

**The West Bengal State Co-Operative Agriculture And Rural
Development Bank Ltd. (WBSCARDB)**

**ICMARD Building , 6th Floor , 14/2 C.I.T Scheme-VIII(M) ,
Kolkata -700067**

Ph-033-23560028, 29673012 Email: wbscardb@gmail.com Website: www.wbscardb.com

Expression of Interest

FOR

tie-up business with Life Insurance companies

- Last date for receipt of Proposal: 17 / 10 / 2026 at 4:00 P.M.

ISSUED TO:

WBSCARDB – BUSINESS PROPOSAL

Memo No. 2107/P-IV/264

Date 03-10-2026

**EOI invited from experienced and reputed Insurance companies for providing
Various types of Insurance Solution at the WBSCARD Bank Ltd.**

Brief description of work	Tender Document Money (Rs)	Sale date of Tender availability at Office	Last date and time of Tender submission	Date of opening of Tender
Credit Life policies for Farm/Non-Farm/Housing/Personal Loan (Tenure of Farm Loan Max 10 years, Non-Farm loan Max 7 years, Housing loan Max 15 years, Commercial Housing Max 10 years & personal loan max 4 years. Loan tenure and amount depends upon various NABARD scheme. For details you may visit www.wbscardb.com)	NIL	N/A	17.10.2026 at 3:00 P.M	03.11.2026 at 2.00 P.M
Bid Submission & Opening Venue	THE WEST BENGAL STATE CO-OPERATIVE AGRICULTURE & RURAL DEVELOPMENT BANK LIMITED (Major shareholder by Govt. of W.B & NABARD) ICMARD Building , 6th Floor , 14/2 C.I.T Scheme-VIII(M) , Kolkata -700067			

Canvassing in any form shall be liable for disqualification.

The WBSCARDB Limited reserves the right to accept or reject any or all the tenders without assigning any reason thereof.


 03/10/2026
Managing Director
The WBSCARD Bank Ltd.

SECTION – A

Brief Description of the PROJECT work: -

The West Bengal State Co-operative Agriculture & Rural Development Bank Ltd., the Apex Institution in the Long Term Co-operative Credit Sector of the state, having Registered Office at 25D, Shakespeare Sarani, Kolkata- 700017 and Head Office located at ICMARD Building, 6th Floor, Block- 14/2, C.I.T. Scheme- VIII (M), Ultadanga, Kolkata- 700067.

At present the Bank has 2 District Offices located at Siliguri & Purulia having total 9 branches and 8 camp offices at North Bengal. The Bank has 11 branches at Darjeeling, Kalimpong, Bagdogra, Siliguri, Manbazar, Jhalda, Balarampur, Raghunathpur, Purulia, Burdwan and Kolkata Branch. There are in all 24 Member Banks. The Bank has two training center (ICMARD) at Kolkata and RICMARD at Siliguri.

The present scope of work concerns selection of vendor based on their 'Techno-Commercial Proposal' who has experience in executing such projects. The brief scope of work for such job is outlined below: -

1. The scope of the assignment is as follows:

Interested Life Insurance companies submit their details credential and willingness for partnership business with WBSCARDB. Based on their credentials and subsequent demonstration Tender Committee of The WBSCARD Bank Ltd. select the suitable life insurance partner. Intending life insurance partner would market their Life Insurance products throughout the branches of the WBSCARD Bank Ltd. which may later extend to all 24 Member PCARDBs.

2. Eligibility Criteria for the Insurance Companies

The following are the conditions, which are to be necessarily fulfilled, to be eligible for technical evaluation of the Bid. Non-compliance of any of criteria will entail summary rejection of the bid offer. Photocopies of relevant documents / certificates should be submitted as proof in support of the claims made along with tender. The WBSCARDB Ltd. also reserves the right to verify / evaluate the claims made by the vendor independently. Only those interested bidders who satisfy the following eligibility criteria should respond to this EOI.

SL NO	Criteria	Supporting Documents
1	Should be a public/private limited company registered Company in India under the Companies Act 1956/2013 for a minimum period of Five years in India	Certificate of Incorporation
2	The Bidder should hold a valid GST number & PAN card and should be registered with the appropriate authorities for all applicable statutory taxes/duties	1. Copy of GST certificate to be submitted. 2. Copy of PAN card to be submitted.
3	The Bidder should have a net profit in the last three financial years (i.e. FY 2023-24, 2024-25 & 2025-26). In case of merger or acquisition, financials of merged or acquired companies may be considered in case of new companies.	1. Audited Financial Statements for the respective financial years. 2. Published Balance Sheet. 3. CA certificate.
4.	Quality certification in delivery of service (maintenance & support) from an nationally recognized and reputed agency,	Copy of the relevant documents.

	ISO 9001:2015 (preferably)	
5.	Bidder must have its own Network Operations Centre (NOC)/ Service centre in India for monitoring / maintenance of the services offers by the bidder. Necessary certifications to be provided	Self declaration and Copy of the relevant ISO Certifications. In case ISO 9001 has expired and renewal is process, a letter from auditor for audit under progress also has to be submitted.
6.	The bidder should not be blacklisted by any Government or PSU enterprise in India as on the date of the submission of bid	Self-Declaration letter by Bidder authorized signatory.
7	The Bidder should not have filed for Bankruptcy in India	Self-declaration confirming the criteria
8	Additional information:- 1. Net Worth of the Company 2. Claim Settlement Ratio 3. Solvency Ratio 4. ICR Incurred claim ratio 5. Other Corporate Agency tie-ups 6. Manpower and product support with revenue to bank 7. Company Business Profile 8. Training marketing and MIS support 9. Net Profit Earned 10. Market Share 11. Company must have 10 years bancassurance experience 12. Penalty Imposed, if any by IRDA/ any Other Regulator	Self-Declaration letter by Bidder authorized signatory.

- **In absence of non-fulfillment of any of the above condition, the bid will be considered as non-responsive and liable to be rejected.**

3. INSTRUCTIONS AND INFORMATIONS FOR SUBMISSION OF PROPOSALS

Interested Bidders (individual or company) are required to submit their proposals and product details in sealed envelopes. All the sealed envelopes should be addressed to the Managing Director, The WBSCARD Bank Limited, ICMARD Building , 6th Floor , 14/2 C.I.T Scheme-VIII , Kolkata -700067 , through post / speed post / Courier or drop personally in the Tender Box kept with him within the stipulated time. No other mode of delivery shall be accepted. WBSCARDB Ltd will not be responsible for any postal delay. Late submission of Bid will not be accepted in any case.

All the envelopes must contain the name and complete address of the Bid submitter along with telephone and mobile numbers, contact person name etc.

4. GENERAL INFORMATION:-

4.1 Clarification regarding this tender document

A prospective Bidder requiring any clarification about this document and scope of work may contact the Deputy General Manager (BDD-in-charge of IT) during working

hours. The prospective bidder also can send mail to the mail id of the Bank. All such clarifications required shall be received by the bank at least 10 days prior to the original last date meant for the submission of tender proposals. Bank will suitably reply to such queries as deemed fit by the Bank.

4.2 Credentials

The offers must contain the credentials of the Consulting vendor, which should clearly indicate that the vendor is eligible by all means to participate in the tendering process. The responsibility to prove the eligibility of the consulting vendor to participate in the tendering process is on the proposal submitter itself.

4.3 EOI withdrawal

Any bidder may withdraw his EOI by written request at any time prior to the scheduled closing time for receipt of EOI and not thereafter.

4.3 Other Conditions

The companies will submit their proposal with an undertaking that the figures/information given in the proposals are audited, based on official records and as per the public disclosures on the IRDAI website.

The shortlisted companies will be invited for making a presentation about their company, products, services, premium rates, commission rates, operational strategy etc. to facilitate selection of companies for the purpose. Selected Companies shall strictly abide by the instructions/directions given in IRDAI notifications and other related directions issued from time to time. Further, companies will have to follow ethical and other business principles so that our Bank's business and interests are not compromised in any way. The past performance of the insurance companies shall be taken into consideration for their final selection for tie-up. For any other clarification please feel free to call in the contact number of the bank provided in our website during working hours between 10 AM-5 PM. The Bank reserves the right to accept or reject any or all proposals without assigning any reason.