

## **THE BANK OF KHYBER**

**Expression of Interest (EOI)**

### **Core Banking Solution**

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<b>Last Date for Submission:</b>	<b>10<sup>th</sup> May, 2018 at 3:30 P.M.</b>
<b>Opening Date:</b>	<b>10<sup>th</sup> May, 2018 at 4:00 P.M.</b>

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## **Description of Work**

### **A. Introduction**

BoK intends to procure the services of experienced software houses and IT companies for the supply, installation, implementation and maintenance of Core Banking System and in this regard Core Banking System should provide all the necessary facilities to run the business of the bank as per best standard practice. It is not a conclusive list of specifications and any practice as normal function of the bank must be included. BoK is a Listed Scheduled Commercial Bank with 166 branches, including 84 Islamic Branches with majority of shares are held by KP Government. Any innovative and futuristic products may also be added with appropriate details for the bank to select additional products for its business with future requirements.

The parameter in the system must be flexible enough to generate future banking products without the request/ change in the program. The availability of this functionality with the user will be preferred. This may include addition of fields, selection of codes etc. along with fulfilling the banking rules and policies.

Each activity in the system must be handled by at least two authorized personnel i.e., maker and checker concept should exist. The system should maintain audit trail for all activities. Appropriate reports must also be available e.g. user/transaction/terminal wise report for all changes in the data.

Additional Modules and Other Modules will be the part of evaluation and they are desirable. These modules will also be evaluated separately and may be acquired from different vendors if found suitable. Further, any function with specifications responded as 'Can be developed' must be made available within four (4) months of the award of contract without any extra cost.

For the evaluation of responses, suppliers may be required to provide demonstrations of their application at BoK Premises on a short notice of about one week without any cost or obligation on the part of the Bank.

The Bank of Khyber invites well reputed firms for the supply, installation, implementation and maintenance of Core Banking Software Solution. Detailed Scope of work is attached at Annexure – B of the document.

Bidders are required to submit their sealed proposals (EOI) in line with Khyber Pakhtunkhwa Procurement Rules 2014 to the office of the **Head Procurement Division, The Bank of Khyber** on or before **Thursday, 10<sup>th</sup> May, 2018 at 3:30 PM**. Tender Opening Date is **Thursday, 10<sup>th</sup> May, 2018 and Time is 4:00 PM** at The Bank of Khyber, Head Office.

Proposals should be in the prescribed format along-with all the relevant documents as per the **Terms & Conditions** and **Bidder Eligibility Criteria**.

### **Terms and Conditions**

- a) Bidder is required to submit its Company Profile along-with Proposal that must comply with the following **Bidder Eligibility Criteria** (Annexure – A).
- b) Proposals submitted Late / after due date and time or Incomplete will not be considered.
- c) Only Shortlisted Firms will be invited to submit their Technical and Financial proposals.
- d) The competent authority reserves the right to accept or reject any proposal as per its policy and KPPRA rules.
- e) All sections in the bid should be adequately flagged and numbered.
- f) In case of consortium, the bidder must submit:
  - The details of the consortium with roles and responsibilities of each partner.
  - The original stamped consortium agreement shall be attached along-with the Bid Document.
  - The same should be endorsed by an authorized representative of the prime bidder. The Prime bidder will be the single point of contact with the Bank for the project undertaking.
  - No change in the constitution of the consortium (prime bidder/members of consortium/stakes of any member etc.) will be allowed without explicit approval of the Client.
- g) Bids not complying with all the given clauses in this tender document are liable to be rejected.
- h) Principal Representatives should come with Partner.

***Head Procurement, Head office,***  
**The Bank of Khyber, 29 A, The Mall, Peshawar Cantt.**  
**Phone: 091-5261117, 091-5275352**

## Annexure – A

### Bidder Eligibility Criteria

Bidder is required to submit its Proposal in accordance with the **Mandatory** requirements mentioned in the Bidder Eligibility Criteria. Failing to which the proposal will not be considered.

#	Mandatory Requirements	Proof to be submitted for fulfilling Eligibility Criteria
1	The bidder should have at-least 5 years' experience of provision of relevant services.	The bidder should provide its <b>FBR</b> registration certificate (NTN) along-with Registration of Incorporation under the laws of Pakistan. Bidder must provide details of last Five Years projects/services delivered in Financial Institutions.
2	The bidder should not have been blacklisted by any of the Provincial / Federal Government or organizations of the State / Federal Government in Pakistan.	<b>Undertaking</b> on stamp papers should be submitted by the bidder that it is not being blacklisted And must provide List of arbitration/legal suits/unsettled disputes with the financial sector clients (if any) in last five years.
3	The bidder must submit <b>Annual Audited Report</b> for the last 03 Financial years.	Annual Audit Report including Balance Sheet, Income Statement and Profit & Loss accounts along with auditors' notes for the last three audited years should be submitted.
4	The bidder must have legal presence in Pakistan. The firm must submit <b>List of Offices</b> across Pakistan.	Valid documentary evidence must be submitted.
5	The bidder/prime bidder (in case of consortium) shall provide a list of completed projects similar in nature and capable of providing a comprehensive, cost-effective, scalable solution for any Financial Institution / Banking Sector.	Valid documentary evidence must be submitted of at least <b>04successfully Completed Projects</b> of Core Banking System in Pakistan. With at-least01 successfully implemented Project of Bank having both Conventional & Islamic Banking business operations.
6	Bidder shall provide <b>Clientage List</b> of the Company along with relevant references.	Valid documentary evidence must be submitted including of Banking Sector.
7	The bidder should have enough Technical Strength at its end to complete the project within stipulated time.	<b>List of Staff (HR)</b> of the Company along-with their CV's to be submitted.
8	The bidder shall assign a dedicated onsite <b>Project Manager</b> to manage the project and report to the stakeholders as per requirement.	Certified Project Manager having Banking Experience should be assigned and his CV must be submitted.
9	Bidder must have complete knowledge and understanding of the required deliverable.	Bidder must provide a <b>sample of the required deliverable</b> .
10	Firm should be an active tax payer	KPRA (Khyber Pakhtunkhwa Revenue Authority) Registration certificate should be provided.
11	Firm should be Registered with Pakistan Software Export Board (PSEB)	Valid documentary evidence should be submitted.

## **Annexure – B**

### **Technical Requirements / Specifications**

Bidder is required to duly fill the following compliance sheet to be able to qualify.

	Comply Yes/No	Details
<b>Vendor Details</b>		
Company Name & Head Office address		
Size of the Company, HR Details, Customer Support		
Product is owned Native / Third Party; Product Roadmap		
Names of Previous Banking Implementation experience		
Support services, List of Offices across Pakistan		
Local support Office and Relationship details with Principal		
<b>Technology</b>		
Software Design Architecture / Technology Requirements		
Integration Capability with 3rd Party System (Middleware or API)		
System Technology Details		
Disaster Recovery Plan		
User Administration & Integration with Single-Sign-on		
Business Continuity Capability		
Data Migration Security and Options		
Application Security and Testing / Certification Details		
Software Implementation Methodology		
Change Management Process		
Data Migration methodology		
Audit Trail for user and system activities		
Ensure 24x7x365 availability requirements		
Scalability / Upgrade Mechanism		
Methodology for implementation new releases/updates of proposed software.		
<b>Other Requirements</b>		
Support & maintenance offering after deployment (Onsite & Offsite)		
Basis for License Expansion and Maintenance		
Recommended Infrastructure Details for each of the bank required environment (testing, production and DR environment)		
Training of Bank Resources ( User, Analyst, Technical, Support ) with documentation for both user and technical trainings during the of the project.		
List of Documentation available for System		

Bidder is required to duly fill the below Minimal Feature list required by the bank but not limited only to the following:

Features	Availability (Yes / No)	Screenshot (Yes / No)	Remarks
<b>Branch Banking</b>			
General Ledger (Islamic / Conventional)			
Customer & Account Management			
Group Relationship Management			
Customer Relationship Management			
Product setup (Islamic / Conventional - Deposit / Advances / Trade)			
FATCA (Foreign Account Tax Compliance Act) / Common Reporting Standard (CRS)			
Fee Management & Recovery			
Centralize Clearing (Inward / Outward)			
Cheque management			
Transaction routing and authorization			
Customer Signature Management			
Cash / Cash-Cell Vault Management (Teller Tills - Local / Foreign)			
Inward/outward remittances			
Locker management system			
Loan & Limit management			
Collateral management			
Offsite ATM / Branch Booth / Sub Branch Management			
Customer assessment/credit scoring			
Loan Origination & Application			
CIB / Borrowers details			
Disbursements			
NPL & Loan loss provisioning			
Flexible setup for applicable Taxes / Interest / Profit / Markup			
Cash Management for Customers			
Audit Trails			
Wealth Management/Asset Management			
Bulk Payments			
Fund Transfer/Generation of MT messages			
<b>Islamic Features List</b>			
Profit Calculation			
Pool Management			
Riba Free Certificates			
Rate Revision			
<b>Islamic Advances / Financing</b>			
Murabaha			
Ijara (corporate/SME/retail)			
Diminishing Musharakah (home finance)			
Istisna financing			

Salam financing			
Qard-e-Hasna			
Running Musharka			
Wakalah / Wadiah / Qard			
<b>Conventional Banking</b>			
<b>Advances / Financing</b>			
Lease Financing			
Mortgage Financing			
Bills Portfolio			
Working Capital Financing			
SE & ME			
Agriculture Financing			
Syndicate Financing			
Microfinance Schemes			
Government Initiatives Schemes			
SBP Financing			
<b>Trade Finance</b>			
<b>Import</b>			
Import LC			
Bill Lodgment			
Import Collection			
<b>Export</b>			
Export LC			
Export Advance Payment			
Form E Certification			
Collection discounting and settlement			
Bill presentation			
<b>Export Refinance</b>			
Export Refinance PART I			
Export Refinance PART II			
Post Shipment			
Letter of Guarantee / Letter of Credit Registering/Advising of Export LC/Discounting/Transferring/Inward SWIFT Messages (FT & LC)			
<b>Risk management</b>			
Parameterized Risk Rating Model			
Financial Statement Upload Mechanism			
Obligor Risk Rating			
Industry wise Quartiles			
Facility Risk Rating			
Analyze Risk Profile			
Credit Risk			
Market Risk Module			
Liquidity Risk Module			
Operational Risk Module			
Capital Management Module ( Basel II, III and CAR)			
<b>Loan Origination System</b>			
Flexible Workflow for routing			

Parameterized Loan Driven Policy			
Loan Document Capturing Mechanism			
Agriculture Financing Analysis			
Consumer Financing Analysis			
Covenant Monitoring Mechanism			
Management Dashboards			
<b>MIS And Analytics</b>			
Analytical Dashboards			
Customer			
Product			
Operations			
Finance			
Risk			
Compliance			
Off the shelf reports for GL, Customer, Trade Finance			
Regulatory Reports, Tax Repository			
SBP Reporting			
On-Screen, Downloadable in different formats			
<b>Transaction Monitoring and Alert Generations</b>			
Rule Based Transaction Identification			
Dynamic Rule Management			
Case Management			
Transaction Analysis			
Handling of Adjustment Entries After Closure of Financial Period			
Reports (Cash Flow management, Budgeting Tool etc)			
Web Services			
AML Validations			
<b>Integration Models Details</b>			
Middleware			
ADC Engine			
3rd Party Applications			
Prism Transactions (RTGS)			
Internet Banking			
Mobile Banking			