

# NATIONAL BANK OF PAKISTAN

## Expression of Interest (EOI)

### Procurement of Consultancy Services for the Development of Enterprise Data Warehouse (EDWH) / Data Lakehouse initiative for National Bank of Pakistan (NBP)

#### 1. INTRODUCTION.

National Bank of Pakistan (NBP) is one of the largest commercial bank operating in Pakistan, invites Expression of Interest (EOI) from Consultancy Service Providers and/or Technology provider to provide the consultancy services for the development of a strategy that will outline the entire process flow, timelines, functional specifications as well as software and high-level hardware requirement for Enterprise Data Warehouse/Data Lakehouse initiatives at NBP.

#### 2. OBJECTIVES:

Objectives of EOI for acquiring consultancy services for the development of enterprise data warehouse/ Data Lakehouse solution within the following area:

- Develop a Comprehensive Enterprise Data Strategy:** Formulate a future state Data Strategy that is intrinsically aligned with the Bank's business priorities and regulatory obligations. This strategy will act as the guiding framework for all enterprise data initiatives, ensuring a unified and sustainable approach.
- Design a Target Operating Model (TOM):** Recommend an optimal organizational structure, talent strategy, and governance model for a centralized Data Analytics & Insights Division, enabling the Bank to build a data-driven culture and maximize value from its data assets.
- Conduct Enterprise-Wide Requirements Analysis:** Perform a holistic discovery and requirement-gathering exercise across all Bank groups to capture and prioritize enterprise-wide use cases, business needs, pain points, and opportunities for transformation.
- Architect a Scalable Future-State Data Platform:** Proposed multiple options for modern, integrated Enterprise Data Lakehouse or Warehouse architectures for the Cross Functional Team (CFT) to decide as per the need of the bank, these architectures should be built on principles of scalability, flexibility, security, and interoperability to support both current and future analytical needs in the light of regulator's guidelines (State Bank of Pakistan).
- Develop a High-Level Budgetary Estimate:** Provide a high-level budgetary cost estimation for the entire program, including projected investment for software licensing and high level of hardware / cloud infrastructure cost to secure executive funding approval.
- Benchmark and Identify Strategic Opportunities:** Perform a market study and gap analysis to benchmark industry best practices, identify emerging trends, and highlight additional high-value use cases that can give the Bank a competitive and innovative edge.
- Establish Foundational Data Governance Frameworks:** Recommend robust frameworks, standards, and policies for data quality management, metadata, lineage, and governance, ensuring data is accurate, trusted, secure, and well-documented across the enterprise.
- Identify High-Impact Advanced Analytics Use Cases:** Pinpoint and design Data Science and Artificial Intelligence (AI) use cases with measurable impact on customer experience, targeted marketing, operational efficiency, fraud and risk management, and regulatory compliance.
- Assist in the Development of Request for Proposal for EDW/EDLH Procurement (Second Stage):** Prepare and finalize the functional aspects of the Request for Proposal (RFP) for EDW/EDLH implementation, ensuring it aligns with the strategic objectives, and reflects the functional and architectural blueprint defined in this phase.
- Assist in Vendor/ Solution Assessment and Finalization:** Conduct vendor and solution functional assessment in line with the RFP requirements and evaluation criteria finalized as part of the RFP document.
- Provide Strategic Advisory During Implementation:** Assist the Bank in review of the contract with the vendor from functional perspective and validate the system functional design/ blueprint for alignment with the Bank's defined strategy and requirements, as well as commitments made by the vendor during the procurement stage.

#### 3. ELIGIBILITY/QUALIFICATION CRITERIA.

The Evaluation of interests will be evaluated based on following parameters:

#	Eligibility Criteria	Requirement
1	Legal Status of Firm/ Company (Firm/ Company must be registered with either of the following) <ul style="list-style-type: none"> <li>Security and Exchange Commission of Pakistan (SECP)</li> <li>Recognized by Govt. of Pakistan</li> <li>Relevant registration forum (in case of international firms).</li> </ul>	Please provide copy of incorporation/ registration certificate attested by Notary Public
2	NTN/ FTN (In case of International Firm local Partner should be registered with Federal Tax Authority in Pakistan).	Please provide registration certificate
3	The bidder must have a verifiable physical office in Pakistan and must be an active taxpayer in the FBR's Active Taxpayer List (ATL).	Please provide evidence to ascertain that the firm/company office address is verifiable and that the firm/company has Active Taxpayer Status in the FBR Income Tax Active Taxpayer List (ATL).
4	Firm/ company must be registered with the relevant (federal and provincial) tax authorities as the case may be (if not already registered then, if awarded the work, the Firm/ Company will have to get registered before signing of contract).	Please provide relevant registration certificate or undertaking on firm/ company letterhead for registration before signing the contract (if already not registered)
5	a) Financial Statements of the firm/ company duly audited by ICAP registered firm or b) In case of ICAP registered firm tax returns in case of SBP category "A" or Financial statement attested by firm/ company CFO for the last 3 years showing that the company's aggregate Revenue for the last three-year period must equal or exceed 500 million PKR.	Please provide a copy of audited financial statements OR Income Tax (IT) returns for last three years.
6	Firm/ Company must be in profit in each of the last 3 years.	Please provide a copy of audited financial statements OR Income Tax (IT) returns for last three years.
7	Firm/ Company must be in Services Business for a minimum of 7 years.	Registration Certificate
8	Declaration that the firm / company is not blacklisted by any Government agency / semi-government / authority/ organization locally or internationally.	Affidavit
9	Declaration for Correctness of information and Signatures.	Affidavit
10	Confirmation that bidder has not declared bankrupt, is not involved in bankruptcy or receivership proceedings, and there is no judgment or pending legal action against the vendor that could impair its operations in the foreseeable future.	Affidavit
11	In order to be eligible to apply, the consultancy firm and/or Technology provider must not be engaged in provision of any other services, goods or works to NBP which by its nature may create a situation of 'Conflict of Interest' with the scope of services mentioned herein.	The consultancy firm that is awarded this contract shall automatically become debarred from participating in the tender for procurement of turnkey project for Data Warehouse/data lake which shall be floated post consultancy.
12	The bidder must have provided Consultancy / Implementation services for the Development of Enterprise Data Warehouse (EDWH) / Data Lakehouse or similar services to at least one for any Islamic Banks/ Commercial Banks / MicroFinance Bank/FI (Digital Bank or Fintech) in the last 05 years.	Copy of awarded contracts must be provided with the EOI.
13	The bidder shall submit a formal undertaking on official company letterhead, duly signed by an authorized representative, confirming full compliance with all eligibility and qualification criteria.	Affidavit.

#### Note:

- The shortlisted Consultants will be issued the Request for Proposal (RFP) documents for soliciting sealed Technical and Financial Proposals pursuant to Rule-3 (B) "Quality and Cost based Selection method" as per the Procurement of Consultancy Services Regulations, 2010 (PCSR-2010).
- The EOI should be submitted through E-PADS.
- Only the interests submitted through E-PADS will be entertained.

#### 4. GUIDELINES FOR SUBMISSION OF EOI

- Joint Ventures (JVs) are allowed for this consultancy assignment.
- The technical capacity, experience, and financial soundness of all JV members shall be evaluated on a combined (aggregate) basis.
- In order to qualify for the next stage, the Consultancy Service / Technology Provider must meet the above-mentioned eligibility/qualification criteria.
- The Service Providers fulfilling the defined criteria are requested to submit their Expression of interest along with necessary documents (including confirming their compliance to above stated criteria which reflects their capabilities and expertise required for desired service).
- The proposal, prepared in accordance with the Expression of Interest (EOI), must be submitted on EPADS (PPRA website) by **Tuesday, July 07, 2026 3:00 PM**. The same will be opened on same day at 3:30 PM in the presence of procurement committee and the representatives of consulting/Technology Firms who wish to be participated.
- Shortlisted firms qualifying as per above stated eligibility/qualification criteria will be contacted for the submission of Technical and Financial Proposal pursuant to Regulation-3 (B) Methods of Selection for Consultants of "Procurement of Consultancy Services Regulations, 2021" of PPRA "Quality & Cost Based Selection" will be adopted for the selection of Service Provider.
- For more details, please contact Divisional Head, Procurement LCMG, at the following address and telephone numbers
- National Bank of Pakistan reserves the right to cancel this invitation at any stage as per PPRA rule.

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