

03 March 2021

RE: PII for SCSi Group Scheme 2021

To whom it may concern,

The Society of Chartered Surveyors Ireland (SCSI) is inviting tenders for the establishment of an exclusive group scheme on the provision of Professional Indemnity Insurance. The SCSI has over 5,000 members and trainees involved in a range of professional services including valuation (commercial & residential), quantity surveying, property & facility management, building surveying (including Assigned Certifiers), geomatic & mineral surveyors, agents (licensed by the PSRA) involved in the sale of land and property.

As you will be aware, the market for Professional Indemnity Insurance has become more challenging. In response to member requests, the SCSI is inviting tenders to identify a insurers or brokerage firm to work with members to understand their unique professional services to ensure access and affordable insurance is available.

Timetable

The timetable in relation to this tender process is as follows.

Latest date for request for additional information: 4pm Thursday 1 April 2021

Latest date and time for receipt of tenders: 4pm Thursday 8 April 2021

Invitation to Tender

Tenders are sought for the provision of Professional Indemnity Insurance with the objective of putting in place an agreement which will be established for three years initially.

Scope of Work/Key Tasks

- Insurer/Broker to Provide Exclusive Group Scheme for PII to SCSi Members
- Provide educational talks and materials to support SCSi Members when seeking PII
- Partner with the Society to deliver a shared strategy to improve access and affordability of PII to SCSi members

Terms and Conditions:

Three-year agreement with additional extensions of similar period to be agreed, subject to achievement of service level metrics.

Submission of Tenders:

Written tenders are requested and must include all of the following:

1. Details on the businesses existing familiarity/experience with the various professionals in the SCSi membership (construction, land & property).
2. Identification of the individual who will act as key broker contact for SCSi members and their background/expertise in working this market.

3. Identify how the organization will work with the Society to educate members in preparation of their PII renewal to ensure they are best prepared for the process.
4. Outline approach to identifying appropriate underwriters for the achievement of the access and affordability concerns of SCSi members.
5. Outline a strategy to educate underwriters on the differences of the Irish Market and the various professional functions which members provide that is not generally understood.
6. Proposed service level metrics and guarantees that the SCSi and its members can expect would be delivered under the agreement.
7. Proof of Registration with the Central Bank of Ireland as Insurance Broker/Intermediary

Evaluation of Tenders

Tenders will be evaluated on the basis of the proven competency of the Tenderer, the proposed individuals who would be tasked with carrying out the service and the strategy outlined by the provider. The following evaluation criteria will be applied:

Pre-qualification – (Pass/Fail)

Proof of Registration with the Central Bank of Ireland as Insurance Broker/Intermediary. Failure to provide evidence of the registration is an automatic fail.

Scoring

Part 1: Experience of Firm & Key Contact (45 points)

Understanding of PII market for construction/property	15 points
Familiarity and experience with surveyors/real estate professionals and other membership bodies	15 points
Plan & experience of providing educational talks	15 points

Part 2: Approach & Strategy (40 points)

Approach to identify suitable underwriters	20 points
Strategy to educate underwriters on professionals	20 points

Part 3: Metrics & Quality of Member Service (15 points)

Service level metrics and quality of service guaranteed	15 points
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Tender Terms

- The Society retain the right not to award the agreement to any tendering organisation or individual.

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- In the case that no one firm is able to meet the needs of all member types, the SCSi reserves the right in consultation with the preferred tenders to split the service by property and construction.
- Applicants must obtain for themselves all information necessary for the preparation and completion of the tender.
- The Society reserves the right to tender again or to terminate the agreement at any stage if the agreed standard of services is not being provided.
- All participating brokers are asked not to make contact at this point with any insurer in relation to this tender.

Requests for Additional Information

Additional information on the Society and its activities is available at www.scsi.ie.

The final date for requests for additional information or clarification is 4pm Thursday 1 April 2021. Requests for information should be made to patrick@scsi.ie

Closing date for Tender Responses

All tenders must be received prior to 4pm on Thursday 8 April 2021 to patrick@scsi.ie. A confirmation will be sent upon receipt.

Thank you for your past interest in the tender and we hope that you will tender.

Yours sincerely,



Patrick King
Director of Membership & Public Affairs