

Expression of Interest

SELECTION OF INSURANCE COMPANY FOR INSURANCE COVERAGE OF MARINE FISHING IMPLEMENTS



Govt. of Kerala
DEPARTMENT OF FISHERIES

Directorate of Fisheries
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INTRODUCTION

Expression of interest (EOI) is invited from reputed firms/companies for providing Insurance Coverage fishing implements as per the following procedure.

- Screening of submitted RFPs as per eligibility criteria based on documents submitted
- Evaluation and short listing of firms/companies based upon the eligibility criteria and documents submitted
- Presentation by short listed firms/companies
- Discussion with officials of the Department and Company

1. **SCOPE OF WORK**

Insurance Coverage

- The marine fishing fleet in Kerala consists of 7 deep sea vessels, 3766 mechanised vessels, 31610 motorised vessels and 3578 non-motorised vessels as per Realcraft data 04/06/2025.
- Fishermen are experiencing loss/damage to their fishing implements every year due to various reasons including natural calamities.
- Department of Fisheries, Government of Kerala is taking up insurance policies every year covering both total and partial damage of fishing implements.

Total damage – Damages to the fishing craft, engine and gear beyond repair and cannot be used for further fishing operations as certified by the respective Assistant Director of Fisheries authorized by the Director of Fisheries for the purpose.

Partial damage- Damage to the fishing craft which is repairable and the craft can be used for further fishing operations after completion of the repair as certified by the respective Assistant Director of Fisheries authorized by the Director of Fisheries for the purpose to a maximum of the amount assured for damage and the minimum should be for Rs.10,000/-. Damage to both Hull and engine should be considered.

2. ELIGIBILITY CRITERIA

- The firm/Company shall be a Public Sector Insurance Company registered under Insurance Regulatory and Development Authority of India (IRDA).
- The firm/Company shall not be an Insurance Marketing Firm or an Insurance Broker or an agent.
- The firm/Company shall have ten years experience in the insurance field other than life / health insurance

3. INSTRUCTIONS TO APPLICANTS

Right to Accept Proposal

Department reserves the right to modify, expand, restrict, scrap this proposal or reject any RFPs without assigning any reason.

Clarifications

During evaluation stage of the Expression of Interests, Department may, at its discretion, ask bidders for clarifications on their proposal. The bidders shall respond within the time frame prescribed by Department. Department reserves the right to make inquiries with any of the clients listed by the Bidders in their previous experience record.

Site visit

The applicants are advised to visit the Directorate of Fisheries Thiruvananthapuram if required and familiarize themselves with their requirement before submitting the proposal.

Evaluation

The offer will be examined by an evaluation committee on the basis of response regarding the scope of work defined by Department. Eligible applicants will be invited for a meeting at a suitable date and time as determined by Director of Fisheries. The purpose of such meetings would be to allow the applicants to demonstrate their capabilities, experience, approach, methodology for carrying out the work.

Disqualifications

Department may at its sole discretion and at any time during the evaluation of proposal, disqualify any bidder, if they have

- Proposal documents submitted after the prescribed deadline date.
- Not submitted satisfactory documentary evidence and proof of eligibility criteria.
- Made misleading or false representations in the forms, statements and attachments submitted in proof of eligibility requirements.
- Proposal that is not accompanied by required documentation or is non responsive.
- Failed to produce clarifications related thereto, when sought.
- Submitted more than one proposal
- Declared ineligible by the Government of India / State govt. / Public sector Undertaking

4. CHECK LIST FOR SUBMISSION OF EXPRESSION OF INTEREST

- a. Covering letter indicating interest to undertake the manning
- b. Company profile with legal status, date of establishment, organization chart etc.
- c. Registration certificate issued by Insurance Regulatory and Development Authority of India (IRDAI)
- d. Scanned copy of PAN card
- e. A proof of minimum ten years experience in the field of insurance other than life/ health insurance schemes
- f. Contact details of designated representative.
- g. Capabilities with respect to personnel & infrastructure facilities with specific reference to its operation in Kerala.
- h. Number and details of the Surveyors engaged for the purpose in each district.
- i. Execution plan & methodology
- j. Experience details

5. TERMS AND CONDITIONS

The proposed insurance coverage is envisaged for traditional fishing crafts belonging to the fishermen in the state of Kerala registered under KMFR Act and having Valid Registration Certificate issued by the Department of Fisheries Kerala.

Providing insurance coverage for total and partial damages to the traditional fishing crafts and engines. Fishing nets and other equipments will not come under the coverage unless for the total loss.

The rate per craft should be quoted for the insurance coverage mentioned under column (3) below for one year. The quoted rate should be inclusive of all taxes including GST, Service Tax etc. if any to be paid.

Sl No	Category	Assessed Value (in Rs.)	
		Hull	Hull with engine
1	Fishing craft having LOA of below 10m with engine capacity below 10 hp	2,00,000	350000
2	Fishing craft having LOA of below 10m with engine capacity of 10 hp & above	2,00,000	400000
3	Fishing craft having LOA in between 10m & 15m with engine capacity up to 40hp	4,00,000	600000
4	Fishing craft having LOA in between 10m & 15m with engine capacity above 40hp	4,00,000	800000
5	Fishing craft having LOA in between 15m & 20m with engine	15,00,000	2300000
6	Fishing craft having LOA above 20 m with engine	30,00,000	4600000

For partial damage the insurance amount to be paid is the amount required/ expended for repair as certified by the Assistant Director of Fisheries authorized by the Director of Fisheries for the purpose subject to a maximum of the amount assured for total damage and the minimum should be for Rs.10,000/-.

All claims are to be settled within one month on receipt of application with relevant certificates. In case of delay in settlement which exceeds three months the insurance company shall pay the compensation that is to be granted to the claimants with 8.75% interest or the interest for fixed deposit in nationalized banks prevailing from time to time.

The successful firm/Company shall execute an agreement mentioning terms and conditions with the Director of Fisheries

The policy is to be issued within one week of remitting the premium amount.

6. SUBMISSION OF EXPRESSION OF INTEREST

Proposal (Original + one copy) in connection with the Insurance coverage to fishing implements shall be addressed to 'The Director of Fisheries, 4th Floor, Vikas Bhavan, Thiruvananthapuram 33, with all credentials mentioned.

7. LAST DATE FOR SUBMISSION OF PROPOSAL

The proposal in hard copy should reach the above address not later than 16 hrs (IST) on 05/07/2025

SAFNA NAZARUDEEN IAS

DIRECTOR OF FISHERIES