependents, with the ability to add additional employees and dependents. IRI would like quotes for annual policies with monthly payments, each with the possibility of renewal. IRI will provide a list of the current number of employees and dependents for the purpose of the bid.

The potential bidder shall provide:

1. Quotes according to the insurance terms for employees enclosed.
2. A list of the total healthcare coverage and services provided, including but not limited to:

- a. Maternity benefits: please specify extent of coverage, the frequency of office visits pre- and post-delivery, C-sections and emergency procedures, also detailing whether covered in full or part.
  - b. Specify diagnostic investigations coverage such as CT scan, MRI scan, blood work and echocardiography.
  - c. Specify extent of coverage for investigation and surgery for cancer.
  - d. Annual health checkups.
  - e. Scope of coverage for other major illnesses such as disabilities or an ongoing illness.
3. A list of the participating clinics included in coverage and the clinics' hours.
  4. Monthly price per employee.
  5. Any possible copays or additional fees individual employees will have to pay at the time of services.
  6. Terms and conditions on adding or removing staff and their family members during the healthcare plan's duration.
  7. Past performance/References in providing quality health care in Sri Lanka
  8. The list of exceptions to healthcare coverage.
  9. The Contact information, hours of operations, and service provided for call center/hotline enclosed.
  10. Past performance/References in providing quality workmen's compensation care in Sri Lanka.
  11. Terms and conditions for IRI staff member to make a claim under its workmen's compensation insurance policy.
  12. Terms and conditions on adding or removing staff during the workmen's compensation insurance plan's duration.
  13. List of exceptions under the workmen's compensation insurance.

If the Bidder is a U.S. organization/resident, or a foreign organization/resident which has income effectively connected with the conduct of activities in the U.S. or has an office or a place of business or a fiscal paying agent in the U.S., the technical bids must contain Bidder's Taxpayer Identification Number.

Price information should be presented as a firm-fixed Unit Price for each of the deliverables identified below and in the format of the table below. Pricing must be valid for at least 60 (sixty) calendar days after the due date for proposal submission. The proposed Unit Price should be fixed and inclusive of all costs to perform, including inspection services, transportation, taxes, import duties (if any), and other levies. If there are any additional fees not reflected in the table below, such pricing must be fully described in the bid. Bids must be submitted in LKR currency; payments under any resulting contract will be made in this currency.

<b>Deliverable</b>	<b>Unit</b>	<b>Unit Cost</b>
Individual Employee	Month	
Family Unit	Month	
Copays	Fee	
Additional Fees	Fee	

**IFB Terms and Conditions:**

1. Prospective Bidders are requested to review clauses incorporated by reference in the section "Notice Listing Contract Clauses Incorporated by Reference". By submitting a bid, bidder agrees to comply with all terms, conditions, and provisions included in the solicitation and agreement to the services identified above, and will specifically identify any disagreement with or exceptions to the terms, conditions, and provisions.
2. IRI may reject any or all bids if such is within IRI's interest.
3. The Bidder's initial bid should contain the Bidder's best offer.
4. IRI reserves the right to make multiple awards or partial awards if, after considering administrative burden, it is in IRI's best interest to do so.
5. Discussions with Bidders following the receipt of a bid do not constitute a rejection or counteroffer by IRI.
6. IRI will hold all submissions as confidential and shall not be disclosed to third parties. IRI reserves the right to share bids internally, across divisions, for the purposes of evaluating the bids.
7. If IRI continues to require the goods and services and the price remains reasonable and within market norms, resulting contract may be renewed each year for up to three (3) years with 30 days' notice to the Contractor. Bidder must establish any price increase for each renewal year in the initial bid.
8. Bidders confirm that the prices in the bid/proposal/application/quote have been arrived at independently, without any consultation, communication, or agreement with any other bidder or competitor for the purpose of restricting competition.
9. By applying to this IFB, applicant is certifying that if it is awarded a contract, none of funds payable under the resulting contract will be used to (1) procure or obtain, extend or renew a contract to procure or obtain; (2) enter into a contract (or extend or renew a contract) to procure; or (3) obtain the equipment, services, or systems that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system in compliance with the National Defense Authorization Act. Covered telecommunications equipment and services mean any of the following:
  - i. Telecommunications equipment produced by Huawei Technologies Company or ZTE Corporation (or any subsidiary or affiliate of such entities).
  - ii. For the purpose of public safety, security of government facilities, physical security surveillance of critical infrastructure, and other national security purposes, video surveillance and telecommunications equipment produced by Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company (or any subsidiary or affiliate of such entities).
  - iii. Telecommunications or video surveillance services provided by such entities or using such equipment.
  - iv. Telecommunications or video surveillance equipment or services produced or provided by an entity that the Secretary of Defense, in consultation with the Director of the National Intelligence or the Director of the Federal Bureau of Investigation, reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country. ([2 CFR 200.216](#)).

10. Bidders agree to disclose as part of the bid submission:

- a. Any close, familial, or financial relationships with IRI staff and agents. For example, the bidder must disclose if a bidder's mother conducts volunteer trainings for IRI.
- b. Any family or financial relationship with other bidders submitting bids. For example, if the bidder's father owns a company that is submitting another bid, the bidder must state this.
- c. Any other action that might be interpreted as potential conflict of interest.

**Evaluation and Award Process:**

1. IRI may contact any Bidder for clarification or additional information, but Bidders are advised that IRI intends to evaluate the offers based on the written bids and reserves the right to make decisions based solely on the information provided with the initial bids. IRI may but is not obligated to conduct additional negotiations with the most highly rated Bidders prior to award of a contract, and may at its sole discretion elect to issue contracts to one or more Bidders.
2. Mathematical errors will be corrected in the following manner: If a discrepancy exists between the total price proposed and the total price resulting from multiplying the unit price by the corresponding amounts, then the unit price will prevail and the total price will be corrected. If there were a discrepancy between the numbers written out in words and the amounts in numbers, then the amount expressed in words will prevail. If the Bidder does not accept the correction, the offer will be rejected.
3. IRI may determine that a bid is unacceptable if the prices proposed are materially unbalanced between line items or sub-line items. Unbalanced pricing exists when, despite an acceptable total evaluated price, the price of one or more contract line items is significantly overstated or understated as indicated by the application of cost or price analysis techniques. A bid may be rejected if IRI determines that the lack of balance poses an unacceptable risk.
4. IRI will conduct a source selection based as follows:

IRI intends to make an award to the responsible Bidder based on the following evaluation factors:

**a) Quality of coverage – 40 percent**

- i. *Clinic hours and location accessible to IRI local staff*
- ii. *Ability to add or remove staff and their family members during the health insurance plan's duration.*
- iii. *Ability to add or remove staff during the workmen's compensation plan's duration.*
- iv. *Reasonable workmen's compensation insurance exemptions*

**b) Diversity of medical service providers available under the policy – 20 percent**

**c) Policy cost per a shared option (IRI staff and dependents) – 40 percent**

- i. *Reasonable cost per employee and dependent for appropriate health coverage*
- ii. *Reasonable cost per employee and dependent for appropriate workmen's compensation coverage*
- iii. *Provides pricing for different levels of coverage.*

IRI intends to evaluate bids in accordance with these factors and make an award to the responsible bidder whose proposal is most advantageous to the program.

5. If a cost realism analysis is performed, cost realism may be considered in evaluating performance or price.

### **Submission Instructions**

Bids must be submitted via email to Ruwani Morawaka, at [rmorawaka@iri.org](mailto:rmorawaka@iri.org) with the subject line "ASIA2021SRL06o – Field Office Health Insurance & WCI" by the deadline listed above.

### **IRI Obligations**

Issuance of this IFB does not constitute an award commitment on the part of IRI, nor does it commit IRI to pay for costs incurred in the preparation and submission of a quotation.

### **Notice Listing Contract Clauses Incorporated by Reference**

IRI is required to make the contractor subject to the clauses of the prime award. This contract incorporates one or more clauses by reference, with the same force and effect as if they were given in full text. Where "flow-down" to the contractor is appropriate and applicable, references to "USAID" or "Department of State" shall be interpreted to mean "IRI", "Recipient" to mean "Contractor", and "Subrecipient" to mean "lower-tier subrecipients". Included by reference are 2 C.F.R. 200 and USAID Standard Provisions for Non-US Non-governmental Organizations/US Department of State Standard Terms and Conditions.