



# Healthcare Proposal

For Customers

# About Us



# Healthcare Proposal

## Why “Bupa Arabia”?

Our partnership with the international healthcare leader, UK based, “Bupa Group”, which has more than 70 years of experience in the health and medical field, helps us meet your healthcare needs in over 190 countries around the world. This has helped us in offering global standard in addition to exclusive and tailor-made healthcare services to the Saudi market. We are proud to serve more than 2.8 million members all over the Kingdom of Saudi Arabia.

We also stand out for the numerous services we offer as the best healthcare service provider in Saudi Arabia. Furthermore, our members enjoy rapid medical approvals, text messages informing them of the state of their request, and the possibility of speaking with us at any time.

We have been ranked first place as the largest healthcare insurance company in the kingdom, with a market share that exceeded 41% in Q1 2015 (based on the size of written premiums), far exceeding its closest competitors.

We are considered the first specialized company in healthcare in the Kingdom, and we always seek to deliver special services to all segments of society. We also strives to focus on excellence and professionalism in the services we provide to our customers, while developing these services in a way that guarantees meeting the needs of the various segments of society in a professional and reliable manner.

# Financial Proposal



# Healthcare Proposal

Date: 04/10/2016

التاريخ: 04/10/2016

To: BUPA Direct - Bayouni Trading & Services Est.

السادة:

Attention: Kamal Aldeen Hosin Bayoni

عناية الأستاذ: كمال الدين حسين بايوني

Bupa Arabia would like to thank you for giving us the opportunity to present our healthcare proposal. Please find attached the requested quotation for your respective group. The total premium will be SR 107,098

السلام عليكم ورحمة الله وبركاته. يسرنا أن نتقدم لكم بالشكر الجزيل على ثقتكم ببوبا العربية لإدارة برنامج الرعاية الصحية الخاص بمتسوبيكم متطلعين إلى أن يستمر هذا التعاون ويترسخ لما فيه المصلحة المشتركة. إشارة إلى عرض أسعار التأمين الطبي، تجدون مرفقاً الأسعار المطلوبة، وسيكون إجمالي مبلغ التأمين 107,098 ريال سعودي.

The total premium will be settled based on the below method:

علماً بأنه سيتم حساب الأقساط كما يلي:

تاريخ القسط Date	قيمة القسط Amount
06/10/2016	SAR 107,098

## Please note the following:

## توضيحات:

- The healthcare contract will start on 06/10/2016; and the quotation will be re-issued if this date is changed.
- The subscription premium to be paid in advance prior to the contract start date
- The membership will be activated on the contract start date conditioned by receiving the premium in advance.
- This proposal is valid for 5 working days from the above date.

- يبدأ عقد التأمين الصحي بتاريخ 06/10/2016 م و سيتم اصدار تسعيرة جديدة في حال تغيير تاريخ بداية التعاقد.
- يتم سداد مبلغ الإشتراك مقدماً قبل تاريخ بداية التعاقد
- يتم تفعيل الإشتراك حسب تاريخ بداية التعاقد بشرط استلام المبلغ مسبقاً
- يتم تفعيل الإشتراك بعد 5 أيام عمل من تاريخ التعميد

## To start the contracting and membership activation process, please provide us with the following:

## للبدء في إجراءات التعاقد و تفعيل العضوية نرجوا ارسال مايلي:

- Signed and stamped quotation.
- Completed Declaration Form for new members (in case of renewal)
- A copy of deposit slips to Bupa Arabia Bank Account as shown below.
- A copy of the Commercial Registration.
- A copy of authorized person's ID.
- Completed Customer Information Form (attached).

- تعميد عرض الأسعار موقع و مختوم.
- تعينة نموذج الإفصاح للحالات الصحية لأي عضو جديد لم يسبق له التأمين السنة الماضية (في حالة التجديد).
- صوره من إيصال إيداع مبلغ الإشتراك على حساب بوبا العربية الموضح أدناه.
- صورة من السجل التجاري.
- صورة من هوية المفوض.
- تعينة نموذج بيانات العميل المرفق

Saudi British Bank

021-702 022-012

IBAN Number: SA 6445 000 000 021702022012

Sales Agent:

Moayad Barnawi

Retail Department

Date : 04/10/2016

Sales Agent : Moayad Barnawi

# Healthcare Proposal

SADAD Reference Number: 1044817

<b>Company Name</b>	BUPA Direct - Bayouni Trading & Services Est.		
<b>Contact Person Name</b>	Kamal Aldeen Hosin Bayoni	<b>Product Type</b>	SME (GSTD)
<b>Payment Terms</b>	100	<b>Inception Date</b>	06/10/2016
<b>Sales Type</b>	New Sales	<b>Contract End Date</b>	05/10/2017
<b>Number of Members</b>	78	<b>Total Premium</b>	SAR 107,098

Sl. No.	Members Full Name	ID Number	Birth Date	Age	Gender	Relation	Scheme	Marital Status	Annual Premium (SR)
1	Othman Hussain Bayouni		01/01/1989		Male	Employee	Blue	Single	SAR 1,126
2	Basil Hussain Bayouni		16/05/2000		Male	Employee	Blue	Single	SAR 943
3	Kamal Aldeen Hussain Bayouni		19/10/1978		Male	Employee	Blue	Married	SAR 1,299
4	Huda Nasser Omar Al Amoudi		23/02/1988		Female	Wife	Blue	Married	SAR 2,989
5	Talal Hussain Bayouni		23/01/1980		Male	Employee	Blue	Married	SAR 1,299
6	Sana Hassan Bamardouf		15/07/1986		Female	Wife	Blue	Married	SAR 2,676
7	Sultan Hussain Bayouni		07/11/1981		Male	Employee	Blue	Married	SAR 1,156
8	Muna Nasser Omar Al Amoudi		14/12/1986		Female	Wife	Blue	Married	SAR 2,989
9	MOHAMMED ABDULLAH MARUF ALAMOUDI		01/01/1944		Male	Employee	Blue	Married	SAR 7,531
10	FATMAH HASAN AHMAD ALAMOUDI		08/01/1957		Female	Wife	Blue	Married	SAR 3,360
11	MOHSEN AHMED ALAMOUDI		06/05/1969		Male	Employee	Blue	Married	SAR 2,833
12	FERYAL MOHAMMED BASHWEH		01/07/1980		Female	Wife	Blue	Married	SAR 2,620
13	ALSAEED KAMEL ALI ABDULJAWAD		01/01/1971		Male	Employee	Blue	Married	SAR 2,833
14	NSREEN KAMEL ALI		13/01/1979		Female	Wife	Blue	Married	SAR 2,620
15	ABDULNAZAR CHERANGAI		01/07/1974		Male	Employee	Blue	Married	SAR 1,509
16	AISHA ABDULNAZAR		15/05/1983		Female	Wife	Blue	Married	SAR 2,676
17	ALEX VARUGHESE		30/05/1973		Male	Employee	Blue	Married	SAR 1,509
18	NANSY ALEX		26/05/1979		Female	Wife	Blue	Married	SAR 2,620
19	THOMAS ABRAHAM		01/01/1956		Male	Employee	Blue	Married	SAR 4,855
20	SOSAN ABRAHAM		01/07/1967		Female	Wife	Blue	Married	SAR 2,833

Signature: \_\_\_\_\_

Stamp: \_\_\_\_\_

Date : 04/10/2016

Sales Agent : Moayad Barnawi

# Healthcare Proposal

Sl. No.	Members Full Name	ID Number	Birth Date	Age	Gender	Relation	Scheme	Marital Status	Annual Premium (SR)
21	YAHYA HOSSAIN BAYOUNI		30/01/1987		Male	Employee	Blue	Single	SAR 1,126
	Group Total Scheme		21						SAR 53,402

22	Taibah Othman Omer Al Amoudi		01/08/1957		Female	Employee	Blue-S	Single	SAR 3,360
23	Noor Hussain Bayouni		21/10/1991		Female	Employee	Blue-S	Single	SAR 1,048
24	Faisal Kamal Aldeen Bayouni		02/01/2008		Male	Son	Blue-S	Single	SAR 944
25	Abdulaziz Kamal Aldeen Bayouni		10/09/2011		Male	Son	Blue-S	Single	SAR 944
26	Hussain Kamal Aldeen Bayouni		14/11/2013		Male	Son	Blue-S	Single	SAR 1,575
27	Khalid Talal Hussain Bayouni		25/10/2015		Male	Son	Blue-S	Single	SAR 1,575
28	Rakan Sultan Bayouni		21/08/2007		Male	Son	Blue-S	Single	SAR 944
29	Teeb Sultan Bayouni		03/04/2012		Female	Daughter	Blue-S	Single	SAR 1,575
30	Asaiel Sultan Bayouni		01/05/2015		Female	Daughter	Blue-S	Single	SAR 1,575
31	NOOR MOHAMMED ALAMOUDI		01/01/1989		Female	Daughter	Blue-S	Single	SAR 1,126
32	EMAN MOHAMMED ALAMOUDI		08/09/1991		Female	Daughter	Blue-S	Single	SAR 1,126
33	SARA MOHSEN ALAMOUDI		08/09/2003		Female	Daughter	Blue-S	Single	SAR 946
34	OSAMA MOHSEN ALAMOUDI		14/10/2005		Male	Son	Blue-S	Single	SAR 946
35	KAMEL ALSAEED KAMEL		26/03/2004		Male	Son	Blue-S	Single	SAR 946
36	SARA ALSAEED KAMEL		27/02/2006		Female	Daughter	Blue-S	Single	SAR 946
37	KHALID ALSAEED KAMEL		29/07/2010		Male	Son	Blue-S	Single	SAR 944
38	YOUSIF ALSAEED KAMEL		18/10/2012		Male	Son	Blue-S	Single	SAR 1,575
39	WLAA ALSAEED KAMEL		19/01/2014		Female	Daughter	Blue-S	Single	SAR 1,575
40	MOHAMMED CHERANGAI		01/10/2004		Male	Son	Blue-S	Single	SAR 946
41	NORA FATMAH ABDULNAZAR		06/02/2011		Female	Daughter	Blue-S	Single	SAR 944
42	AN MARY ALEX		23/10/2008		Female	Daughter	Blue-S	Single	SAR 944
43	AXA MARYAM ALEX		07/03/2011		Female	Daughter	Blue-S	Single	SAR 944
44	NETO ABRAHAM		07/06/1990		Female	Daughter	Blue-S	Single	SAR 1,126

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Sl. No.	Members Full Name	ID Number	Birth Date	Age	Gender	Relation	Scheme	Marital Status	Annual Premium (SR)
45	NEMESHA ABRAHAM		01/01/1993		Female	Daughter	Blue-S	Single	SAR 1,048
	Group Total Scheme		24						SAR 29,622

46	RENJI ISSAC		01/01/1971		Male	Employee	Green	Married	SAR 1,046
47	MOHAMMAD AHMAD ALAMOUDI		17/06/1985		Male	Employee	Green	Single	SAR 690
48	MOHAMMAD HASAN ALAMOUDI		02/02/1966		Male	Employee	Green	Single	SAR 1,638
49	YASLAM MOHAMMED YASLAM		07/04/1993		Male	Employee	Green	Single	SAR 690
50	IBRAHIM ABDULNASER IBRAHIM		24/08/1991		Male	Employee	Green	Single	SAR 690
51	AHMAD MOHAMMED DARWISH JALAL		01/09/1985		Male	Employee	Green	Single	SAR 690
52	JUSTIN HARRIS		01/01/1974		Male	Employee	Green	Single	SAR 690
53	JUNARD MOSQUEDA CAMPOS		15/06/1977		Male	Employee	Green	Single	SAR 690
54	BERNEL MARIANO SADIASA		23/11/1986		Male	Employee	Green	Single	SAR 690
55	SAPON MIAH AHMED ALI		05/03/1972		Male	Employee	Green	Single	SAR 690
56	KHALID AWWAD EID SHALABY		12/10/1977		Male	Employee	Green	Single	SAR 690
57	ALI AHMED ABUL KASHEM		01/02/1986		Male	Employee	Green	Single	SAR 690
58	SOM BAHADUR PARIYAR		28/08/1988		Male	Employee	Green	Single	SAR 690
59	SHREE BAHADUR MAGAR		23/09/1977		Male	Employee	Green	Single	SAR 690
60	NABIL MOSTAFA ZAKRIA DARWEASH		15/09/1985		Male	Employee	Green	Single	SAR 690
61	ROSHAN MAHATHANTRIGE GUNAPALA		18/10/1982		Male	Employee	Green	Single	SAR 690
62	AHMED ABDELWAHAB ABDELKADER KHALIFA		25/08/1987		Male	Employee	Green	Single	SAR 690
63	PALANIVELU MUTHAIYAN		20/11/1979		Male	Employee	Green	Single	SAR 690
64	PRABHU GOVINDASWAMY		07/10/1983		Male	Employee	Green	Single	SAR 690
65	NOVO BIMBO ALONZO TOLENTINO		02/01/1976		Male	Employee	Green	Single	SAR 690
66	ZURIEL AGUNAT PAMA ONG		02/08/1989		Male	Employee	Green	Single	SAR 690

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# Healthcare Proposal

Sl. No.	Members Full Name	ID Number	Birth Date	Age	Gender	Relation	Scheme	Marital Status	Annual Premium (SR)
67	MOHAMED MAHMOUD ABDELSALAM ARBOUD		15/09/1985		Male	Employee	Green	Single	SAR 690
68	SELVAN CHELLATHURAI		13/08/1988		Male	Employee	Green	Single	SAR 690
69	ABDUL KADIR HABEEB		12/07/1991		Male	Employee	Green	Single	SAR 690
70	MOHAMED NALEEM KHAN IDURUS		23/07/1990		Male	Employee	Green	Single	SAR 690
71	AHMED HAMDY AHMED DEYAB		23/07/1990		Male	Employee	Green	Single	SAR 690
72	MOHAMED IQBAL ERAMULAN		09/11/1980		Male	Employee	Green	Single	SAR 690
73	SURESH DILSHAN DE SILVA BALAGE DON		18/10/1982		Male	Employee	Green	Single	SAR 690
74	AHMED ATEF ELSAYED HASSANIN		23/07/1990		Male	Employee	Green	Single	SAR 690
75	SHAHUL MOHAMMED		02/08/1989		Male	Employee	Green	Single	SAR 690
76	JAHD IQBAL NAWABKHAN PATHAN		23/07/1990		Male	Employee	Green	Single	SAR 690
	<b>Group Total Scheme</b>		<b>31</b>						<b>SAR 22,694</b>
77	ISSAC THOMAS		26/11/2002		Male	Son	Green-S	Single	SAR 690
78	JOON THOMAS		26/11/2002		Male	Son	Green-S	Single	SAR 690
	<b>Group Total Scheme</b>		<b>2</b>						<b>SAR 1,380</b>
	<b>Grand Total</b>		<b>78</b>						<b>SAR 107,098</b>

Signature: \_\_\_\_\_

Stamp: \_\_\_\_\_

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# “Tebtom” Program



# Healthcare Proposal



**Health insurance is one thing, “Tebtom” healthcare services from Bupa, are another...**

“Tebtom” program from Bupa is a set of unprecedented and unique healthcare services that transcend regular healthcare coverage; created by us to provide you and your family with complete healthcare in your daily lives, helping you get the most out of them



**Bupa Doctor**



**Chronic Diseases Care**



**Maternity Care**



**Child Care**



**Cancer Care**



**Elderly Care**



**International Second  
Medical Opinion**

**To benefit from “Tebtom” services, you can contact us at  
the toll-free number 800 440 4040  
or talk to Bupa Doctor [Bupa.com.sa/Tebtom](http://Bupa.com.sa/Tebtom)**

# Healthcare Proposal



**Bupa Doctor:** You can get health advice and answers from our specialized doctors, around the clock (24/7), through Tebtom's toll-free number 800 440 4040. "Bupa Doctor" is a free service available to all.



**Maternity Care:** Pregnancy is considered to be one of the most important stages of your family's life. You might have many questions, and find it difficult to always get the answers you need. We will guide you through our "Maternity Care" service to get all the answers you need, and coach you - for a healthy and happy pregnancy experience, from start till end.



**Child Care:** Because the first few years of your child's life are the most important, we created the "Childcare" service. Our aim is to help you nurture your child's health, ensuring his development and growth, through our specialized healthcare advice and coaching.



**Chronic Diseases Care:** To help ease repeated chronic conditions' check-ups, medication refills, and periodic tests, we created the "Chronic Diseases Care" service. It helps you get along with your chronic disease and mitigate its risks through personalized health solutions such as: expert guidance and coaching, nutritional consultations, convenient medications refilling\* and conditions monitoring\*.



**Elderly Care:** Because we appreciate your love for the elderly in your life, we created the "Elderly Care" service, which will give them the necessary healthcare as well as the caring solutions for their comfort, such as elderly counselling, guidance and nutritional consultations, convenient chronic diseases medications refilling\* and chronic conditions monitoring.



**Cancer Care:** We realize the importance of the care and the support given to cancer patients; that's why we have created the "Cancer Care" service; aiming to improve the patient confidence and strengthen him and his family against the challenges they face, through: guidance about the treatment and its impact, advice regarding chronic conditions as well as supporting the cancer patient's caregiver.



**International Second Medical Opinion:** We created the "International Second Medical Opinion" service to help you deal with complex health cases: to reconfirm the diagnosis or the treatment choices - from world-class experts operating at internationally-renowned centers.

Our doctors will evaluate the received cases based on pre-set medical criteria, prior to providing the service.

\*Available for Bupa members covered in Network 5 and above

# Healthcare Proposal

## Standard Services



**24/7:** Your employees can benefit from our 24/7 member assistance hotline staffed by bi-lingual health professionals. Our 24/7 staff can help you with any questions relating to your cover. What is more, our 800 244 0307 number is toll free and can be reached using your mobile phones.



**Online Services:** To really enjoy the benefits of being a Bupa Arabia member, we recommend each of your employees to register to our online services portal at [bupa.com.sa](http://bupa.com.sa). By registering, they can:

- ✓ Check their benefits (and those of his/her dependents); track or make requests e.g. reimbursement status
- ✓ Get a copy of their latest network list
- ✓ Print membership certificates when needed... and more



**Online approval:** When at the hospital and needs a treatment requiring our approval, our "Online Approval" service guarantees that you do not need to come back or wait for a long time to get the treatment. We answer all requests sent to us in the most urgent manner. For dental, optical or maternity approvals, we answer 80% of the requests within 5 minutes.



**Bupa.Msg:** Free SMS service that gives your employees real time update on all requests you made or those coming from the hospitals and clinics within your network. With "Bupa.Msg" service, you get two free SMS messages every time you submit a reimbursement claim request or a hospital sends a treatment pre-authorization request. The first message tells that we have received the request with an estimated time of processing and the second SMS advises you that we have already processed the request.



**Bupa Arabia Application:** Our smartphone application is available on Apple Store and Google Play Store. Download the application gives your employees an easy access to our Online Services and many advantages directly on their mobile device.

# Healthcare Proposal

## Bupa Arabia for Cooperative Insurance

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bupa.com.sa

