



STATE BANK OF PAKISTAN
BANKING SERVICES CORPORATION (BANK)

No. GSD (Proc.II) / 4023 / Strategic Planning BSC / 2015

September 10, 2015

Expression of Interest

State Bank of Pakistan, Banking Services Corporation (SBP BSC), a wholly owned subsidiary of the Central Bank of Islamic Republic of Pakistan (i.e. State Bank of Pakistan) was established in 2002 under SBP BSC Ordinance, 2001. As an operational arm of State Bank of Pakistan, SBP BSC is engaged in the management of currency and foreign exchange operations; provision of banking services to the Government of Pakistan, Financial Institutions and the General Public; conduct of development finance initiatives, performance of agency functions like sale/purchase of prize bonds, prize money draws, national saving instruments schemes, etc.

With its Head Office based at Karachi, SBP BSC operates through a network of 16 Field Offices spread across the country. As part of its ongoing organization development/change management initiatives, SBP BSC intends to engage the services of a reputable management consultancy firm to steer its strategic planning exercise. This exercise is aimed to take a holistic review of the organization, its Vision & Mission, develop strategic objectives/goals and identify/recommend suitable strategies/tactics to achieve the same. The requisite services may include but not limited to:

- a) Conduct the Strategic Management Conference and develop the Strategic Plan (2016-2020).
- b) Review the existing organizational Vision & Mission and propose amendments, if suitable.
- c) Review the existing organizational structure and recommend improvements, if required.
- d) Propose/develop a Migration Plan from existing to the proposed organizational structure.
- e) Identify a framework against Key Performance Benchmarks for performance evaluation of key positions.
- f) Recommend appropriate implementation, monitoring and evaluation of Strategic Plan Framework.

Eligibility Criteria

1. Minimum 5 years experience of management consultancy, including development of strategic plans and management frameworks in the financial sector/central banks/large Govt/Pvt organizations/MNCs.
2. Prior experience of conducting at least 03 Strategic Plan exercises for the financial sector/central banks/large Govt./Pvt. organizations/MNCs
3. Management consultancy experience (including similar assignment experience) of Team Lead & Associates.

Note: Misinformation and any attempt to influence the selection process will be considered a definite disqualification for current as well as all future assignments at SBP BSC, even if the firm is otherwise qualified.

Submissions:

Brochures containing details of:

1. Legal status
2. Experience and past performance (duly supported by verifiable Clientele)
3. CVs of Team Lead and Associates for assessment of managerial capacities to develop Strategic Plans and management frameworks in financial sector/central banks/large Govt./Pvt. organizations/MNCs
4. Relevant tax registration certificate/s,
5. History of litigation, if any and other documents in support of eligibility criterion.

Interested Consulting firms must deliver the Expression of Interests to the address given below not later than October 21, 2015. Only shortlisted firms will be issued the Request for Proposal (RFP) document for soliciting Technical and Financial Proposals on Quality based selection method as per Rule-3(A) of Procurement of Consultancy Services Regulations, 2010.

Deputy Director
Procurement Division-II
General Services Department
State Bank of Pakistan, Banking Services Corporation
BSC House, 4th Floor, I. I. Chundrigar Road, Karachi, Pakistan
Telephone: + 92-21-3245-5484 / 3245-5437
Email: gsd.proc2@sbp.org.pk