Request for Proposal (RFP)
For Procurement, Implementation, and Support of Core Business Solutions
Saudi Pak Industrial & Agricultural Investment Company Ltd.

1. Introduction

Saudi Pak Industrial & Agricultural Investment Company Ltd. ("the Company") invites sealed proposals from qualified, experienced, and reputable IT solution providers for the procurement, implementation, integration, and post-implementation support of a comprehensive **Core Business Solution**.

The objective is to modernize the Company's existing fragmented and legacy systems through the adoption of an integrated, automated, and regulatory-compliant platform that will provide end-to-end functionality across corporate lending, investment portfolio management, capital market operations, money market operations, risk management, collateral administration, and regulatory reporting.

2. Scope of Work

The solution must be **modular, fully integrated, and off-the-shelf (OTS)** at the time of award, covering the following domains in detail:

2.1 Corporate Credit Lifecycle

The system shall provide:
- A comprehensive CRM and Customer KYC framework with a unique customer identification number, multiple address fields, and capture of directors, guarantors, and shareholders.
- Loan origination with application intake, tracking of status, and configurable workflow management for approval committees with defined discretionary powers.
- Support for multiple facility types and financing products, integration of prerequisite document checklists, and terms and conditions administration with markup rate configurations, including KIBOR-based repayment schedules.
- Limit monitoring, borrower detail integration, collateral and security management, insurance management, and handling of syndicated loans.
- Automated disbursement scheduling, maintenance of disbursement checklists, and provision for one-time, tranche-based, and partial disbursements.
- Loan monitoring capabilities including automated KIBOR resets, billing and recoveries, partial and balloon payments, loan transfer, restructuring/rescheduling as per Prudential Regulations, prepayment, and release of collateral.
- Automated classification of loans in accordance with SBP directives, automated loan loss provisioning, loan copy utility, notices and reminders, litigation tracking, and write-off processing.
- Comprehensive MIS reporting at each stage of the lifecycle.

2.2 Limit Management

The system shall provide:
- Configurable setup for assigning limits at customer, group, sector, and funded/non-funded levels.
- Real-time exposure monitoring, limit enhancement tracking, available vs. utilized limits, and automatic system alerts for breaches.
- Detailed MIS reporting with drill-down capability.

2.3 Collateral Management
The system shall provide:
- Administration of single or multiple collaterals against customers or loans.
- Maintenance of collateral utilization details, multiple charge types, margin and haircut management, and valuation across forced sale, market, and book values.
- Capability to mark lien on customer accounts or deals.
- Comprehensive MIS reporting and automatic alerts for collateral-related exceptions.

2.4 Regulatory Reporting and eCIB
The system shall provide:
- Capture of individual and corporate borrower details in line with SBP eCIB v2.0 specifications, including guarantors, co-borrowers, supplementary cards, collateral, loan details, write-offs, waivers, and rectification data.
- Automated preparation of eCIB files in the prescribed SBP DAP submission format.
- Full compliance with SBP Prudential Regulations, reporting templates, and SBP Data Acquisition Portal requirements.

2.5 Non-Performing Loans and Loan Loss Provisioning
The system shall provide:
- Automated classification as OAEM, Substandard, Doubtful, and Loss based on SBP regulations.
- User-defined and period-based classification criteria, tagging of accounts, accrual suspension, suspense markup booking, no-accrual handling, write-off processing, and notices/reminders.
- Configurable loan loss provisioning setup, flexible accounting treatment, and integrated litigation monitoring.

2.6 Risk Management
The system shall provide:
- Parameterized risk rating models, obligor risk rating, facility risk rating, and maintenance of exposure caps.
- Bank-wide exposure tracking by region, sector, currency, and branch.
- Trend analysis, exception reporting on breaches, authorization workflows for limit approvals, rectification of anomalies, and automated dashboards.
- Full compliance with **IFRS-9** requirements for financial instruments.

2.7 Investment Portfolio System (IPS)
The system shall provide:

- Contract registration, sale and purchase of listed/unlisted securities, dividend/bonus/rights management, dividend accrual/receipt, and cancellation of orders.
- Limit monitoring, order confirmation, daily market rates integration, price history maintenance, brokerage and commission management, tax setup, announcement tracking, and automated settlement of orders.
- NCPL settlement, definition of settlement schedules, MIS reporting, and IFRS-compliant valuation.

2.8 Money Market Operations
The system shall provide:
- Deal ticket management across bonds, TFCs, T-bills, PIBs, repo/reverse repo, clean borrowing/placements, and USD bond financing.
- Complete deal lifecycle with amendments, counterparty confirmations, CDC activities, coupon management, SGL printing, mark-to-market basis valuation, revaluation, amortization, and exception reporting.
- Real-time monitoring of fund positions, CRR/SLR requirements, blotter updates, and automated settlement and accruals.
- Full integration with PRISM/SGL and General Ledger for straight-through processing.

2.9 Capital Market Operations
The system shall provide:
- Sale and Purchase of listed/unlisted securities, Dividend, Bonus, Rights share, Dividend Accrual/Receipt
- Limit monitoring and update
- Order confirmation, Cancellation of orders, Settlement with Broker and NCPL
- Automated Workflow, Automated System Alerts
- Full compliance with **IFRS-9** requirements for financial instruments
- Full integration with General Ledger
- Brokerage/Commission Management
- Calculation of Value at Risk (VaR) with its reports

3. Integration Requirements
The proposed solution must:
- Integrate seamlessly with the Company's General Ledger and financial systems.
- Provide API-based connectors for PRISM/SGL, eCIB, SBP reporting, compliance tools, and other third-party applications.
- Ensure automated workflows, system alerts, and complete audit trails across modules.
- Guarantee real-time data integrity and reconciliation between domains.

4. Regulatory and Compliance Requirements
The solution must comply with:
- **State Bank of Pakistan Prudential Regulations for DFIs**.
- **SBP eCIB v2.0** borrower data specifications.
- **SBP DAP reporting** for credit and investment submissions.
- **IFRS-9** standards for classification and provisioning.

- Information security and audit requirements including role-based access, segregation of duties, exception alerts, and end-to-end audit logging.

5. Proposal Submission Requirements
Each bidder shall provide:
1. **Company Profile** – legal status, incorporation certificates, financial standing, client base, and years of experience.
2. **Technical Proposal** – detailed response to Annexure A, supported by evidence of functional and non-functional compliance.
   Also proposed Hardware and Software tool requirements for the deployment of complete integrated solution:
   - Server/Hardware requirement
   - Front-end tool
   - Database/Back-end tool
   - Operating Systems (Window environment)
3. **Compliance Matrix (Annexure B)** – completed in full.
4. **Implementation Plan** – including project timelines, migration strategy, pilot rollout, and training methodology.
5. **Client References** – at least three comparable financial institutions where the solution is already deployed.
6. **Cost Proposal** – itemized covering licenses, implementation, training, support, and annual maintenance.
7. **Support Framework** – SLA commitments, escalation paths, helpdesk availability, and response/resolution times.

6. Evaluation Criteria

Proposals will be evaluated on the basis of compliance with the requirements defined in **Annexure A (Functional Requirements)** and vendor responses recorded in **Annexure B (Compliance Matrix)**.
The following areas will be assessed:
- Functional and technical compliance with Annexure A.
- Non-functional capabilities including system architecture, information security, disaster recovery, and integration readiness.
- Demonstrated Off-The-Shelf (OTS) compliance with mandatory modules (core functionality must be available at the time of bid submission; post-award development for mandatory modules will not be accepted).
- Implementation readiness, project methodology, and track record in Pakistan's financial sector.
- Cost reasonableness and overall value for money.

Evaluation Approach
- Vendors shall submit **separate Technical and Financial Proposals**. Technical proposals will be reviewed first.
- Only the financial offers of technically compliant vendors will be opened.
- The contract shall be awarded to the bidder whose proposal is determined to offer the **most advantageous combination of technical merit, implementation readiness, institutional capacity, and cost reasonableness**, ensuring value for money.

7. Submission Timeline

- RFP Issuance:
- Proposal Submission:

8. Terms and Conditions
- The Company reserves the right to reject any or all proposals without assigning reasons.
- Proposals must remain valid for **120 days** from submission date.
- All costs of preparation and submission are the responsibility of the bidder.
- Vendors must confirm that no post-award development is required for mandatory modules.

Annexure A – Functional Requirements

1. Credit Management System

a) CRM Profile/Customer KYC
- Customer unique identification number Personal details
- Multiple addresses (purpose wise)
- Director, Guarantor, Shareholder Details
- Financial Limits
- Financial Analysis
- Document checklist
- Comprehensive MIS reporting

b) Loan origination and application:
- Application with its tracking
    - Purpose of Financing
    - Facility types and products
    - Multiple Financing types
    - Prerequisite Document
    - Terms and Conditions
    - Provision of different Markup Rates
    - Kibor based different type of Repayments Schedules
    - Limit Monitoring
    - CIB/Borrower Detail
    - Collateral/Security Management
    - Syndicated Loans
    - Insurance Management
    - Automated Workflow - Online approval mechanism and provision of defining approval committees with their discretionary powers
    - Risk management
    - Ability to tag different types of rating like credit, customer and facility rating for risk management reporting
    - Comprehensive MIS reporting

c) Disbursements
- Disbursement schedule maintenance
- Disbursement check list maintenance

- ♦ Provision for multiple types of disbursements i.e. one time, tranches and partial disbursements
- ♦ Automated Workflow

d) Loan Monitoring

- ◆ Automated Kibor based Rate Resetting
- ◆ Automated billing and recoveries of payments – Integrated with Financial System
- ◆ Provision of partial recovery and balloon payments
- ◆ Loan Transfer
- ◆ Misc. Charges
- ◆ Review and Inspections Logs
- ◆ Prepayment
- ◆ Restructuring/Rescheduling as per PRR
- ◆ Loan Copy Utility
- ◆ Release of Collateral/Securities
- ◆ Automatic settlement of advances and closure of accounts
- ◆ Automated accrual process for all types of advances/loans – Integrated with Financial System
- ◆ Classification of loans as per the regulatory authorities
- ◆ Automated loan loss provisioning/ automation Loan Write Off
- ◆ Comprehensive MIS reporting
- ◆ Limit management:
  - o Configurable setup for assigning limits at different levels
    - o Group Wise
    - o Sector Wise
    - o Customer Wise
    - o Funded/ Non Funded Wise
    - o Limit exposure client wise
    - o Limit enhancements
    - o Available/utilized limits
    - o Automatic Systems Alerts
- ◆ Exposure monitoring
  - o Group Wise
  - o Sector wise

- ◆ Collateral management
  - o Single/Multiple collaterals against customer/loan
  - o Margins and hair cuts
  - o Maintenance of collateral utilization details
  - o Maintenance of different types of collateral values (forced , market , book etc)
  - o Maintenance of multiple charge types held against the collateral
  - o Provision to mark lien on any account/deal of that particular customer
  - o Comprehensive MIS Reporting
  - o Automatic Systems Alerts

e) CIB/borrower's details captured as per SBP Latest eCIB v2.0 Data File Specifications:

- Individual Borrower's Profile
- Individual Borrower's Employment / Business Details
- Individual Borrower's Supplementary Card Details
- Individual Borrower's Co-Borrowers' Details for
- Individual Borrower's Fraud Details
- Individual Borrower's Loan Details
- Individual Borrower's Loan Guarantor Details
- Individual Borrower's Loan Collateral Details
- Individual Borrower's Write-Off/Waived-Off information
- Corporate Borrower's Profile
- Corporate Borrower's Director's Information
- Corporate Borrower's Owners / Shareholders Information
- Corporate Borrower's Other Group Companies
- Corporate Borrower's Loan Details
- Corporate Borrower's Loan Guarantor Information Details
- Corporate Borrower's Loan Collateral
- Corporate Borrower's Write-Off/Waived-Off information
- Rectification data for Individual Borrower
- Rectification data for Individual Borrower's Loan Detail
- Rectification data for Corporate Borrower's Loan Detail
- Branch Details

Preparation of File on format for eCIB v2.0 data file that is to be submitted through SBP Data Acquisition Portal (DAP).

f) SBP DAP Regulatory Reporting

g) NPL and loan loss provisioning:

- Classification criteria as per regulatory authorities like OAEM, substandard, doubtful and loss
- User defined/period-based classification criteria
- Automatic tagging of accounts
- Classification based criteria
  - Regular conduct
  - Suspense mark-up booking
  - No accrual
  - Write off
- Flexible accounting treatment for all stages of classification
- Customizable and configurable setup for loan loss provisioning
- Notices and reminders
- Litigation

h) Risk management:

- Maintenance of exposure caps

- ♦ Ability to tag different types of rating like credit, customer and facility rating for risk management reporting
- ♦ Bank exposure tracking
- o Region wise
- o Industry/sector wise
- o Currency wise
- o Branch wise
- o Trend Analysis

   i) Integration with Financial System
   j) Automated Workflow

2. Risk Management solution
- ♦ Parameterized Risk Rating Model
- ♦ Financial Statements Uploaing
- ♦ Obligor Risk Rating
- ♦ Facility Risk Rating
- ♦ Analyse Risk Profile

3. Capital Market
a) Shares and Equity Trading Module
- o Automated Workflow
- o Automated System Alerts
- o IFRS 9 Implanted
- o Sale and Purchase of listed/unlisted securities
- o Dividend, Bonus, Rights share
- o Dividend Accrual/Receipt
- o Cancellation of orders
- o Limit monitoring and update
- o Order confirmation
- o Parametric vets for order confirmation
- o Daily Market Rates
- Enabling importing closing of Stock Exchange as well as current market rates with Active
- Maintaining Price History of Stock Exchange.
- Previous Day Comparison
  - o Brokerage/Commission Management
  - o Tax Rates Setups
  - o Announcement setup
  - o Automatic settlement of orders
  - o NCPL Settlement
  - o Definition of settlement schedule
  - o Definition of different types of limits
  - o Integration with Financial System
  - o Comprehensive MIS reporting

b) Risk Management
- ♦ Value at Risk Module (VaR)
  - o Year wise

- o Month wise
- o Company wise data
- o Sector wise data
- ◆ Exception reporting on breach of limits
- ◆ Authorization of limits
- ◆ Rectification of limit anomalies

4. Money Market and IPS Money
a) Market, IPS & Security Trading
- ◆ Automated Workflow
- ◆ Automated System Alerts
- ◆ Deal Ticket
  - o Bonds, Shares & TFCs, Treasury Bills, PIBs
  - o Outright Sale I Purchase
  - o Repo I Rev. Repo
  - o Clean Borrowing / Placements (LOP)
  - o Deposits under COIs / Investment in COIs.
  - o Short I Long Term Finance against USD Bonds, TFCs, Shares
  - o Book Debts and Receivable with different repayment schedules for each type of transaction
- ◆ Complete tracking of all amendments in the deals
- ◆ Auto Rate Revision - Short /Long Term borrowings on floating rates and Investments
  - ◆ Counter Party Confirmation
  - ◆ SGL Printing
  - ◆ CDC Activities
  - ◆ Coupon Management
  - ◆ Kibor Automation
  - ◆ Fund Position
  - ◆ Mark-to-market (MTM) basis
  - ◆ Counter-party confirmations and their recording
  - ◆ Real time deal monitoring
  - ◆ Limits update and monitoring
  - ◆ Blotter update and display
  - ◆ Exception reporting
  - ◆ Automatic settlement of deals
  - ◆ Automatic accruals on daily basis
  - ◆ Security classification available
  - ◆ MM deal's maturity dates due to unexpected holidays
  - ◆ Counterparties limits
  - ◆ Brokerage/Commission Management
  - ◆ Revaluation
  - ◆ Amortization
  - ◆ STP
  - ◆ Liquidity requirements monitoring
  - ◆ View and maintain CRR /SLR
  - ◆ Integration with Financial System
  - ◆ Comprehensive MIS reporting

- ♦ IPS portfolio maintenance
  - o Account Opening
  - o Cash Book
  - o Maturity Related Activities
  - o SBP Requirement's

b) Risk Management
- ♦ Monitor risk
- ♦ Exception reporting on breach of limits
- ♦ Authorization of limits
- ♦ Rectification of limit anomalies

Annexure B – Compliance Matrix (Blank for Vendors)
Instructions for Vendors:
Bidders must indicate compliance against each requirement by marking **Yes / No / Partial** and providing evidence/reference documentation.

Sr. No.	Functional Area	Requirement	Mandatory / Optional	Vendor Response (Yes / No / Partial)	Evidence Reference	Remarks
1	Corporate Credit Lifecycle	CRM with unique customer ID, multiple address support, directors/guarantors/shareholders	Mandatory			
2	Corporate Credit Lifecycle	Loan origination with application intake, document checklists, and workflow approvals	Mandatory			
3	Corporate Credit Lifecycle	Configurable disbursement scheduling (one-time, tranche, partial) with system alerts	Mandatory			
4	Loan Monitoring	Automated KIBOR resets, billing, recoveries, restructuring, prepayment, collateral release	Mandatory			
5	Limit Management	Group/sector/customer limit setup, utilization monitoring, alerts, enhancement tracking	Mandatory			
6	Collateral Management	Multiple collateral handling, valuation (forced/market/book), lien marking, margin controls	Mandatory			
7	Regulatory Compliance	eCIB v2.0 data capture, borrower/guarantor/collateral/write-off/rectification fields	Mandatory			
8	NPL & Provisioning	Automated classification (OAEM, Substandard, Doubtful, Loss), provisioning setup	Mandatory			
9	Risk Management	Parametric risk rating models, obligor/facility risk rating,	Mandatory			

		exposure caps, exception reports					
10	Investment Portfolio System	Contract registration, corporate actions, dividend/bonus handling, IFRS valuation	Mandatory				
11	Capital & Money Market	Deal lifecycle for bonds, TFCs, repos, PIBs, USD bonds, mark-to-market valuation	Mandatory				
12	Treasury Settlement	PRISM/SGL integration, automated settlement, revaluation, amortization	Mandatory				
13	Reporting & Audit	MIS reports, SBP templates, dashboards, role-based access, full audit trail	Mandatory				
14	Business Continuity	DR readiness, failover capability, RTO/RPO compliance	Mandatory				
15	Integration	API connectors for GL, ERP, PRISM, eCIB, SBP systems	Mandatory				