

Page No	Section No	Area	Query / Note	LIC'S RESPONSE
11	3.2.1	Eligibility	Please confirm/clarify whether only LLPs whose partners are Fellows of the Institute of Actuaries of India are eligible to bid, or are other structures as listed in 3.2.1 all eligible to apply?	The eligibility to bid is as per the provisions of Para 3.2 of RFP
17	4.1.2	Model review	Does the corporation have a view on what constitutes a material proportion of its models? Is the intention to maintain the model review coverage at the same level as has been adopted for past disclosures? Would 95% of PVFP and VNB as per the existing tolerance adopted for previous public disclosures satisfy this scope item?	<p>The reviewing actuary may decide on number of model points and number of products to be selected for the purpose of review. The greater the coverage, higher will be the confidence on work.</p> <p>Currently, around 45 Products cover 90-95% of VIF and 25 products cover 90-95% of VNB.</p>
20	5.6.1	Evaluation criteria	In relation to #3 can you confirm that only publicly disclosed IEV report experience qualifies in respect of this criterion?	Please be guided by para 3.2.9 of RFP. The experience is not restricted to publicly disclosed reports.
27	5.18	Indemnity	Is the indemnity to be submitted as part of the bid or is it to be executed by the successful bidder after the award of the contract?	<p>Please be guided by the point (e) of 5.18 which reads as under :</p> <p>“The selected Bidder has to execute a deed of indemnity in a format prescribed by LIC.”</p>
27	5.19	Confidentiality	Whether we should submit the Non-Disclosure Agreement now at the time of bidding or only after we win (assuming that is the case).	NDA is to be submitted at the bidding Stage.
11	3.2.5	Bidders Eligibility Criteria	The RFP states “membership of the Institute of Actuaries of India” as one of the requirements. Can it be extended to accept internationally accepted societies of actuaries (such as Austria, Germany, Switzerland, US, ...).	It is clarified that Reviewing actuary has to be a Fellow member of Institute of Actuaries of India.

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40-42	Bid Documents	Annexure: E1 and E3	<p>To support the claim made by the bidder here, LIC requires submission of Scanned photocopies of relevant documents/certificates with full details of work undertaken as proof in support of the claims made to the satisfaction of internal committee of LIC. Certification is expected to be from the entity for which relevant work is performed.</p> <p>The project team who will be supporting would have worked with many organizations in the past and in many capacities hence gaining the relevant experience. Given this, getting the certificate from the previous employer now at this stage will be very difficult and not practically possible.</p> <p>Also it is possible that the reviewing team has worked with Companies directly and therefore not be in a position to have certificates of clients for which work has been done.</p> <p>Hence, we request LIC to waive off this requirement or if not, then suggest some other alternate to this. We are happy to provide a declaration from bidding entity itself about the relevant experience of the team members</p>	<p>Please be guided by the relevant requirements as mentioned in annexure E1 and E3 of the RFP.</p> <p>Further it is clarified that the intent of the requirement is to ensure that the Reviewing Actuary and resources expected to be deployed in the review team have the relevant experience necessary to carry out the assignment.</p>
11, 36	Eligibility criteria	Section 3.2 and related Annexures	<p>It is mentioned that, the Applicant must be a natural person (an individual Consultant) or a private entity (a Consulting Company/ LLP /Partnership firm/ Society registered under an applicable Act in India) or a public Entity (Government-owned enterprise or institution) and it said that the applicant must designate a fellow member of IAI as the Reviewing Actuary (Section 3.2.1 and Section 3.2.5).</p> <p>(1) Does it mean that the bidding firm and Reviewing Actuary can be from different associated entities?</p> <p>(2) Annexure C1, question 7 requires details of number of</p>	<p>(1) The bidding firm must designate an eligible person as a "Reviewing Actuary" and should also demonstrate enough team strength and capacity required to execute the</p>

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			partners /directors of the bidding entity? Is the requirement for those partners/directors who would be involved with the project or is the requirement to provide details of overall strength of the partnership?	assignment. (2) Details pertain to the Bidding entity.
17	Generic	Section 4	When is the work expected to commence? What is the expected number of months that this activity would take for completion?	The work is to be started immediately after execution of the agreement with the selected Bidder. The work is to be completed well in time to enable the Corporation to publish the year end results.
17	Generic	Section 4	Is full equivalent scope of work as defined in Section 4 of the bid document required for each of the foreign branches as well ?	Currently, the scope of work will be for "Within India" business only unless specified otherwise.
17	Generic	Section 4	Would equivalent data, cash flows and other requirements as expected from LIC's Indian operation would be made available for these foreign branch as well ?	Currently, the scope of work will be for "Within India" business only unless specified otherwise.
17	Scope of work	Section 4	One of the scope items is, a review of LIC's actuarial models (covering the calculation of IEV, VNB, analysis of movement and sensitivity results) used to develop the Results for a selection of model points covering the more material products comprising the value of in-force business ("VIF") and VNB. What are the expectations in terms of the number of model points to be selected and number of more material products for the purpose of the review?	The reviewing actuary may decide on number of model points and number of products to be selected for the purpose of review. The greater the coverage, higher will be the confidence on work. Currently, around 45 Products cover 90-95% of VIF and 25 products cover 90-95% of VNB.
17	Scope of work	Section 4	One of the scope items is, a review of the reasonableness of the aggregation templates used by LIC to develop the results, which also included a review of the process used	Aggregation templates are used to develop the results of all key metrics, such as but not restricted to, IEV, VNB, EV Sensitivities, VNB

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			<p>to conduct the analysis of movement of IEV and various sensitivity analysis consistent with APS 10.</p> <p>Can you please provide clarity on the numbers of templates that are expected to be used?</p>	Sensitivities, VNB Walk, CRNHR, FC, TVOG and AOM.
25	Payment Terms	Section 5.12	<p>It is mentioned that the payment will be made only at the completion of all of the deliverables for the reporting year under consideration and no advance payment will be made. We would request this to be changed and add a payment milestone in the mid of the work as well, if not make some advance payment to help the firm to better manage the cash flows . We would request to change this clause to allow regular billing and payment of the fees during the project, based on the work performed.</p>	Terms of the Payment will be as per Para 5.12 of the RFP.
17	Generic	Section 4	<p>Is there an expectation that the review team has to be present/work from the LIC office ?. If yes, please provide more information on this</p>	The Review Team may work from remote location. However depending upon the work flow and need basis physical presence may also be required.
10-14	3.2	Bidders Eligibility Criteria	<p>1. Given that the LIC has large portfolio and large number of products, to cover material portion of business one needs to review model of at least 100 products. This will require at least 100 man weeks of effort and assuming total timeline of 3 months this will require at least 10 resources. For this reason we suggest to change the minimum eligibility criteria to 10 resources</p> <p>2. Given the complexity of IEV calculation, we propose to update the eligibility criteria to minimum of 2 qualified actuaries including the reviewing actuary.</p> <p>3. The team should have sufficient experience in Prophet modelling, analysing and reviewing IEV for Indian insurance companies. We propose to include past IEV review experience of the team as part of eligibility criteria</p>	Please be guided by the Eligibility criteria given in para 3.2 of the RFP.

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17	4.1	Scope of Work	Please confirm whether analysis and review works are limited to best estimate (BE) only and not on valuation basis	Please be guided by the provision of scope of work given in section 4 of the RFP.
19-23	5.4, 5.5 & 5.6	Technical Bid Commercial Bid	1. Please clarify whether technical bidding process include presentation to the selection committee. 2. Please clarify whether there is any weightage on technical and commercial scoring, or will this be based on the minimum eligibility criteria	Please be guided by the Eligibility Criteria and Evaluation Criteria as provided in the RFP.
19-23	5.4, 5.5 & 5.6	Technical Bid Commercial Bid	Will there be any limitation on the number of bidders in the reverse auction process?	No. Please be guided by the Evaluation Criteria as provided in the RFP.
27	5.18	Indemnity	Please clarify the clause in section 5.18 (a) where it is mentioned <i>"The Bidder agrees to indemnify and keep indemnified, defend and hold harmless LIC and its officers, directors, employees and agents from and against any and all losses, liabilities, claims, obligations, costs, expenses (including, without litigation, reasonable attorneys, fees), arising before or after completion of review of IEV, which result from, arise in connection with or are related in any way to claims by third parties/ regulators, arising out of or in connection with the Bidder's breach of any of the terms and conditions, representations, warranties specified in the Contract"</i> . We propose that "sharing of report to third party to be done with prior discussion with Bidder and Bidder should not hold liable for any claims from third party resulting from unauthorised sharing". Please suggest if the above T&C can be modified to this extent	Please be guided by the provisions of the RFP.
17	4.1	Scope of Work	What will be the expected timeline by which the report will be required for each reporting cycle?	The work is to be completed well in time to enable the Corporation to publish the year end results.