



Central Office, Marketing Department:

3rd Floor, Yogakshema Building, West Wing, Jeevan Bima Marg, Nariman Point, Mumbai 400 021.

Ref: Mktg./Oprns/Pre_Bid_16.01.2024

Date: 17.01.2024

Minutes of Pre- Bid Meeting with Tenderers For Engaging Strategy Consultant For “Agency Channel Transformation In Life Insurance Corporation Of India” held on 16.01.2024 at Investment Department Conference Hall, Central Office, LIC of India, 6th Floor, Yogakshema, Nariman Point, Mumbai 400021

Participants :-

LIC Of India	
Shri. R. Sudhakar	Executive Director (Mktg/PD) & CMO
Shri T. R. Sahoo	Chief (Marketing)
Shri Vasant Kumar	Secretary (Mktg/FP)
Shri Nikhil Jain	Secretary (Mktg/Oprns)
Shri T. P. Rao	Asst. Secretary (Mktg/MRC)
Shri Vibhu Awasthi	Asst. Secretary (Mktg/MRC)
Ms. M. S. Chavan	Asst. Secretary (Mktg/AG)
Ms. Suyasha Akre	AO (Mktg/Oprns)
Shri Prabir Parida	AO (Mktg/FP)
Prospective Bidders’ Representatives	
Shri Madhur Saoji	Representative From PWC
Shri Harish Nair	Representative From PWC
Ms. Deepali Kausal	Representative From BCG
Ms. Pallavi Malani	Representative From BCG
Shri Sanbha S Mondal	Representative From KPMG
Shri Joymalya Bandopadhyay	Representative From KPMG
Shri Aashish Sharma	Representative From MCK
Shri Sauhard Gupta	Representative From MCK
Ms. Nidhi Tiwari	Representative From Kearney
Shri Saurabh Mishra	Representative From Kearney
Shri Rishabh Jain	Representative From Kearney
Shri Ivan Quadras	Representative From EY



भारतीय जीवन बीमा निगम
LIFE INSURANCE CORPORATION OF INDIA

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Minutes Of Discussion during Pre-Bid meeting:

- Executive Director (Marketing/PD) & CMO, shared the detailed information with representatives of the prospective Bidders, regarding Objective of this RFP, & Scope of Work. He also shared the LIC's vision to create the global-best, future-ready agency force. It was also shared that we want to future-proof the Corporation in the wake of fast-changing Industry, legislative, regulatory and competitive landscape.
- A number of queries regarding the RFP were raised by the participants which were satisfactorily answered by LIC Marketing team. The participants were informed that the formal clarifications and corrigendum shall be issued shortly.
- It was also informed that all the Pre-bid queries received on email the marketing_tenders@licindia.com shall be shortly answered through Responses/ Clarifications/ Corrigendum to the RFP. The Responses/ Clarifications/ Corrigendum will be posted on following web sites

www.licindia.in/tenders

<https://www.tenderwizard.com/lic>