

Dear friends,

SUPER TOP UP POLICY OFFERED BY K M DASTUR - GO DIGIT GENERAL INSURANCE

You are all aware that last year CBROA subscribed for SBI GEN Super top policy offered by K M Dastur, reinsurance brokers bowing to the demand from our members. About 1400 members (2500 families) have taken the policy. The policy was to be renewed this year wef 1st November.

However, we are informed by M/s Dastur that SBI Gen is not only quoting higher premium but also seeking commitment of minimum 84000 families. Hence they are offering *GO DIGIT Insurance company's super top up policy this year. I have already circulated the details about the same on 2nd October and sought the views of the members. Since many members are willing to go for super top up policy issued by Go digital insurance brokered by M/s Dastur, **we have decided to subscribe for the same this year.**

Please remember CBROA is only facilitating our members to subscribe for the super top policy. As repeated several times earlier, it is up to the members to take a call to subscribe to the policy or not depending upon their requirements for a health cover, budget etc.

We are furnishing the mail received by KM Dastur regarding the same and also the profile of Go digital insurance company.

KM Dastur will be coming out with Online submission form shortly and we will be initiating the members once it is ready.

All other details furnished by M/s Dastur are self-explanatory.

PLEASE NOTE THAT ONLY THE MEMBERS OF CBROA WILL BE ALLOWED TO SUBSCRIBE TO THE POLICY

With warm regards,

J S Jagadeesh
General Secretary, CBROA
07.10.2024.

Message/Letter from M/s K M Dastur

Standalone Group Super Top Up Policy for Pensioners 2024 -25

Dear Sir,

Greetings from KMD!

With reference to our discussion please find few points which will be helpful for your discussion with the fellow retiree members.

1. The Premium for Go – Digit is cheaper by 14% to 22% than SBI General Insurance

2. SBI considered the claims experience this year and accordingly gave their quote which was higher than Digit.

3. The overall claim ratio of all the associations is 107% and accordingly the premiums were considered by the insurance company.

Also note the below details for your reference:

1. SBI wants a commitment of 84000 families, and they may take an increased premium or not underwrite if we do not touch these numbers.
2. Go -Digit is giving a payment gateway. Even offline payments is to be made in the name of go digit. This will remove the complete headache of reconciliation. We will get a reverse file from them which will be matched directly on KMD portal, and we will just monitor.
3. Go – Digit is also a completely digital company which will not require any hard copy of the claim files. Files can be directly uploaded to go digit in their application or even on Whatsapp. Usage of this application and whatsapp is extremely user friendly with no hassle to the retirees.
4. It is also pertinent to note that Digit is one of the Insurers who have qualified in the technical bid at IBA. They are the fastest growing company and are known in the market to introduce the most innovative insurance products.
5. Attached Digit Profile for your reference

We have this year designed a portal which is extremely user friendly. This portal can be accessed by the retiree via mobile multiple number of times and any correction required can be done on the same without having to email anything to us and waiting for a correction endorsement. Further Go Digit has given us an added advantage of collection of premium directly into their accounts. The reconciliation shall also be done by them, and they will share a daily update with us.

We hope that with these competitive rates, the ease of premium collection and a period of 1 month, we shall be able to reach out to many pensioners.

We once again thank you all for keeping your trust and faith in us. We shall be preparing a link for data collection and sending it out to