



# **EXPRESSION OF INTEREST DOCUMENTS**

***Supply Chain Finance (SCF) Multibank Technology Platform for  
Pakistani Banks/Development Finance Institutions (DFIs)***

**October 2022**

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## PART A – NOTICE FOR EXPRESSION OF INTEREST



### SBP BANKING SERVICES CORPORATION

#### Request for Expression of Interest (REOI)

EOI No. GSD (Proc. II)/IH&SMEFD-SCF/57865/2022

SBP Banking Services Corporation, on behalf of the State Bank of Pakistan (SBP), invites Expression of Interest (EOI) from interested firms/companies for establishing a *Supply Chain Finance (SCF) Multibank Technology Platform for Pakistani Banks/Development Finance Institutions (DFIs)*. Primarily, the intended scope of services includes, but is not limited to, the following;

- i. Provide SCF Technology Platform for the banking industry in Pakistan,
- ii. Strategize and implement sustainable solutions for funding SCF assets (either through its own balance sheet or through external financiers),
- iii. Design and implement a comprehensive marketing strategy for advocacy and acquisition of SCF clients,
- iv. Train and build the capacity of resources of participating institutions around SCF products and services,

The role of the State Bank of Pakistan is to facilitate and act as a focal point for the onboarding of an SCF solution provider.

EOI Documents containing detailed Terms & Conditions etc., may be requested at [gsd.proc2@sbp.org.pk](mailto:gsd.proc2@sbp.org.pk) or downloaded directly from the SBP website.

A briefing session shall take place on **Thursday, October 27, 2022 at 11:00 AM (Karachi Local Time)** via Zoom Meeting Application. The prospective firms may obtain the Meeting ID & Passcode through an email request at [gsd.proc2@sbp.org.pk](mailto:gsd.proc2@sbp.org.pk)

Hardcopies of the response against Expression of Interest, prepared in accordance with the instructions in the EOI documents, must reach (in person or via courier) on or before **Tuesday, November 22, 2022 at 11:00 AM (Karachi Local Time)** at the following address;

**Joint Director**  
Procurement Division-II  
General Services Department  
4<sup>th</sup> Floor, BSC House, State Bank of Pakistan  
I.I. Chundrigar Road, Karachi  
Tel: (+92)-21-3311-5420/5478  
Email: [gsd.proc2@sbp.org.pk](mailto:gsd.proc2@sbp.org.pk)

The responses shall be opened on the same date of submission deadline at **11:30 AM (Karachi Local Time)** at the Learning & Resource Center of the State Bank of Pakistan, I.I. Chundrigar Road, Karachi, Pakistan, in the presence of representatives of firms who may choose to be present. If the responses' opening date falls on a public holiday, the responses will be opened on the next working day at the same time and venue. This REOI is also available on websites: [www.sbp.org.pk](http://www.sbp.org.pk) and [www.dgmarket.com](http://www.dgmarket.com).

## PART B – INTRODUCTION

### 1. **Country Context**

The supply of formal credit to the Small and Medium Enterprises (SME) sector is limited in Pakistan. As per an estimate by the Small and Medium Enterprises Development Authority (SMEDA), there are approximately 5.2 million business establishments in Pakistan, whereas the SME sector comprises over 90% of these establishments. However, as per data reported by the State Bank of Pakistan (SBP), as of December 31, 2021, only 164,756 SMEs are availing of finance from Commercial Banks (banks)/Development Finance Institutions (DFIs). Many banks shy away from lending to SMEs due to the perceived risks. In this regard, Supply Chain Finance (SCF) provides an alternate solution for banks to extend financial services to SMEs in a controlled risk environment. SBP is actively promoting banks in Pakistan to adopt best practices in SCF and standardize products and processes across the industry. The National SME Policy 2021 set a target of SME loan portfolio of Rs.800 billion and to increase SME borrowers to 700,000 at the end of 2025.

### 2. **Overview of the Assignment**

Establishing a technology platform is one of the critical enablers in scaling up SCF business. Setting up a multibank SCF technology platform will provide Banks/DFIs an opportunity to plug into a ready-to-use system where SCF transactions can be processed as per global best practices with minimal cost. Through the Platform, banks will be able to;

- i. easily access the necessary technology integration with Enterprise Resource Planning systems (ERPs) to build successful SCF programs, as well as
- ii. onboard customers for the provision of SCF services and product support.

### 3. **Role of SBP & Technical Committee (TC)**

SBP is facilitating the establishment of a commercial entity to host a multibank SCF technology platform in Pakistan. As a market enabler, SBP will provide necessary guidance to the SCF service providers regarding the regulatory and legal landscape of the country. Further, it will facilitate the interested entities by pointing towards possible structures and governance models for a multibank SCF Technology Platform service provider. Moreover, SBP will also act as the focal point of contact for the respondents of the EOI and facilitate the evaluation process. SBP has also formed a TC comprising representatives from SCF leading banks for evaluating and selecting the SCF multibank technology service provider. TC shall perform the following activities:

- a. Respond to queries, if any, of the interested entities regarding EOI.
- b. Review and evaluate the responses against the EOI.
- c. May call presentations/briefings from the interested entities.
- d. Make recommendations for the selection of an SCF Service Provider.

### 4. **Funding Source of the Project**

The multibank Platform will be used by partner banks with their branding as a White label solution, establish a new entity, or collaborate with local Fintech partners. SCF Service Provider will recover/charge a fee from the partner banks for using the Platform. The State Bank of Pakistan will not provide financial assistance to establish an SCF Platform.

### 5. **Post-Engagement Management Plan/Authority**

Based on the recommendations of the TC, consultation with relevant stakeholders and approval from the relevant Authority, SBP will issue a circular regarding the selection of SCF Service Provider. SBP circular will mention that the service provider has been selected in consultation with banks. Further, the SBP circular will also mention that participating banks may avail of SCF provider's services at their discretion. SBP will not execute any agreement with the selected service provider.

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## **PART C – SCHEDULE OF TECHNICAL REQUIREMENTS**

### **1. Scope of Work**

Primarily, the intended scope of services includes, but is not limited to, the following;

- i. Provide SCF Technology Platform for the banking industry in Pakistan,
- ii. Strategize and implement sustainable solutions for funding SCF assets (either through its balance sheet or through external financiers),
- iii. Design and implement a comprehensive marketing strategy for advocacy and acquisition of SCF clients,
- iv. Train and build the capacity of resources of participating institutions around SCF products and services,

As this will be the first-of-its-kind Entity in Pakistan, interested parties are requested to include their experience in moving to new/developing markets and the commercial models and/or shareholding structure in establishing the Platform.

### **2. Required Functions of SCF Technology Platform**

The SCF platform should have at least the following capabilities:

- Ability to enroll multiple banks and funding sources on the Platform
- Real-time shared visibility amongst the various stakeholders
- A structured rules-based workflow engine
- Flexibility for dynamic pricing and limit modification on facilities
- Fully automated web-based operational process
- User-managed administration, intuitive interface
- Comprehensive integration capabilities
- Robust reporting capabilities
- Ability to work with different ERP systems
- Ability to work with varying formats of payment for different buyers and funding banks
- Ability to manage a high volume of trade limits and invoices of SME portfolio (e.g., 1000s of invoices)
- Ability to extend to multiple products (e.g., payable finance, reverse factoring, distributor finance, PO finance, factoring, etc.)
- Ability to support procure-to-pay processes between buyer and seller
- Ability to demonstrate exposure/invoices of a bank/SME/Anchor in real-time and at any point in time
- Ability to store important information/critical documents, including the arrangement of storage of back-ups on offsite location or disaster recovery site
- Ensure to protect and encrypt data and information/records of all participants (customers)
- All transactions/events may be available for Information Security Audit or any 3<sup>rd</sup> party audit as prescribed under relevant regulations

### **3. User Interface and Information Visibility**

The SCF platform should have at least the following user interface and information visibility:

- The Platform shall provide live access for the suppliers, buyers and banks.
- The Platform should have a user-friendly interface, allowing the trade counterparts to upload the invoices in bulk, select and approve all or selected invoices and disburse payment. The interface should have the option of customization through white labeling.

- The Platform should have a flexible interface to the bank's core banking system for triggering payments, keeping track of the credit limits, and managing the loans.
- The Platform must be able to create and automate the delivery of a standardized file with a flexible number of fields, such as Supplier Number, Invoice Number, Invoice Amount, Maturity Date, Invoice Date and others.
- The system shall allow users to upload, view and approve invoices per specific bank product requirements.
- The Platform should provide comprehensive visibility over transaction flows and related documents from purchase order origination to final payment and settlement.
- The Platform should adapt to the Pakistan Real Time Interbank Settlement Mechanism (PRISM) for all interbank transactions.
- The Platform shall have a feature of real-time visibility of invoice approvals and credit limits.
- The suppliers and buyers should be able to see online through the Platform exactly when and how much they will be paid.
- The Platform enables buyers and sellers to track, validate and authorize each supply chain step with complete visibility of all supporting documentation.
- Robust notifications capability with flexible templates mapped to specific platform events (including email, SMS, web, etc.)
- The architecture should enable the transmission and receipt of a significant number of messages in near real-time. These messages include trade documents, notifications, payment advice, workflow tasks, supply chain events, service provider instructions and reporting and transaction data extracts that can be used to interface/collaborate with corporate ERP systems, financial institutions, and service providers

#### **4. Onboarding Process**

- The Platform shall have technical capabilities and staff resources to reach out to suppliers and buyers using several automated tools to educate them on SCF and onboard them onto the Platform.
- The onboarding process may include an origination system-generated contact letter, personalized email distribution, phone calls, and onboarding training sessions. Access to on-demand training online on various features of the Platform and workflow shall be tailored to the end-user (Buyer, Supplier, and Bank). In addition, the Platform should provide post-implementation support to buyers, suppliers and banks.
- The Platform should abide by all confidentiality, data privacy and security laws and regulations

#### **5. Reporting Capabilities**

- Each participant in the supply chain transaction (Buyer, Supplier and bank) shall have access to pre-defined reports and queries in the application to assist in reviewing and managing orders, invoices, and payments.
- Additionally, every query in the system can be exported to formats like Excel, Common Separated Value (CSV), and XML for further analysis or review.
- Users shall be able to create their queries and save them so they can run them in the future without having to re-create the query each time.

#### **6. Credit & Risk Management**

- The Platform shall enable control, validation and authentication of transactions.
- The Platform shall incorporate a robust credit risk management and fraud prevention module developed by the participating bank, with access to documents and detailed transaction history.
- E-signature capability for legal documents (onboarding docs and potential transactional requirements such as a notice of assignment for factoring).

- All arrangements relating to cloud services shall be governed under BPRD Circular No. 04 of 2020 on 'Outsourcing to Cloud Service Providers (CSPs)' and amendments by SBP from time to time.

**7. SCF Products Promotion & Marketing**

- The Entity will have the mandate to promote SCF in the country. This will include helping banks develop SCF products and transfer knowledge and skills to participating banks through knowledge-sharing events and workshops.
- Transferring knowledge and building Pakistan's banks' capacity to understand SCF structures better is essential. Domestic corporates and SMEs are also not fully aware of SCF structures and the benefits they can bring to their businesses.
- Banks, Corporates, & SMEs will only enroll in SCF programs and use the Technology platform once they fully understand the benefits.

**8. Funding Source of SCF Assets**

The Entity will be able to deploy multiple funding sources in the SCF Technology platform. It could mobilize funds from financial institutions, international donors, or capital market structures.

**9. Delivery Requirements**

SBP prefers to launch the SCF multibank Technology platform commercially by December 2022.

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## **PART D – APPLICATION PROCEDURE & DOCUMENTS**

**Section I: General Instructions**

**Section II: Evaluation Criteria**

**Section III: Standard Forms**



## Section I: Instructions to Applicants

<p><b>1. Scope</b></p>	<p>1.1. In connection with the <b>“Request for Expression of Interest,”</b> this set of EOI Documents invites Applicants to take part in an evaluation process that will lead to the engagement of successful Applicant for the provision of <i>Supply Chain Finance (SCF) Multibank Technology Platform for Pakistani Banks/Development Finance Institutions (DFIs)</i>.</p> <p>1.2. Throughout this set of EOI Documents;</p> <p>(a) <b>“Applicant”</b> means the legal entity, as an individual or through a Joint Venture or sub-contracting, taking part in the subject process.</p> <p>(b) <b>“Buyer”</b> means in the context of supply chain finance; a buyer is a corporate entity procuring goods and services, issuing orders and making payments to the suppliers (sellers), which form its supply chain.</p> <p>(c) <b>“Day”</b> means a calendar day unless otherwise specified as <b>“Business Day.”</b> A Business Day is any day that is an official working day of SBP/SBP BSC. It excludes the official public holidays;</p> <p>(d) <b>“In Writing”</b> means communicated in written form (e.g., by mail, email, fax, including any other electronic means if specified in the BDS) with proof of receipt;</p> <p>(e) <b>“SBP”</b> means State Bank of Pakistan.</p> <p>(f) <b>“SBP BSC”</b> means SBP Banking Services Corporation - a wholly owned subsidiary of State Bank of Pakistan established under the SBP Banking Services Corporation Ordinance 2001.</p> <p>(g) <b>“Services”</b> means work to be performed by the Supplier. Details of such Services are set out in <b>Part C (Schedule of Technical Requirements)</b> as a part of the EOI Documents,</p> <p>(h) <b>“Supplier”</b> means a company or individual that sells goods and services to the buyer in the ordinary course of its business and holds a receivable towards the buyer.</p>
<p><b>2. Fraud and Corruption</b></p>	<p>2.1. All Applicants must observe the highest standard of ethics during the process of expression of interest.</p> <p>2.2. The Applicants shall permit and shall cause their agents (whether declared or not), sub-contractors, sub-consultants, service providers, suppliers, and their personnel, to permit the Technical Committee and State</p>

	<p>Bank of Pakistan to inspect all accounts, records, and other documents relating to any, EOI response and to have them audited by auditors appointed by the State Bank of Pakistan.</p> <p>2.3. Any communications between the Applicants and the State Bank of Pakistan/SBP BSC related to matters of alleged corrupt and fraudulent practices must be made in writing or in electronic forms that provide a record of the content of the communication.</p> <p>2.4. State Bank of Pakistan will reject a submission if it is established that the Applicant was engaged in corrupt and fraudulent practices in competing for this assignment.</p>
<p><b>3. Eligible Applicants</b></p>	<p>3.1. An Applicant shall not have a conflict of interest. Any Applicant found to have a conflict of interest shall be disqualified. An Applicant may be considered to have a conflict of interest for this EOI process if the Applicant:</p> <ul style="list-style-type: none"> <li>(a) directly or indirectly controls, is controlled by or is under common control with another Applicant;</li> <li>(b) receives or has received any direct or indirect subsidy from another Applicant;</li> <li>(c) has the same legal representative as another Applicant;</li> <li>(d) has a relationship with another Applicant, directly or through common third parties, that puts it in a position to influence the Submission of another Applicant or influence the decisions of the State Bank of Pakistan or the Technical Committee regarding this procurement/selection process.</li> <li>(e) has a close business or family relationship with a professional staff of the SBP/SBP BSC or members of the Technical Committee who are directly or indirectly involved in the preparation of the EOI Documents or submission evaluation process.</li> </ul>
<p><b>4. Eligible Solution &amp; Related Services</b></p>	<p>4.1. All solutions and related services from countries with trade relations with Pakistan and not appearing on the UN-sanctioned list are eligible.</p>
<p><b>5. Parts/Sections of EOI Documents</b></p>	<p>5.1. The EOI documents consist of <b>Parts A, B, C and D</b>, which include all sections and should be read in conjunction with any addenda issued.</p> <ul style="list-style-type: none"> <li>• <b>PART A – NOTICE FOR EXPRESSION OF INTEREST</b> <ul style="list-style-type: none"> <li>○ <i>Request for Expression of Interest (REOI)</i></li> </ul> </li> <li>• <b>PART B – INTRODUCTION</b> <ul style="list-style-type: none"> <li>○ <i>Country Context</i></li> </ul> </li> </ul>

	<ul style="list-style-type: none"> <li>○ <i>Overview of the Assignment</i></li> <li>○ <i>Role of SBP &amp; Technical Committee</i></li> <li>○ <i>Funding Source of the Project</i></li> <li>○ <i>Post-Engagement Management Plan/Authority</i></li> </ul> <ul style="list-style-type: none"> <li>● <b>PART C – SCHEDULE OF TECHNICAL REQUIREMENTS</b> <ul style="list-style-type: none"> <li>○ <i>Scope of Work</i></li> <li>○ <i>Required Functions of SCF Technology Platform</i></li> <li>○ <i>User Interface and Information Visibility</i></li> <li>○ <i>Onboarding Process of Key Stakeholders</i></li> <li>○ <i>Reporting Capabilities</i></li> <li>○ <i>Credit &amp; Risk Management</i></li> <li>○ <i>SCF Products Promotion &amp; Marketing</i></li> <li>○ <i>Funding Source of SCF Assets</i></li> <li>○ <i>Delivery Requirements</i></li> </ul> </li> <li>● <b>PART D – APPLICATION PROCEDURE &amp; DOCUMENTS</b> <ul style="list-style-type: none"> <li>○ <i>Form 1 – Letter of Submission</i></li> <li>○ <i>Form 2 – Authorization Form for Applicant’s Representative</i></li> <li>○ <i>Form 3 – Organizational Profile</i></li> <li>○ <i>Form 4 – Declaration of Beneficial Owners’ Information</i></li> <li>○ <i>Form 5 – Integrity Pact</i></li> </ul> </li> </ul> <p>5.2. Unless obtained directly from the SBP BSC, the State Bank of Pakistan is not responsible for the completeness of the documents, responses to requests for clarification, the record notes of the briefing session, or addenda, if any. In case of contradiction, documents obtained directly from SBP BSC shall prevail.</p> <p>5.3. The Applicant is expected to examine all instructions, forms, terms, and requirements mentioned in the EOI documents and to furnish with its submission all information or documentation as is required by the EOI Documents.</p>
<p><b>6. Clarification of EOI Documents</b></p>	<p>6.1. An Applicant requiring any clarification of the EOI Documents shall contact the SBP BSC in writing at the SBP BSC address specified in the REOI. SBP BSC shall respond in writing to any request for clarification if such request is received at least ten (10) days before the deadline for submission of responses.</p> <p>6.2. SBP BSC shall forward copies of its response to all Applicants who have acquired the EOI documents. Should the clarification result in changes to the essential elements of the EOI Documents, the State Bank of Pakistan shall amend the EOI documents.</p> <p>6.3. If applicable, record notes of the briefing session will be transmitted promptly to all prospective Applicants. Any modification to the EOI Documents that may become</p>

	necessary because of the briefing session shall be made by the State Bank of Pakistan through SBP BSC, exclusively by an Addendum.
<b>7. Amendment of EOI Documents</b>	<p>7.1. At any time before the deadline for submission of Submissions, SBP BSC may amend the EOI documents by issuing an addendum/addenda.</p> <p>7.2. Any Addendum issued shall be part of the EOI documents and communicated in writing to all who have obtained the EOI Documents from SBP BSC.</p> <p>7.3. To give prospective Applicants reasonable time to take an addendum into account in preparing their Submissions, the SBP through SBP BSC may, at its discretion, extend the deadline for the submission of responses.</p>
<b>8. Cost of EOI</b>	8.1. The Applicant shall bear all costs associated with preparing and submitting its application. SBP/SBP BSC will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the EOI process.
<b>9. Language of Submission</b>	<p>9.1. The application and all correspondence and documents relating to the EOI exchanged by the Applicant and the SBP BSC shall be written in English/Urdu.</p> <p>9.2. Supporting documents and printed literature that are part of the application may be in any other language, provided they are accompanied by an accurate translation of the relevant passages in English/Urdu and, in this case, for purposes of interpreting the application, the translation shall govern.</p>
<b>10. Alternative Submissions</b>	10.1. Alternative Submissions shall <b>NOT</b> be permitted.
<b>11. Period of Validity of Submissions</b>	11.1. Submissions shall remain valid for 210 days from the date fixed for the submission deadline. SBP BSC reserves the right to reject the submission for a shorter validity period.
<b>12. Deadline for Submission of Submissions</b>	12.1. Submissions must be received by SBP BSC at the address and no later than the date and time specified in the REOI.
<b>13. Late Submissions</b>	13.1. The SBP BSC reserves the right to reject late submissions that arrive after the deadline for submission of responses.
<b>14. Submission Opening</b>	14.1. All submissions shall be opened on the date, time and venue specified in REOI.
<b>15. Confidentiality</b>	15.1. Information relating to the evaluation of submissions shall not be disclosed to Applicants or any other persons not officially concerned with the EOI process until the conclusion of the evaluation process.

	15.2. Any effort by an Applicant to influence the SBP/SBP BSC or the Technical Committee in the evaluation or decision to select the SCF Service Provider may result in the rejection of its submission.
<b>16. Clarification of Submissions</b>	16.1. To assist in the examination and evaluation of Applicants' submissions, the SBP/SBP BSC and Technical Committee may, at its discretion, ask any Applicant for a clarification of its submission.
<b>17. Evaluation of Submissions</b>	17.1. The SBP and Technical Committee shall use the evaluation criteria listed in <b>Section II of Part D (Application Procedure &amp; Requirements)</b> .
<b>18. State Bank of Pakistan's Right to Accept or Reject All Submissions</b>	18.1. The SBP and the Technical Committee reserve the right to accept or reject all the Submissions and to annul the EOI process at any time without incurring any liability to the Applicants.
<b>19. Results of Evaluation</b>	19.1. The SBP BSC shall inform all Applicants of their application's evaluation status after the evaluation process's conclusion.

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## Section II: Evaluation Criteria

(Responses under this section should be provided on the Company Letterhead.)

Mandatory Eligibility Criteria		
Sr.#	Eligibility Parameter	Means of Verification
1.	The interested Entity must be registered in the relevant country.	Incorporation/Registration Certificate/Relevant Proof
2.	The interested Entity does not appear on the sanctioned list of the United Nations and the National Counter Terrorism Authority (NACTA) of Pakistan.	Confirmation on the company's official letterhead
3.	The interested Entity is not currently debarred/blacklisted.	Confirmation on the company's official letterhead

Score-Based Qualification Criteria			
Sr.#	Qualification Parameter	Means of Verification	Maximum Scores
<b>1.</b>	<b>Experience</b>		<b>20</b>
	1.1. <i>SCF Regional &amp; Country Experience</i> <ul style="list-style-type: none"> <li>• Experience in &gt; 5 countries (15 marks)</li> <li>• Experience in (3-5) countries (10 marks)</li> <li>• Experience in &lt;3 countries (5 marks)</li> </ul>	Relevant Supporting Documents	15
	1.2. <i>Availability of local resources (experience) / willingness/readiness to establish local operations (independently or through partnerships)</i>	Relevant Supporting Documents	05
<b>2.</b>	<b>SCF Products</b>		<b>30</b>
	2.1. <i>Buyer-Led Supplier Finance</i>	Relevant Supporting Documents	5
	2.2. <i>Dealer / Distributor Financing</i>		5
	2.3. <i>PO Financing</i>		5
	2.4. <i>Factoring</i>		5
	2.5. <i>Inventory Financing</i>		5
	2.6. <i>Islamic Products (or the ability to develop them)</i>		5
<b>3.</b>	<b>User Connectivity</b>		<b>15</b>
	3.1. <i>Live access for suppliers</i>	Relevant Supporting Documents	1
	3.2. <i>Live access for buyers</i>		1
	3.3. <i>Live access for banks</i>		1
	3.4. <i>Bulk upload of invoices</i>		1
	3.5. <i>Selection of some or all invoices for processing or approval</i>		1
	3.6. <i>Payment disbursement</i>		1
	3.7. <i>Customization through white-labeling</i>		1
	3.8. <i>Flexible interface with CBS</i>		1
	3.9. <i>Creation and automation of a flexible number of fields (such as supplier #, invoice #, invoice amt, maturity date, invoice date, etc.)</i>		1
	3.10. <i>Visibility of transaction workflows (from PO to settlement)</i>		1
	3.11. <i>Real-time visibility of invoice approval and credit limits</i>		1
	3.12. <i>Visibility on when and how much buyers and suppliers will be paid</i>		1

<b>Score-Based Qualification Criteria</b>			
<b>Sr.#</b>	<b>Qualification Parameter</b>	<b>Means of Verification</b>	<b>Maximum Scores</b>
	3.13. <i>The ability of buyers and sellers to track, validate and authorize each step of the SC</i>		1
	3.14. <i>Notifications capability (email, SMS, web)</i>		1
	3.15. <i>The architecture enables the transmission and receipt of a significant number of messages in real-time</i>		1
<b>4.</b>	<b>On-Boarding Process</b>		<b>15</b>
	4.1. <i>Staff resources for SCF education &amp; Product Promotion</i>	Relevant Supporting Documents	7
	4.2. <i>Automated tools for customer onboarding</i>		6
	4.2.1. <i>Original system-generated contract letter</i>		1
	4.2.2. <i>Personalized email distribution</i>		1
	4.2.3. <i>Phone calls</i>		1
	4.2.4. <i>Onboarding sessions</i>	Relevant Supporting Documents	1
	4.2.5. <i>On-demand training on platform features</i>		1
	4.2.6. <i>Tailored workflow to end-user</i>		1
	4.3. <i>KYC DD for customer identification</i>		1
	4.4. <i>Adherence to confidentiality and data privacy laws</i>		1
<b>5.</b>	<b>Credit &amp; Risk Management</b>		<b>10</b>
	5.1. <i>Control, validate and authenticate transactions</i>		4
	5.2. <i>Incorporation of credit risk and fraud prevention manuals developed by participating banks</i>	Relevant Supporting Documents	3
	5.3. <i>E-signature capability for legal documents</i>		3
<b>6.</b>	<b>Reporting</b>		<b>10</b>
	6.1. <i>Access to pre-defined queries and reports for all participants</i>		3
	6.2. <i>The ability for users to create their queries</i>	Relevant Supporting Documents	3
	6.3. <i>Export to formats (CSV, XML) or direct connectivity through APIs or flat-file integration</i>		4
<b>Total Scores</b>			<b>100</b>
<b>Criteria for Selection:</b>			
Based on the recommendations of the TC based on the above criteria, consultation with relevant stakeholders and approval from the relevant Authority, SBP will issue a circular regarding the selection of SCF Service Provider.			

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### Section III: Standard Forms

*(Responses under this section should be provided on the Company Letterhead.)*

- *Form 1: Letter of Submission*
- *Form 2: Authorization Form*
- *Form 3: Organizational Profile*
- *Form 4: Beneficial Ownership Information*
- *Form 5: Integrity Pact*



**Form 1 – Letter of Submission**

**Title:** Supply Chain Finance (SCF) Multibank Technology Platform for Pakistani Banks/Development Finance Institutions (DFIs)

**Date of this Submission:** **DD-MM-YYYY**

**Reference No.:** EOI No. GSD (Proc. II)/IH&SMEFD-SCF/57865/2022

**To,**

**The Director,**

General Services Department,  
SBP Banking Services Corporation,  
4<sup>th</sup> Floor, BSC House, I.I. Chundrigar Road,  
Karachi, Pakistan.

**Dear Sir,**

Being duly authorized to represent and act on behalf of \_\_\_\_\_ (hereinafter referred to as “the Applicant”), and having reviewed and fully understood all of the requirements and information provided, the undersigned hereby applies for **Supply Chain Finance (SCF) Multibank Technology Platform for Pakistani Banks/Development Finance Institutions (DFIs)**.

1. Attached to this letter are supporting documents required under **Part D (Application Procedure and Requirements)** of EOI Documents.
  - i. Evaluation Criteria
  - ii. Form 2: Authorization Form
  - iii. Form 3: Organizational Profile
    - i. Summary
    - ii. Overview of Your Existing Solution
    - iii. Resources and Capabilities of Your Organization
  - iv. Form 4: Beneficial Ownership Information
  - v. Form 5: Integrity Pact
2. You and your 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 clients/stakeholders regarding any aspects of this submission. This Letter of Submission 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 as requested by you to verify statements and information provided in this application, such as the resources, experience, and competence of the Applicant.
3. Your Authority and its authorized representatives may contact the following persons for further information:

<b>Name:</b> _____	<b>Name:</b> _____
<b>Designation:</b> _____	<b>Designation:</b> _____
<b>Email:</b> _____	<b>Email:</b> _____
<b>Official Tel/Mobile#</b> _____	<b>Official Tel/Mobile#</b> _____
<b>Address:</b> _____	<b>Address:</b> _____

4. Further, the undersigned declares that:

- (a) **No reservations:** We have examined and have no reservations about the Expression of Interest Documents, including the addenda issued;
- (b) **Eligibility:** We meet the eligibility requirements and have no conflict of interest;
- (c) **Eligible Solution & Related Services:** subject to compliance ITA 4, if notified as SCF Service Provider, the SCF Platform shall be established as per the Requirement Schedule and any other additional requirements agreed upon subsequently.
- (d) **Conformity:** We offer to establish an SCF Platform in conformity with the EOI Documents;
- (e) **One Response per Entity:** We are submitting only one response either as an individual Entity, Joint Venture member, or as an Association.
- (f) **Not Bound to Accept:** Concerning this EOI, we understand that the SBP BSC may cancel this process and reject any or all responses without assigning any justification.
- (g) **Fraud and Corruption:** We hereby certify that we have taken steps to ensure that no person acting for us or on our behalf engages in any type of Fraud and Corruption.

Sincerely,

**Name of the Applicant:** *[insert complete name of the participating Entity]*

**Name of Authorized Person:** \_\_\_\_\_

**Title of the person signing the Response:** \_\_\_\_\_

**Signature of the person named above:** \_\_\_\_\_

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**Form 2 – Authorization Form for Applicant’s Representative**

**Title:** Supply Chain Finance (SCF) Multibank Technology Platform for Pakistani Banks/Development Finance Institutions (DFIs)

**Date of Submission:** **DD-MM-YYYY**

**Reference No.:** EOI No. GSD (Proc. II)/IH&SMEFD-SCF/57865/2022

**To,**

**The Director,**  
General Services Department,  
SBP Banking Services Corporation,  
4<sup>th</sup> Floor, BSC House, I.I. Chundrigar Road,  
Karachi, Pakistan.

**Dear Sir,**

We, **M/s <Title of Applicant>** , incorporated under <mention the relevant Act/ordinance/ regulation> having its registered office at <**complete business address**> do hereby nominate **Mr./Ms. <Complete Name>, <Designation>, Social Security Card/CNIC/Citizen Card <\_\_\_\_\_>** as our lawful representative to participate, correspond and fulfil all associated formalities of the subject submission on our behalf.

<b>Official Seal &amp; Signature of Applicant:</b>	_____
<b>Date:</b>	_____

\*\*\*\*\*

**Form 3 – Organizational Profile**

**Form 3.1: Summary**

<b>1. Legal Title of the Participating Firm:</b>	
<b>2. Nationality of the Firm</b>	(Also Attach Supporting Documents)
<b>3. Year Established</b>	
<b>4. Beneficial Ownership</b>	(Also Attach Supporting Documents)
<b>5. Incorporation/Tax Registration No.</b>	(Also Attach Supporting Documents)
a. Registered Address:	
b. Mailing Address:	
c. Telephone Number:	
d. Fax Number:	
e. Official Email:	
f. Web Address:	
g. Parent Company, if applicable,	
h. (Full Legal Name & Address)	(Also Attach Supporting Documents)
i. Subsidiaries, Associates, and/or Int. Chapters, if applicable,	(Also Attach Supporting Documents)
<b>6. Authorized Representative</b>	
a. Full Name	
b. Designation	
c. Official Email	
d. Contact No (with country code)	
<b>7. Business Profile</b>	
a. Summary of Nature of Business or Type of Activities	
b. Organogram	(Attach Supporting Documents)
c. Details of Key Personnel: [include the name of a candidate, position, professional qualifications, and experience]	
<b>8. Any Other Details</b>	

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**Form 3.2: Overview of Your Existing Solution**

(a) Please rate your company’s experience in the below matrix by **ticking** the relevant column where applicable. (Please share the snapshot or demo of the product features where necessary).

Pillar 1					
SCF Technology Platform	Fully Supported	Limited Support	In the Process of Development	Cannot be provided	Rationale/ Justification
1. SCF Products					Kindly, mention/ enclose rationale/ supporting evidence for the relevant selection.
2. Buyer-Led Supplier Finance					
3. Dealer/ Distributor Financing					
4. PO Financing					
5. Factoring					
6. Inventory Financing					
Pillar 2					
Promotion & Marketing of SCF Products	Fully Mature Services Available	Can be Developed	Not part of the Business Strategy	Rationale/ Justification	
				Kindly, mention/ enclose rationale/ supporting evidence for the relevant selection.	
Pillar 3					
Funding of SCF Assets	Have Raised Funding Through Capital Markets Instruments	Have raised funding through partnerships with DFIs/ Multilateral Agencies	Never raised funding	Rationale/ Justification	
				Kindly, mention/ enclose rationale/ supporting evidence for the relevant selection.	

(b) Please share the functionality (text and/or pictures/process flow), features and general benefits of your technical solution covering at least the following:

- i. Integration with invoice data sources
- ii. Exception handling, eligibility testing, and processing
- iii. Generation of payment instructions
- iv. Reporting
- v. Security procedures and audits/certifications
- vi. Structure of a typical legal framework
- vii. any other

(c) Please share a list of clients (buyers) using your Platform and the banks you are cooperating with.

(d) Please provide the approximate total annual throughput and funding volume (USD) processed on your Platform.

(e) Please provide information on the ability to facilitate Islamic financial products.

- (f) Please list the main geographical regions and countries where your Platform currently has users.
- (g) In addition, please describe how the Platform does or could provide visibility from the Purchase Order stage to enable Pre-Export Finance.

\*\*\*\*\*

**Form 3.3: Resources and Capabilities of Your Organization**

- (a) Please describe your organization’s capabilities to support this initiative, including organizational structure and HR strength to provide services
  - i. For an adaptation of the technical solution where necessary
  - ii. For supporting marketing to, and integration with banks
  - iii. For onboarding and supporting of buyers and suppliers
  - iv. For working with banks and funders, including technical support on integration
  - v. Your capabilities, if any, for performing or supporting the review of suppliers concerning “KYC” (Know Your Customer), “AML” (Anti Money Laundering), and “CFT”(Counter Financing of Terrorism) monitoring
  
- (b) Please provide information on your expertise and experience with any prior similar assignments, experience in similar conditions, availability of appropriate skills among staff, etc.

\*\*\*\*\*

## Form 4 – Declaration of Beneficial Owners’ Information

1. Name	
2. Father’s Name/Spouse’s Name	
3. CNIC/Citizen No. /Social Security No./ NICOP/Passport no.	
4. Nationality	
5. Residential address	
6. Email address	
7. Date on which shareholding, control, or interest was acquired in the Business.	

8. In case of indirect shareholding, control, or interest being exercised through intermediary companies, entities, or other legal persons or legal arrangements in the chain of ownership or control, the following additional particulars are to be provided:

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 shareholding, control or interest of BO in the legal person or legal arrangement	Percentage of shareholding, control or interest of legal person or legal arrangement in the Company	Identity of Natural Person who ultimately owns or controls the legal person or arrangement

9. Information about the Board of Directors (details shall be provided regarding the number of shares in the capital of the company as set opposite respective names).

1	2	3	4	5	6	7	8
Name and surname (In Block Letters)	CNIC No. (in case of foreigner, Passport No)	Father's/ Husband's Name in full	Current Nationality	Any other Nationality (ies)	Occupation	Residential address in full or the registered/ principal office address for a subscriber other than natural person	Number of shares taken by each subscriber (in figures and words)
			Total number of shares taken (in figures and words)				

10. Any other information incidental to or relevant to Beneficial Owner(s)

**Name of the Applicant:** [insert complete name of the participating Entity]

**Name of Authorized Person:** \_\_\_\_\_

**Title of the person signing the Response:** \_\_\_\_\_

**Signature of the person named above:** \_\_\_\_\_

**Date:** \_\_\_\_\_