

**PRE-QUALIFICATION DOCUMENT
FOR THE ACQUISITION OF INTERNET-BASED SERVICES OF
DIGITAL SUPPLY CHAIN FINANCING PLATFORM
(Up & DOWN-STREAM)**



National Bank of Pakistan
نیشنل بینک آف پاکستان



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Proposals for Prequalification

ACQUISITION OF DIGITAL SUPPLY CHAIN FINANCING PLATFORM

(Up and Down-stream)

1. The National Bank of Pakistan invites e-applications from the contractors registered with the Income Tax and Sales Tax Department for Pre-qualification for the Acquisition of a Digital Supply Chain Financing Platform (Up and Down-stream)
2. Electronic Pre-qualification documents, containing eligibility/qualification criteria and other terms & conditions as per Rules 15 & 16 of Public Procurement Rules, 2004 (Revised 2020), are available for the registered applicants on EPADS at (www.eprocure.gov.pk).
3. The electronic proposals, prepared in accordance with the instructions in the Pre-qualification documents, must be submitted by using EPADS on or before 27th June 2025 at 3:00 PM. Manual bids shall not be accepted. Electronic Proposals will be open on the same day at 3:30 PM.
4. NBP also reserves the right to cancel this invitation at any stage before the announcement of prequalification results as per PPRA rules. This advertisement is also available on the NBP (www.nbp.com.pk) and PPRA (www.ppra.org.pk) websites. In terms of Rule 48 of Public Procurement Rules, 2004, Grievance Redressal Committee (GRC) is constituted for subject procurement. Notification of said GRC is provided on the procuring agency's website www.nbp.com.pk and on EPADS at (www.eprocure.gov.pk).

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1. Introduction

The National Bank of Pakistan (NBP) is one of the largest commercial banks operating in Pakistan. NBP's services are available to individuals, corporate entities, and the government, while it continues to act as a trustee of public funds and as the agent to the State Bank of Pakistan (in places where SBP does not have its presence). It has diversified its business portfolio and is today a leading player in the debt-equity market, corporate investment banking, retail and consumer banking, agricultural financing, and treasury services and is showing a growing interest in promoting and developing the country's small and medium enterprises and at the same time fulfilling its social responsibilities, as a corporate citizen. Procuring the right product/service carries supreme importance for NBP. Therefore, the primary aim of any procurement and selection procedure is to ensure transparency and fairness in the process that can select the right vendor based on merit and relevant experience.

2. Scope of Work

Digital Supply Chain Financing (DSCF) Platform – Scope of Work

1) Supply Chain Financing Programs (Upstream & Downstream)

NBP aims to acquire internet-based services of a comprehensive Digital Supply Chain Financing (DSCF) Platform that caters to both **upstream** and **downstream** supply chain financing needs. The platform will facilitate seamless collaboration among key stakeholders, including suppliers, buyers, distributors, and anchor entities, by providing innovative financial solutions tailored to business needs. Additionally, NBP will work with industry associations and partners to promote supply chain finance adoption.

Supply Chain Finance Variant	Upstream or Downstream	Remarks
Invoice Finance	Upstream	<ul style="list-style-type: none">• Receivable Finance for Supplier• Payable Finance for Anchor *
Dealer Finance	Downstream	<ul style="list-style-type: none">• Payable Finance for Dealer or Distributor• Receivable Finance for Anchor *
Purchase Order Finance	Upstream	

* In any situation, Anchor is not the borrower. Our borrower is a Supplier, Dealer, or Distributor in the above variants.

2) Core Functionalities

a. Digital Invoice Tracking & Financing

- Automated tracking of invoices from initiation (by suppliers or distributors) to endorsement by the anchor.
- Real-time visibility into invoice status, maturity dates, and payment timelines.
- Automated alerts for critical milestones, such as invoice delays or payment due dates.

b. KYC/AML Compliance

- The DSCF Platform should have independent robust KYC and AML processes within themselves to ensure regulatory compliance.
- The DSCF Platform should independently manage automated screening of suppliers, buyers, and distributors against global watchlists within their domain.
- The DSCF Platform should ensure continuous monitoring of customer activities to identify potential risks and mitigate fraud.

c. Credit Assessment and Risk Management

- All automated credit assessment and risk scoring for suppliers, buyers, distributors, and anchors shall be independently carried out by the DSCF Platform.
- Dynamic pricing and risk-based models to optimize lending decisions shall be carried out by the DSCF Platform independently.
- The platform should have real-time monitoring functionality of portfolio performance with early warning signals.

d. Invoice Financing / Discounting

- Efficient invoice discounting and factoring processes with automated valuation and discounting.
- Real-time tracking of discounted invoices and their associated payments.
- Automated payment reminders (through email) and follow-ups to ensure timely payments.

3) Platform Capabilities

• User-Friendly Interface

- Intuitive and user-friendly interface for suppliers, buyers, distributors, and bank staff.
- Customizable dashboards and reporting tools to track key performance indicators.

a. Robust Security and Data Privacy

- Advanced security measures to protect sensitive data and prevent unauthorized access.
- Compliance with industry standards and regulatory requirements.

b. Scalability and Flexibility

- Scalable architecture to accommodate future growth and evolving business needs.
- Flexibility to integrate with various external systems and platforms.

By implementing this DSCF platform, NBP aims to enhance its competitiveness, strengthen relationships with customers, and contribute to the growth and development of the supply chain ecosystem.

3. Instructions to Applicants

Collection of Pre-qualification Documents

This invitation follows the Proposal for Pre-qualification that was placed on NBP's website and the website of the Public Procurement Regulatory Authority (PPRA), as also published in the daily newspapers in 'The Express Tribune' (English) and 'Roznama Ausaf' (Urdu) on May 22, 2025-

Interested Applicants may download the Pre-qualification Documents, containing detailed terms and conditions, etc. can be downloaded from the National Bank of Pakistan (NBP) website www.nbp.com.pk/TENDER and <https://eprocure.gov.pk> free of cost.

Preparation of Proposals

The applications shall be prepared in the English language. Information in any other language shall be accomplished by its translation into English; however, in case of any discrepancy in such translation, the translated version of the application shall prevail.

The Applicants must respond to all questions and provide complete information as advised in this document. Any lapses in providing essential information may result in the disqualification of the Applicant.

The Proposal must be complete in all respects with all annexures attached, however, the same must not contain any information related to financial aspects. Proposals must be duly signed and stamped by the authorized person of the Applicant.

Required details must be properly filled. No Applicant shall be allowed to alter or modify once Proposals have been opened. NBP may seek and accept clarifications to the Proposal that do not change the substance of the Proposal. Any such clarification shall be in writing.

Submission of Proposals

- Pre-qualification Proposals shall be uploaded on EPADS.
- The name and mailing address of the Applicant shall be mentioned.
- Submission of proposals for Pre-qualification will be valid if applications for Pre-qualification are uploaded on EPADS on or before 16th June 2025, by 3:00 PM. Manual submission of the Proposal will not be allowed.

Opening of Proposals

- Pre-qualification Proposals shall be opened/acknowledged on 16th June 2025 at 3:30 PM by a committee designated by NBP through EPADS.
- Late/Manual Proposals will be rejected and will be returned unopened to the Company. NBP shall not be held responsible for either non-receipt or late receipt of Proposals.

Evaluation of Proposals

NBP shall evaluate the proposal in a manner prescribed in the Pre-qualification Criteria and reject any proposal that does not conform to the specified requirements.

NBP may reject all proposals at any time before the acceptance of a proposal. NBP shall, upon request, communicate to any Applicant who submitted a proposal the grounds for rejection of its proposal, however, NBP shall not justify those grounds as per Public Procurement Rule 33.

NBP shall conduct a comprehensive, fair, and impartial evaluation of all proposals received, verifying the same with documentary evidence provided by Applicants as required in the Evaluation Criteria.

Service-Based Model

To ensure a comprehensive evaluation, all applicants must specify whether their proposed solution will be delivered as a service-based model. This information is crucial to assess the technical feasibility and operational efficiency of each approach.

Financial Model:

The project will be executed on an **income-sharing basis on a banking spread**. The specific terms of the **income-sharing arrangement** are mentioned in **section 8**.

Service Specifications:

The proposed solution must be hosted and managed by the Applicant on their own infrastructure independently. The Applicant will be responsible for the complete setup, maintenance, and security of the platform, ensuring compliance with industry security standards, Regulatory Guidelines, and NBP Information Security standards.

NBP users will access the platform through an internet-based URL only. The Applicant must create and provide users' credentials for NBP users requested by NBP. Once the user IDs are created, authorized NBP users will be able to access the platform using their credentials.

The platform will not be integrated with any NBP systems, nor will it be accessed through NBP's internal network or require any whitelisting. Users will access the platform independently via a standard internet connection (Wi-Fi or otherwise).

Upon logging in, users will have the ability to download approved invoices and manually process and execute payment transactions outside the scope of the platform. The solution's primary function is to provide secure access to approved invoices without any direct linkage to NBP's internal processing systems.

Technical Eligibility

All Applicants must submit a fully complete, accurate, and comprehensive Eligibility (Section 4) and Qualification Criteria (Section 5) form. Failure to do so will result in automatic rejection. Additionally, each page of the submitted document must be stamped and signed by the company.

Announcement of Results

Evaluation Reports will be uploaded/published on both the NBP and PPRA websites. After finalization of the evaluation, the Prequalified Applicant / Applicants shall be issued a “Pre-qualification Letter/Email.”

In the next phase of the procurement process, NBP shall invite Bids only from Prequalified Applicants as per the Public Procurement Rules.

NBP shall communicate to those Applicants who have not been pre-qualified the reasons for not pre-qualifying them.

Framework Agreement

NBP may, on a need basis, pre-qualify new vendors during the continuity of framework agreements with previously pre-qualified vendors.

Award of Contract

The procurement of the Digital Supply Chain Financing Platform (Upstream [Invoice Finance / Purchase Order Finance] and Downstream [Dealer Finance]) shall be conducted through the Pre-qualification method. No CAPEX cost shall be included in this procurement, and the engagement model will be based on an income-sharing ratio, where the National Bank of Pakistan (NBP) will retain 80% of the revenue, while the Applicant’s participation shall be limited to 20% per financed invoice. Any proposal exceeding this ratio will not be considered. In accordance with PPRA rules, only technically pre-qualified applicants will be engaged in the fixed income-sharing model. Applicants: The procurement process will adhere to Public Procurement Rule 36(a), following a Single Stage, Single Envelope bidding procedure.

Method of Procurement

The methodology for procurement of a Digital Supply Chain Financing Platform (Up and Downstream) shall be based on the Pre-qualification Method. After Prequalification, the successful Applicants will be invited to submit Technical Proposals. Further procurement process shall be concluded as per Public Procurement Rule 36(a), i.e., Single Stage One Envelop bidding procedure.

Objections to Terms of Pre-qualification Document

Should an Applicant object on any ground (including any ambiguity, discrepancy, omission, or error to any provision or legal requirements outlined in this Pre-qualification Document, the Applicant must provide written notice to NBP setting specifically the grounds for the objection, however within three (03) calendar days after publication of Invitation for Proposal for Pre-qualification.

The failure of an Applicant to object in the manner outlined in the above paragraph shall constitute a complete and irrevocable waiver of such objection.

Submission of proposal in response to this invitation shall be construed as Applicant's consent to the contents of the Pre-qualification Document, including terms and conditions appended therein, thus rendering any subsequent objection as null & void.

Modifications of Pre-qualification Document

NBP may modify the Pre-qualification Document before the submission deadline by issuing a Corrigendum, which will be posted on the NBP website.

NBP will make reasonable efforts to notify Applicants of modifications to the Pre-qualification Document in a timely manner.

Notwithstanding this provision, the Applicant is responsible for ensuring that its Proposal reflects any addenda issued by NBP before the Submission Deadline, regardless of when the proposal is submitted.

Proposal Validity period

The Proposal for Pre-qualification will remain subject to NBP's acceptance for one hundred and eighty (180) calendar days after the Submission Deadline, or such later date as per Public Procurement Rules 2004.

Submission of a proposal signifies that the proposal is genuine and not the result of collusion or any other anti-competitive activity, including corrupt practices and/or fraudulent practices.

In submitting its proposals, an Applicant agrees that if the Proposal is accepted, the Applicant shall submit Technical and Financial bids on or before the deadline specified by NBP.

Failure to furnish any documents or other materials required in the proposal shall be deemed an abandonment of the proposal offer.

Successful applicants will be prequalified for three years, with the option for extension at the discretion of NBP.

Modification and Withdrawal of Proposals

Any Applicant may revise/modify, or withdraw the Proposal on its own initiative at any time before the Submission Deadline.

Revised/modified proposal must be uploaded on EPADS on or before the Submission Deadline.

No Proposal shall be revised/modified, or withdrawn by an Applicant after the date and time for submission of the Proposal.

Cancellation of Pre-qualification Process

NBP may cancel this process at any stage as per Public Procurement Rules without assigning any justification or in case of no competition between Applicants or pooling up their proposals/offers.

NBP can select any one or all of the pre-qualified suppliers.

Updating Pre-qualification Information

Applicants shall be required to update the financial, personnel, and resource information used for Pre-qualification at the time of submitting their bids, to confirm their continued compliance with the qualification and evaluation criteria, and verification of the information provided at the time of prequalification. A bid shall be rejected if the Applicant's qualification thresholds are no longer met at the time of bidding.

Disqualification of Applicants

NBP shall disqualify an Applicant at any time if the information submitted by the Applicant is found to be false and materially inaccurate or incomplete.

Direct or indirect canvassing, impelling, or influencing any representative of NBP for any purpose related to the procurement process is strictly prohibited and shall lead to immediate disqualification of the Applicant.

Black-listing of Applicants

In terms of Rule 19 of the PPRA Rules, 2004, NBP may also permanently or temporarily bar and/or black-list an Applicant from participating in respective procurement proceedings and future tenders in case the Applicant is found to be indulged in corrupt and fraudulent practices (as defined in the PPRA Rules, 2004).

4. Eligibility Criteria

Instructions

1. Responses against ALL questions MUST be in "YES" or "NO" only (Column-C).
2. Responses against ALL questions MUST be in the affirmative ("YES") for applicants to qualify for the next stage of the procurement process, as such, any response in negative ("NO") shall lead to disqualification of the applicant/proposal.
3. All documents/documentary evidence (as required) MUST be attached to the Proposal.

A	B	C	D
Sr.	Questions	Response (Yes or No)	Annexure
1	Is the Applicant incorporated as a "Private/Public Limited" or any other form permissible under the Legal system of Pakistan with the Securities and Exchange Commission of Pakistan (SECP)? (Please attach attested copies of the SECP Certificate of Incorporation, Memorandum of Association, and Article of Association).		Attached as Annex. A
2	The Applicant should also be a registered Taxpayer, enrolled with the concerned Tax authorities (Federal Board of Revenue and/or Provincial Revenue Board(s)), and enlisted on the Active Taxpayer list of FBR. (Documentation proof required must be provided in the proposal with proper reference (page no.) in the proposal)		Attached as Annex. B
4	Applicant must provide an undertaking stating that "the Applicant is not blacklisted by any Government entity in Pakistan for unsatisfactory past performance, corrupt, fraudulent or any other unethical business practices and also not involved in any kind of lawsuits in this regard either current or pending." (Please provide confirmation/declaration on a Stamp Paper of Rs. 100/- or on letterhead) format given in the last part of this document.		Attached as Annex. C
5	The Applicant should provide audited financials. In case if audited statement is not available for last year, then the Applicant should provide a letter from the company's CFO (Chief Financial Officer) or senior management staff confirming the Sales Volume / Revenue of the company, including the Revenue/Sales Volume from the last year. (Attach a copy of the Annual Audited Financial Statement or attested Bank Certificate mentioning annual turnover amounts for relevant periods).		Attached as Annex. D
6	Does the Applicant's company undertake that in case any information/document submitted is found false/forged, the firm shall be disqualified from the procurement process at any stage? (Please attach an undertaking on Stamp Paper of Rs. 100/-)		Attached as Annex. E
7	The Applicant should have an office/presence in Karachi / Lahore, or Islamabad, along with the required resources for deployment at NBP. (Documentation proof and Undertaking on letterhead must be provided with proper reference (page no.) in the proposal)		Attached as Annex. F

A	B	C	D
Sr.	Questions	Response (Yes or No)	Annexure
8	The Applicant should not be already engaged in any assignment which by its nature conflicts with another assignment at the bank. If a consultant has been engaged to provide goods or works for any NBP's project, they shall not be eligible to provide consultancy services for the same project. Applicant/joint venture partners should provide a list of services for which they are engaged with NBP for similar nature projects and other assignments, if any, to establish the conflict-of-interest element. If any conflict is found, the bank reserves the right to disqualify the applicant.		Attached as Annex. G
9	The Applicant must demonstrate a minimum of one (01) active contract of a supply chain financing platform for a financial institution in Pakistan. As proof of experience, the Applicant must provide signed contracts. Unsigned, unstamped, or incomplete documentation will not be considered. NBP reserves the right to independently verify the information provided by the applicant, including contacting the reference clients, financial institutions, etc.		Attached as Annex. H
10	Applicant should provide an undertaking that it will provide its full support in remediating and fixing all issues that will be reported by third-party companies during the Penetration Testing/Ethical Hacking/Web Vulnerability assessment of the proposed system. This exercise will be performed before the Go-Live phase.		Attached as Annex. I
11	Must be registered with the Sindh Revenue Board (SRB) and have active status of the registration (SNTN).		Attached as Annex. J
12	The applicant shall upload the Declaration of Ultimate Beneficial Owners Information: <ul style="list-style-type: none"> Name Father's/Husband's Name CNIC / Passport # Date of Birth Place of Birth Address Nationality No. of Securities 		Attached as Annex. K

A	B										C	D
Sr.	Questions										Response (Yes or No)	Annexure
	1	2	3	4	5	6	7	8	9	10		
	Name	Legal form (Company/Limited Liability Partnership/Association of Persons/Single Member Company/Partnership Firm/Trust/Any other individual, body corporate (to be specified))	Date of Incorporation/registration	Name of Registering Authority	Business Address	Country	Email Address	Percentage of Shareholdi ng, control, or interest of BO in the legal person or legal arrangeme nt	Percentage of Shareholdi ng, control, or interest of legal person or legal arrangeme nt in the Company	The identity of the natural person who ultimately owns or controls the legal person or arrangem ent.		

5. Qualification Criteria for the DSCF Platform

Instructions

- Only ONE relevant response [✓] against each Question MUST be provided in Column C.
- Column-E MUST be left blank for the sole use of NBP.
- The score of "0" (zero) shall be awarded against a response to any question if it is un-responded, left blank, unclear, ambiguous, vague, and/or is in duplicate.
- All documents/documentary evidence (as required) MUST be attached with the Proposal, otherwise, a score of '0' (zero) shall be allotted as Score Obtained against relevant Questions.
- A minimum Score of 63 out of 78 MUST be obtained in the Qualification Criteria to qualify for the next stage of the procurement process.

Note:

- NBP will share detailed requirement documents with the pre-qualified applicants for downstream.
- Pre-qualified applicants will submit their technical and financial proposals for the respective solutions. For the financial bid, the lowest bid will be selected.
- The Applicant who scores less than 63 out of 78 will not be considered for the next stage/phase.

Qualification Criteria for Up-Stream [Invoice Finance / Purchase Order Finance]				Total Score: 40
(A)	(B)	(C)	(D)	(E)
1	Digital Invoice Tracking & Financing	Available – 1 Not Available 0	Allocated Score	Score Obtained
	Automated tracking of invoices from initiation by the supplier to endorsement by the anchor.		1	
	Real-time visibility into invoice status, maturity dates, and payment timelines.		1	
	Automated alerts for critical milestones, such as invoice delays or payment due dates.		1	
2	KYC/AML Compliance	Available – 1 Not Available - 0	Allocated Score	Score Obtained
	Integration of robust KYC and AML processes to ensure regulatory compliance.		1	
	Automated screening of suppliers and buyers against global watchlists and internal databases.		1	
	Continuous monitoring of customer activities to identify potential risks.		1	
3	Credit Assessment and Risk Management	Available – 1 Not Available - 0	Allocated Score	Score Obtained
	Automated credit assessment and risk scoring of suppliers and buyers.		1	
	Dynamic pricing and risk-based pricing models to optimize lending decisions.		1	
	Real-time monitoring of portfolio performance and early warning signals.		1	
4	Invoice Financing / Discounting	Available – 1 Not Available - 0	Allocated Score	Score Obtained
	Efficient invoice discounting and factoring		1	

(A)	(B)	(C)	(D)	(E)
	processes, including automated valuation, and discounting.			
	Real-time tracking of discounted invoices and their associated payments.		1	
	Automated payment reminders and follow-ups to ensure timely payments.		1	
5	Supplier Financing	Available – 1 Not Available - 0	Allocated Score	Score Obtained
	Provision of working capital financing to suppliers to facilitate timely payments.		1	
6	Platform Capabilities	Available – 1 Not Available - 0	Allocated Score	Score Obtained
	User-Friendly Interface: Intuitive and user-friendly interface for suppliers, buyers, and bank staff.		1	
	Customizable dashboards and reporting tools to track key performance indicators.		1	
7	Robust Security and Data Privacy	Available – 1 Not Available – 0	Allocated Score	Score Obtained
	Advanced security measures to protect sensitive data and prevent unauthorized access.		1	
	Compliance with industry standards and regulations.		1	
8	Scalability and Flexibility	Available – 1 Not Available – 0	Allocated Score	Score Obtained
	Scalable architecture to accommodate future growth and evolving business needs.		1	
	Flexibility to integrate with various systems and platforms		1	
9	Project Deliverables	Available – 1 Not Available – 0	Allocated Score	Score Obtained
	Detailed project plan, including timelines and milestones.		1	
	System design and architecture documentation.		1	
	Development and testing of the DSCF platform.		1	
	User training and documentation.		1	
	Deployment and go-live of the platform.		1	
	Post-implementation support and maintenance.		1	
10	Set up Financing Rule	Available – 1 Not Available – 0	Allocated Score	Score Obtained
	Applicants should propose a solution that establishes and manages financing rules, allowing the bank to define and adjust margin percentages and financing conditions as needed.		1	
	The system must support flexibility in rule creation and modification, ensuring alignment with changing financial strategies and compliance requirements.		1	

(A)	(B)	(C)	(D)	(E)
11	Review Approved Invoices	Available – 1 Not Available – 0	Allocated Score	Score Obtained
	The system must facilitate automated checks and workflows to streamline the approval process while maintaining compliance with financial guidelines.		1	
12	Review Early Payment Requests (EPR)	Available – 1 Not Available - 0	Allocated Score	Score Obtained
	The system must implement the Four-Eye Principle for all critical transactions, requiring at least two authorized individuals to review and approve transactions, such as Early Payment Requests (EPR), before any disbursement or payment is processed. It must be configurable up to 6 Authorizers.		1	
13	Receive Invoice Payment/Settlement from Buyer	Available – 1 Not Available - 0	Allocated Score	Score Obtained
	The system must ensure accurate tracking of payments, provide real-time updates to stakeholders, and complete the financial transaction workflow efficiently.		1	
14	Buyer / Anchor Customer Process Flow	Available – 1 Not Available - 0	Allocated Score	Score Obtained
	The system should facilitate supplier selection, streamline procurement processes, and ensure alignment with operational requirements.		1	
15	Purchase Orders	Available – 1 Not Available – 0	Allocated Score	Score Obtained
	Applicants should propose a flexible solution for managing orders placed by anchor customers, designed as an optional step in the process.		1	
	The system must accommodate varying workflows and integrate seamlessly with existing order management and supply chain processes.		1	
16	Delivery Orders	Available – 1 Not Available – 0	Allocated Score	Score Obtained
	The system must allow users to review orders scheduled for delivery, providing visibility into delivery timelines and order status.		1	
	The solution should incorporate features to ensure that details of goods to be delivered under invoices are accurate and delivery occurs within specified timeframes, including alerts for any potential delays or discrepancies.		1	
17	Invoice (Acceptance)	Available – 1 Not Available – 0	Allocated Score	Score Obtained
	The system must ensure that invoices are accurately tracked and that acceptance workflows are efficiently managed to facilitate timely		1	

(A)	(B)	(C)	(D)	(E)
	payments.			
18	Credit Utilization Tracking	Available – 1 Not Available – 0	Allocated Score	Score Obtained
	Real-Time Credit Utilization Tracking: The system must offer real-time monitoring of credit utilization, enabling bank administrators to track usage against allocated limits and ensuring compliance with set boundaries.		1	
19	Reports	Available – 1 Not Available - 0	Allocated Score	Score Obtained
	Customized Reporting: The system must generate customized reports based on user-defined filters, allowing for tailored data extraction and presentation. In-Depth Analysis and Insights: The system should provide comprehensive analysis and actionable insights to facilitate informed decision-making.		1	
20	Futuristic Approach	Available – 1 Not Available - 0	Allocated Score	Score Obtained
	The system should be capable of catering to future requirements related to financing products of conventional and Islamic modes of financing.		1	
	The platform should be configurable & customizable to enable new products in the existing platform.		1	

Qualification Criteria for Down-Stream [Dealer Finance]				Total Score: 38
(A)	(B)	(C)	(D)	(E)
1	Digital Invoice Tracking & Financing	Available – 1 Not Available - 0	Allocated Score	Score Obtained
	Automated tracking of invoices from initiation by the supplier to endorsement by the anchor.		1	
	Real-time visibility into invoice status, maturity dates, and payment timelines.		1	
	Automated alerts for critical milestones, such as invoice delays or payment due dates.		1	
2	KYC/AML Compliance	Available – 1 Not Available - 0	Allocated Score	Score Obtained
	Integration of robust KYC and AML processes to ensure regulatory compliance.		1	
	Automated screening of suppliers and buyers against global watchlists and internal databases.		1	
	Continuous monitoring of customer activities to identify potential risks.			

(A)	(B)	(C)	(D)	(E)
3	Credit Assessment and Risk Management	Available – 1 Not Available - 0	Allocated Score	Score Obtained
	Automated credit assessment and risk scoring of suppliers and buyers.		1	
	Dynamic pricing and risk-based pricing models to optimize lending decisions.		1	
	Real-time monitoring of portfolio performance and early warning signals.		1	
4	Invoice Financing / Discounting	Available – 1 Not Available – 0	Allocated Score	Score Obtained
	Efficient invoice discounting and factoring processes, including automated valuation and discounting.		1	
	Real-time tracking of discounted invoices and their associated payments.		1	
	Automated payment reminders and follow-ups to ensure timely payments.		1	
5	Distributor Financing	Available – 1 Not Available – 0	Allocated Score	Score Obtained
	Provision of working capital financing to distributors to facilitate timely payments to anchors/suppliers.		1	
6	Platform Capabilities	Available – 1 Not Available – 0	Allocated Score	Score Obtained
	User-Friendly Interface: Intuitive and user-friendly interface for suppliers, buyers, and bank staff.		1	
	Customizable dashboards and reporting tools to track key performance indicators.		1	
7	Robust Security and Data Privacy	Available – 1 Not Available – 0	Allocated Score	Score Obtained
	Advanced security measures to protect sensitive data and prevent unauthorized access.		1	
	Compliance with industry standards and regulations.		1	
8	Scalability and Flexibility	Available – 1 Not Available – 0	Allocated Score	Score Obtained
	Scalable architecture to accommodate future growth and evolving business needs.		1	
	Flexibility to integrate with various systems and platforms		1	
9	Project Deliverables	Available – 1 Not Available – 0	Allocated Score	Score Obtained
	Detailed project plan, including timelines and milestones.		1	
	System design and architecture documentation.		1	
	Development and testing of the DSCF platform.		1	
	User training and documentation.		1	
	Deployment and go-live of the platform.		1	
	Post-implementation support and maintenance.		1	
10	Setup Financing Rule	Available – 1	Allocated	Score

(A)	(B)	(C)	(D)	(E)
		Not Available – 0	Score	Obtained
	Applicants should propose a solution that establishes and manages financing rules, allowing the bank to define and adjust margin percentages and financing conditions as needed.		1	
	The system must support flexibility in rule creation and modification, ensuring alignment with changing financial strategies and compliance requirements.		1	
11	Review Approved Invoices	Available – 1 Not Available – 0	Allocated Score	Score Obtained
	The system must facilitate automated checks and workflows to streamline the approval process while maintaining compliance with financial guidelines.		1	
12	Review Early Payment Requests (EPR)	Available – 1 Not Available – 0	Allocated Score	Score Obtained
	The system must implement the Four-Eye Principle for all critical transactions, requiring at least two authorized individuals to review and approve transactions, such as Early Payment Requests (EPR), before any disbursement or payment is processed. It must be configurable up to 6 Authorizers.		1	
13	Receive Invoice Payment/Settlement from Buyer	Available – 1 Not Available – 0	Allocated Score	Score Obtained
	The system must ensure accurate tracking of payments, provide real-time updates to stakeholders, and complete the financial transaction workflow efficiently.		1	
14	Distributor & Retailer payment processing	Available – 1 Not Available – 0	Allocated Score	Score Obtained
	<p>The system should facilitate the Distributor & Retailer to create an order form to place an order on the portal. The following are the steps:</p> <ul style="list-style-type: none"> • The customer logs into the portal and places an order against which financing is requested. • After the final order is submitted, the distributor is redirected to the payment processing section where the distributor can view the order placed through the Portal only for which financing is requested. 		1	
15	Purchase Orders	Available – 1 Not Available - 0	Allocated Score	Score Obtained
	The system must accommodate varying workflows and integrate seamlessly with existing order management and supply chain processes.		1	
16	Distributor & Retailer Profile Creation	Available – 1 Not Available - 0	Allocated Score	Score Obtained

(A)	(B)	(C)	(D)	(E)
	The system should allow the Distributor/ Retailer to create/upload their profile for approval to the Financial Institution i.e., NBP.		1	
17	Invoice (Acceptance)	Available – 1 Not Available - 0	Allocated Score	Score Obtained
	The system must ensure that invoices are accurately tracked and that acceptance workflows are efficiently managed to facilitate timely payments.		1	
18	Credit Utilization Tracking	Available – 1 Not Available - 0	Allocated Score	Score Obtained
	Real-Time Credit Utilization Tracking: The system must offer real-time monitoring of credit utilization, enabling bank administrators to track usage against allocated limits and ensuring compliance with set boundaries.		1	
19	Reports	Available – 1 Not Available - 0	Allocated Score	Score Obtained
	Customized Reporting: The system must generate customized reports based on user-defined filters, allowing for tailored data extraction and presentation. In-Depth Analysis and Insights: The system should provide comprehensive analysis and actionable insights to facilitate informed decision-making.		1	
20	Futuristic Approach	Available – 1 Not Available - 0	Allocated Score	Score Obtained
	The system should be capable of catering to future requirements related to financing products of conventional and Islamic modes of financing.		1	
	The platform should be configurable & customizable to enable new products in the existing platform.		1	

6. Questionnaire for FinTech Pre-Qualification – Screening Criteria

1. Alignment with NBP Goals

Objective: To assess how well Digital Supply Chain Financing Platform Providing FinTech's offerings align with NBP's strategic objectives.

1. Provide a brief overview of your company and its core financial technology offerings.
2. How does your solution contribute to financial inclusion? (Provide relevant case studies or examples.)
3. What specific pain points in the banking industry does your solution address?
4. Describe how your technology enhances customer experience.
5. Explain how your solution drives digital innovation within the banking sector.

2. Regulatory Compliance

Objective: Verify compliance with SBP regulations, AML/CFT policies, and international standards.

1. Are you registered with the State Bank of Pakistan (SBP) or any other relevant regulatory body? (Yes/No) If yes, provide registration details and certifications.
2. Does your company comply with AML/CFT regulations as per SBP guidelines? (Yes/No) If yes, provide compliance reports or certifications.
3. Have you ever faced regulatory action or penalties related to compliance violations? (Yes/No) If yes, explain the nature of the issue and how it was resolved.
4. What data protection and cybersecurity measures do you have in place to ensure compliance with regulatory standards?

3. Technical Feasibility

Objective: Assess the compatibility of the FinTech's technology stack with NBP's infrastructure.

1. Describe your technology stack, including core platforms, APIs, and integrations.
2. Is your system compatible with the following technologies? (Check all that apply)
 - ☐ Core Banking Systems
 - ☐ Open Banking APIs
 - ☐ Cloud-based Infrastructure
 - ☐ On-premises Integration
 - ☐ Blockchain Technology
3. What security measures are in place to protect customers and transaction data?

4. Have you conducted third-party security audits or penetration testing? (Yes/No) If yes, provide reports.
5. What is the average system uptime and performance reliability of your solution?
6. How does your system handle large-scale transaction processing?

4. Scalability

Objective: Determine the ability of the solution to scale with growing demand.

1. How many active Anchors and Suppliers does your platform currently support?
2. What is the maximum transaction volume your system can handle per second?
3. Have you previously scaled your solution for high-demand scenarios? Provide examples.
4. What are the key scalability challenges your platform faces, and how do you address them?
5. Can your platform support multi-region or international banking operations? (Yes/No)
6. Do you have a Local cloud-based or hybrid infrastructure to ensure scalability? (Yes/No)

5. Financial Stability

Objective: Evaluate financial health and long-term viability.

1. Provide audited financial statements for the last three years.
2. What is your company's current capital structure and funding sources?
3. Have you secured any external investments or funding rounds? Provide details.
4. Have you experienced any significant financial losses in the past three years? (Yes/No) If yes, explain the reasons and recovery measures taken.
5. Do you have any pending litigation or financial disputes? (Yes/No) If yes, provide details.

7. Hardware & Infrastructure Requirements for Pre-Qualified Technical Partners

Hosting and Access Arrangements

All technical partners pre-qualified under this process will maintain their own hosting arrangements for their digital supply chain financing platforms. The National Bank of Pakistan (NBP) will not provide any hosting infrastructure, nor will it allow any integration with its internal systems.

NBP will maintain independent infrastructure, such as dedicated laptops or computers, to access the digital supply chain financing platform. Users of NBP accessing these platforms will not establish any direct or indirect connectivity with the internal network of NBP. Furthermore, these digital supply chain financing platforms will not be whitelisted within NBP's network.

Confidentiality & Data Management

NBP will be responsible for uploading and maintaining all customer-related data on the digital supply chain financing platform. This includes, but is not limited to:

- Customer Name
- Number of invoices financed
- Approved credit limits
- KIBOR implementation details
- Applicable SPREAD and MARGIN%

This information will remain strictly confidential, and NBP will enter into a formal confidentiality agreement with all pre-qualified financial technology vendors. Under this agreement, vendors will be legally bound to maintain the secrecy of all customer data. Any violation of this confidentiality clause will result in immediate disqualification and a formal request to the regulatory authorities of Pakistan for blacklisting the offending vendor.

Platform Independence & Security Measures

NBP's digital supply chain financing operations will be conducted on separate hardware with no integration with any internal banking system, including:

- **Core Banking System**
- **Email Exchange Server**
- **SMS Gateway**

No form of system integration will be permitted. All invoices submitted for financing will be verified manually by NBP users, and disbursements will be handled within the core banking system independently and separately. Reporting and payments will be updated manually on the platform following the predefined operational procedures.

The Applicant will be responsible for managing the email and SMS relay features at their own expense and arrangement. NBP will not bear any costs related to these functionalities.

Technical Partner Hosting Model

It has been observed that existing digital supply chain financing platform providers in the industry typically operate on an income-sharing model and host their systems either in local or international cloud environments. Given this standard practice, NBP will not provide any separate servers for hosting purposes. Instead, technical partners must ensure secure access to their platforms for NBP users via dedicated standalone computers.

Data Privacy Agreement & Regulatory Compliance

As part of the pre-qualification criteria, all technical partners must enter into a Data Privacy Agreement with NBP. This agreement will bind both the anchor technical partner (supplier) and NBP to strict confidentiality standards regarding customer data. Any breach of this agreement will lead to severe consequences, including disqualification and regulatory action.

These provisions outline the high-level approach for hardware and infrastructure requirements in the pre-qualification phase. Further refinements and discussions may be undertaken as the project progresses.

8. Payment Terms & Conditions

1. Price Schedule

OPEX:

Item *	
i.	The Fintech / Applicant will receive a 20% revenue share from this collaboration.
ii.	This share will be calculated based on the direct revenue generated, minus all direct and indirect costs associated with this collaboration.
iii.	All applicable taxes (SST/GST) are included within the Fintech's / Applicant's revenue share.

* Pricing Model and Income Sharing Ratio - Further Explanation and for better understanding only:

Field	Value
Invoice Amount	100,000
Kibor (%)	15
Banking Spread (%)	2
Total Interest (%)	17
Total Interest Amount	17,000
Spread Amount	2,000
National Bank's Share of Banking Spread	1,600 (80% of 2,000)
Applicant's Share of Banking Spread	400 (20% of 2,000)
Final Price (National Bank)	1,600
Final Price (Applicant)	400

Income Sharing:

- Only the spread amount is shared between the National Bank and the Applicant.
- The KIBOR amount is not part of the income sharing.
- In the example, the banking spread amount is 2,000.
- The income sharing ratio is 80:20, then:
 - The National Bank gets 80% of the spread: 1,600
 - The Applicant gets 20% of the spread: 400

In Essence:

- The Applicant's earnings come solely from their share of the banking spread against each financed invoice.
- By understanding these components, Applicants can accurately calculate their potential earnings based on the given parameters and the **proposed income-sharing** ratio.
- In the event that the Bank decides to extend the contract for an additional period of up to 5 years, the terms and conditions of the original contract, including the income-sharing ratio, shall continue to apply. The Supplier shall be responsible for providing ongoing support and

maintenance services during the extension period, ensuring the continued smooth operation of the system. The specific terms and conditions of the extension, including any adjustments to the service level agreements or pricing, shall be mutually agreed upon by the Bank and the Supplier in a separate amendment to the original contract.

4. The Applicant shall propose a specific income-sharing percentage, outlining the division of revenue generated from the system. All revenue and payments related to the income-sharing arrangement shall be denominated in Pakistani Rupees (PKR).
5. NBP will make all payments in Pakistan Rupees (PKR) only.
6. SST/GST, any other tax, excluding withholding tax or income tax if imposed by the government of Pakistan after signing the contract, will be borne by the Applicant (FinTech).

2. Payment Structure for Revenue-Sharing Agreement

The Bank shall make quarterly payments to the Supplier based on the agreed-upon (80-20) income-sharing percentage of the banking spread on each invoice processed through the system (DSCF). The payment shall be made at the end of each quarter, subject to the Applicant providing the Bank with the following:

- a. **Consolidated Quarterly Invoice:** A consolidated invoice for the quarter, clearly outlining the total number of transactions processed, the total spread generated, and the applicant's share as per the agreed-upon percentage.
- b. **Detailed Transaction Reports:** Detailed transaction reports for each invoice processed during the quarter, providing granular information on transaction details, spread generated, and the applicable income sharing percentage.

9. Format of Proposal

The Pre-qualification proposal should address each of the criteria addressed in this section. It should be clear and concise in response to the information and requirements described in this Pre-qualification document. The format and sections of the Proposal should conform to the structure outlined below. Adherence to this format is necessary to permit the effective evaluation of proposals.

Each section of the proposal should be separated by colored separators for easy access to the relevant section.

Sr.	Contents
01	Letter of Application
02	Table of Contents
03	Executive Summary
04	Corporate Information
05	Company's Experience
06	Relevant previous and current clientele
07	References
08	Any other relevant information
09	Response to Eligibility Criteria (Section 4 of Pre-qualification Documents)
10	Annexures/Attachments as required in the Eligibility Criteria (Section 4 of Pre-qualification Documents)
11	Response to Qualification Criteria (Section 5 of Pre-qualification Documents)
12	Annexures/Attachments as required in the Qualification Criteria (Section 5 of Pre-qualification Documents)
13	Annexures/Attachments as required in the Screening Criteria (Section 6 of Pre-qualification Documents)

10. Letter of Application

To:

Divisional Head (Procurement), Procurement Division
Logistics, Communications and Marketing Group, National Bank of Pakistan, Head Office,
I. I. Chundrigar Road, Karachi.
Tel: 021-99220331 / 021-38902435

Sir,

1. Being duly authorized to represent and act on behalf of..... (hereinafter "The Applicant") and having reviewed and fully understood all the Pre-qualification information provided, the undersigned hereby apply to be prequalified as a Company for providing Digital Supply Chain Financing Platform (Down-Stream) to NBP.
2. Attached to this letter are Attested True Copies (of original documents) as required as per evaluation criteria in sections 4 & 5.
3. NBP and its authorized representatives are hereby authorized to conduct any inquiries or investigations to verify the statements, documents, and information submitted in connection with this application, and to seek clarification from our bankers and clients regarding any financial and technical aspects.
4. This Letter of Application will also serve as authorization to any individual or authorized representative of any institution referred to in the supporting information, to provide such information deemed necessary and requested by yourselves or the authorized representative to verify statements and information provided in this application, or with regard to the resources, experience, and competence of the Applicant.
5. NBP and its authorized representatives may contact the following persons for further information if needed.

Purpose	Contact Name	Contact Numbers
For General and Managerial Inquiries		
For Technical Inquiries		
For Financial Inquiries		

6. This application is made with the full understanding that:
- (a) Bids by Prequalified Applicants will be subject to verification of all informationsubmitted for Pre-qualification at the time of bidding;
 - (b) NBP reserves the right to:
 - (i) Amend the scope of this project; in such an event, bids will only be called from prequalified Applicants who meet the revised requirements, and
 - (ii) Cancel the Pre-qualification process and reject applications in accordance withPublic Procurement Rules.
7. We confirm that in the event that we bid, that bid, as well as any resulting contract, will be:
- (a) Signed to legally bind all parties; and
 - (b) The undersigned declares that the statements made and the information provided inthe duly completed application are complete, true, and correct in every detail.

Signed

Name & Designation

For and on behalf of(Name of Applicant)
Company Stamp to be affixed

11. Integrity Pact

(TO BE SIGNED BETWEEN NBP AND SUCCESSFUL BIDDER)

Contract Title: _____

Contract No. _____

Contract Value: PKR _____

Dated _____

[name of Supplier] hereby declares that it has not obtained or induced the procurement of any contract, right, interest, privilege, or other obligation or benefit from the Government of Pakistan (GoP) or any administrative subdivision or agency thereof or any other entity owned or controlled by GoP through any corrupt business practice.

Without limiting the generality of the foregoing, [name of Supplier] represents and warrants that it has fully declared the brokerage, commission, fees, etc. paid or payable to anyone and not given or agreed to give and shall not give or agree to give to anyone within or outside Pakistan either directly or indirectly through any natural or juridical person, including its affiliate, agent, associate, broker, consultant, director, promoter, shareholder, sponsor or subsidiary, any commission, gratification, bribe, finder's fee or kickback, whether described as consultation fee or otherwise, with the object of obtaining or inducing the procurement of a contract, right, interest, privilege or other obligation or benefit in whatsoever form from GoP, except that which has been expressly declared pursuant hereto.

[name of Supplier] certifies that it has made and will make full disclosure of all agreements and arrangements with all persons in respect of or related to the transaction with GoP and has not taken any action or will not take any action to circumvent the above declaration, representation, or warranty.

[name of Supplier] accepts full responsibility and strict liability for making any false declaration, not making full disclosure, misrepresenting facts, or taking any action likely to defeat the purpose of this declaration, representation, and warranty. It agrees that any contract, right, interest, privilege, or other obligation or benefit obtained or procured as aforesaid shall, without prejudice to any other rights and remedies available to GoP under any law, contract, or other instrument, be voidable at the option of GoP.

Notwithstanding any rights and remedies exercised by GoP in this regard, [name of Supplier] agrees to indemnify GoP for any loss or damage incurred by it on account of its corrupt business practices and further pay compensation to GoP in an amount equivalent to ten times the sum of any commission, gratification, bribe, finder's fee or kickback given by [name of Supplier] as aforesaid for the purpose of obtaining or inducing the procurement of any contract, right, interest, privilege or other obligation or benefit in whatsoever form from GoP.

Name of Buyer: _____

Name of Seller/Supplier: _____

Signature: _____

Signature: _____

[Seal]

[Seal]

12. Contact Information

In case of any query related to this Pre-qualification document, Applicants may contact the following NBP representative:

To: Divisional Head and Senior Vice President
Position: Procurement Division, Logistics, Communications
& Marketing Group
Mail Address: muhammad.asad@nbp.com.pk
Phone: 021-99220331 / 021-38902435