



भारतीय जीवन बीमा निगम
LIFE INSURANCE CORPORATION OF INDIA

Central Office, Marketing Department:

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

Ref: Mktg./Oprns/Pre_Bid_11.11.22

Date: 11.11.2022

Minutes of Pre- Bid Meeting with Tour Operators for Educational Tour to Malaysia, held on 11.11.2022 at Conference Hall, LIC of India, Mumbai Division –IV, Yogakshema, Nariman Point, Mumbai 400021.

Participants :-

Shri. R. Sudhakar	Executive Director (Mktg/PD) & CMO
Shri T R Sahoo	Chief (Marketing)
Shri Nikhil Jain	Secretary (Mktg/Oprns)
Shri. Kamal Kumar Sharma	Dy. Secretary (Mktg/FPT)
Ms. Suyasha Akre	AO (Mktg/Oprns)
Ms. Deepashree Bhogaonkar	AO (Mktg/Oprns)
Ms Rashna	Representative From Akbar Holidays Pvt. Ltd.
Shri Mahendra Ingale	Representative From Kesari MICE D/O Kesari Tours
Shri Gopal /Ms Shabnam	Representative From Neem Holidays
Shri Abhinav Gupta	Representative From IRCTC
Ms. Sonali / Pushpita	Representative From Spice Travel Pvt. Ltd.
Ms Preeti	Representative From Sharp Travels

Points Discussed :

1. Early check-in -

Tour Operators suggested for early check-in as usually check-in starts at 2.00 pm. and they start to follow the itinerary immediately at arrival which travellers don't find comfortable with.

2. Hotel Category - In the Financial Bid, we have given Hotel Category as 4*/5*.

Tour Operators raised query whether hotel category is 4* or 5* as the bid may change as per the star category of Hotel.

3. Payment Terms - As mentioned in Part C General Terms & Conditions, Payment Terms, 50% of the total amount will be paid in advance after the selection of bidder, 30% will be paid 10 days prior to departure of tour and balance will be paid on completion of tour within 30 days from the date of submission of correct bills.

Tour Operators have suggested to increase the number of days to 15 instead of 10 for making 30% advance payment.

4. Tour Manager - As mentioned in Financial Bid we asked for 2 Tour Managers (one for each Hub).



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Tour operators suggested that Tour Managers should be 1 for each coach at foreign destination which is usually 45 to 50 paxs.

5. Eligibility Criteria - The annual turnover of the Tour Operator under Revenue from Operations, as per Audited Books of Account should be ₹100 crore & above in any one of the last five financial years or average ₹ 50 Crore in last 5 Financial Years. i.e. 2017-18, 2018-19, 2019-20, 2020-21, 2021-22.

We received request from Spice Travels Pvt Ltd., prior and during the pre-bid meeting to waive or reduce this Criteria of Annual Turnover.

It was informed that Clarifications/Modifications, if, any pursuant to the above meeting will be provided on our website www.licindia.in/tenders and <http://www.tenderwizard.com/LIC>