

QUERIES WITH RESPONSE REGARDING EOI FOR APPOINTMENT OF CONSULTANT FOR BUSINESS STRATEGY

SN.	Queries	Response
1	What is the expected time line for the design of the business strategy and by when does AIC plan to implement the same?	The detailed time lines are yet to be finalized. Needless to mention that the assignment is to be completed as soon as possible.
2	What is the weightage for technical and commercial bid? what is the evaluation process to be followed by AIC post submission of the technical bid? will there be a short listing before submission of the commercial bid and by when will the commercial bid be required?	Details are already mentioned in EOI. Refer point no 2 page no 4. The timeline for submission of commercial bids will be mentioned in the RFP which will be issued to the parties who will be shortlisted in the EOI.
3	Is AIC open to the consultant partnering with sub-Contractors for specific? (The consultant will remain responsible for the final delivery and will take ownership of all efforts of these sub-contractors.	No sub-contracting is allowed.
4	What is the expected involvement of the international expert? We assume it is in subject matter expert role and may not need physical presence in India for an extended period of time. Kindly confirm	Needless to mention that for better understanding physical presence is required. Physical presence (or otherwise) of international expert is required till the satisfactory outcome of the assignment is achieved
5	During the process of preparing our technical proposal, we would request access to a few key members from your team in order to contextualize the same for AIC. Kindly confirm if the same may be arranged.	Upon receipt of a specific request from the prospective consultant which merits personal meetings with AIC's key persons, the same may be arranged with the prior appointment
6	We assume the location of the execution of the project will be Delhi. Please confirm if there are any location constraints / requirements at AIC end?	The primary location of the project is New Delhi. However, the consultant may have to go other locations if and when required.
7	During the primary research to be carried out for strategy formulation, we plan to cover five six representative districts and interview 50-60 target customers. While we will be stating these assumptions in our proposal, please let us know if there are any present thinking pertaining to a wider market research.	We expect that the consultant should have adequate experience to think through the requirement of the client and strategize accordingly
8	Do you have any initial thoughts on inorganic strategy (esp. with respect to the stake dilution of the existing shareholders) that we need to be cognizant of at this stage?	NO. In fact this could be one of the several strategic options the company would be looking forward to the prospective consultants to suggest.
9	Is there any existing material on to -be strategy which would have been discussed internally which can be shared with us?	NO.
10	What is the possible conflict of interest that AIC expects with the PSU insurance stake holders?	Refer point No 3 paras no 3 of page No 6 of the EOI
11	We would like to clarify whether overall experience in insurance could also be considered as relevant along with experience in General Insurance	Yes, refer eligibility criteria.
12	We understand that for the purpose of eligibility criteria and technical scoring of this EOI, experience of parent and group companies of the bidder shall also be considered	Yes, provided there is a proof to establish the affiliation and subject to the relevant expertise is available with the prospective consultant as intended in the EOI document.