KPMG

**Autosoft Dynamics Private Limited**
**Auto Banker II**

| Pre Demonstration Evaluation Summary | | | | | |
|---|---|---|---|---|---|
| | Total Requirements | Available | Can Be Developed | Not Available | Weighted Score (weight wise) |
| Overall Summary | 222 | 215 | 7 | 0 | 34.63 |
| Section A Core Banking System | 142 | 138 | 4 | 0 | 27.74 |
| Section B Additional Modules | 51 | 51 | 0 | 0 | 5.00 |
| Section C Other Modules | 29 | 26 | 3 | 0 | 1.90 |

| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|---|---|---|---|---|---|---|
| | Core Banking System | 138 | 4 | 0 | 142 | 27.74 |
| | DEPOSITS | 50 | 1 | 0 | 51 | 4.95 |
| 1 | Provision in the system to capture Cash and Cheque transactions like deposit and withdrawal and also the ability to transfer funds from one account to another. | ✓ | | | | 10 |
| 2 | System should have the functionality related to post dated cheques and return cheques. | ✓ | | | | 10 |
| 3 | System should have the capability to identify or prompt if the cheque serial is correct/wrong. | ✓ | | | | 10 |
| 4 | System has the capability to auto generate the account opening date and restrict the user from altering. | ✓ | | | | 10 |
| 5 | System has the capability to allot unique account number and doesn't allow the customer to make any activity until it is marked as approved by the designated authority. | ✓ | | | | 10 |
| 6 | System should have the capability of generating acknowledgement letter for account opening. | ✓ | | | | 10 |
| 7 | System should capable of generating bank statements. | ✓ | | | | 10 |
| 8 | System should have the capability to verify the particulars of customer. | | ✓ | | | 5 |
| 9 | The system has the functionality to have single approval authority and auto change the status of the request when it is approved. | ✓ | | | | 10 |
| 10 | The system has the functionality to have multiple approvals authority and auto change the status of the request when it is approved. | ✓ | | | | 10 |
| 11 | System has the flexibility to fetch the old information and allow the user to enter new values incase of amendment in personal information of account holder, change of specimen signature of account holder, change in Associated Person Profile. | ✓ | | | | 10 |
| 12 | System should have the functionality of KYC (Know Your Customer) and alerts if any transaction breaches the threshold given in the KYC form. | ✓ | | | | 10 |
| 13 | System should alert when CNIC expires or any special instructions during the transaction. | ✓ | | | | 10 |
| 14 | System has the provision of marking lien on accounts and restrict that no transaction will be allowed below the lien amount. | ✓ | | | | 10 |
| | System has the capability to freeze/ block accounts for any of the following reasons: | | | | | |
| 15 | Bank Management decides to freeze the account. | ✓ | | | | 10 |
| 16 | Government / Agencies order the freezing of account. | ✓ | | | | 10 |
| 17 | Customer requests for the same. | ✓ | | | | 10 |
| 18 | The system will not allow execution of any transaction once an account is set as frozen/ blocked. | ✓ | | | | 10 |
| 19 | The system will automatically treat the account as Dormant / Inoperative / Unclaimed if no transaction has taken place in a given period as prescribed by the bank's/regulatory policy. | ✓ | | | | 10 |
| 20 | System should block an account which has remained dormant for a period specified by the regulator to enable bank to transfer money to SBP. | ✓ | | | | 10 |
| 21 | System has the function to reactivate the dormant and inoperative accounts upon receipt of instruction. | ✓ | | | | 10 |

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|---|---|---|---|---|---|---|
| 22 | Ability to adjust unclaimed account when the beneficiary / Next of Kin of customer approach to Bank. | ✓ | | | | 10 |
| 23 | Branch Teller supports cross-currency and inter-branch transactions. | ✓ | | | | 10 |
| 24 | Functionality should be in the system to assign limits on the transaction level i.e. different limits for different types of transaction for a single person. | ✓ | | | | 10 |
| 25 | Built-in image capture and enquiry function that support signature or identification verification of any account from any branch. | ✓ | | | | 10 |
| 26 | Provision in the system to maintain the functionality of Pay order and Demand draft. | ✓ | | | | 10 |
| 27 | System has the option of "Multi Teller Vault Management". | ✓ | | | | 10 |
| 28 | Capable of deducting withholding tax online and also the capability to change charges definition. | ✓ | | | | 10 |
| 29 | Provision in the system to facilitate the issuance of multiple deposit certificates / products against single transaction. | ✓ | | | | 10 |
| 30 | Ability to transfer the amount of TDR to customer's current account upon maturity | ✓ | | | | 10 |
| 31 | Functionality in the system to offer the various rollover options. | ✓ | | | | 10 |
| 32 | In case of Pre-Mature Encashment, the system will apply the rate that falls for the pre-mature period and any penalties as per banking policies. | ✓ | | | | 10 |
| 33 | System has ability to manage multi currency accounts (USD, GBP, etc). | ✓ | | | | 10 |
| 34 | Multi-currency capability with user-defined exchange rates and conversion schedules. | ✓ | | | | 10 |
| 35 | Translate currency during entry and maintain the currency code, amount and base currency amount. | ✓ | | | | 10 |
| 36 | Maintain financial information on the system in the foreign currency and in Pakistani Rupees. | ✓ | | | | 10 |
| 37 | Produce transaction ledgers in multiple currencies with local currency and foreign currency shown side by side. | ✓ | | | | 10 |
| 38 | Revalue the Foreign Accounts to automatically post profit / loss in relevant accounts. | ✓ | | | | 10 |
| 39 | Provision in the system to manage information related to the Operation of locker. | ✓ | | | | 10 |
| 40 | Provision in the system to manage information related to the Allotment of locker. | ✓ | | | | 10 |
| 41 | Capable of viewing / updating / deletion of locker information. | ✓ | | | | 10 |
| 42 | Provision in the system to manage information related to the Surrender of locker. | ✓ | | | | 10 |
| 43 | System should have the capability to remind where locker fee is overdue. | ✓ | | | | 10 |
| 44 | The system has the functionality of Standing Instructions. | ✓ | | | | 10 |
| 45 | Functionality in the system to accrue interest and deduct tax and zakat on the basis of defined parameters. | ✓ | | | | 10 |
| 46 | Ability to take the updated interest rate and calculate the interest expense on the basis of new rates. | ✓ | | | | 10 |
| 47 | System has the functionality of inward and outward clearing as per banking practice in Pakistan and also capable of release outward clearing on given date. | ✓ | | | | 10 |
| 48 | Capable of maintaining the functionality related to the Cheque Book. | ✓ | | | | 10 |
| 49 | The system should have the provision to close the account upon the receipt of information from the customer. | ✓ | | | | 10 |
| 50 | The System should not allow the closing of account, if the account is also nominated for debiting locker rent/charges or for crediting profit of Term/Fixed Deposits of the same customer or any pending activity. | ✓ | | | | 10 |
| 51 | System should have the capability of generating letter for account closure. | ✓ | | | | 10 |
| | **REMITTANCE** | 4 | 0 | 0 | 4 | 3 |
| 52 | Handles international and domestic remittances of funds in multicurrency and have facility to interface with SWIFT and use SWIFT standard messaging formats preferably online. | ✓ | | | | 10 |
| 53 | Verification controls for transaction capture and SWIFT message generation. | ✓ | | | | 10 |
| 54 | Changes to transactions can be made with audit trail logging and verifications prior to posting. | ✓ | | | | 10 |
| | | ✓ | | | | 10 |

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| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|---|---|:---:|:---:|:---:|:---:|:---:|
| 55 | System provides comprehensive enquiries and report features to track transfer status and detail movement with full SWIFT message generation and accounting support. | ✓ | | | | 10 |
| | **ADVANCES** | 36 | 0 | 0 | 36 | 5 |
| 56 | Complete functionality in the system to maintain different types of loans as this is the bread and butter of the bank. System must be able to handle functions like penalties, rebate on early payments, schedule adjustment and manual closing. | ✓ | | | | 10 |
| 57 | Provision should be available to capture request for multiple loans requested in the single application. | ✓ | | | | 10 |
| 58 | Capable of auto generating the unique application number. | ✓ | | | | 10 |
| 59 | Capable of storing critical information such as names of directors/partners and shareholding structure. | ✓ | | | | 10 |
| 60 | Provision in the system to approve, approved with condition, seek clarification or rejecting loan application and an option will be provided in the system to enter comments of the approval authority against a particular loan application. | ✓ | | | | 10 |
| 61 | Ability to track the loan application entered in the system with reference to their stage of processing. | ✓ | | | | 10 |
| 62 | System generates a unique loan number to the customer after the approval of loan application. | ✓ | | | | 10 |
| 63 | System has the feature of Credit Scoring System (CSS) which uses the data of Credit Application to assist in deciding whether to extend credit to customers or not and evaluate various risks.Functionality of Data Capturing System and Data Inquiry System should be available in the system. | ✓ | | | | 10 |
| 64 | Functionality in the system to capture credit data and to provide online information of consumer and corporate borrowers. | ✓ | | | | 10 |
| 65 | eCIB functionality should be strictly in accordance with the SBP guidelines and banking practice | ✓ | | | | 10 |
| 66 | System must have the facility to respond to SBP queries immediately and maintain eCIB data automatically from credit modules with minimal manual input. | ✓ | | | | 10 |
| 67 | In order to manage the bank's risk, a limit structure will be defined in the system to monitor the availability and utilization of limits for customer's loans and facilities. | ✓ | | | | 10 |
| 68 | The following options will be available in the system: Assigning limits to customers;Checking for the existence of limits at the time of entering a credit transaction; and Limit Authorization | ✓ | | | | 10 |
| 69 | System has the functionality of limit approval. | ✓ | | | | 10 |
| 70 | In the system the Limits, which will be created, can vary with the value of collateral/security held by the bank. | ✓ | | | | 10 |
| 71 | System has the feature to auto calculate the Drawing Power (DP), for this purpose valuation parameters will be available in the Collateral Module, which will be linked with the Limits Module. | ✓ | | | | 10 |
| 72 | System prompt when the Drawing Power exceeds the amount of the limit assigned. | ✓ | | | | 10 |
| 73 | The system updates the DP when a customer avails some portion of his assigned limits. | ✓ | | | | 10 |
| 74 | System has the functionality to control all new transactions based on the relevant facilities defined in the loan limit application when the limit assigned to a customer expires. | ✓ | | | | 10 |
| 75 | System has the functionality of Limit Amendment when the customer request and keep track of all the information amended in the system by maintaining a history of changes. | ✓ | | | | 10 |
| 76 | System should provide complete facility to maintain collaterals as per best practice in financial / banking sector and must track the appropriate ratio as per polices of the bank. Current collateral security types should be available or configurable. | ✓ | | | | 10 |
| 77 | Features will be available in the system to record collateral/security against each lending facility. | ✓ | | | | 10 |
| 78 | In the system Collateral/security Module will be linked with the Limit Management Module and will auto update the limit values as and when a change occurs in the value of the collateral/security. | ✓ | | | | 10 |

| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|------|-----------------|-----------|------------------|---------------|-------|------------------------------|
| 79 | System has the functionality to allow disbursement in the whole amount in single payment or in multiple payments depending on bank policy and various reports would be required to asses disbursement on various parameters as required by the bank. | ✔ | | | | 10 |
| 80 | The system should have the capability to reprice and generate a repayment schedule based on the terms and applicable KIBOR rate when it changes for a variable rate loan. | ✔ | | | | 10 |
| 81 | System should have the functionality to accrue interest based on the defined parameters. | ✔ | | | | 10 |
| 82 | Ability to generate reminders and bills before due dates to inform the customer about the upcoming instalment/payment. | ✔ | | | | 10 |
| 83 | Flexibility for defining multiple rate policies, tiers, floor and cap management should be available in the system. System have the automatic controls such as cap, floor, KIBOR etc | ✔ | | | | 10 |
| 84 | System should have the functionality of interest rates on account level with back value date. | ✔ | | | | 10 |
| 85 | The system will be flexible to an extent that the user can define different modes of repayment like; Through Cheque ☐ Through Cash ☐ By Account ☐ By Post Dated Cheques | ✔ | | | | 10 |
| 86 | Repayments can be made from clients' accounts, accounts in another bank or the account of a co-debtor. | ✔ | | | | 10 |
| 87 | Ageing mechanism and the calculations should be user-defined. | ✔ | | | | 10 |
| 88 | Perform aging according to the terms of the contract. | ✔ | | | | 10 |
| 89 | System should be capable of generating reports related to over-due accounts and other reports as per the banking practice. | ✔ | | | | 10 |
| 90 | The system has the feature to classify the Non performing loans in accordance with the SBP prudential Regulations along with taking the income into suspense account where required and maintain the same as per status of the loan. | ✔ | | | | 10 |
| 91 | System should be able to calculate provision necessary based on collaterals available. | ✔ | | | | 10 |
| **GENERAL LEDGER** | | **19** | **0** | **0** | **19** | **6.00** |
| 92 | User-defined chart of accounts. | ✔ | | | | 10 |
| 93 | Functionality of opening and closing an accounting period. | ✔ | | | | 10 |
| 94 | Accounting entries are fully user-defined based on the transaction type, client type, accounting events and amount types. | ✔ | | | | 10 |
| 95 | System should have the capability to capture the following types of journal entries: ☐ Standard journal entries ☐ Foreign and dual currency journal entries ☐ Interbranch journal entries | ✔ | | | | 10 |
| 96 | Functionality of reversing a posted or unposted journal entry. | ✔ | | | | 10 |
| 97 | Capable of maintaining the functionality of suspense accounts. General Ledger automatically balances each out-of-balance journal entry against a suspense account. | ✔ | | | | 10 |
| 98 | Capable of translating the actual account balance to any foreign currency for reporting purposes. | ✔ | | | | 10 |
| 99 | Accept and post only balanced journal entry transactions (debits equal credits). | ✔ | | | | 10 |
| 100 | Each subsidiary ledger will relate to a separate control account in the general ledger. | ✔ | | | | 10 |
| 101 | Postings to subsidiary ledgers will result in automatic postings to the control accounts in the general ledger. | ✔ | | | | 10 |
| 102 | The system will automatically transfer balance sheet account balances forward at the end of each financial year, and zero the P&L account balances. | ✔ | | | | 10 |
| 103 | General ledger should provide a variety of reporting capabilities, including financial statement generator (income statement and balance sheet), and standard reports and listings (trial balance, journals, general ledgers, account analysis reports, chart of account listing) and more. | ✔ | | | | 10 |
| 104 | Functionality of Bulk Payment processing and uploading e.g. payroll of employees. | ✔ | | | | 10 |

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|---|---|---|---|---|---|---|
| 105 | Settlements to a client may be made to internal GL accounts, Nostro/Vostro accounts, and online to retail accounts in the Deposits module. | ✔ | | | | 10 |
| 106 | Accounting entries related to mark-to-market revaluation and realized and unrealized profitability analysis are also automatically generated. | ✔ | | | | 10 |
| 107 | General ledger master data - account numbers, descriptions, and account roll-up information. | ✔ | | | | 10 |
| 108 | General ledger amounts - amount charged month-to-date by general ledger account. | ✔ | | | | 10 |
| 109 | All general ledger account static data - all data elements related to an account. | ✔ | | | | 10 |
| 110 | General ledger account charges - adjustments to account balances. | ✔ | | | | 10 |
| | **RISK MANAGEMENT** | 18 | 3 | 0 | 21 | 2.79 |
| 111 | Capable of identifying the Risk Key Indicators and provision of escalation of significant risk issues to management. | ✔ | | | | 10 |
| 112 | Ability to manage and report on liquidity risk. | ✔ | | | | 10 |
| 113 | Capable for identifying, measuring, monitoring and controlling liquidity risk. | ✔ | | | | 10 |
| 114 | An effective measurement and monitoring system is essential for adequate management of liquidity risk. | ✔ | | | | 10 |
| 115 | Able to generate the Future Cash Flows for Contingency Funding Plans. | | ✔ | | | 5 |
| 116 | Able to auto calculate the Cash Flow Ratios, Liability Concentration Ratios and other Balance Sheet Ratios. | ✔ | | | | 10 |
| 117 | Ability to generate reports of the bank's liquidity risk for any defined period. | | ✔ | | | 5 |
| 118 | Ability to monitor the interest rate risk which arises from banks lending, funding and investment activities. | ✔ | | | | 10 |
| 119 | Functionality to manage the Foreign Exchange Risk. | | ✔ | | | 5 |
| 120 | Define parameters for risk tolerance and the residual risk. | ✔ | | | | 10 |
| 121 | Information system that identify, measure, monitor and control bank's market risk. | ✔ | | | | 10 |
| 122 | System should have the functionality to generate exception report when there is non compliance of banking/regulatory policies. | ✔ | | | | 10 |
| 123 | System should be capable of defining rating models for different types of customers. | ✔ | | | | 10 |
| 124 | Provision of multiple rating grades for banks internal and central bank. | ✔ | | | | 10 |
| 125 | System should provide in-depth quantitative and qualitative analysis to carry our obligor risk rating. | ✔ | | | | 10 |
| 126 | Automatic calculation of financial ratios and there analysis for a single or group of borrowers. | ✔ | | | | 10 |
| 127 | System should facilitate to carry our facility risk taking. | ✔ | | | | 10 |
| | **System should provide following analysis for bank portfolios** | | | | | |
| 128 | Classification wise risk rating | ✔ | | | | 10 |
| 129 | Financial ratio trends | ✔ | | | | 10 |
| 130 | Grade wise risk rating portfolio | ✔ | | | | 10 |
| 131 | System should facilitate in carry out operational risks. | ✔ | | | | 10 |
| | **MANAGEMENT INFORMATION SYSTEM (MIS)** | 1 | 0 | 0 | 1 | 3 |
| 132 | System has the functionality to generate all management and operational reports regarding core banking modules and surround systems. | ✔ | | | | 10 |
| | **ALTERNATE DELIVERY CHANNELS (ADC)** | 10 | 0 | 0 | 10 | 3.00 |
| | **Provision in the system for ADC with the following features;** | | | | | |
| 133 | An easy to use web based interface; | ✔ | | | | 10 |
| 134 | User friendly menus; | ✔ | | | | 10 |
| 135 | Scalable to handle multiple delivery channels including ATM, POS, Internet Banking etc | ✔ | | | | 10 |
| | **Interface with Core Banking System and should be incompliance with Basel II.** | | | | | |
| 136 | Online interface for online transaction authorization and settlement. | ✔ | | | | 10 |
| | **The system should have the functionality of the following options under ATM/ Debit Card Management:** | | | | | |
| 137 | Issuance of card | ✔ | | | | 10 |

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|------|------------------|-----------|------------------|---------------|-------|------------------------------|
| 138 | Maintenance of card | ✓ | | | | 10 |
| 139 | Reactivation of PIN code | ✓ | | | | 10 |
| 140 | Allotment of new PIN code | ✓ | | | | 10 |
| 141 | Must provide detail of the files with databases useful transactions and account balance storage with relevant APIs for an interface with other modules/ in-house development. Preferably API should be provided to access these files from other programs such as call centre etc. | ✓ | | | | 10 |
| 142 | Must be certified with local switch vendors such as TPS and Avanza solution and have live interface with local banks with both switches. | ✓ | | | | 10 |
| | **ADDITIONAL MODULES-TRADE FINANCE** | 51 | 0 | 0 | 51 | 5.00 |
| 143 | All standard practices of trade finance must be available and it should be configurable as the need demands. | ✓ | | | | 10 |
| 144 | Flexibility in the system for defining parameters to capture present and future products. | ✓ | | | | 10 |
| | Functionality providing comprehensive fees and charges support covering: | | | | | |
| 145 | Onetime charges or recurring charges | ✓ | | | | 10 |
| 146 | Fixed charges or rated charges | ✓ | | | | 10 |
| 147 | Interest charges or two-tier charges | ✓ | | | | 10 |
| 148 | Bank-wide charges or client-specific charges. | ✓ | | | | 10 |
| 149 | Settlement can be done either fully, partially or deferred | ✓ | | | | 10 |
| 150 | Transaction can be settled in multiple currencies, through multiple accounts such as Nostro, Vostro, internal or customer's accounts. | ✓ | | | | 10 |
| 151 | Throughout the life cycle of a transaction, accounting entries are automatically generated based on user-defined parameters. | ✓ | | | | 10 |
| 152 | An online auto link with SWIFT will be preferred however it must generate required messages for auto transfer to SWIFT system without the hassle of retyping. The reports/vouchers/letters must also be auto produced with flexibility of changing the fields/words and formats. | ✓ | | | | 10 |
| 153 | Functionality for automatically generating all types of outgoing correspondences in SWIFT, for different Trade Finance products under various business events. | ✓ | | | | 10 |
| 154 | Incoming MT700 message can also be automatically uploaded and processed by system. The rule for message generation is user-definable. | ✓ | | | | 10 |
| 155 | Can manage risk and limits exposure at the customer level, customer group level and country/region level based on user-defined parameters. | ✓ | | | | 10 |
| 156 | Functionality to maintain customer limits, loan limits, term limits, letter of credit limits and all other limits that follow in banking practice. | ✓ | | | | 10 |
| | **TREASURY** | | | | | |
| | The Treasury Module in the system should have the following salient features for entire treasury activities i.e. from the entry to the settlement of Deal(s): | | | | | |
| 157 | Prompt and accurate recording; | ✓ | | | | 10 |
| 158 | Deals Configuration; | ✓ | | | | 10 |
| 159 | Limits Monitoring; | ✓ | | | | 10 |
| 160 | Automation of Brokerage Calculation; | ✓ | | | | 10 |
| 161 | Maintenance of Securities Inventory Ledger; | ✓ | | | | 10 |
| 162 | Exposures and Funds position monitoring; | ✓ | | | | 10 |
| 163 | Mark to Market and Revaluations; | ✓ | | | | 10 |
| 164 | Creation of SWIFT Messages; and | ✓ | | | | 10 |
| 165 | Event based Accounting Entries. | ✓ | | | | 10 |
| 166 | Trades entered in the system should immediately update all intra-day positions, providing dealers and back-office with real-time enquiry facilities. | ✓ | | | | 10 |
| 167 | Trade details can be amended at any time during the day. All positions are adjusted accordingly. | ✓ | | | | 10 |
| 168 | A dealing slip is prepared for every transaction with all necessary details correctly included. | ✓ | | | | 10 |

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| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|---|---|---|---|---|---|---|
| 169 | Capable of segregating the securities in to Held to Maturity, Available for Sale and Available for Trading. | ✓ | | | | 10 |
| | Functionality of the following processes; | | | | | |
| 170 | Maintenance of SBP CRR and SLR | ✓ | | | | 10 |
| 171 | Confirmed and unconfirmed exposure | ✓ | | | | 10 |
| 172 | Exposure movement between inter-branch and inter-bank Desk | ✓ | | | | 10 |
| 173 | Profit and loss for each Desk | ✓ | | | | 10 |
| 174 | Foreign Currency deposits | ✓ | | | | 10 |
| 175 | Complete tool set for inter-branch transactions | ✓ | | | | 10 |
| 176 | Primary dealer toolset for security bidding | ✓ | | | | 10 |
| 177 | Rates upload facility | ✓ | | | | 10 |
| 178 | Money market short selling | ✓ | | | | 10 |
| 179 | Back-office capturing of settlement information can be facilitated by the use of default pay/receive instructions maintained for a specific counterparty. | ✓ | | | | 10 |
| 180 | The position sheets are promptly and accurately updated for every transaction undertaken. | ✓ | | | | 10 |
| 181 | The position sheets are reconciled daily to accounting records. | ✓ | | | | 10 |
| 182 | Upon verification of all trades entered, day end processes will be executed to update positions, compute realized and unrealized profit/loss, and update projected Nostro account balances and post accounting entries to the General Ledger. | ✓ | | | | 10 |
| 183 | Capable to manage Nostro/Vostro accounts. | ✓ | | | | 10 |
| 184 | Manages and supports the reconciliation of Nostro Accounts. | ✓ | | | | 10 |
| 185 | Confirmations and the related payment messages are generated for transmission through SWIFT. | ✓ | | | | 10 |
| 186 | Bank can define the different internal trading limits or counterparty facility limits that need to be tracked based on various business events. | ✓ | | | | 10 |
| 187 | Excesses over such limits should be 'captured' by exception reports and capable for defining exposure requirements etc for equity transactions. | ✓ | | | | 10 |
| | ANTI MONEY LAUNDERING | | | | | |
| 188 | System to monitor the accounts and transactions on a regular basis. | ✓ | | | | 10 |
| 189 | Update customer information and records on real time basis. | ✓ | | | | 10 |
| 190 | Provision that the records of transactions and identification data both domestic and international shall be maintained forever. | ✓ | | | | 10 |
| 191 | Able to generate reports for suspicious transactions. | ✓ | | | | 10 |
| 192 | Functionality in the system to electronically report to SBP and Financial Management Unit (FMU) or other regulatory bodies. Especially in case if cash transaction specified limits. | ✓ | | | | 10 |
| 193 | System should maintain the database of negative list provided by OFAC/ SBP/ other regulatory bodies, agencies national and international and generate /alerts restrict operation accordingly. | ✓ | | | | 10 |
| | OTHER MODULES - ISLAMIC BANKING | 26 | 3 | 0 | 29 | 1.90 |
| 194 | A complete Islamic product which caters to the requirements of Islamic banking via its customizable parameter setup. | ✓ | | | | 10 |
| 195 | System should offer an integrated and comprehensive approach for bank to define Shariah-compliant products. | ✓ | | | | 10 |
| 196 | System should provide complete automation of all Islamic Banking activities and should have all the products present in Islamic banking industry. | ✓ | | | | 10 |
| 197 | System should be designed to comply with all central bank and international Islamic banking accounting standards such IFAS-2 for Murabaha and Ijarah and AAOIFI standards. | ✓ | | | | 10 |
| 198 | System should be able to calculate profit rates via profit pooling on Mudarabah and Islamic Term Deposits products. Moreover system should allow to define general as well as specific pools for profit calculation. | ✓ | | | | 10 |
| | HUMAN RESOURCE MANAGEMENT SYSTEM | | | | | |

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|---|---|---|---|---|---|---|
| 199 | Provision to cater requirements and functionalities of Human Resource Management including payroll and core HR. | ✓ | | | | 10 |
| 200 | The system should be able to perform all payroll related activities including managing of employee joining/ confirmation/ increments, handle tax calculations and deductions, perform provident fund/ gratuity fund/ EOBI/ Bonus/ Reimbursement related processing and should facilitate automatic posting in relevant GL heads. | ✓ | | | | 10 |
| 201 | The system should capture all information required by the bank relevant to the employee including his/her personal information, contact details, current and previous employment details, academic details and other related miscellaneous information. | ✓ | | | | 10 |
| 202 | The system should possess complete funds management capabilities including full support for Provident Fund/ Gratuity Fund and Employee old age benefit investments. | ✓ | | | | 10 |
| 203 | The system should support all other areas of the human resource operations such as leave management, employee loans, performance appraisals, power of attorney, discipline actions management and handling and employee final settlements due at time of registration. | ✓ | | | | 10 |
| | ASSET MANAGEMENT | | | | | |
| 204 | Provision to have the entire functionality of managing fixed assets. | ✓ | | | | 10 |
| 205 | Complete asset detail including asset life, depreciation details should be available in the system. | ✓ | | | | 10 |
| 206 | System should provide flexibility to the amendments assets details whenever it is required to complete audit trial. | ✓ | | | | 10 |
| 207 | Provision to authorize all assets at the time of entry as well as at the time of making any amendments. | ✓ | | | | 10 |
| 208 | System should provide a comprehensive enquiry interface where all assets detail including assets costs, current cost, monthly depreciation, total depreciation up to the last month, last depreciation date etc. should be available | ✓ | | | | 10 |
| 209 | System should be flexible enough to handle asset transfers between the different departments with complete audit trial and history. | ✓ | | | | 10 |
| 210 | System should provide facility track Own and lease Assets. Total no. of assets that bank own and total no. assets that bank has lease. | ✓ | | | | 10 |
| 211 | Provision to dispose any assets with dispose type ( sold or write off), Dispose date and dispose amount. | ✓ | | | | 10 |
| 212 | System should be able to process all assets depreciation for a given month of year. | ✓ | | | | 10 |
| 213 | System should be able to process all assets depreciation and carry forward cost and depreciation to next year. | ✓ | | | | 10 |
| 214 | System should be able to provide day to day reporting like inventory list, location wise assets, leased assets and asset depreciation details. | ✓ | | | | 10 |
| | BUDGETING | | | | | |
| 215 | Functionality in the system to provide tools to create, maintain and track budgets, including the ability to upload budget amounts from spreadsheet software and maintain all other activities in accordance with banking industry. | ✓ | | | | 10 |
| 216 | Enter and maintain budgets online. | | ✓ | | | 5 |
| 217 | The system will allow the following year's budget(s) to be set up without overwriting current year budgets. | ✓ | | | | 10 |
| 218 | Maintain original budget, revised budget and latest forecast for each account. | | ✓ | | | 5 |
| 219 | Automatically generate a budget from previous years actual or budget with a percentage increase or decrease. | | ✓ | | | 5 |
| 220 | Maintain current year, last year and next year budgets by period. | ✓ | | | | 10 |
| 221 | Calculate and maintain actual to budget and actual to latest forecast variance statistics. | ✓ | | | | 10 |
| 222 | Calculate budget based on prior year actual or budget amount, plus/minus straight local currency amount. | ✓ | | | | 10 |
| | Totals | 215 | 7 | 0 | 222 | 34.63 |

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| Pre Demonstration Evaluation Summary | | | | | |
|---|---|---|---|---|---|
| | Total Requirements | Available | Can Be Developed | Not Available | Weighted Score (weight wise) |
| Overall Summary | 222 | 176 | 10 | 36 | 30.50 |
| Section A Core Banking System | 142 | 129 | 9 | 4 | 26.13 |
| Section B Additional Modules | 51 | 37 | 1 | 13 | 3.68 |
| Section C Other Modules | 29 | 10 | 0 | 19 | 0.69 |

| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|---|---|---|---|---|---|---|
| | Core Banking System | 129 | 9 | 4 | 142 | 26.13 |
| | DEPOSITS | 49 | 2 | 0 | 51 | 4.90 |
| 1 | Provision in the system to capture Cash and Cheque transactions like deposit and withdrawal and also the ability to transfer funds from one account to another. | ✓ | | | | 10 |
| 2 | System should have the functionality related to post dated cheques and return cheques. | ✓ | | | | 10 |
| 3 | System should have the capability to identify or prompt if the cheque serial is correct/wrong. | ✓ | | | | 10 |
| 4 | System has the capability to auto generate the account opening date and restrict the user from altering. | ✓ | | | | 10 |
| 5 | System has the capability to allot unique account number and doesn't allow the customer to make any activity until it is marked as approved by the designated authority. | ✓ | | | | 10 |
| 6 | System should have the capability of generating acknowledgement letter for account opening. | ✓ | | | | 10 |
| 7 | System should capable of generating bank statements. | ✓ | | | | 10 |
| 8 | System should have the capability to verify the particulars of customer. | ✓ | | | | 10 |
| 9 | The system has the functionality to have single approval authority and auto change the status of the request when it is approved. | ✓ | | | | 10 |
| 10 | The system has the functionality to have multiple approvals authority and auto change the status of the request when it is approved. | ✓ | | | | 10 |
| 11 | System has the flexibility to fetch the old information and allow the user to enter new values incase of amendment in personal information of account holder, change of specimen signature of account holder, change in Associated Person Profile. | ✓ | | | | 10 |
| 12 | System should have the functionality of KYC (Know Your Customer) and alerts if any transaction breaches the threshold given in the KYC form. | ✓ | | | | 10 |
| 13 | System should alert when CNIC expires or any special instructions during the transaction. | | ✓ | | | 5 |
| 14 | System has the provision of marking lien on accounts and restrict that no transaction will be allowed below the lien amount. | ✓ | | | | 10 |
| | System has the capability to freeze/ block accounts for any of the following reasons: | | | | | |
| 15 | Bank Management decides to freeze the account. | ✓ | | | | 10 |
| 16 | Government / Agencies order the freezing of account. | ✓ | | | | 10 |
| 17 | Customer requests for the same. | ✓ | | | | 10 |
| 18 | The system will not allow execution of any transaction once an account is set as frozen/ blocked. | ✓ | | | | 10 |
| 19 | The system will automatically treat the account as Dormant / Inoperative / Unclaimed if no transaction has taken place in a given period as prescribed by the bank's/regulatory policy. | ✓ | | | | 10 |
| 20 | System should block an account which has remained dormant for a period specified by the regulator to enable bank to transfer money to SBP. | ✓ | | | | 10 |

| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|------|------------------|-----------|------------------|---------------|-------|------------------------------|
| 21 | System has the function to reactivate the dormant and inoperative accounts upon receipt of instruction. | ✓ | | | | 10 |
| 22 | Ability to adjust unclaimed account when the beneficiary / Next of Kin of customer approach to Bank. | ✓ | | | | 10 |
| 23 | Branch Teller supports cross-currency and inter-branch transactions. | ✓ | | | | 10 |
| 24 | Functionality should be in the system to assign limits on the transaction level i.e. different limits for different types of transaction for a single person. | ✓ | | | | 10 |
| 25 | Built-in image capture and enquiry function that support signature or identification verification of any account from any branch. | ✓ | | | | 10 |
| 26 | Provision in the system to maintain the functionality of Pay order and Demand draft. | ✓ | | | | 10 |
| 27 | System has the option of "Multi Teller Vault Management". | ✓ | | | | 10 |
| 28 | Capable of deducting withholding tax online and also the capability to change charges definition. | ✓ | | | | 10 |
| 29 | Provision in the system to facilitate the issuance of multiple deposit certificates / products against single transaction. | | ✓ | | | 5 |
| 30 | Ability to transfer the amount of TDR to customer's current account upon maturity | ✓ | | | | 10 |
| 31 | Functionality in the system to offer the various rollover options. | ✓ | | | | 10 |
| 32 | In case of Pre-Mature Encashment, the system will apply the rate that falls for the pre-mature period and any penalties as per banking policies. | ✓ | | | | 10 |
| 33 | System has ability to manage multi currency accounts (USD, GBP, etc). | ✓ | | | | 10 |
| 34 | Multi-currency capability with user-defined exchange rates and conversion schedules. | ✓ | | | | 10 |
| 35 | Translate currency during entry and maintain the currency code, amount and base currency amount. | ✓ | | | | 10 |
| 36 | Maintain financial information on the system in the foreign currency and in Pakistani Rupees. | ✓ | | | | 10 |
| 37 | Produce transaction ledgers in multiple currencies with local currency and foreign currency shown side by side. | ✓ | | | | 10 |
| 38 | Revalue the Foreign Accounts to automatically post profit / loss in relevant accounts. | ✓ | | | | 10 |
| 39 | Provision in the system to manage information related to the Operation of locker. | ✓ | | | | 10 |
| 40 | Provision in the system to manage information related to the Allotment of locker. | ✓ | | | | 10 |
| 41 | Capable of viewing / updating / deletion of locker information. | ✓ | | | | 10 |
| 42 | Provision in the system to manage information related to the Surrender of locker. | ✓ | | | | 10 |
| 43 | System should have the capability to remind where locker fee is overdue. | ✓ | | | | 10 |
| 44 | The system has the functionality of Standing Instructions. | ✓ | | | | 10 |
| 45 | Functionality in the system to accrue interest and deduct tax and zakat on the basis of defined parameters. | ✓ | | | | 10 |
| 46 | Ability to take the updated interest rate and calculate the interest expense on the basis of new rates. | ✓ | | | | 10 |
| 47 | System has the functionality of inward and outward clearing as per banking practice in Pakistan and also capable of release outward clearing on given date. | ✓ | | | | 10 |
| 48 | Capable of maintaining the functionality related to the Cheque Book. | ✓ | | | | 10 |
| 49 | The system should have the provision to close the account upon the receipt of information from the customer. | ✓ | | | | 10 |
| 50 | The System should not allow the closing of account, if the account is also nominated for debiting locker rent/charges or for crediting profit of Term/Fixed Deposits of the same customer or any pending activity. | ✓ | | | | 10 |
| 51 | System should have the capability of generating letter for account closure. | ✓ | | | | 10 |
| | REMITTANCE | 4 | 0 | 0 | 4 | 3 |
| 52 | Handles international and domestic remittances of funds in multicurrency and have facility to interface with SWIFT and use SWIFT standard messaging formats preferably online. | ✓ | | | | 10 |

| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|------|------------------|-----------|------------------|---------------|-------|------------------------------|
| 53 | Verification controls for transaction capture and SWIFT message generation. | ✔ | | | | 10 |
| 54 | Changes to transactions can be made with audit trail logging and verifications prior to posting. | ✔ | | | | 10 |
| 55 | System provides comprehensive enquiries and report features to track transfer status and detail movement with full SWIFT message generation and accounting support. | ✔ | | | | 10 |
| | **ADVANCES** | 33 | 3 | 0 | 36 | 5 |
| 56 | Complete functionality in the system to maintain different types of loans as this is the bread and butter of the bank. System must be able to handle functions like penalties, rebate on early payments, schedule adjustment and manual closing. | ✔ | | | | 10 |
| 57 | Provision should be available to capture request for multiple loans requested in the single application. | | ✔ | | | 5 |
| 58 | Capable of auto generating the unique application number. | ✔ | | | | 10 |
| 59 | Capable of storing critical information such as names of directors/partners and shareholding structure. | ✔ | | | | 10 |
| 60 | Provision in the system to approve, approved with condition, seek clarification or rejecting loan application and an option will be provided in the system to enter comments of the approval authority against a particular loan application. | ✔ | | | | 10 |
| 61 | Ability to track the loan application entered in the system with reference to their stage of processing. | ✔ | | | | 10 |
| 62 | System generates a unique loan number to the customer after the approval of loan application. | ✔ | | | | 10 |
| 63 | System has the feature of Credit Scoring System (CSS) which uses the data of Credit Application to assist in deciding whether to extend credit to customers or not and evaluate various risks.Functionality of Data Capturing System and Data Inquiry System should be available in the system. | | ✔ | | | 5 |
| 64 | Functionality in the system to capture credit data and to provide online information of consumer and corporate borrowers. | ✔ | | | | 10 |
| 65 | eCIB functionality should be strictly in accordance with the SBP guidelines and banking practice | ✔ | | | | 10 |
| 66 | System must have the facility to respond to SBP queries immediately and maintain eCIB data automatically from credit modules with minimal manual input. | ✔ | | | | 10 |
| 67 | In order to manage the bank's risk, a limit structure will be defined in the system to monitor the availability and utilization of limits for customer's loans and facilities. | ✔ | | | | 10 |
| 68 | The following options will be available in the system: Assigning limits to customers;Checking for the existence of limits at the time of entering a credit transaction; and Limit Authorization | ✔ | | | | 10 |
| 69 | System has the functionality of limit approval. | ✔ | | | | 10 |
| 70 | In the system the Limits, which will be created, can vary with the value of collateral/security held by the bank. | ✔ | | | | 10 |
| 71 | System has the feature to auto calculate the Drawing Power (DP), for this purpose valuation parameters will be available in the Collateral Module, which will be linked with the Limits Module. | ✔ | | | | 10 |
| 72 | System prompt when the Drawing Power exceeds the amount of the limit assigned. | ✔ | | | | 10 |
| 73 | The system updates the DP when a customer avails some portion of his assigned limits. | ✔ | | | | 10 |
| 74 | System has the functionality to control all new transactions based on the relevant facilities defined in the loan limit application when the limit assigned to a customer expires. | ✔ | | | | 10 |
| 75 | System has the functionality of Limit Amendment when the customer request and keep track of all the information amended in the system by maintaining a history of changes. | ✔ | | | | 10 |
| 76 | System should provide complete facility to maintain collaterals as per best practice in financial / banking sector and must track the appropriate ratio as per polices of the bank. Current collateral security types should be available or configurable. | ✔ | | | | 10 |

| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|---|---|---|---|---|---|---|
| 77 | Features will be available in the system to record collateral/security against each lending facility. | ✔ | | | | 10 |
| 78 | In the system Collateral/security Module will be linked with the Limit Management Module and will auto update the limit values as and when a change occurs in the value of the collateral/security. | ✔ | | | | 10 |
| 79 | System has the functionality to allow disbursement in the whole amount in single payment or in multiple payments depending on bank policy and various reports would be required to asses disbursement on various parameters as required by the bank. | ✔ | | | | 10 |
| 80 | The system should have the capability to reprice and generate a repayment schedule based on the terms and applicable KIBOR rate when it changes for a variable rate loan. | ✔ | | | | 10 |
| 81 | System should have the functionality to accrue interest based on the defined parameters. | ✔ | | | | 10 |
| 82 | Ability to generate reminders and bills before due dates to inform the customer about the upcoming instalment/payment. | ✔ | | | | 10 |
| 83 | Flexibility for defining multiple rate policies, tiers, floor and cap management should be available in the system. System have the automatic controls such as cap, floor, KIBOR etc | ✔ | | | | 10 |
| 84 | System should have the functionality of interest rates on account level with back value date. | ✔ | | | | 10 |
| 85 | The system will be flexible to an extent that the user can define different modes of repayment like; Through Cheque ☐ Through Cash ☐ By Account ☐ By Post Dated Cheques | ✔ | | | | 10 |
| 86 | Repayments can be made from clients' accounts, accounts in another bank or the account of a co-debtor. | ✔ | | | | 10 |
| 87 | Ageing mechanism and the calculations should be user-defined. | ✔ | | | | 10 |
| 88 | Perform aging according to the terms of the contract. | ✔ | | | | 10 |
| 89 | System should be capable of generating reports related to overdue accounts and other reports as per the banking practice. | ✔ | | | | 10 |
| 90 | The system has the feature to classify the Non performing loans in accordance with the SBP prudential Regulations along with taking the income into suspense account where required and maintain the same as per status of the loan. | ✔ | | | | 10 |
| 91 | System should be able to calculate provision necessary based on collaterals available. | | ✔ | | | 5 |
| | **GENERAL LEDGER** | 19 | 0 | 0 | 19 | 6.00 |
| 92 | User-defined chart of accounts. | ✔ | | | | 10 |
| 93 | Functionality of opening and closing an accounting period. | ✔ | | | | 10 |
| 94 | Accounting entries are fully user-defined based on the transaction type, client type, accounting events and amount types. | ✔ | | | | 10 |
| 95 | System should have the capability to capture the following types of journal entries: ☐ Standard journal entries ☐ Foreign and dual currency journal entries ☐ Interbranch journal entries | ✔ | | | | 10 |
| 96 | Functionality of reversing a posted or unposted journal entry. | ✔ | | | | 10 |
| 97 | Capable of maintaining the functionality of suspense accounts. General Ledger automatically balances each out-of-balance journal entry against a suspense account. | ✔ | | | | 10 |
| 98 | Capable of translating the actual account balance to any foreign currency for reporting purposes. | ✔ | | | | 10 |
| 99 | Accept and post only balanced journal entry transactions (debits equal credits). | ✔ | | | | 10 |
| 100 | Each subsidiary ledger will relate to a separate control account in the general ledger. | ✔ | | | | 10 |
| 101 | Postings to subsidiary ledgers will result in automatic postings to the control accounts in the general ledger. | ✔ | | | | 10 |
| 102 | The system will automatically transfer balance sheet account balances forward at the end of each financial year, and zero the P&L account balances. | ✔ | | | | 10 |

| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|---|---|---|---|---|---|---|
| 103 | General ledger should provide a variety of reporting capabilities, including financial statement generator (income statement and balance sheet), and standard reports and listings (trial balance, journals, general ledgers, account analysis reports, chart of account listing) and more. | ✓ | | | | 10 |
| 104 | Functionality of Bulk Payment processing and uploading e.g. payroll of employees. | ✓ | | | | 10 |
| 105 | Settlements to a client may be made to internal GL accounts, Nostro/Vostro accounts, and online to retail accounts in the Deposits module. | ✓ | | | | 10 |
| 106 | Accounting entries related to mark-to-market revaluation and realized and unrealized profitability analysis are also automatically generated. | ✓ | | | | 10 |
| 107 | General ledger master data - account numbers, descriptions, and account roll-up information. | ✓ | | | | 10 |
| 108 | General ledger amounts - amount charged month-to-date by general ledger account. | ✓ | | | | 10 |
| 109 | All general ledger account static data - all data elements related to an account. | ✓ | | | | 10 |
| 110 | General ledger account charges - adjustments to account balances. | ✓ | | | | 10 |
| | **RISK MANAGEMENT** | 18 | 3 | 0 | 21 | 2.79 |
| 111 | Capable of identifying the Risk Key Indicators and provision of escalation of significant risk issues to management. | ✓ | | | | 10 |
| 112 | Ability to manage and report on liquidity risk. | ✓ | | | | 10 |
| 113 | Capable for identifying, measuring, monitoring and controlling liquidity risk. | ✓ | | | | 10 |
| 114 | An effective measurement and monitoring system is essential for adequate management of liquidity risk. | ✓ | | | | 10 |
| 115 | Able to generate the Future Cash Flows for Contingency Funding Plans. | ✓ | | | | 10 |
| 116 | Able to auto calculate the Cash Flow Ratios, Liability Concentration Ratios and other Balance Sheet Ratios. | | ✓ | | | 5 |
| 117 | Ability to generate reports of the bank's liquidity risk for any defined period. | ✓ | | | | 10 |
| 118 | Ability to monitor the interest rate risk which arises from banks lending, funding and investment activities. | ✓ | | | | 10 |
| 119 | Functionality to manage the Foreign Exchange Risk. | ✓ | | | | 10 |
| 120 | Define parameters for risk tolerance and the residual risk. | ✓ | | | | 10 |
| 121 | Information system that identify, measure, monitor and control bank's market risk. | ✓ | | | | 10 |
| 122 | System should have the functionality to generate exception report when there is non compliance of banking/regulatory policies. | ✓ | | | | 10 |
| 123 | System should be capable of defining rating models for different types of customers. | ✓ | | | | 10 |
| 124 | Provision of multiple rating grades for banks internal and central bank. | ✓ | | | | 10 |
| 125 | System should provide in-depth quantitative and qualitative analysis to carry our obligor risk rating. | ✓ | | | | 10 |
| 126 | Automatic calculation of financial ratios and there analysis for a single or group of borrowers. | | ✓ | | | 5 |
| 127 | System should facilitate to carry our facility risk taking. | ✓ | | | | 10 |
| | System should provide following analysis for bank portfolios | | | | | |
| 128 | Classification wise risk rating | ✓ | | | | 10 |
| 129 | Financial ratio trends | | ✓ | | | 5 |
| 130 | Grade wise risk rating portfolio | ✓ | | | | 10 |
| 131 | System should facilitate in carry out operational risks. | ✓ | | | | 10 |
| | **MANAGEMENT INFORMATION SYSTEM (MIS)** | 1 | 0 | 0 | 1 | 3 |
| 132 | System has the functionality to generate all management and operational reports regarding core banking modules and surround systems. | ✓ | | | | 10 |
| | **ALTERNATE DELIVERY CHANNELS (ADC)** | 5 | 1 | 4 | 10 | 1.65 |
| | Provision in the system for ADC with the following features: | | | | | |
| 133 | An easy to use web based interface; | ✓ | | | | 10 |

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| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|------|------------------|-----------|------------------|---------------|-------|------------------------------|
| 134 | User friendly menus; | ✓ | | | | 10 |
| 135 | Scalable to handle multiple delivery channels including ATM, POS, Internet Banking etc | ✓ | | | | 10 |
| | Interface with Core Banking System and should be incompliance with Basel II: | | | | | |
| 136 | Online interface for online transaction authorization and settlement. | | ✓ | | | 5 |
| | The system should have the functionality of the following options under ATM/ Debit Card Management: | | | | | |
| 137 | Issuance of card | | | ✓ | | 0 |
| 138 | Maintenance of card | | | ✓ | | 0 |
| 139 | Reactivation of PIN code | | | ✓ | | 0 |
| 140 | Allotment of new PIN code | | | ✓ | | 0 |
| 141 | Must provide detail of the files with databases useful transactions and account balance storage with relevant APIs for an interface with other modules/ in-house development. Preferably API should be provided to access these files from other programs such as call centre etc. | ✓ | | | | 10 |
| 142 | Must be certified with local switch vendors such as TPS and Avanza solution and have live interface with local banks with both switches. | ✓ | | | | 10 |
| | ADDITIONAL MODULES-TRADE FINANCE | 37 | 1 | 13 | 51 | 3.68 |
| 143 | All standard practices of trade finance must be available and it should be configurable as the need demands. | ✓ | | | | 10 |
| 144 | Flexibility in the system for defining parameters to capture present and future products. | ✓ | | | | 10 |
| | Functionality providing comprehensive fees and charges support covering: | | | | | |
| 145 | Onetime charges or recurring charges | ✓ | | | | 10 |
| 146 | Fixed charges or rated charges | ✓ | | | | 10 |
| 147 | Interest charges or two-tier charges | ✓ | | | | 10 |
| 148 | Bank-wide charges or client-specific charges. | ✓ | | | | 10 |
| 149 | Settlement can be done either fully, partially or deferred | ✓ | | | | 10 |
| 150 | Transaction can be settled in multiple currencies, through multiple accounts such as Nostro, Vostro, internal or customer's accounts. | ✓ | | | | 10 |
| 151 | Throughout the life cycle of a transaction, accounting entries are automatically generated based on user-defined parameters. | ✓ | | | | 10 |
| 152 | An online auto link with SWIFT will be preferred however it must generate required messages for auto transfer to SWIFT system without the hassle of retyping. The reports/vouchers/letters must also be auto produced with flexibility of changing the fields/words and formats. | ✓ | | | | 10 |
| 153 | Functionality for automatically generating all types of outgoing correspondences in SWIFT, for different Trade Finance products under various business events. | ✓ | | | | 10 |
| 154 | Incoming MT700 message can also be automatically uploaded and processed by system. The rule for message generation is user-definable. | ✓ | | | | 10 |
| 155 | Can manage risk and limits exposure at the customer level, customer group level and country/region level based on user-defined parameters. | ✓ | | | | 10 |
| 156 | Functionality to maintain customer limits, loan limits, term limits, letter of credit limits and all other limits that follow in banking practice. | ✓ | | | | 10 |
| | TREASURY | | | | | |
| | The Treasury Module in the system should have the following salient features for entire treasury activities i.e. from the entry to the settlement of Deal(s): | | | | | |
| 157 | Prompt and accurate recording; | ✓ | | | | 10 |
| 158 | Deals Configuration; | ✓ | | | | 10 |
| 159 | Limits Monitoring; | ✓ | | | | 10 |
| 160 | Automation of Brokerage Calculation; | ✓ | | | | 10 |

| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|---|---|---|---|---|---|---|
| 161 | Maintenance of Securities Inventory Ledger; | ✔ | | | | 10 |
| 162 | Exposures and Funds position monitoring; | ✔ | | | | 10 |
| 163 | Mark to Market and Revaluations; | ✔ | | | | 10 |
| 164 | Creation of SWIFT Messages; and | ✔ | | | | 10 |
| 165 | Event based Accounting Entries. | ✔ | | | | 10 |
| 166 | Trades entered in the system should immediately update all intra-day positions, providing dealers and back-office with real-time enquiry facilities. | | | ✔ | | 0 |
| 167 | Trade details can be amended at any time during the day. All positions are adjusted accordingly. | | | ✔ | | 0 |
| 168 | A dealing slip is prepared for every transaction with all necessary details correctly included. | | | ✔ | | 0 |
| 169 | Capable of segregating the securities in to Held to Maturity, Available for Sale and Available for Trading. | | | ✔ | | 0 |
| | Functionality of the following processes: | | | | | |
| 170 | Maintenance of SBP CRR and SLR | | | ✔ | | 0 |
| 171 | Confirmed and unconfirmed exposure | | | ✔ | | 0 |
| 172 | Exposure movement between inter-branch and inter-bank Desk | | | ✔ | | 0 |
| 173 | Profit and loss for each Desk | | | ✔ | | 0 |
| 174 | Foreign Currency deposits | | | ✔ | | 0 |
| 175 | Complete tool set for inter-branch transactions | | | ✔ | | 0 |
| 176 | Primary dealer toolset for security bidding | | | ✔ | | 0 |
| 177 | Rates upload facility | | | ✔ | | 0 |
| 178 | Money market short selling | | | ✔ | | 0 |
| 179 | Back-office capturing of settlement information can be facilitated by the use of default pay/receive instructions maintained for a specific counterparty. | ✔ | | | | 10 |
| 180 | The position sheets are promptly and accurately updated for every transaction undertaken. | ✔ | | | | 10 |
| 181 | The position sheets are reconciled daily to accounting records. | ✔ | | | | 10 |
| 182 | Upon verification of all trades entered, day end processes will be executed to update positions, compute realized and unrealized profit/loss, and update projected Nostro account balances and post accounting entries to the General Ledger. | ✔ | | | | 10 |
| 183 | Capable to manage Nostro/Vostro accounts. | ✔ | | | | 10 |
| 184 | Manages and supports the reconciliation of Nostro Accounts. | ✔ | | | | 10 |
| 185 | Confirmations and the related payment messages are generated for transmission through SWIFT. | ✔ | | | | 10 |
| 186 | Bank can define the different internal trading limits or counterparty facility limits that need to be tracked based on various business events. | ✔ | | | | 10 |
| 187 | Excesses over such limits should be 'captured' by exception reports and capable for defining exposure requirements etc for equity transactions. | ✔ | | | | 10 |
| | ANTI MONEY LAUNDERING | | | | | |
| 188 | System to monitor the accounts and transactions on a regular basis. | ✔ | | | | 10 |
| 189 | Update customer information and records on real time basis. | | ✔ | | | 5 |
| 190 | Provision that the records of transactions and identification data both domestic and international shall be maintained forever. | ✔ | | | | 10 |
| 191 | Able to generate reports for suspicious transactions. | ✔ | | | | 10 |
| 192 | Functionality in the system to electronically report to SBP and Financial Management Unit (FMU) or other regulatory bodies. Especially in case if cash transaction specified limits. | ✔ | | | | 10 |
| 193 | System should maintain the database of negative list provided by OFAC/ SBP/ other regulatory bodies, agencies national and international and generate /alerts restrict operation accordingly. | ✔ | | | | 10 |

| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|---|---|---|---|---|---|---|
| | **OTHER MODULES - ISLAMIC BANKING** | 10 | 0 | 19 | 29 | 0.69 |
| 194 | A complete Islamic product which caters to the requirements of Islamic banking via its customizable parameter setup. | ✔ | | | | 10 |
| 195 | System should offer an integrated and comprehensive approach for bank to define Shariah-compliant products. | ✔ | | | | 10 |
| 196 | System should provide complete automation of all Islamic Banking activities and should have all the products present in Islamic banking industry. | ✔ | | | | 10 |
| 197 | System should be designed to comply with all central bank and international Islamic banking accounting standards such IFAS-2 for Murabaha and Ijarah and AAOIFI standards. | ✔ | | | | 10 |
| 198 | System should be able to calculate profit rates via profit pooling on Mudarabah and Islamic Term Deposits products. Moreover system should allow to define general as well as specific pools for profit calculation. | ✔ | | | | 10 |
| | **HUMAN RESOURCE MANAGEMENT SYSTEM** | | | | | |
| 199 | Provision to cater requirements and functionalities of Human Resource Management including payroll and core HR. | ✔ | | | | 10 |
| 200 | The system should be able to perform all payroll related activities including managing of employee joining/ confirmation/ increments, handle tax calculations and deductions, perform provident fund/ gratuity fund/ EOBI/ Bonus/ Reimbursement related processing and should facilitate automatic posting in relevant GL heads. | ✔ | | | | 10 |
| 201 | The system should capture all information required by the bank relevant to the employee including his/her personal information, contact details, current and previous employment details, academic details and other related miscellaneous information. | ✔ | | | | 10 |
| 202 | The system should possess complete funds management capabilities including full support for Provident Fund/ Gratuity Fund and Employee old age benefit investments. | ✔ | | | | 10 |
| 203 | The system should support all other areas of the human resource operations such as leave management, employee loans, performance appraisals, power of attorney, discipline actions management and handling and employee final settlements due at time of registration. | ✔ | | | | 10 |
| | **ASSET MANAGEMENT** | | | | | |
| 204 | Provision to have the entire functionality of managing fixed assets. | | | ✔ | | 0 |
| 205 | Complete asset detail including asset life, depreciation details should be available in the system. | | | ✔ | | 0 |
| 206 | System should provide flexibility to the amendments assets details whenever it is required to complete audit trial. | | | ✔ | | 0 |
| 207 | Provision to authorize all assets at the time of entry as well as at the time of making any amendments. | | | ✔ | | 0 |
| 208 | System should provide a comprehensive enquiry interface where all assets detail including assets costs, current cost, monthly depreciation, total depreciation up to the last month, last depreciation date etc. should be available | | | ✔ | | 0 |
| 209 | System should be flexible enough to handle asset transfers between the different departments with complete audit trial and history. | | | ✔ | | 0 |
| 210 | System should provide facility track Own and lease Assets. Total no. of assets that bank own and total no. assets that bank has lease. | | | ✔ | | 0 |
| 211 | Provision to dispose any assets with dispose type ( sold or write off), Dispose date and dispose amount. | | | ✔ | | 0 |
| 212 | System should be able to process all assets depreciation for a given month of year. | | | ✔ | | 0 |
| 213 | System should be able to process all assets depreciation and carry forward cost and depreciation to next year. | | | ✔ | | 0 |
| 214 | System should be able to provide day to day reporting like inventory list, location wise assets, leased assets and asset depreciation details. | | | ✔ | | 0 |
| | **BUDGETING** | | | | | |
| 215 | Functionality in the system to provide tools to create, maintain and track budgets, including the ability to upload budget amounts from spreadsheet software and maintain all other activities in accordance with banking industry. | | | ✔ | | 0 |

| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|------|------------------|-----------|------------------|---------------|-------|------------------------------|
| 216 | Enter and maintain budgets online. | | | ✔ | | 0 |
| 217 | The system will allow the following year's budget(s) to be set up without overwriting current year budgets. | | | ✔ | | 0 |
| 218 | Maintain original budget, revised budget and latest forecast for each account. | | | ✔ | | 0 |
| 219 | Automatically generate a budget from previous years actual or budget with a percentage increase or decrease. | | | ✔ | | 0 |
| 220 | Maintain current year, last year and next year budgets by period. | | | ✔ | | 0 |
| 221 | Calculate and maintain actual to budget and actual to latest forecast variance statistics. | | | ✔ | | 0 |
| 222 | Calculate budget based on prior year actual or budget amount, plus/minus straight local currency amount. | | | ✔ | | 0 |
| | Totals | 176 | 10 | 36 | 222 | 30.50 |

BiLOGiC Systems Incorporated

**hPLUS**

| Pre Demonstration Evaluation Summary | | | | | |
|---|---|---|---|---|---|
| | Total Requirements | Available | Can Be Developed | Not Available | Weighted Score (weight wise) |
| Overall Summary | 222 | 210 | 11 | 1 | 34.31 |
| Section A Core Banking System | 142 | 141 | 0 | 1 | 27.70 |
| Section B Additional Modules | 51 | 50 | 1 | 0 | 4.95 |
| Section C Other Modules | 29 | 19 | 10 | 0 | 1.66 |

| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|---|---|---|---|---|---|---|
| | Core Banking System | 141 | 0 | 1 | 142 | 27.70 |
| | DEPOSITS | 51 | 0 | 0 | 51 | 5.00 |
| 1 | Provision in the system to capture Cash and Cheque transactions like deposit and withdrawal and also the ability to transfer funds from one account to another. | ✔ | | | | 10 |
| 2 | System should have the functionality related to post dated cheques and return cheques. | ✔ | | | | 10 |
| 3 | System should have the capability to identify or prompt if the cheque serial is correct/wrong. | ✔ | | | | 10 |
| 4 | System has the capability to auto generate the account opening date and restrict the user from altering. | ✔ | | | | 10 |
| 5 | System has the capability to allot unique account number and doesn't allow the customer to make any activity until it is marked as approved by the designated authority. | ✔ | | | | 10 |
| 6 | System should have the capability of generating acknowledgement letter for account opening. | ✔ | | | | 10 |
| 7 | System should capable of generating bank statements. | ✔ | | | | 10 |
| 8 | System should have the capability to verify the particulars of customer. | ✔ | | | | 10 |
| 9 | The system has the functionality to have **single** approval authority and auto change the status of the request when it is approved. | ✔ | | | | 10 |
| 10 | The system has the functionality to have **multiple** approvals authority and auto change the status of the request when it is approved. | ✔ | | | | 10 |
| 11 | System has the flexibility to fetch the old information and allow the user to enter new values incase of amendment in personal information of account holder, change of specimen signature of account holder, change in Associated Person Profile. | ✔ | | | | 10 |
| 12 | System should have the functionality of KYC (Know Your Customer) and alerts if any transaction breaches the threshold given in the KYC form. | ✔ | | | | 10 |
| 13 | System should alert when CNIC expires or any special instructions during the transaction. | ✔ | | | | 10 |
| 14 | System has the provision of marking lien on accounts and restrict that no transaction will be allowed below the lien amount. | ✔ | | | | 10 |
| | System has the capability to freeze/ block accounts for any of the following reasons: | | | | | |
| 15 | Bank Management decides to freeze the account. | ✔ | | | | 10 |
| 16 | Government / Agencies order the freezing of account. | ✔ | | | | 10 |
| 17 | Customer requests for the same. | ✔ | | | | 10 |
| 18 | The system will not allow execution of any transaction once an account is set as frozen/ blocked. | ✔ | | | | 10 |
| 19 | The system will automatically treat the account as Dormant / Inoperative / Unclaimed if no transaction has taken place in a given period as prescribed by the bank's/regulatory policy. | ✔ | | | | 10 |
| 20 | System should block an account which has remained dormant for a period specified by the regulator to enable bank to transfer money to SBP. | ✔ | | | | 10 |
| 21 | System has the function to reactivate the dormant and inoperative accounts upon receipt of instruction. | ✔ | | | | 10 |

| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|------|------------------|-----------|------------------|---------------|-------|------------------------------|
| 22 | Ability to adjust unclaimed account when the beneficiary / Next of Kin of customer approach to Bank. | ✔ | | | | 10 |
| 23 | Branch Teller supports cross-currency and inter-branch transactions. | ✔ | | | | 10 |
| 24 | Functionality should be in the system to assign limits on the transaction level i.e. different limits for different types of transaction for a single person. | ✔ | | | | 10 |
| 25 | Built-in image capture and enquiry function that support signature or identification verification of any account from any branch. | ✔ | | | | 10 |
| 26 | Provision in the system to maintain the functionality of Pay order and Demand draft. | ✔ | | | | 10 |
| 27 | System has the option of "Multi Teller Vault Management". | ✔ | | | | 10 |
| 28 | Capable of deducting withholding tax online and also the capability to change charges definition. | ✔ | | | | 10 |
| 29 | Provision in the system to facilitate the issuance of multiple deposit certificates / products against single transaction. | ✔ | | | | 10 |
| 30 | Ability to transfer the amount of TDR to customer's current account upon maturity | ✔ | | | | 10 |
| 31 | Functionality in the system to offer the various rollover options. | ✔ | | | | 10 |
| 32 | In case of Pre-Mature Encashment, the system will apply the rate that falls for the pre-mature period and any penalties as per banking policies. | ✔ | | | | 10 |
| 33 | System has ability to manage multi currency accounts (USD, GBP, etc). | ✔ | | | | 10 |
| 34 | Multi-currency capability with user-defined exchange rates and conversion schedules. | ✔ | | | | 10 |
| 35 | Translate currency during entry and maintain the currency code, amount and base currency amount. | ✔ | | | | 10 |
| 36 | Maintain financial information on the system in the foreign currency and in Pakistani Rupees. | ✔ | | | | 10 |
| 37 | Produce transaction ledgers in multiple currencies with local currency and foreign currency shown side by side. | ✔ | | | | 10 |
| 38 | Revalue the Foreign Accounts to automatically post profit / loss in relevant accounts. | ✔ | | | | 10 |
| 39 | Provision in the system to manage information related to the Operation of locker. | ✔ | | | | 10 |
| 40 | Provision in the system to manage information related to the Allotment of locker. | ✔ | | | | 10 |
| 41 | Capable of viewing / updating / deletion of locker information. | ✔ | | | | 10 |
| 42 | Provision in the system to manage information related to the Surrender of locker. | ✔ | | | | 10 |
| 43 | System should have the capability to remind where locker fee is overdue. | ✔ | | | | 10 |
| 44 | The system has the functionality of Standing Instructions. | ✔ | | | | 10 |
| 45 | Functionality in the system to accrue interest and deduct tax and zakat on the basis of defined parameters. | ✔ | | | | 10 |
| 46 | Ability to take the updated interest rate and calculate the interest expense on the basis of new rates. | ✔ | | | | 10 |
| 47 | System has the functionality of inward and outward clearing as per banking practice in Pakistan and also capable of release outward clearing on given date. | ✔ | | | | 10 |
| 48 | Capable of maintaining the functionality related to the Cheque Book. | ✔ | | | | 10 |
| 49 | The system should have the provision to close the account upon the receipt of information from the customer. | ✔ | | | | 10 |
| 50 | The System should not allow the closing of account, if the account is also nominated for debiting locker rent/charges or for crediting profit of Term/Fixed Deposits of the same customer or any pending activity. | ✔ | | | | 10 |
| 51 | System should have the capability of generating letter for account closure. | ✔ | | | | 10 |
| | **REMITTANCE** | 4 | 0 | 0 | 4 | 3 |
| 52 | Handles international and domestic remittances of funds in multicurrency and have facility to interface with SWIFT and use SWIFT standard messaging formats preferably online. | ✔ | | | | 10 |
| 53 | Verification controls for transaction capture and SWIFT message generation. | ✔ | | | | 10 |
| 54 | Changes to transactions can be made with audit trail logging and verifications prior to posting. | ✔ | | | | 10 |

| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|---|---|---|---|---|---|---|
| 55 | System provides comprehensive enquiries and report features to track transfer status and detail movement with full SWIFT message generation and accounting support. | ✔ | | | | 10 |
| | **ADVANCES** | 36 | 0 | 0 | 36 | 5 |
| 56 | Complete functionality in the system to maintain different types of loans as this is the bread and butter of the bank. System must be able to handle functions like penalties, rebate on early payments, schedule adjustment and manual closing. | ✔ | | | | 10 |
| 57 | Provision should be available to capture request for multiple loans requested in the single application. | ✔ | | | | 10 |
| 58 | Capable of auto generating the unique application number. | ✔ | | | | 10 |
| 59 | Capable of storing critical information such as names of directors/partners and shareholding structure. | ✔ | | | | 10 |
| 60 | Provision in the system to approve, approved with condition, seek clarification or rejecting loan application and an option will be provided in the system to enter comments of the approval authority against a particular loan application. | ✔ | | | | 10 |
| 61 | Ability to track the loan application entered in the system with reference to their stage of processing. | ✔ | | | | 10 |
| 62 | System generates a unique loan number to the customer after the approval of loan application. | ✔ | | | | 10 |
| 63 | System has the feature of Credit Scoring System (CSS) which uses the data of Credit Application to assist in deciding whether to extend credit to customers or not and evaluate various risks.Functionality of Data Capturing System and Data Inquiry System should be available in the system. | ✔ | | | | 10 |
| 64 | Functionality in the system to capture credit data and to provide online information of consumer and corporate borrowers. | ✔ | | | | 10 |
| 65 | eCIB functionality should be strictly in accordance with the SBP guidelines and banking practice | ✔ | | | | 10 |
| 66 | System must have the facility to respond to SBP queries immediately and maintain eCIB data automatically from credit modules with minimal manual input. | ✔ | | | | 10 |
| 67 | In order to manage the bank's risk, a limit structure will be defined in the system to monitor the availability and utilization of limits for customer's loans and facilities. | ✔ | | | | 10 |
| 68 | The following options will be available in the system: Assigning limits to customers;Checking for the existence of limits at the time of entering a credit transaction; and Limit Authorization | ✔ | | | | 10 |
| 69 | System has the functionality of limit approval. | ✔ | | | | 10 |
| 70 | In the system the Limits, which will be created, can vary with the value of collateral/security held by the bank. | ✔ | | | | 10 |
| 71 | System has the feature to auto calculate the Drawing Power (DP), for this purpose valuation parameters will be available in the Collateral Module, which will be linked with the Limits Module. | ✔ | | | | 10 |
| 72 | System prompt when the Drawing Power exceeds the amount of the limit assigned. | ✔ | | | | 10 |
| 73 | The system updates the DP when a customer avails some portion of his assigned limits. | ✔ | | | | 10 |
| 74 | System has the functionality to control all new transactions based on the relevant facilities defined in the loan limit application when the limit assigned to a customer expires. | ✔ | | | | 10 |
| 75 | System has the functionality of Limit Amendment when the customer request and keep track of all the information amended in the system by maintaining a history of changes. | ✔ | | | | 10 |
| 76 | System should provide complete facility to maintain collaterals as per best practice in financial / banking sector and must track the appropriate ratio as per polices of the bank. Current collateral security types should be available or configurable. | ✔ | | .. | | 10 |
| 77 | Features will be available in the system to record collateral/security against each lending facility. | ✔ | | | | 10 |
| 78 | In the system Collateral/security Module will be linked with the Limit Management Module and will auto update the limit values as and when a change occurs in the value of the collateral/security. | ✔ | | | | 10 |

| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|---|---|---|---|---|---|---|
| 79 | System has the functionality to allow disbursement in the whole amount in single payment or in multiple payments depending on bank policy and various reports would be required to asses disbursement on various parameters as required by the bank. | ✔ | | | | 10 |
| 80 | The system should have the capability to reprice and generate a repayment schedule based on the terms and applicable KIBOR rate when it changes for a variable rate loan. | ✔ | | | | 10 |
| 81 | System should have the functionality to accrue interest based on the defined parameters. | ✔ | | | | 10 |
| 82 | Ability to generate reminders and bills before due dates to inform the customer about the upcoming instalment/payment. | ✔ | | | | 10 |
| 83 | Flexibility for defining multiple rate policies, tiers, floor and cap management should be available in the system. System have the automatic controls such as cap, floor, KIBOR etc | ✔ | | | | 10 |
| 84 | System should have the functionality of interest rates on account level with back value date. | ✔ | | | | 10 |
| 85 | The system will be flexible to an extent that the user can define different modes of repayment like; Through Cheque ☐ Through Cash ☐ By Account ☐ By Post Dated Cheques | ✔ | | | | 10 |
| 86 | Repayments can be made from clients' accounts, accounts in another bank or the account of a co-debtor. | ✔ | | | | 10 |
| 87 | Ageing mechanism and the calculations should be user-defined. | ✔ | | | | 10 |
| 88 | Perform aging according to the terms of the contract. | ✔ | | | | 10 |
| 89 | System should be capable of generating reports related to over-due accounts and other reports as per the banking practice. | ✔ | | | | 10 |
| 90 | The system has the feature to classify the Non performing loans in accordance with the SBP prudential Regulations along with taking the income into suspense account where required and maintain the same as per status of the loan. | ✔ | | | | 10 |
| 91 | System should be able to calculate provision necessary based on collaterals available. | ✔ | | | | 10 |
| | **GENERAL LEDGER** | 19 | 0 | 0 | 19 | 6.00 |
| 92 | User-defined chart of accounts. | ✔ | | | | 10 |
| 93 | Functionality of opening and closing an accounting period. | ✔ | | | | 10 |
| 94 | Accounting entries are fully user-defined based on the transaction type, client type, accounting events and amount types. | ✔ | | | | 10 |
| 95 | System should have the capability to capture the following types of journal entries: ☐ Standard journal entries ☐ Foreign and dual currency journal entries ☐ Interbranch journal entries | ✔ | | | | 10 |
| 96 | Functionality of reversing a posted or unposted journal entry. | ✔ | | | | 10 |
| 97 | Capable of maintaining the functionality of suspense accounts. General Ledger automatically balances each out-of-balance journal entry against a suspense account. | ✔ | | | | 10 |
| 98 | Capable of translating the actual account balance to any foreign currency for reporting purposes. | ✔ | | | | 10 |
| 99 | Accept and post only balanced journal entry transactions (debits equal credits). | ✔ | | | | 10 |
| 100 | Each subsidiary ledger will relate to a separate control account in the general ledger. | ✔ | | | | 10 |
| 101 | Postings to subsidiary ledgers will result in automatic postings to the control accounts in the general ledger. | ✔ | | | | 10 |
| 102 | The system will automatically transfer balance sheet account balances forward at the end of each financial year, and zero the P&L account balances. | ✔ | | | | 10 |
| 103 | General ledger should provide a variety of reporting capabilities, including financial statement generator (income statement and balance sheet), and standard reports and listings (trial balance, journals, general ledgers, account analysis reports, chart of account listing) and more. | ✔ | | | | 10 |
| 104 | Functionality of Bulk Payment processing and uploading e.g. payroll of employees. | ✔ | | | | 10 |

| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|---|---|---|---|---|---|---|
| 105 | Settlements to a client may be made to internal GL accounts, Nostro/Vostro accounts, and online to retail accounts in the Deposits module. | ✔ | | | | 10 |
| 106 | Accounting entries related to mark-to-market revaluation and realized and unrealized profitability analysis are also automatically generated. | ✔ | | | | 10 |
| 107 | General ledger master data - account numbers, descriptions, and account roll-up information. | ✔ | | | | 10 |
| 108 | General ledger amounts - amount charged month-to-date by general ledger account. | ✔ | | | | 10 |
| 109 | All general ledger account static data - all data elements related to an account. | ✔ | | | | 10 |
| 110 | General ledger account charges - adjustments to account balances. | ✔ | | | | 10 |
| | **RISK MANAGEMENT** | 21 | 0 | 0 | 21 | 3.00 |
| 111 | Capable of identifying the Risk Key Indicators and provision of escalation of significant risk issues to management. | ✔ | | | | 10 |
| 112 | Ability to manage and report on liquidity risk. | ✔ | | | | 10 |
| 113 | Capable for identifying, measuring, monitoring and controlling liquidity risk. | ✔ | | | | 10 |
| 114 | An effective measurement and monitoring system is essential for adequate management of liquidity risk. | ✔ | | | | 10 |
| 115 | Able to generate the Future Cash Flows for Contingency Funding Plans. | ✔ | | | | 10 |
| 116 | Able to auto calculate the Cash Flow Ratios, Liability Concentration Ratios and other Balance Sheet Ratios. | ✔ | | | | 10 |
| 117 | Ability to generate reports of the bank's liquidity risk for any defined period. | ✔ | | | | 10 |
| 118 | Ability to monitor the interest rate risk which arises from banks lending, funding and investment activities. | ✔ | | | | 10 |
| 119 | Functionality to manage the Foreign Exchange Risk. | ✔ | | | | 10 |
| 120 | Define parameters for risk tolerance and the residual risk. | ✔ | | | | 10 |
| 121 | Information system that identify, measure, monitor and control bank's market risk. | ✔ | | | | 10 |
| 122 | System should have the functionality to generate exception report when there is non compliance of banking/regulatory policies. | ✔ | | | | 10 |
| 123 | System should be capable of defining rating models for different types of customers. | ✔ | | | | 10 |
| 124 | Provision of multiple rating grades for banks internal and central bank. | ✔ | | | | 10 |
| 125 | System should provide in-depth quantitative and qualitative analysis to carry our obligor risk rating. | ✔ | | | | 10 |
| 126 | Automatic calculation of financial ratios and there analysis for a single or group of borrowers. | ✔ | | | | 10 |
| 127 | System should facilitate to carry our facility risk taking. | ✔ | | | | 10 |
| | System should provide following analysis for bank portfolios | | | | | |
| 128 | Classification wise risk rating | ✔ | | | | 10 |
| 129 | Financial ratio trends | ✔ | | | | 10 |
| 130 | Grade wise risk rating portfolio | ✔ | | | | 10 |
| 131 | System should facilitate in carry out operational risks. | ✔ | | | | 10 |
| | **MANAGEMENT INFORMATION SYSTEM (MIS)** | 1 | 0 | 0 | 1 | 3 |
| 132 | System has the functionality to generate all management and operational reports regarding core banking modules and surround systems. | ✔ | | | | 10 |
| | **ALTERNATE DELIVERY CHANNELS (ADC)** | 9 | 0 | 1 | 10 | 2.70 |
| | Provision in the system for ADC with the following features: | | | | | |
| 133 | An easy to use web based interface; | ✔ | | | | 10 |
| 134 | User friendly menus; | ✔ | | | | 10 |
| 135 | Scalable to handle multiple delivery channels including ATM, POS, Internet Banking etc | ✔ | | | | 10 |
| | Interface with Core Banking System and should be incompliance with Basel II. | | | | | |
| 136 | Online interface for online transaction authorization and settlement. | | | ✔ | | 0 |

| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|---|---|---|---|---|---|---|
| 166 | Trades entered in the system should immediately update all intra-day positions, providing dealers and back-office with real-time enquiry facilities. | ✓ | | | | 10 |
| 167 | Trade details can be amended at any time during the day. All positions are adjusted accordingly. | ✓ | | | | 10 |
| 168 | A dealing slip is prepared for every transaction with all necessary details correctly included. | ✓ | | | | 10 |
| 169 | Capable of segregating the securities in to Held to Maturity, Available for Sale and Available for Trading. | ✓ | | | | 10 |
| | Functionality of the following processes: | | | | | |
| 170 | Maintenance of SBP CRR and SLR | ✓ | | | | 10 |
| 171 | Confirmed and unconfirmed exposure | ✓ | | | | 10 |
| 172 | Exposure movement between inter-branch and inter-bank Desk | ✓ | | | | 10 |
| 173 | Profit and loss for each Desk | ✓ | | | | 10 |
| 174 | Foreign Currency deposits | ✓ | | | | 10 |
| 175 | Complete tool set for inter-branch transactions | ✓ | | | | 10 |
| 176 | Primary dealer toolset for security bidding | ✓ | | | | 10 |
| 177 | Rates upload facility | ✓ | | | | 10 |
| 178 | Money market short selling | ✓ | | | | 10 |
| 179 | Back-office capturing of settlement information can be facilitated by the use of default pay/receive instructions maintained for a specific counterparty. | ✓ | | | | 10 |
| 180 | The position sheets are promptly and accurately updated for every transaction undertaken. | ✓ | | | | 10 |
| 181 | The position sheets are reconciled daily to accounting records. | ✓ | | | | 10 |
| 182 | Upon verification of all trades entered, day end processes will be executed to update positions, compute realized and unrealized profit/loss, and update projected Nostro account balances and post accounting entries to the General Ledger. | ✓ | | | | 10 |
| 183 | Capable to manage Nostro/Vostro accounts. | ✓ | | | | 10 |
| 184 | Manages and supports the reconciliation of Nostro Accounts. | ✓ | | | | 10 |
| 185 | Confirmations and the related payment messages are generated for transmission through SWIFT. | ✓ | | | | 10 |
| 186 | Bank can define the different internal trading limits or counterparty facility limits that need to be tracked based on various business events. | ✓ | | | | 10 |
| 187 | Excesses over such limits should be 'captured' by exception reports and capable for defining exposure requirements etc for equity transactions. | ✓ | | | | 10 |
| | ANTI MONEY LAUNDERING | | | | | |
| 188 | System to monitor the accounts and transactions on a regular basis. | ✓ | | | | 10 |
| 189 | Update customer information and records on real time basis. | ✓ | | | | 10 |
| 190 | Provision that the records of transactions and identification data both domestic and international shall be maintained forever. | ✓ | | | | 10 |
| 191 | Able to generate reports for suspicious transactions. | ✓ | | | | 10 |
| 192 | Functionality in the system to electronically report to SBP and Financial Management Unit (FMU) or other regulatory bodies. Especially in case if cash transaction specified limits. | ✓ | | | | 10 |
| 193 | System should maintain the database of negative list provided by OFAC/ SBP/ other regulatory bodies, agencies national and international and generate /alerts restrict operation accordingly. | ✓ | | | | 10 |
| | OTHER MODULES - ISLAMIC BANKING | 19 | 10 | 0 | 29 | 1.66 |
| 194 | A complete Islamic product which caters to the requirements of Islamic banking via its customizable parameter setup. | ✓ | | | | 10 |
| 195 | System should offer an integrated and comprehensive approach for bank to define Shariah-compliant products. | | ✓ | | | 5 |
| 196 | System should provide complete automation of all Islamic Banking activities and should have all the products present in Islamic banking industry. | ✓ | | | | 10 |

| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|---|---|---|---|---|---|---|
| 197 | System should be designed to comply with all central bank and international Islamic banking accounting standards such IFAS-2 for Murabaha and Ijarah and AAOIFI standards. | ✓ | | | | 10 |
| 198 | System should be able to calculate profit rates via profit pooling on Mudarabah and Islamic Term Deposits products. Moreover system should allow to define general as well as specific pools for profit calculation. | ✓ | | | | 10 |
| | **HUMAN RESOURCE MANAGEMENT SYSTEM** | | | | | |
| 199 | Provision to cater requirements and functionalities of Human Resource Management including payroll and core HR. | ✓ | | | | 10 |
| 200 | The system should be able to perform all payroll related activities including managing of employee joining/ confirmation/ increments, handle tax calculations and deductions, perform provident fund/ gratuity fund/ EOBI/ Bonus/ Reimbursement related processing and should facilitate automatic posting in relevant GL heads. | ✓ | | | | 10 |
| 201 | The system should capture all information required by the bank relevant to the employee including his/her personal information, contact details, current and previous employment details, academic details and other related miscellaneous information. | ✓ | | | | 10 |
| 202 | The system should possess complete funds management capabilities including full support for Provident Fund/ Gratuity Fund and Employee old age benefit investments. | ✓ | | | | 10 |
| 203 | The system should support all other areas of the human resource operations such as leave management, employee loans, performance appraisals, power of attorney, discipline actions management and handling and employee final settlements due at time of registration. | ✓ | | | | 10 |
| | **ASSET MANAGEMENT** | | | | | |
| 204 | Provision to have the entire functionality of managing fixed assets. | ✓ | | | | 10 |
| 205 | Complete asset detail including asset life, depreciation details should be available in the system. | ✓ | | | | 10 |
| 206 | System should provide flexibility to the amendments assets details whenever it is required to complete audit trial. | ✓ | | | | 10 |
| 207 | Provision to authorize all assets at the time of entry as well as at the time of making any amendments. | ✓ | | | | 10 |
| 208 | System should provide a comprehensive enquiry interface where all assets detail including assets costs, current cost, monthly depreciation, total depreciation up to the last month, last depreciation date etc. should be available | ✓ | | | | 10 |
| 209 | System should be flexible enough to handle asset transfers between the different departments with complete audit trial and history. | ✓ | | | | 10 |
| 210 | System should provide facility track Own and lease Assets. Total no. of assets that bank own and total no. assets that bank has lease. | | ✓ | | | 5 |
| 211 | Provision to dispose any assets with dispose type ( sold or write off), Dispose date and dispose amount. | ✓ | | | | 10 |
| 212 | System should be able to process all assets depreciation for a given month of year. | ✓ | | | | 10 |
| 213 | System should be able to process all assets depreciation and carry forward cost and depreciation to next year. | ✓ | | | | 10 |
| 214 | System should be able to provide day to day reporting like inventory list, location wise assets, leased assets and asset depreciation details. | ✓ | | | | 10 |
| | **BUDGETING** | | | | | |
| 215 | Functionality in the system to provide tools to create, maintain and track budgets, including the ability to upload budget amounts from spreadsheet software and maintain all other activities in accordance with banking industry. | | ✓ | | | 5 |
| 216 | Enter and maintain budgets online. | | ✓ | | | 5 |
| 217 | The system will allow the following year's budget(s) to be set up without overwriting current year budgets. | | ✓ | | | 5 |
| 218 | Maintain original budget, revised budget and latest forecast for each account. | | ✓ | | | 5 |
| 219 | Automatically generate a budget from previous years actual or budget with a percentage increase or decrease. | | ✓ | | | 5 |
| 220 | Maintain current year, last year and next year budgets by period. | | ✓ | | | 5 |

MISYS

BankFusion Universal Banking

| Pre Demonstration Evaluation Summary | | | | | |
|---|---|---|---|---|---|
| | Total Requirements | Available | Can Be Developed | Not Available | Weighted Score (weight wise) |
| Overall Summary | 222 | 148 | 7 | 67 | 26.48 |
| Section A Core Banking System | 142 | 106 | 1 | 35 | 22.33 |
| Section B Additional Modules | 51 | 36 | 0 | 15 | 3.53 |
| Section C Other Modules | 29 | 6 | 6 | 17 | 0.62 |

| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|---|---|---|---|---|---|---|
| | Core Banking System | 106 | 1 | 35 | 142 | 22.33 |
| | DEPOSITS | 45 | 0 | 6 | 51 | 4.41 |
| 1 | Provision in the system to capture Cash and Cheque transactions like deposit and withdrawal and also the ability to transfer funds from one account to another. | ✓ | | | | 10 |
| 2 | System should have the functionality related to post dated cheques and return cheques. | ✓ | | | | 10 |
| 3 | System should have the capability to identify or prompt if the cheque serial is correct/wrong. | ✓ | | | | 10 |
| 4 | System has the capability to auto generate the account opening date and restrict the user from altering. | ✓ | | | | 10 |
| 5 | System has the capability to allot unique account number and doesn't allow the customer to make any activity until it is marked as approved by the designated authority. | ✓ | | | | 10 |
| 6 | System should have the capability of generating acknowledgement letter for account opening. | ✓ | | | | 10 |
| 7 | System should capable of generating bank statements. | ✓ | | | | 10 |
| 8 | System should have the capability to verify the particulars of customer. | ✓ | | | | 10 |
| 9 | The system has the functionality to have **single** approval authority and auto change the status of the request when it is approved. | ✓ | | | | 10 |
| 10 | The system has the functionality to have **multiple** approvals authority and auto change the status of the request when it is approved. | ✓ | | | | 10 |
| 11 | System has the flexibility to fetch the old information and allow the user to enter new values incase of amendment in personal information of account holder, change of specimen signature of account holder, change in Associated Person Profile. | ✓ | | | | 10 |
| 12 | System should have the functionality of KYC (Know Your Customer) and alerts if any transaction breaches the threshold given in the KYC form. | ✓ | | | | 10 |
| 13 | System should alert when CNIC expires or any special instructions during the transaction. | ✓ | | | | 10 |
| 14 | System has the provision of marking lien on accounts and restrict that no transaction will be allowed below the lien amount. | ✓ | | | | 10 |
| | System has the capability to freeze/ block accounts for any of the following reasons: | | | | | |
| 15 | Bank Management decides to freeze the account. | ✓ | | | | 10 |
| 16 | Government / Agencies order the freezing of account. | ✓ | | | | 10 |
| 17 | Customer requests for the same. | ✓ | | | | 10 |
| 18 | The system will not allow execution of any transaction once an account is set as frozen/ blocked. | ✓ | | | | 10 |
| 19 | The system will automatically treat the account as Dormant / Inoperative / Unclaimed if no transaction has taken place in a given period as prescribed by the bank's/regulatory policy. | ✓ | | | | 10 |
| 20 | System should block an account which has remained dormant for a period specified by the regulator to enable bank to transfer money to SBP. | ✓ | | | | 10 |

| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|---|---|---|---|---|---|---|
| 21 | System has the function to reactivate the dormant and inoperative accounts upon receipt of instruction. | ✔ | | | | 10 |
| 22 | Ability to adjust unclaimed account when the beneficiary / Next of Kin of customer approach to Bank. | ✔ | | | | 10 |
| 23 | Branch Teller supports cross-currency and inter-branch transactions. | ✔ | | | | 10 |
| 24 | Functionality should be in the system to assign limits on the transaction level i.e. different limits for different types of transaction for a single person. | ✔ | | | | 10 |
| 25 | Built-in image capture and enquiry function that support signature or identification verification of any account from any branch. | ✔ | | | | 10 |
| 26 | Provision in the system to maintain the functionality of Pay order and Demand draft. | ✔ | | | | 10 |
| 27 | System has the option of "Multi Teller Vault Management". | ✔ | | | | 10 |
| 28 | Capable of deducting withholding tax online and also the capability to change charges definition. | ✔ | | | | 10 |
| 29 | Provision in the system to facilitate the issuance of multiple deposit certificates / products against single transaction. | | | ✔ | | 0 |
| 30 | Ability to transfer the amount of TDR to customer's current account upon maturity | ✔ | | | | 10 |
| 31 | Functionality in the system to offer the various rollover options. | ✔ | | | | 10 |
| 32 | In case of Pre-Mature Encashment, the system will apply the rate that falls for the pre-mature period and any penalties as per banking policies. | ✔ | | | | 10 |
| 33 | System has ability to manage multi currency accounts (USD, GBP, etc). | ✔ | | | | 10 |
| 34 | Multi-currency capability with user-defined exchange rates and conversion schedules. | ✔ | | | | 10 |
| 35 | Translate currency during entry and maintain the currency code, amount and base currency amount. | ✔ | | | | 10 |
| 36 | Maintain financial information on the system in the foreign currency and in Pakistani Rupees. | ✔ | | | | 10 |
| 37 | Produce transaction ledgers in multiple currencies with local currency and foreign currency shown side by side. | ✔ | | | | 10 |
| 38 | Revalue the Foreign Accounts to automatically post profit / loss in relevant accounts. | ✔ | | | | 10 |
| 39 | Provision in the system to manage information related to the Operation of locker. | | | ✔ | | 0 |
| 40 | Provision in the system to manage information related to the Allotment of locker. | | | ✔ | | 0 |
| 41 | Capable of viewing / updating / deletion of locker information. | | | ✔ | | 0 |
| 42 | Provision in the system to manage information related to the Surrender of locker. | | | ✔ | | 0 |
| 43 | System should have the capability to remind where locker fee is overdue. | | | ✔ | | 0 |
| 44 | The system has the functionality of Standing Instructions. | ✔ | | | | 10 |
| 45 | Functionality in the system to accrue interest and deduct tax and zakat on the basis of defined parameters. | ✔ | | | | 10 |
| 46 | Ability to take the updated interest rate and calculate the interest expense on the basis of new rates. | ✔ | | | | 10 |
| 47 | System has the functionality of inward and outward clearing as per banking practice in Pakistan and also capable of release outward clearing on given date. | ✔ | | | | 10 |
| 48 | Capable of maintaining the functionality related to the Cheque Book. | ✔ | | | | 10 |
| 49 | The system should have the provision to close the account upon the receipt of information from the customer. | ✔ | | | | 10 |
| 50 | The System should not allow the closing of account, if the account is also nominated for debiting locker rent/charges or for crediting profit of Term/Fixed Deposits of the same customer or any pending activity. | ✔ | | | | 10 |
| 51 | System should have the capability of generating letter for account closure. | ✔ | | | | 10 |
| **REMITTANCE** | | **4** | **0** | **0** | **4** | **3** |
| 52 | Handles international and domestic remittances of funds in multicurrency and have facility to interface with SWIFT and use SWIFT standard messaging formats preferably online. | ✔ | | | | 10 |

| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|---|---|---|---|---|---|---|
| 53 | Verification controls for transaction capture and SWIFT message generation. | ✓ | | | | 10 |
| 54 | Changes to transactions can be made with audit trail logging and verifications prior to posting. | ✓ | | | | 10 |
| 55 | System provides comprehensive enquiries and report features to track transfer status and detail movement with full SWIFT message generation and accounting support. | ✓ | | | | 10 |
| | **ADVANCES** | 33 | 0 | 3 | 36 | 5 |
| 56 | Complete functionality in the system to maintain different types of loans as this is the bread and butter of the bank. System must be able to handle functions like penalties, rebate on early payments, schedule adjustment and manual closing. | ✓ | | | | 10 |
| 57 | Provision should be available to capture request for multiple loans requested in the single application. | ✓ | | | | 10 |
| 58 | Capable of auto generating the unique application number. | ✓ | | | | 10 |
| 59 | Capable of storing critical information such as names of directors/partners and shareholding structure. | ✓ | | | | 10 |
| 60 | Provision in the system to approve, approved with condition, seek clarification or rejecting loan application and an option will be provided in the system to enter comments of the approval authority against a particular loan application. | ✓ | | | | 10 |
| 61 | Ability to track the loan application entered in the system with reference to their stage of processing. | ✓ | | | | 10 |
| 62 | System generates a unique loan number to the customer after the approval of loan application. | ✓ | | | | 10 |
| 63 | System has the feature of Credit Scoring System (CSS) which uses the data of Credit Application to assist in deciding whether to extend credit to customers or not and evaluate various risks. Functionality of Data Capturing System and Data Inquiry System should be available in the system. | ✓ | | | | 10 |
| 64 | Functionality in the system to capture credit data and to provide online information of consumer and corporate borrowers. | ✓ | | | | 10 |
| 65 | eCIB functionality should be strictly in accordance with the SBP guidelines and banking practice | ✓ | | | | 10 |
| 66 | System must have the facility to respond to SBP queries immediately and maintain eCIB data automatically from credit modules with minimal manual input. | ✓ | | | | 10 |
| 67 | In order to manage the bank's risk, a limit structure will be defined in the system to monitor the availability and utilization of limits for customer's loans and facilities. | ✓ | | | | 10 |
| 68 | The following options will be available in the system: Assigning limits to customers; Checking for the existence of limits at the time of entering a credit transaction; and Limit Authorization | ✓ | | | | 10 |
| 69 | System has the functionality of limit approval. | ✓ | | | | 10 |
| 70 | In the system the Limits, which will be created, can vary with the value of collateral/security held by the bank. | | | ✓ | | 0 |
| 71 | System has the feature to auto calculate the Drawing Power (DP), for this purpose valuation parameters will be available in the Collateral Module, which will be linked with the Limits Module. | | | ✓ | | 0 |
| 72 | System prompt when the Drawing Power exceeds the amount of the limit assigned. | ✓ | | | | 10 |
| 73 | The system updates the DP when a customer avails some portion of his assigned limits. | ✓ | | | | 10 |
| 74 | System has the functionality to control all new transactions based on the relevant facilities defined in the loan limit application when the limit assigned to a customer expires. | ✓ | | | | 10 |
| 75 | System has the functionality of Limit Amendment when the customer request and keep track of all the information amended in the system by maintaining a history of changes. | ✓ | | | | 10 |
| 76 | System should provide complete facility to maintain collaterals as per best practice in financial / banking sector and must track the appropriate ratio as per polices of the bank. Current collateral security types should be available or configurable. | ✓ | | | | 10 |

| S No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|------|------------------|-----------|------------------|---------------|-------|------------------------------|
| 77 | Features will be available in the system to record collateral/security against each lending facility. | ✔ | | | | 10 |
| 78 | In the system Collateral/security Module will be linked with the Limit Management Module and will auto update the limit values as and when a change occurs in the value of the collateral/security. | | | ✔ | | 0 |
| 79 | System has the functionality to allow disbursement in the whole amount in single payment or in multiple payments depending on bank policy and various reports would be required to asses disbursement on various parameters as required by the bank. | ✔ | | | | 10 |
| 80 | The system should have the capability to reprice and generate a repayment schedule based on the terms and applicable KIBOR rate when it changes for a variable rate loan. | ✔ | | | | 10 |
| 81 | System should have the functionality to accrue interest based on the defined parameters. | ✔ | | | | 10 |
| 82 | Ability to generate reminders and bills before due dates to inform the customer about the upcoming instalment/payment. | ✔ | | | | 10 |
| 83 | Flexibility for defining multiple rate policies, tiers, floor and cap management should be available in the system. System have the automatic controls such as cap, floor, KIBOR etc | ✔ | | | | 10 |
| 84 | System should have the functionality of interest rates on account level with back value date. | ✔ | | | | 10 |
| 85 | The system will be flexible to an extent that the user can define different modes of repayment like; Through Cheque ☐ Through Cash ☐ By Account ☐ By Post Dated Cheques | ✔ | | | | 10 |
| 86 | Repayments can be made from clients' accounts, accounts in another bank or the account of a co-debtor. | ✔ | | | | 10 |
| 87 | Ageing mechanism and the calculations should be user-defined. | ✔ | | | | 10 |
| 88 | Perform aging according to the terms of the contract. | ✔ | | | | 10 |
| 89 | System should be capable of generating reports related to over-due accounts and other reports as per the banking practice. | ✔ | | | | 10 |
| 90 | The system has the feature to classify the Non performing loans in accordance with the SBP prudential Regulations along with taking the income into suspense account where required and maintain the same as per status of the loan. | ✔ | | | | 10 |
| 91 | System should be able to calculate provision necessary based on collaterals available. | ✔ | | | | 10 |
| | GENERAL LEDGER | 18 | 0 | 1 | 19 | 5.68 |
| 92 | User-defined chart of accounts. | ✔ | | | | 10 |
| 93 | Functionality of opening and closing an accounting period. | ✔ | | | | 10 |
| 94 | Accounting entries are fully user-defined based on the transaction type, client type, accounting events and amount types. | ✔ | | | | 10 |
| 95 | System should have the capability to capture the following types of journal entries: ☐ Standard journal entries ☐ Foreign and dual currency journal entries ☐ Interbranch journal entries | ✔ | | | | 10 |
| 96 | Functionality of reversing a posted or unposted journal entry. | ✔ | | | | 10 |
| 97 | Capable of maintaining the functionality of suspense accounts. General Ledger automatically balances each out-of-balance journal entry against a suspense account. | ✔ | | | | 10 |
| 98 | Capable of translating the actual account balance to any foreign currency for reporting purposes. | ✔ | | | | 10 |
| 99 | Accept and post only balanced journal entry transactions (debits equal credits). | ✔ | | | | 10 |
| 100 | Each subsidiary ledger will relate to a separate control account in the general ledger. | ✔ | | | | 10 |
| 101 | Postings to subsidiary ledgers will result in automatic postings to the control accounts in the general ledger. | ✔ | | | | 10 |

| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|---|---|---|---|---|---|---|
| | **TREASURY** | | | | | |
| | The Treasury Module in the system should have the following salient features for entire treasury activities i.e. from the entry to the settlement of Deal(s): | | | | | |
| 157 | Prompt and accurate recording; | ✔ | | | | 10 |
| 158 | Deals Configuration; | ✔ | | | | 10 |
| 159 | Limits Monitoring; | ✔ | | | | 10 |
| 160 | Automation of Brokerage Calculation; | ✔ | | | | 10 |
| 161 | Maintenance of Securities Inventory Ledger; | ✔ | | | | 10 |
| 162 | Exposures and Funds position monitoring; | ✔ | | | | 10 |
| 163 | Mark to Market and Revaluations; | ✔ | | | | 10 |
| 164 | Creation of SWIFT Messages; and | ✔ | | | | 10 |
| 165 | Event based Accounting Entries. | ✔ | | | | 10 |
| 166 | Trades entered in the system should immediately update all intra-day positions, providing dealers and back-office with real-time enquiry facilities. | ✔ | | | | 10 |
| 167 | Trade details can be amended at any time during the day. All positions are adjusted accordingly. | ✔ | | | | 10 |
| 168 | A dealing slip is prepared for every transaction with all necessary details correctly included. | | | ✔ | | 0 |
| 169 | Capable of segregating the securities in to Held to Maturity, Available for Sale and Available for Trading. | | | ✔ | | 0 |
| | Functionality of the following processes; | | | | | |
| 170 | Maintenance of SBP CRR and SLR | | | ✔ | | 0 |
| 171 | Confirmed and unconfirmed exposure | | | ✔ | | 0 |
| 172 | Exposure movement between inter-branch and inter-bank Desk | | | ✔ | | 0 |
| 173 | Profit and loss for each Desk | | | ✔ | | 0 |
| 174 | Foreign Currency deposits | | | ✔ | | 0 |
| 175 | Complete tool set for inter-branch transactions | | | ✔ | | 0 |
| 176 | Primary dealer toolset for security bidding | | | ✔ | | 0 |
| 177 | Rates upload facility | | | ✔ | | 0 |
| 178 | Money market short selling | | | ✔ | | 0 |
| 179 | Back-office capturing of settlement information can be facilitated by the use of default pay/receive instructions maintained for a specific counterparty. | ✔ | | | | 10 |
| 180 | The position sheets are promptly and accurately updated for every transaction undertaken. | ✔ | | | | 10 |
| 181 | The position sheets are reconciled daily to accounting records. | ✔ | | | | 10 |
| 182 | Upon verification of all trades entered, day end processes will be executed to update positions, compute realized and unrealized profit/loss, and update projected Nostro account balances and post accounting entries to the General Ledger. | ✔ | | | | 10 |
| 183 | Capable to manage Nostro/Vostro accounts. | ✔ | | | | 10 |
| 184 | Manages and supports the reconciliation of Nostro Accounts. | | | ✔ | | 0 |
| 185 | Confirmations and the related payment messages are generated for transmission through SWIFT. | ✔ | | | | 10 |
| 186 | Bank can define the different internal trading limits or counterparty facility limits that need to be tracked based on various business events. | ✔ | | | | 10 |
| 187 | Excesses over such limits should be 'captured' by exception reports and capable for defining exposure requirements etc for equity transactions. | ✔ | | | | 10 |
| | **ANTI MONEY LAUNDERING** | | | | | |
| 188 | System to monitor the accounts and transactions on a regular basis. | | | ✔ | | 0 |
| 189 | Update customer information and records on real time basis. | ✔ | | | | 10 |

| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|---|---|---|---|---|---|---|
| 190 | Provision that the records of transactions and identification data both domestic and international shall be maintained forever. | ✔ | | | | 10 |
| 191 | Able to generate reports for suspicious transactions. | | | ✔ | | 0 |
| 192 | Functionality in the system to electronically report to SBP and Financial Management Unit (FMU) or other regulatory bodies. Especially in case if cash transaction specified limits. | | | ✔ | | 0 |
| 193 | System should maintain the database of negative list provided by OFAC/ SBP/ other regulatory bodies, agencies national and international and generate /alerts restrict operation accordingly. | ✔ | | | | 10 |
| | **OTHER MODULES - ISLAMIC BANKING** | 6 | 6 | 17 | 29 | 0.62 |
| 194 | A complete Islamic product which caters to the requirements of Islamic banking via its customizable parameter setup. | | ✔ | | | 5 |
| 195 | System should offer an integrated and comprehensive approach for bank to define Shariah-compliant products. | | ✔ | | | 5 |
| 196 | System should provide complete automation of all Islamic Banking activities and should have all the products present in Islamic banking industry. | | ✔ | | | 5 |
| 197 | System should be designed to comply with all central bank and international Islamic banking accounting standards such IFAS-2 for Murabaha and Ijarah and AAOIFI standards. | | ✔ | | | 5 |
| 198 | System should be able to calculate profit rates via profit pooling on Mudarabah and Islamic Term Deposits products. Moreover system should allow to define general as well as specific pools for profit calculation. | | ✔ | | | 5 |
| | **HUMAN RESOURCE MANAGEMENT SYSTEM** | | | | | |
| 199 | Provision to cater requirements and functionalities of Human Resource Management including payroll and core HR. | | | ✔ | | 0 |
| 200 | The system should be able to perform all payroll related activities including managing of employee joining/ confirmation/ increments, handle tax calculations and deductions, perform provident fund/ gratuity fund/ EOBI/ Bonus/ Reimbursement related processing and should facilitate automatic posting in relevant GL heads. | | | ✔ | | 0 |
| 201 | The system should capture all information required by the bank relevant to the employee including his/her personal information, contact details, current and previous employment details, academic details and other related miscellaneous information. | | | ✔ | | 0 |
| 202 | The system should possess complete funds management capabilities including full support for Provident Fund/ Gratuity Fund and Employee old age benefit investments. | | | ✔ | | 0 |
| 203 | The system should support all other areas of the human resource operations such as leave management, employee loans, performance appraisals, power of attorney, discipline actions management and handling and employee final settlements due at time of registration. | | | ✔ | | 0 |
| | **ASSET MANAGEMENT** | | | | | |
| 204 | Provision to have the entire functionality of managing fixed assets. | | | ✔ | | 0 |
| 205 | Complete asset detail including asset life, depreciation details should be available in the system. | | | ✔ | | 0 |
| 206 | System should provide flexibility to the amendments assets details whenever it is required to complete audit trial. | | | ✔ | | 0 |
| 207 | Provision to authorize all assets at the time of entry as well as at the time of making any amendments. | | | ✔ | | 0 |
| 208 | System should provide a comprehensive enquiry interface where all assets detail including assets costs, current cost, monthly depreciation, total depreciation up to the last month, last depreciation date etc. should be available | | | ✔ | | 0 |
| 209 | System should be flexible enough to handle asset transfers between the different departments with complete audit trial and history. | | | ✔ | | 0 |
| 210 | System should provide facility track Own and lease Assets. Total no. of assets that bank own and total no. assets that bank has lease. | | | ✔ | | 0 |

| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|------|------------------|-----------|------------------|---------------|-------|------------------------------|
| 211 | Provision to dispose any assets with dispose type ( sold or write off), Dispose date and dispose amount. | | | ✔ | | 0 |
| 212 | System should be able to process all assets depreciation for a given month of year. | | | ✔ | | 0 |
| 213 | System should be able to process all assets depreciation and carry forward cost and depreciation to next year. | | | ✔ | | 0 |
| 214 | System should be able to provide day to day reporting like inventory list, location wise assets, leased assets and asset depreciation details. | | | ✔ | | 0 |
| | **BUDGETING** | | | | | |
| 215 | Functionality in the system to provide tools to create, maintain and track budgets, including the ability to upload budget amounts from spreadsheet software and maintain all other activities in accordance with banking industry. | ✔ | | | | 10 |
| 216 | Enter and maintain budgets online. | | | ✔ | | 0 |
| 217 | The system will allow the following year's budget(s) to be set up without overwriting current year budgets. | ✔ | | | | 10 |
| 218 | Maintain original budget, revised budget and latest forecast for each account. | | ✔ | | | 5 |
| 219 | Automatically generate a budget from previous years actual or budget with a percentage increase or decrease. | ✔ | | | | 10 |
| 220 | Maintain current year, last year and next year budgets by period. | ✔ | | | | 10 |
| 221 | Calculate and maintain actual to budget and actual to latest forecast variance statistics. | ✔ | | | | 10 |
| 222 | Calculate budget based on prior year actual or budget amount, plus/minus straight local currency amount. | ✔ | | | | 10 |
| | **Totals** | 148 | 7 | 67 | 222 | 26.48 |

| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|---|---|---|---|---|---|---|
| 54 | Changes to transactions can be made with audit trail logging and verifications prior to posting. | ✓ | | | | 10 |
| 55 | System provides comprehensive enquiries and report features to track transfer status and detail movement with full SWIFT message generation and accounting support. | ✓ | | | | 10 |
| | **ADVANCES** | 36 | 0 | 0 | 36 | 5 |
| 56 | Complete functionality in the system to maintain different types of loans as this is the bread and butter of the bank. System must be able to handle functions like penalties, rebate on early payments, schedule adjustment and manual closing. | ✓ | | | | 10 |
| 57 | Provision should be available to capture request for multiple loans requested in the single application. | ✓ | | | | 10 |
| 58 | Capable of auto generating the unique application number. | ✓ | | | | 10 |
| 59 | Capable of storing critical information such as names of directors/partners and shareholding structure. | ✓ | | | | 10 |
| 60 | Provision in the system to approve, approved with condition, seek clarification or rejecting loan application and an option will be provided in the system to enter comments of the approval authority against a particular loan application. | ✓ | | | | 10 |
| 61 | Ability to track the loan application entered in the system with reference to their stage of processing. | ✓ | | | | 10 |
| 62 | System generates a unique loan number to the customer after the approval of loan application. | ✓ | | | | 10 |
| 63 | System has the feature of Credit Scoring System (CSS) which uses the data of Credit Application to assist in deciding whether to extend credit to customers or not and evaluate various risks. Functionality of Data Capturing System and Data Inquiry System should be available in the system. | ✓ | | | | 10 |
| 64 | Functionality in the system to capture credit data and to provide online information of consumer and corporate borrowers. | ✓ | | | | 10 |
| 65 | eCIB functionality should be strictly in accordance with the SBP guidelines and banking practice | ✓ | | | | 10 |
| 66 | System must have the facility to respond to SBP queries immediately and maintain eCIB data automatically from credit modules with minimal manual input. | ✓ | | | | 10 |
| 67 | In order to manage the bank's risk, a limit structure will be defined in the system to monitor the availability and utilization of limits for customer's loans and facilities. | ✓ | | | | 10 |
| 68 | The following options will be available in the system: Assigning limits to customers; Checking for the existence of limits at the time of entering a credit transaction; and Limit Authorization | ✓ | | | | 10 |
| 69 | System has the functionality of limit approval. | ✓ | | | | 10 |
| 70 | In the system the Limits, which will be created, can vary with the value of collateral/security held by the bank. | ✓ | | | | 10 |
| 71 | System has the feature to auto calculate the Drawing Power (DP), for this purpose valuation parameters will be available in the Collateral Module, which will be linked with the Limits Module. | ✓ | | | | 10 |
| 72 | System prompt when the Drawing Power exceeds the amount of the limit assigned. | ✓ | | | | 10 |
| 73 | The system updates the DP when a customer avails some portion of his assigned limits. | ✓ | | | | 10 |
| 74 | System has the functionality to control all new transactions based on the relevant facilities defined in the loan limit application when the limit assigned to a customer expires. | ✓ | | | | 10 |
| 75 | System has the functionality of Limit Amendment when the customer request and keep track of all the information amended in the system by maintaining a history of changes. | ✓ | | | | 10 |
| 76 | System should provide complete facility to maintain collaterals as per best practice in financial / banking sector and must track the appropriate ratio as per polices of the bank. Current collateral security types should be available or configurable. | ✓ | | | | 10 |
| 77 | Features will be available in the system to record collateral/security against each lending facility. | ✓ | | | | 10 |

| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|---|---|---|---|---|---|---|
| 78 | In the system Collateral/security Module will be linked with the Limit Management Module and will auto update the limit values as and when a change occurs in the value of the collateral/security. | ✔ | | | | 10 |
| 79 | System has the functionality to allow disbursement in the whole amount in single payment or in multiple payments depending on bank policy and various reports would be required to asses disbursement on various parameters as required by the bank. | ✔ | | | | 10 |
| 80 | The system should have the capability to reprice and generate a repayment schedule based on the terms and applicable KIBOR rate when it changes for a variable rate loan. | ✔ | | | | 10 |
| 81 | System should have the functionality to accrue interest based on the defined parameters. | ✔ | | | | 10 |
| 82 | Ability to generate reminders and bills before due dates to inform the customer about the upcoming instalment/payment. | ✔ | | | | 10 |
| 83 | Flexibility for defining multiple rate policies, tiers, floor and cap management should be available in the system.System have the automatic controls such as cap, floor,KIBOR etc | ✔ | | | | 10 |
| 84 | System should have the functionality of interest rates on account level with back value date. | ✔ | | | | 10 |
| 85 | The system will be flexible to an extent that the user can define different modes of repayment like; Through Cheque ☐ Through Cash ☐ By Account ☐ By Post Dated Cheques | ✔ | | | | 10 |
| 86 | Repayments can be made from clients' accounts, accounts in another bank or the account of a co-debtor. | ✔ | | | | 10 |
| 87 | Ageing mechanism and the calculations should be user-defined. | ✔ | | | | 10 |
| 88 | Perform aging according to the terms of the contract. | ✔ | | | | 10 |
| 89 | System should be capable of generating reports related to over-due accounts and other reports as per the banking practice. | ✔ | | | | 10 |
| 90 | The system has the feature to classify the Non performing loans in accordance with the SBP prudential Regulations along with taking the income into suspense account where required and maintain the same as per status of the loan. | ✔ | | | | 10 |
| 91 | System should be able to calculate provision necessary based on collaterals available. | ✔ | | | | 10 |
| | **GENERAL LEDGER** | 18 | 1 | 0 | 19 | 5.84 |
| 92 | User-defined chart of accounts. | ✔ | | | | 10 |
| 93 | Functionality of opening and closing an accounting period. | | ✔ | | | 5 |
| 94 | Accounting entries are fully user-defined based on the transaction type, client type, accounting events and amount types. | ✔ | | | | 10 |
| 95 | System should have the capability to capture the following types of journal entries: ☐ Standard journal entries ☐Foreign and dual currency journal entries ☐ Interbranch journal entries | ✔ | | | | 10 |
| 96 | Functionality of reversing a posted or unposted journal entry. | ✔ | | | | 10 |
| 97 | Capable of maintaining the functionality of suspense accounts. General Ledger automatically balances each out-of-balance journal entry against a suspense account. | ✔ | | | | 10 |
| 98 | Capable of translating the actual account balance to any foreign currency for reporting purposes. | ✔ | | | | 10 |
| 99 | Accept and post only balanced journal entry transactions (debits equal credits). | ✔ | | | | 10 |
| 100 | Each subsidiary ledger will relate to a separate control account in the general ledger. | ✔ | | | | 10 |
| 101 | Postings to subsidiary ledgers will result in automatic postings to the control accounts in the general ledger. | ✔ | | | | 10 |
| 102 | The system will automatically transfer balance sheet account balances forward at the end of each financial year, and zero the P&L account balances. | ✔ | | | | 10 |

| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|---|---|---|---|---|---|---|
| 103 | General ledger should provide a variety of reporting capabilities, including financial statement generator (income statement and balance sheet), and standard reports and listings (trial balance, journals, general ledgers, account analysis reports, chart of account listing) and more. | ✓ | | | | 10 |
| 104 | Functionality of Bulk Payment processing and uploading e.g. payroll of employees. | ✓ | | | | 10 |
| 105 | Settlements to a client may be made to internal GL accounts, Nostro/Vostro accounts, and online to retail accounts in the Deposits module. | ✓ | | | | 10 |
| 106 | Accounting entries related to mark-to-market revaluation and realized and unrealized profitability analysis are also automatically generated. | ✓ | | | | 10 |
| 107 | General ledger master data - account numbers, descriptions, and account roll-up information. | ✓ | | | | 10 |
| 108 | General ledger amounts - amount charged month-to-date by general ledger account. | ✓ | | | | 10 |
| 109 | All general ledger account static data - all data elements related to an account. | ✓ | | | | 10 |
| 110 | General ledger account charges - adjustments to account balances. | ✓ | | | | 10 |
| | **RISK MANAGEMENT** | **19** | **2** | **0** | **21** | **2.86** |
| 111 | Capable of identifying the Risk Key Indicators and provision of escalation of significant risk issues to management. | ✓ | | | | 10 |
| 112 | Ability to manage and report on liquidity risk. | ✓ | | | | 10 |
| 113 | Capable for identifying, measuring, monitoring and controlling liquidity risk. | ✓ | | | | 10 |
| 114 | An effective measurement and monitoring system is essential for adequate management of liquidity risk. | ✓ | | | | 10 |
| 115 | Able to generate the Future Cash Flows for Contingency Funding Plans. | ✓ | | | | 10 |
| 116 | Able to auto calculate the Cash Flow Ratios, Liability Concentration Ratios and other Balance Sheet Ratios. | ✓ | | | | 10 |
| 117 | Ability to generate reports of the bank's liquidity risk for any defined period. | ✓ | | | | 10 |
| 118 | Ability to monitor the interest rate risk which arises from banks lending, funding and investment activities. | ✓ | | | | 10 |
| 119 | Functionality to manage the Foreign Exchange Risk. | ✓ | | | | 10 |
| 120 | Define parameters for risk tolerance and the residual risk. | | ✓ | | | 5 |
| 121 | Information system that identify, measure, monitor and control bank's market risk. | ✓ | | | | 10 |
| 122 | System should have the functionality to generate exception report when there is non compliance of banking/regulatory policies. | ✓ | | | | 10 |
| 123 | System should be capable of defining rating models for different types of customers. | ✓ | | | | 10 |
| 124 | Provision of multiple rating grades for banks internal and central bank. | ✓ | | | | 10 |
| 125 | System should provide in-depth quantitative and qualitative analysis to carry our obligor risk rating. | ✓ | | | | 10 |
| 126 | Automatic calculation of financial ratios and there analysis for a single or group of borrowers. | ✓ | | | | 10 |
| 127 | System should facilitate to carry our facility risk taking. | ✓ | | | | 10 |
| | System should provide following analysis for bank portfolios | | | | | |
| 128 | Classification wise risk rating | ✓ | | | | 10 |
| 129 | Financial ratio trends | ✓ | | | | 10 |
| 130 | Grade wise risk rating portfolio | ✓ | | | | 10 |
| 131 | System should facilitate in carry out operational risks. | | ✓ | | | 5 |
| | **MANAGEMENT INFORMATION SYSTEM (MIS)** | **1** | **0** | **0** | **1** | **3** |
| 132 | System has the functionality to generate all management and operational reports regarding core banking modules and surround systems. | ✓ | | | | 10 |
| | **ALTERNATE DELIVERY CHANNELS (ADC)** | **9** | **1** | **0** | **10** | **2.85** |
| | Provision in the system for ADC with the following features: | | | | | |
| 133 | An easy to use web based interface; | ✓ | | | | 10 |
| 134 | User friendly menus; | ✓ | | | | 10 |

| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|---|---|---|---|---|---|---|
| 163 | Mark to Market and Revaluations; | ✓ | | | | 10 |
| 164 | Creation of SWIFT Messages; and | ✓ | | | | 10 |
| 165 | Event based Accounting Entries. | ✓ | | | | 10 |
| 166 | Trades entered in the system should immediately update all intra-day positions, providing dealers and back-office with real-time enquiry facilities. | ✓ | | | | 10 |
| 167 | Trade details can be amended at any time during the day. All positions are adjusted accordingly. | ✓ | | | | 10 |
| 168 | A dealing slip is prepared for every transaction with all necessary details correctly included. | ✓ | | | | 10 |
| 169 | Capable of segregating the securities in to Held to Maturity, Available for Sale and Available for Trading. | ✓ | | | | 10 |
| | Functionality of the following processes: | | | | | |
| 170 | Maintenance of SBP CRR and SLR | ✓ | | | | 10 |
| 171 | Confirmed and unconfirmed exposure | ✓ | | | | 10 |
| 172 | Exposure movement between inter-branch and inter-bank Desk | ✓ | | | | 10 |
| 173 | Profit and loss for each Desk | ✓ | | | | 10 |
| 174 | Foreign Currency deposits | ✓ | | | | 10 |
| 175 | Complete tool set for inter-branch transactions | ✓ | | | | 10 |
| 176 | Primary dealer toolset for security bidding | ✓ | | | | 10 |
| 177 | Rates upload facility | ✓ | | | | 10 |
| 178 | Money market short selling | ✓ | | | | 10 |
| 179 | Back-office capturing of settlement information can be facilitated by the use of default pay/receive instructions maintained for a specific counterparty. | ✓ | | | | 10 |
| 180 | The position sheets are promptly and accurately updated for every transaction undertaken. | ✓ | | | | 10 |
| 181 | The position sheets are reconciled daily to accounting records. | ✓ | | | | 10 |
| 182 | Upon verification of all trades entered, day end processes will be executed to update positions, compute realized and unrealized profit/loss, and update projected Nostro account balances and post accounting entries to the General Ledger. | ✓ | | | | 10 |
| 183 | Capable to manage Nostro/Vostro accounts. | ✓ | | | | 10 |
| 184 | Manages and supports the reconciliation of Nostro Accounts. | ✓ | | | | 10 |
| 185 | Confirmations and the related payment messages are generated for transmission through SWIFT. | ✓ | | | | 10 |
| 186 | Bank can define the different internal trading limits or counterparty facility limits that need to be tracked based on various business events. | ✓ | | | | 10 |
| 187 | Excesses over such limits should be 'captured' by exception reports and capable for defining exposure requirements etc for equity transactions. | ✓ | | | | 10 |
| | ANTI MONEY LAUNDERING | | | | | |
| 188 | System to monitor the accounts and transactions on a regular basis. | ✓ | | | | 10 |
| 189 | Update customer information and records on real time basis. | ✓ | | | | 10 |
| 190 | Provision that the records of transactions and identification data both domestic and international shall be maintained forever. | ✓ | | | | 10 |
| 191 | Able to generate reports for suspicious transactions. | ✓ | | | | 10 |
| 192 | Functionality in the system to electronically report to SBP and Financial Management Unit (FMU) or other regulatory bodies. Especially in case if cash transaction specified limits. | | ✓ | | | 5 |
| 193 | System should maintain the database of negative list provided by OFAC/ SBP/ other regulatory bodies, agencies national and international and generate /alerts restrict operation accordingly. | ✓ | | | | 10 |
| | OTHER MODULES - ISLAMIC BANKING | 24 | 5 | 0 | 29 | 1.83 |
| 194 | A complete Islamic product which caters to the requirements of Islamic banking via its customizable parameter setup. | ✓ | | | | 10 |
| 195 | System should offer an integrated and comprehensive approach for bank to define Shariah-compliant products. | ✓ | | | | 10 |

| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|---|---|---|---|---|---|---|
| 196 | System should provide complete automation of all Islamic Banking activities and should have all the products present in Islamic banking industry. | ✔ | | | | 10 |
| 197 | System should be designed to comply with all central bank and international Islamic banking accounting standards such IFAS-2 for Murabaha and Ijarah and AAOIFI standards. | ✔ | | | | 10 |
| 198 | System should be able to calculate profit rates via profit pooling on Mudarabah and Islamic Term Deposits products. Moreover system should allow to define general as well as specific pools for profit calculation. | ✔ | | | | 10 |
| | **HUMAN RESOURCE MANAGEMENT SYSTEM** | | | | | |
| 199 | Provision to cater requirements and functionalities of Human Resource Management including payroll and core HR. | | ✔ | | | 5 |
| 200 | The system should be able to perform all payroll related activities including managing of employee joining/ confirmation/ increments, handle tax calculations and deductions, perform provident fund/ gratuity fund/ EOBI/ Bonus/ Reimbursement related processing and should facilitate automatic posting in relevant GL heads. | | ✔ | | | 5 |
| 201 | The system should capture all information required by the bank relevant to the employee including his/her personal information, contact details, current and previous employment details, academic details and other related miscellaneous information. | | ✔ | | | 5 |
| 202 | The system should possess complete funds management capabilities including full support for Provident Fund/ Gratuity Fund and Employee old age benefit investments. | | ✔ | | | 5 |
| 203 | The system should support all other areas of the human resource operations such as leave management, employee loans, performance appraisals, power of attorney, discipline actions management and handling and employee final settlements due at time of registration. | | ✔ | | | 5 |
| | **ASSET MANAGEMENT** | | | | | |
| 204 | Provision to have the entire functionality of managing fixed assets. | ✔ | | | | 10 |
| 205 | Complete asset detail including asset life, depreciation details should be available in the system. | ✔ | | | | 10 |
| 206 | System should provide flexibility to the amendments assets details whenever it is required to complete audit trial. | ✔ | | | | 10 |
| 207 | Provision to authorize all assets at the time of entry as well as at the time of making any amendments. | ✔ | | | | 10 |
| 208 | System should provide a comprehensive enquiry interface where all assets detail including assets costs, current cost, monthly depreciation, total depreciation up to the last month, last depreciation date etc. should be available | ✔ | | | | 10 |
| 209 | System should be flexible enough to handle asset transfers between the different departments with complete audit trial and history. | ✔ | | | | 10 |
| 210 | System should provide facility track Own and lease Assets. Total no. of assets that bank own and total no. assets that bank has lease. | ✔ | | | | 10 |
| 211 | Provision to dispose any assets with dispose type ( sold or write off), Dispose date and dispose amount. | ✔ | | | | 10 |
| 212 | System should be able to process all assets depreciation for a given month of year. | ✔ | | | | 10 |
| 213 | System should be able to process all assets depreciation and carry forward cost and depreciation to next year. | ✔ | | | | 10 |
| 214 | System should be able to provide day to day reporting like inventory list, location wise assets, leased assets and asset depreciation details. | ✔ | | | | 10 |
| | **BUDGETING** | | | | | |
| 215 | Functionality in the system to provide tools to create, maintain and track budgets, including the ability to upload budget amounts from spreadsheet software and maintain all other activities in accordance with banking industry. | ✔ | | | | 10 |
| 216 | Enter and maintain budgets online. | ✔ | | | | 10 |
| 217 | The system will allow the following year's budget(s) to be set up without overwriting current year budgets. | ✔ | | | | 10 |
| 218 | Maintain original budget, revised budget and latest forecast for each account. | ✔ | | | | 10 |

Sidat Hyder Morshed Associates Private Limited
Bank Essential

| Pre Demonstration Evaluation Summary | | | | | |
|---|---|---|---|---|---|
| | Total Requirements | Available | Can Be Developed | Not Available | Weighted Score (weight wise) |
| Overall Summary | 222 | 172 | 46 | 4 | 29.32 |
| Section A Core Banking System | 142 | 109 | 29 | 4 | 23.01 |
| Section B Additional Modules | 51 | 44 | 7 | 0 | 4.66 |
| Section C Other Modules | 29 | 19 | 10 | 0 | 1.66 |

| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|---|---|---|---|---|---|---|
| | Core Banking System | 109 | 29 | 4 | 142 | 23.01 |
| | DEPOSITS | 49 | 2 | 0 | 51 | 4.90 |
| 1 | Provision in the system to capture Cash and Cheque transactions like deposit and withdrawal and also the ability to transfer funds from one account to another. | ✔ | | | | 10 |
| 2 | System should have the functionality related to post dated cheques and return cheques. | ✔ | | | | 10 |
| 3 | System should have the capability to identify or prompt if the cheque serial is correct/wrong. | ✔ | | | | 10 |
| 4 | System has the capability to auto generate the account opening date and restrict the user from altering. | ✔ | | | | 10 |
| 5 | System has the capability to allot unique account number and doesn't allow the customer to make any activity until it is marked as approved by the designated authority. | ✔ | | | | 10 |
| 6 | System should have the capability of generating acknowledgement letter for account opening. | ✔ | | | | 10 |
| 7 | System should capable of generating bank statements. | ✔ | | | | 10 |
| 8 | System should have the capability to verify the particulars of customer. | | ✔ | | | 5 |
| 9 | The system has the functionality to have **single** approval authority and auto change the status of the request when it is approved. | ✔ | | | | 10 |
| 10 | The system has the functionality to have **multiple** approvals authority and auto change the status of the request when it is approved. | ✔ | | | | 10 |
| 11 | System has the flexibility to fetch the old information and allow the user to enter new values incase of amendment in personal information of account holder, change of specimen signature of account holder, change in Associated Person Profile. | ✔ | | | | 10 |
| 12 | System should have the functionality of KYC (Know Your Customer) and alerts if any transaction breaches the threshold given in the KYC form. | ✔ | | | | 10 |
| 13 | System should alert when CNIC expires or any special instructions during the transaction. | ✔ | | | | 10 |
| 14 | System has the provision of marking lien on accounts and restrict that no transaction will be allowed below the lien amount. | ✔ | | | | 10 |
| | System has the capability to freeze/ block accounts for any of the following reasons: | | | | | |
| 15 | Bank Management decides to freeze the account. | ✔ | | | | 10 |
| 16 | Government / Agencies order the freezing of account. | ✔ | | | | 10 |
| 17 | Customer requests for the same. | ✔ | | | | 10 |
| 18 | The system will not allow execution of any transaction once an account is set as frozen/ blocked. | ✔ | | | | 10 |
| 19 | The system will automatically treat the account as Dormant / Inoperative / Unclaimed if no transaction has taken place in a given period as prescribed by the bank's/regulatory policy. | ✔ | | | | 10 |
| 20 | System should block an account which has remained dormant for a period specified by the regulator to enable bank to transfer money to SBP. | ✔ | | | | 10 |

| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|---|---|---|---|---|---|---|
| 21 | System has the function to reactivate the dormant and inoperative accounts upon receipt of instruction. | ✓ | | | | 10 |
| 22 | Ability to adjust unclaimed account when the beneficiary / Next of Kin of customer approach to Bank. | | ✓ | | | 5 |
| 23 | Branch Teller supports cross-currency and inter-branch transactions. | ✓ | | | | 10 |
| 24 | Functionality should be in the system to assign limits on the transaction level i.e. different limits for different types of transaction for a single person. | ✓ | | | | 10 |
| 25 | Built-in image capture and enquiry function that support signature or identification verification of any account from any branch. | ✓ | | | | 10 |
| 26 | Provision in the system to maintain the functionality of Pay order and Demand draft. | ✓ | | | | 10 |
| 27 | System has the option of "Multi Teller Vault Management". | ✓ | | | | 10 |
| 28 | Capable of deducting withholding tax online and also the capability to change charges definition. | ✓ | | | | 10 |
| 29 | Provision in the system to facilitate the issuance of multiple deposit certificates / products against single transaction. | ✓ | | | | 10 |
| 30 | Ability to transfer the amount of TDR to customer's current account upon maturity | ✓ | | | | 10 |
| 31 | Functionality in the system to offer the various rollover options. | ✓ | | | | 10 |
| 32 | In case of Pre-Mature Encashment, the system will apply the rate that falls for the pre-mature period and any penalties as per banking policies. | ✓ | | | | 10 |
| 33 | System has ability to manage multi currency accounts (USD, GBP, etc). | ✓ | | | | 10 |
| 34 | Multi-currency capability with user-defined exchange rates and conversion schedules. | ✓ | | | | 10 |
| 35 | Translate currency during entry and maintain the currency code, amount and base currency amount. | ✓ | | | | 10 |
| 36 | Maintain financial information on the system in the foreign currency and in Pakistani Rupees. | ✓ | | | | 10 |
| 37 | Produce transaction ledgers in multiple currencies with local currency and foreign currency shown side by side. | ✓ | | | | 10 |
| 38 | Revalue the Foreign Accounts to automatically post profit / loss in relevant accounts. | ✓ | | | | 10 |
| 39 | Provision in the system to manage information related to the Operation of locker. | ✓ | | | | 10 |
| 40 | Provision in the system to manage information related to the Allotment of locker. | ✓ | | | | 10 |
| 41 | Capable of viewing / updating / deletion of locker information. | ✓ | | | | 10 |
| 42 | Provision in the system to manage information related to the Surrender of locker. | ✓ | | | | 10 |
| 43 | System should have the capability to remind where locker fee is overdue. | ✓ | | | | 10 |
| 44 | The system has the functionality of Standing Instructions. | ✓ | | | | 10 |
| 45 | Functionality in the system to accrue interest and deduct tax and zakat on the basis of defined parameters. | ✓ | | | | 10 |
| 46 | Ability to take the updated interest rate and calculate the interest expense on the basis of new rates. | ✓ | | | | 10 |
| 47 | System has the functionality of inward and outward clearing as per banking practice in Pakistan and also capable of release outward clearing on given date. | ✓ | | | | 10 |
| 48 | Capable of maintaining the functionality related to the Cheque Book. | ✓ | | | | 10 |
| 49 | The system should have the provision to close the account upon the receipt of information from the customer. | ✓ | | | | 10 |
| 50 | The System should not allow the closing of account, if the account is also nominated for debiting locker rent/charges or for crediting profit of Term/Fixed Deposits of the same customer or any pending activity. | ✓ | | | | 10 |
| 51 | System should have the capability of generating letter for account closure. | ✓ | | | | 10 |
| | REMITTANCE | 4 | 0 | 0 | 4 | 3 |
| 52 | Handles international and domestic remittances of funds in multicurrency and have facility to interface with SWIFT and use SWIFT standard messaging formats preferably online. | ✓ | | | | 10 |
| 53 | Verification controls for transaction capture and SWIFT message generation. | ✓ | | | | 10 |

| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|------|------------------|-----------|------------------|---------------|-------|------------------------------|
| 54 | Changes to transactions can be made with audit trail logging and verifications prior to posting. | ✔ | | | | 10 |
| 55 | System provides comprehensive enquiries and report features to track transfer status and detail movement with full SWIFT message generation and accounting support. | ✔ | | | | 10 |
| | ADVANCES | 35 | 1 | 0 | 36 | 5 |
| 56 | Complete functionality in the system to maintain different types of loans as this is the bread and butter of the bank. System must be able to handle functions like penalties, rebate on early payments, schedule adjustment and manual closing. | ✔ | | | | 10 |
| 57 | Provision should be available to capture request for multiple loans requested in the single application. | ✔ | | | | 10 |
| 58 | Capable of auto generating the unique application number. | ✔ | | | | 10 |
| 59 | Capable of storing critical information such as names of directors/partners and shareholding structure. | ✔ | | | | 10 |
| 60 | Provision in the system to approve, approved with condition, seek clarification or rejecting loan application and an option will be provided in the system to enter comments of the approval authority against a particular loan application. | ✔ | | | | 10 |
| 61 | Ability to track the loan application entered in the system with reference to their stage of processing. | ✔ | | | | 10 |
| 62 | System generates a unique loan number to the customer after the approval of loan application. | ✔ | | | | 10 |
| 63 | System has the feature of Credit Scoring System (CSS) which uses the data of Credit Application to assist in deciding whether to extend credit to customers or not and evaluate various risks.Functionality of Data Capturing System and Data Inquiry System should be available in the system. | ✔ | | | | 10 |
| 64 | Functionality in the system to capture credit data and to provide online information of consumer and corporate borrowers. | ✔ | | | | 10 |
| 65 | eCIB functionality should be strictly in accordance with the SBP guidelines and banking practice | ✔ | | | | 10 |
| 66 | System must have the facility to respond to SBP queries immediately and maintain eCIB data automatically from credit modules with minimal manual input. | ✔ | | | | 10 |
| 67 | In order to manage the bank's risk, a limit structure will be defined in the system to monitor the availability and utilization of limits for customer's loans and facilities. | ✔ | | | | 10 |
| 68 | The following options will be available in the system: Assigning limits to customers;Checking for the existence of limits at the time of entering a credit transaction; and Limit Authorization | ✔ | | | | 10 |
| 69 | System has the functionality of limit approval. | ✔ | | | | 10 |
| 70 | In the system the Limits, which will be created, can vary with the value of collateral/security held by the bank. | ✔ | | | | 10 |
| 71 | System has the feature to auto calculate the Drawing Power (DP), for this purpose valuation parameters will be available in the Collateral Module, which will be linked with the Limits Module. | ✔ | | | | 10 |
| 72 | System prompt when the Drawing Power exceeds the amount of the limit assigned. | ✔ | | | | 10 |
| 73 | The system updates the DP when a customer avails some portion of his assigned limits. | ✔ | | | | 10 |
| 74 | System has the functionality to control all new transactions based on the relevant facilities defined in the loan limit application when the limit assigned to a customer expires. | ✔ | | | | 10 |
| 75 | System has the functionality of Limit Amendment when the customer request and keep track of all the information amended in the system by maintaining a history of changes. | ✔ | | | | 10 |
| 76 | System should provide complete facility to maintain collaterals as per best practice in financial / banking sector and must track the appropriate ratio as per polices of the bank. Current collateral security types should be available or configurable. | ✔ | | | | 10 |
| 77 | Features will be available in the system to record collateral/security against each lending facility. | ✔ | | | | 10 |

| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|---|---|---|---|---|---|---|
| 135 | Scalable to handle multiple delivery channels including ATM, POS, Internet Banking etc | ✓ | | | | 10 |
| | Interface with Core Banking System and should be incompliance with Basel II. | | | | | |
| 136 | Online interface for online transaction authorization and settlement. | ✓ | | | | 10 |
| | The system should have the functionality of the following options under ATM/ Debit Card Management: | | | | | |
| 137 | Issuance of card | ✓ | | | | 10 |
| 138 | Maintenance of card | ✓ | | | | 10 |
| 139 | Reactivation of PIN code | | | ✓ | | 0 |
| 140 | Allotment of new PIN code | | | ✓ | | 0 |
| 141 | Must provide detail of the files with databases useful transactions and account balance storage with relevant APIs for an interface with other modules/ in-house development. Preferably API should be provided to access these files from other programs such as call centre etc. | | ✓ | | | 5 |
| 142 | Must be certified with local switch vendors such as TPS and Avanza solution and have live interface with local banks with both switches. | ✓ | | | | 10 |
| | ADDITIONAL MODULES-TRADE FINANCE | 44 | 7 | 0 | 51 | 4.66 |
| 143 | All standard practices of trade finance must be available and it should be configurable as the need demands. | ✓ | | | | 10 |
| 144 | Flexibility in the system for defining parameters to capture present and future products. | ✓ | | | | 10 |
| | Functionality providing comprehensive fees and charges support covering: | | | | | |
| 145 | Onetime charges or recurring charges | ✓ | | | | 10 |
| 146 | Fixed charges or rated charges | ✓ | | | | 10 |
| 147 | Interest charges or two-tier charges | ✓ | | | | 10 |
| 148 | Bank-wide charges or client-specific charges. | ✓ | | | | 10 |
| 149 | Settlement can be done either fully, partially or deferred | ✓ | | | | 10 |
| 150 | Transaction can be settled in multiple currencies, through multiple accounts such as Nostro, Vostro, internal or customer's accounts. | ✓ | | | | 10 |
| 151 | Throughout the life cycle of a transaction, accounting entries are automatically generated based on user-defined parameters. | ✓ | | | | 10 |
| 152 | An online auto link with SWIFT will be preferred however it must generate required messages for auto transfer to SWIFT system without the hassle of retyping. The reports/vouchers/letters must also be auto produced with flexibility of changing the fields/words and formats. | ✓ | | | | 10 |
| 153 | Functionality for automatically generating all types of outgoing correspondences in SWIFT, for different Trade Finance products under various business events. | ✓ | | | | 10 |
| 154 | Incoming MT700 message can also be automatically uploaded and processed by system. The rule for message generation is user-definable. | ✓ | | | | 10 |
| 155 | Can manage risk and limits exposure at the customer level, customer group level and country/region level based on user-defined parameters. | ✓ | | | | 10 |
| 156 | Functionality to maintain customer limits, loan limits, term limits, letter of credit limits and all other limits that follow in banking practice. | ✓ | | | | 10 |
| | TREASURY | | | | | |
| | The Treasury Module in the system should have the following salient features for entire treasury activities i.e. from the entry to the settlement of Deal(s): | | | | | |
| 157 | Prompt and accurate recording; | ✓ | | | | 10 |
| 158 | Deals Configuration; | ✓ | | | | 10 |
| 159 | Limits Monitoring; | ✓ | | | | 10 |
| 160 | Automation of Brokerage Calculation; | ✓ | | | | 10 |
| 161 | Maintenance of Securities Inventory Ledger; | ✓ | | | | 10 |
| 162 | Exposures and Funds position monitoring; | ✓ | | | | 10 |

| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|---|---|---|---|---|---|---|
| 163 | Mark to Market and Revaluations; | ✓ | | | | 10 |
| 164 | Creation of SWIFT Messages; and | ✓ | | | | 10 |
| 165 | Event based Accounting Entries. | ✓ | | | | 10 |
| 166 | Trades entered in the system should immediately update all intra-day positions, providing dealers and back-office with real-time enquiry facilities. | ✓ | | | | 10 |
| 167 | Trade details can be amended at any time during the day. All positions are adjusted accordingly. | ✓ | | | | 10 |
| 168 | A dealing slip is prepared for every transaction with all necessary details correctly included. | ✓ | | | | 10 |
| 169 | Capable of segregating the securities in to Held to Maturity, Available for Sale and Available for Trading. | ✓ | | | | 10 |
| | Functionality of the following processes: | | | | | |
| 170 | Maintenance of SBP CRR and SLR | | ✓ | | | 5 |
| 171 | Confirmed and unconfirmed exposure | ✓ | | | | 10 |
| 172 | Exposure movement between inter-branch and inter-bank Desk | | ✓ | | | 5 |
| 173 | Profit and loss for each Desk | ✓ | | | | 10 |
| 174 | Foreign Currency deposits | ✓ | | | | 10 |
| 175 | Complete tool set for inter-branch transactions | ✓ | | | | 10 |
| 176 | Primary dealer toolset for security bidding | | ✓ | | | 5 |
| 177 | Rates upload facility | | ✓ | | | 5 |
| 178 | Money market short selling | | ✓ | | | 5 |
| 179 | Back-office capturing of settlement information can be facilitated by the use of default pay/receive instructions maintained for a specific counterparty. | ✓ | | | | 10 |
| 180 | The position sheets are promptly and accurately updated for every transaction undertaken. | ✓ | | | | 10 |
| 181 | The position sheets are reconciled daily to accounting records. | ✓ | | | | 10 |
| 182 | Upon verification of all trades entered, day end processes will be executed to update positions, compute realized and unrealized profit/loss, and update projected Nostro account balances and post accounting entries to the General Ledger. | ✓ | | | | 10 |
| 183 | Capable to manage Nostro/Vostro accounts. | ✓ | | | | 10 |
| 184 | Manages and supports the reconciliation of Nostro Accounts. | | ✓ | | | 5 |
| 185 | Confirmations and the related payment messages are generated for transmission through SWIFT. | ✓ | | | | 10 |
| 186 | Bank can define the different internal trading limits or counterparty facility limits that need to be tracked based on various business events. | ✓ | | | | 10 |
| 187 | Excesses over such limits should be 'captured' by exception reports and capable for defining exposure requirements etc for equity transactions. | ✓ | | | | 10 |
| | ANTI MONEY LAUNDERING | | | | | |
| 188 | System to monitor the accounts and transactions on a regular basis. | ✓ | | | | 10 |
| 189 | Update customer information and records on real time basis. | ✓ | | | | 10 |
| 190 | Provision that the records of transactions and identification data both domestic and international shall be maintained forever. | ✓ | | | | 10 |
| 191 | Able to generate reports for suspicious transactions. | ✓ | | | | 10 |
| 192 | Functionality in the system to electronically report to SBP and Financial Management Unit (FMU) or other regulatory bodies. Especially in case if cash transaction specified limits. | | ✓ | | | 5 |
| 193 | System should maintain the database of negative list provided by OFAC/ SBP/ other regulatory bodies, agencies national and international and generate /alerts restrict operation accordingly. | ✓ | | | | 10 |
| | OTHER MODULES - ISLAMIC BANKING | 19 | 10 | 0 | 29 | 1.66 |
| 194 | A complete Islamic product which caters to the requirements of Islamic banking via its customizable parameter setup. | ✓ | | | | 10 |
| 195 | System should offer an integrated and comprehensive approach for bank to define Shariah-compliant products. | ✓ | | | | 10 |

| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|------|------------------|-----------|------------------|---------------|-------|------------------------------|
| 219 | Automatically generate a budget from previous years actual or budget with a percentage increase or decrease. | | ✔ | | | 5 |
| 220 | Maintain current year, last year and next year budgets by period. | | ✔ | | | 5 |
| 221 | Calculate and maintain actual to budget and actual to latest forecast variance statistics. | | ✔ | | | 5 |
| 222 | Calculate budget based on prior year actual or budget amount, plus/minus straight local currency amount. | | ✔ | | | 5 |
| | Totals | 172 | 46 | 4 | 222 | 29.32 |

| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|---|---|---|---|---|---|---|
| 137 | Issuance of card | ✔ | | | | 10 |
| 138 | Maintenance of card | ✔ | | | | 10 |
| 139 | Reactivation of PIN code | ✔ | | | | 10 |
| 140 | Allotment of new PIN code | ✔ | | | | 10 |
| 141 | Must provide detail of the files with databases useful transactions and account balance storage with relevant APIs for an interface with other modules/ in-house development. Preferably API should be provided to access these files from other programs such as call centre etc. | ✔ | | | | 10 |
| 142 | Must be certified with local switch vendors such as TPS and Avanza solution and have live interface with local banks with both switches. | | ✔ | | | 5 |
| | ADDITIONAL MODULES-TRADE FINANCE | 51 | 0 | 0 | 51 | 5.00 |
| 143 | All standard practices of trade finance must be available and it should be configurable as the need demands. | ✔ | | | | 10 |
| 144 | Flexibility in the system for defining parameters to capture present and future products. | ✔ | | | | 10 |
| | Functionality providing comprehensive fees and charges support covering: | | | | | |
| 145 | Onetime charges or recurring charges | ✔ | | | | 10 |
| 146 | Fixed charges or rated charges | ✔ | | | | 10 |
| 147 | Interest charges or two-tier charges | ✔ | | | | 10 |
| 148 | Bank-wide charges or client-specific charges. | ✔ | | | | 10 |
| 149 | Settlement can be done either fully, partially or deferred | ✔ | | | | 10 |
| 150 | Transaction can be settled in multiple currencies, through multiple accounts such as Nostro, Vostro, internal or customer's accounts. | ✔ | | | | 10 |
| 151 | Throughout the life cycle of a transaction, accounting entries are automatically generated based on user-defined parameters. | ✔ | | | | 10 |
| 152 | An online auto link with SWIFT will be preferred however it must generate required messages for auto transfer to SWIFT system without the hassle of retyping. The reports/vouchers/letters must also be auto produced with flexibility of changing the fields/words and formats. | ✔ | | | | 10 |
| 153 | Functionality for automatically generating all types of outgoing correspondences in SWIFT, for different Trade Finance products under various business events. | ✔ | | | | 10 |
| 154 | Incoming MT700 message can also be automatically uploaded and processed by system. The rule for message generation is user-definable. | ✔ | | | | 10 |
| 155 | Can manage risk and limits exposure at the customer level, customer group level and country/region level based on user-defined parameters. | ✔ | | | | 10 |
| 156 | Functionality to maintain customer limits, loan limits, term limits, letter of credit limits and all other limits that follow in banking practice. | ✔ | | | | 10 |
| | TREASURY | | | | | |
| | The Treasury Module in the system should have the following salient features for entire treasury activities i.e. from the entry to the settlement of Deal(s): | | | | | |
| 157 | Prompt and accurate recording; | ✔ | | | | 10 |
| 158 | Deals Configuration; | ✔ | | | | 10 |
| 159 | Limits Monitoring; | ✔ | | | | 10 |
| 160 | Automation of Brokerage Calculation; | ✔ | | | | 10 |
| 161 | Maintenance of Securities Inventory Ledger; | ✔ | | | | 10 |
| 162 | Exposures and Funds position monitoring; | ✔ | | | | 10 |
| 163 | Mark to Market and Revaluations; | ✔ | | | | 10 |
| 164 | Creation of SWIFT Messages; and | ✔ | | | | 10 |
| 165 | Event based Accounting Entries. | ✔ | | | | 10 |
| 166 | Trades entered in the system should immediately update all intra-day positions, providing dealers and back-office with real-time enquiry facilities. | ✔ | | | | 10 |
| 167 | Trade details can be amended at any time during the day. All positions are adjusted accordingly. | ✔ | | | | 10 |

| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|---|---|:---:|:---:|:---:|:---:|:---:|
| 168 | A dealing slip is prepared for every transaction with all necessary details correctly included. | ✔ | | | | 10 |
| 169 | Capable of segregating the securities in to Held to Maturity, Available for Sale and Available for Trading. | ✔ | | | | 10 |
| | Functionality of the following processes; | | | | | |
| 170 | Maintenance of SBP CRR and SLR | ✔ | | | | 10 |
| 171 | Confirmed and unconfirmed exposure | ✔ | | | | 10 |
| 172 | Exposure movement between inter-branch and inter-bank Desk | ✔ | | | | 10 |
| 173 | Profit and loss for each Desk | ✔ | | | | 10 |
| 174 | Foreign Currency deposits | ✔ | | | | 10 |
| 175 | Complete tool set for inter-branch transactions | ✔ | | | | 10 |
| 176 | Primary dealer toolset for security bidding | ✔ | | | | 10 |
| 177 | Rates upload facility | ✔ | | | | 10 |
| 178 | Money market short selling | ✔ | | | | 10 |
| 179 | Back-office capturing of settlement information can be facilitated by the use of default pay/receive instructions maintained for a specific counterparty. | ✔ | | | | 10 |
| 180 | The position sheets are promptly and accurately updated for every transaction undertaken. | ✔ | | | | 10 |
| 181 | The position sheets are reconciled daily to accounting records. | ✔ | | | | 10 |
| 182 | Upon verification of all trades entered, day end processes will be executed to update positions, compute realized and unrealized profit/loss, and update projected Nostro account balances and post accounting entries to the General Ledger. | ✔ | | | | 10 |
| 183 | Capable to manage Nostro/Vostro accounts. | ✔ | | | | 10 |
| 184 | Manages and supports the reconciliation of Nostro Accounts. | ✔ | | | | 10 |
| 185 | Confirmations and the related payment messages are generated for transmission through SWIFT. | ✔ | | | | 10 |
| 186 | Bank can define the different internal trading limits or counterparty facility limits that need to be tracked based on various business events. | ✔ | | | | 10 |
| 187 | Excesses over such limits should be 'captured' by exception reports and capable for defining exposure requirements etc for equity transactions. | ✔ | | | | 10 |
| | ANTI MONEY LAUNDERING | | | | | |
| 188 | System to monitor the accounts and transactions on a regular basis. | ✔ | | | | 10 |
| 189 | Update customer information and records on real time basis. | ✔ | | | | 10 |
| 190 | Provision that the records of transactions and identification data both domestic and international shall be maintained forever. | ✔ | | | | 10 |
| 191 | Able to generate reports for suspicious transactions. | ✔ | | | | 10 |
| 192 | Functionality in the system to electronically report to SBP and Financial Management Unit (FMU) or other regulatory bodies. Especially in case if cash transaction specified limits. | ✔ | | | | 10 |
| 193 | System should maintain the database of negative list provided by OFAC/ SBP/ other regulatory bodies, agencies national and international and generate /alerts restrict operation accordingly. | ✔ | | | | 10 |
| | OTHER MODULES - ISLAMIC BANKING | 24 | 5 | 0 | 29 | 1.83 |
| 194 | A complete Islamic product which caters to the requirements of Islamic banking via its customizable parameter setup. | | ✔ | | | 5 |
| 195 | System should offer an integrated and comprehensive approach for bank to define Shariah-compliant products. | | ✔ | | | 5 |
| 196 | System should provide complete automation of all Islamic Banking activities and should have all the products present in Islamic banking industry. | | ✔ | | | 5 |
| 197 | System should be designed to comply with all central bank and international Islamic banking accounting standards such IFAS-2 for Murabaha and Ijarah and AAOIFI standards. | | ✔ | | | 5 |
| 198 | System should be able to calculate profit rates via profit pooling on Mudarabah and Islamic Term Deposits products. Moreover system should allow to define general as well as specific pools for profit calculation. | | ✔ | | | 5 |

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| S.No | Business Process | Available | Can Be Developed | Not Available | Total | Weighted Score (weight wise) |
|---|---|---|---|---|---|---|
| | **HUMAN RESOURCE MANAGEMENT SYSTEM** | | | | | |
| 199 | Provision to cater requirements and functionalities of Human Resource Management including payroll and core HR. | ✓ | | | | 10 |
| 200 | The system should be able to perform all payroll related activities including managing of employee joining/ confirmation/ increments, handle tax calculations and deductions, perform provident fund/ gratuity fund/ EOBI/ Bonus/ Reimbursement related processing and should facilitate automatic posting in relevant GL heads. | ✓ | | | | 10 |
| 201 | The system should capture all information required by the bank relevant to the employee including his/her personal information, contact details, current and previous employment details, academic details and other related miscellaneous information. | ✓ | | | | 10 |
| 202 | The system should possess complete funds management capabilities including full support for Provident Fund/ Gratuity Fund and Employee old age benefit investments. | ✓ | | | | 10 |
| 203 | The system should support all other areas of the human resource operations such as leave management, employee loans, performance appraisals, power of attorney, discipline actions management and handling and employee final settlements due at time of registration. | ✓ | | | | 10 |
| | **ASSET MANAGEMENT** | | | | | |
| 204 | Provision to have the entire functionality of managing fixed assets. | ✓ | | | | 10 |
| 205 | Complete asset detail including asset life, depreciation details should be available in the system. | ✓ | | | | 10 |
| 206 | System should provide flexibility to the amendments assets details whenever it is required to complete audit trial. | ✓ | | | | 10 |
| 207 | Provision to authorize all assets at the time of entry as well as at the time of making any amendments. | ✓ | | | | 10 |
| 208 | System should provide a comprehensive enquiry interface where all assets detail including assets costs, current cost, monthly depreciation, total depreciation up to the last month, last depreciation date etc. should be available | ✓ | | | | 10 |
| 209 | System should be flexible enough to handle asset transfers between the different departments with complete audit trial and history. | ✓ | | | | 10 |
| 210 | System should provide facility track Own and lease Assets. Total no. of assets that bank own and total no. assets that bank has lease. | ✓ | | | | 10 |
| 211 | Provision to dispose any assets with dispose type ( sold or write off), Dispose date and dispose amount. | ✓ | | | | 10 |
| 212 | System should be able to process all assets depreciation for a given month of year. | ✓ | | | | 10 |
| 213 | System should be able to process all assets depreciation and carry forward cost and depreciation to next year. | ✓ | | | | 10 |
| 214 | System should be able to provide day to day reporting like inventory list, location wise assets, leased assets and asset depreciation details. | ✓ | | | | 10 |
| | **BUDGETING** | | | | | |
| 215 | Functionality in the system to provide tools to create, maintain and track budgets, including the ability to upload budget amounts from spreadsheet software and maintain all other activities in accordance with banking industry. | ✓ | | | | 10 |
| 216 | Enter and maintain budgets online. | ✓ | | | | 10 |
| 217 | The system will allow the following year's budget(s) to be set up without overwriting current year budgets. | ✓ | | | | 10 |
| 218 | Maintain original budget, revised budget and latest forecast for each account. | ✓ | | | | 10 |
| 219 | Automatically generate a budget from previous years actual or budget with a percentage increase or decrease. | ✓ | | | | 10 |
| 220 | Maintain current year, last year and next year budgets by period. | ✓ | | | | 10 |
| 221 | Calculate and maintain actual to budget and actual to latest forecast variance statistics. | ✓ | | | | 10 |
| 222 | Calculate budget based on prior year actual or budget amount, plus/minus straight local currency amount. | ✓ | | | | 10 |
| | **Totals** | 210 | 11 | 1 | 222 | 34.21 |

**Autosoft Dynamics Private Limited**

Demonstration Date : 4 May 2011

**Auto Banker II**

## Post Demonstration Evaluation Summary - Deviations

|  | Pre Demo Total Scores | Post Demo Total Scores | Deviation %age | Deviation Factor |
|---|---|---|---|---|
| Overall Evaluation | 1155 | 1095 | 5.19% | 0.9481 |
| Section A Core Banking System | 770 | 715 | 7.14% | 0.9286 |
| Section B Additional Modules | 210 | 205 | 2.38% | 0.9762 |
| Section C Other Modules | 175 | 175 | 0.00% | 1.0000 |

Deviation factor and percentage is calculated over the shortlisted requirements.

A = Available
CD = Can Be Developed
NA = Not Available

| S.No | RFP Specifications | Pre Demo Responses | Pre-Demo Score | Post Demo Responses | Post-Demo Score | Remarks |
|---|---|---|---|---|---|---|
| Section A - Core Banking System-Deposits |||||||
| 1 | Check whether the system has the capability to auto generate the account opening date and restrict the user from altering. | A | 10 | A | 10 | |
| 2 | Check whether system has the ability to allot unique account number and doesn't allow the customer to make any activity until it is marked as approved by the designated authority. | A | 10 | A | 10 | |
| 3 | Check whether system has the functionality of KYC (Know Your Customer) and alerts if any transaction breaches the threshold given in the KYC form. | A | 10 | A | 10 | |
| 4 | Test whether system has the functionality to have single or multiple approvals authority and auto change the status of the request when it is approved. | A | 10 | A | 10 | |
| 5 | Test whether system alert when CNIC expires or any special instructions during the transaction. | A | 10 | A | 10 | |
| 6 | Check whether the system has the ability to capture Cash and Cheque transactions like deposit and withdrawal and also the ability to transfer funds from one account to another. | A | 10 | A | 10 | |
| 7 | Test whether system has the capability of marking lien on accounts and also restrict that no transaction will be allowed below the lien amount. | A | 10 | A | 10 | |
| 8 | Check whether system has the functionality of Pay order and Demand draft. | A | 10 | A | 10 | |
| 9 | Check whether system has the functionality of Standing Instructions. | A | 10 | A | 10 | |
| 10 | Check whether system has the functionality to accrue interest,deduct tax, and zakat on the basis of defined parameters. | A | 10 | CD | 5 | |
| 11 | Check whether system has the ability to take the updated interest rate and calculate the interest expense on the basis of new rates. | A | 10 | A | 10 | |
| 12 | Test whether system has the ability to transfer the amount of TDR to customer's current account upon maturity. | A | 10 | A | 10 | |

Autosoft Demo

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| S.No | RFP Specifications | Pre Demo Responses | Pre-Demo Score | Post Demo Responses | Post-Demo Score | Remarks |
|---|---|---|---|---|---|---|
| 86 | Test whether trades entered in the system immediately update all intra-day positions, providing dealers and back-office with real-time enquiry facilities. | NA | 0 | NA | 0 | |
| 87 | Check whether system provides the flexibility for Bank for defining the different internal trading limits or counterparty facility limits that need to be tracked based on various business events. | A | 10 | NA | 0 | |
| 88 | Test that excesses over such limits should be 'captured' by exception reports and capable for defining exposure requirements etc for equity transactions. | A | 10 | NA | 0 | |
| 89 | Test that, trade details can be amended at any time during the day. All positions are adjusted accordingly. | NA | 0 | NA | 0 | |
| 90 | Check that dealing slip is prepared for every transaction with all necessary details correctly included. | NA | 0 | NA | 0 | |
| 91 | Check whether system has the capability of verification of all trades entered, day end processes will be executed to update positions, compute realized and unrealized profit/loss, and update projected Nostro account balances and post accounting entries to the General Ledger. | A | 10 | NA | 0 | |
| 92 | Test whether system has the capability of segregating the securities in to Hold to Maturity, Available for Sale and Available for Trading. | NA | 0 | NA | 0 | |
| 93 | Check whether system has the functionality of the following processes;<br>- Maintenance of  SBP CRR and SLR;<br>- Confirmed and unconfirmed exposure;<br>- Exposure movement between inter-branch and inter-bank Desk;<br>- Profit and loss for each Desk;<br>- Foreign Currency deposits;<br>- Complete tool set for inter-branch transactions;<br>- Primary dealer toolset for security bidding;<br>- Rates upload facility; and<br>- Money market short selling. | NA | 0 | NA | 0 | |
| 94 | Check whether system has the capability to manage Nostro/Vostro accounts. | A | 10 | A | 10 | |
| 95 | Check whether system has capability of managing and supporting the reconciliation of Nostro Accounts. | A | 10 | A | 10 | |
| **Section B - Additional Modules - Anti Money Laundering** | | | | | | |
| 96 | Test whether system has the functionality to maintain the records of transactions and identification data both domestic and international, forever. | A | 10 | A | 10 | |
| 97 | Test whether system has the ability to generate reports for suspicious transactions. | A | 10 | NA | 0 | |
| 98 | Check whether system has the functionality to electronically report to SBP and Financial Management Unit (FMU) or other regulatory bodies, especially in case if cash transaction specified limits. | A | 10 | CD | 5 | |
| 99 | Check whether system has capability of maintaining the database of negative list provided by OFAC/ SBP/ other regulatory bodies, agencies national and international and generate /alerts restrict operation accordingly. | A | 10 | NA | 0 | |

Flexcube Demo

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| S.No | RFP Specifications | Pre Demo Responses | Pre-Demo Score | Post Demo Responses | Post-Demo Score | Remarks |
|---|---|---|---|---|---|---|
| **Section C - Other Modules - Islamic Banking** | | | | | | |
| 100 | Check whether system provide complete Islamic product which caters to the requirements of Islamic banking via its customizable parameter setup. | A | 10 | A | 10 | |
| 101 | Test whether system has the capability to calculate profit rates via profit pooling on Mudarabah and Islamic Term Deposits products. Moreover system should allow to define general as well as specific pools for profit calculation. | A | 10 | A | 10 | |
| **Section C - Other Modules - Human Resource Management System** | | | | | | |
| 102 | Test whether system has the ability to perform all payroll related activities including managing of employee joining/ confirmation/ increments, handle tax calculations and deductions, perform provident fund/ gratuity fund/ EOBI/ Bonus/ Reimbursement related processing and should facilitate automatic posting in relevant GL heads. | A | 10 | A | 10 | |
| 103 | Check whether system possess complete funds management capabilities including full support for Provident Fund/ Gratuity Fund and Employee old age benefit investments. | A | 10 | A | 10 | |
| 104 | Check whether system support all other areas of the human resource operations such as leave management, employee loans, performance appraisals, power of attorney, discipline actions management and handling and employee final settlements due at time of registration. | A | 10 | A | 10 | |
| **Section C - Other Modules - Asset Management** | | | | | | |
| 105 | Check whether system has the entire functionality of Asset Management. | NA | 0 | NA | 0 | |
| 106 | Test that system provides, complete asset detail including asset life, depreciation details should be available in the system. | NA | 0 | NA | 0 | |
| 107 | Check whether system has the ability to authorize all assets at the time of entry as well as at the time of making any amendments. | NA | 0 | NA | 0 | |
| 108 | Check whether system has the ability to process all assets depreciation and carry forward cost and depreciation to next year. | NA | 0 | NA | 0 | |
| 109 | Check whether system handle asset transfers between the different departments with complete audit trial and history. | NA | 0 | NA | 0 | |
| 110 | Check whether system provide facility track Own and lease Assets. Total no. of assets that bank own and total no. assets that bank has lease. | NA | 0 | NA | 0 | |
| 111 | Check whether system has the ability to dispose any assets with dispose type (sold or write off). Dispose date and dispose amount. | NA | 0 | NA | 0 | |
| 112 | Check whether system has the ability to provide day to day reporting like inventory list, location wise assets, leased assets and asset depreciation details. | NA | 0 | NA | 0 | |
| **Section C - Other Modules - Budgeting** | | | | | | |
| 113 | Check whether system has the functionality to provide tools to create, maintain and track budgets, including the ability to upload budget amounts from spreadsheet software and maintain all other activities in accordance with banking industry. | NA | 0 | NA | 0 | |

Flexcube Demo

| S.No | RFP Specifications | Pre Demo Responses | Pre-Demo Score | Post Demo Responses | Post-Demo Score | Remarks |
|------|-------------------|--------------------|----------------|---------------------|-----------------|---------|
| 114 | Check whether system has the capability to enter and maintain budgets online. | NA | 0 | NA | 0 | |
| 115 | Test whether system allow the following year's budget(s) to be set up without overwriting current year budgets. | NA | 0 | NA | 0 | |
| 116 | Check whether system has the ability to maintain original budget, revised budget and latest forecast for each account. | NA | 0 | NA | 0 | |
| 117 | Check whether system has the ability to automatically generate a budget from previous years actual or budget with a percentage increase or decrease. | NA | 0 | NA | 0 | |
| 118 | Check whether system has the ability to maintain current year, last year and next year budgets by period. | NA | 0 | NA | 0 | |

Flexcube Demo

**BiLOGiC Systems Incorporated**

*h* PLUS

Demonstration Date : 28 April 2011

## Post Demonstration Evaluation Summary - Deviations

| | Pre Demo Total Scores | Post Demo Total Scores | Deviation %age | Deviation Factor |
|---|---|---|---|---|
| Overall Evaluation | 1145 | 740 | 35.37% | 0.6463 |
| Section A Core Banking System | 780 | 475 | 39.10% | 0.6090 |
| Section B Additional Modules | 210 | 110 | 47.62% | 0.5238 |
| Section C Other Modules | 155 | 155 | 0.00% | 1.0000 |

Deviation factor and percentage is calculated over the shortlisted requirements.

A = Available
CD = Can Be Developed
NA = Not Available

| S.No | RFP Specifications | Pre Demo Responses | Pre-Demo Score | Post Demo Responses | Post-Demo Score | Remarks |
|---|---|---|---|---|---|---|
| | **Section A -Core Banking System-Deposits** | | | | | |
| 1 | Check whether the system has the capability to auto generate the account opening date and restrict the user from altering. | A | 10 | A | 10 | |
| 2 | Check whether system has the ability to allot unique account number and doesn't allow the customer to make any activity until it is marked as approved by the designated authority. | A | 10 | A | 10 | |
| 3 | Check whether system has the functionality of KYC (Know Your Customer) and alerts if any transaction breaches the threshold given in the KYC form. | A | 10 | CD | 5 | |
| 4 | Test whether system has the functionality to have single or multiple approvals authority and auto change the status of the request when it is approved. | A | 10 | A | 10 | |
| 5 | Test whether system alert when CNIC expires or any special instructions during the transaction. | A | 10 | A | 10 | |
| 6 | Check whether the system has the ability to capture Cash and Cheque transactions like deposit and withdrawal and also the ability to transfer funds from one account to another. | A | 10 | A | 10 | |
| 7 | Test whether system has the capability of marking lien on accounts and also restrict that no transaction will be allowed below the lien amount. | A | 10 | A | 10 | |
| 8 | Check whether system has the functionality of Pay order and Demand draft. | A | 10 | A | 10 | |
| 9 | Check whether system has the functionality of Standing Instructions. | A | 10 | A | 10 | |
| 10 | Check whether system has the functionality to accrue interest,deduct tax, and zakat on the basis of defined parameters. | A | 10 | A | 10 | |
| 11 | Check whether system has the ability to take the updated interest rate and calculate the interest expense on the basis of new rates. | A | 10 | A | 10 | |
| 12 | Test whether system has the ability to transfer the amount of TDR to customer's current account upon maturity. | A | 10 | A | 10 | |

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| S.No | RFP Specifications | Pre Demo Responses | Pre-Demo Score | Post Demo Responses | Post-Demo Score | Remarks |
|---|---|---|---|---|---|---|
| 13 | Test whether system has the functionality to offer the various rollover options. | A | 10 | A | 10 | |
| 14 | Check whether, in case of Pre-Mature Encashment, the system will apply the rate that falls for the pre-mature period and any penalties as per banking policies. | A | 10 | A | 10 | |
| 15 | Check whether system has the capability of deducting withholding tax online and also the capability to change charges definition. | A | 10 | A | 10 | |
| 16 | Ensure that system should not allow the closing of account, if the account is also nominated for debiting locker rent/charges or for crediting profit of Term/Fixed Deposits of the same customer or any pending activity. | A | 10 | A | 10 | |
| 17 | Check whether system has the functionality of Built-in image capture and enquiry function that support signature or identification verification of any account from any branch. | A | 10 | A | 10 | |
| 18 | Check whether Branch Teller supports cross-currency and inter-branch transactions. | A | 10 | A | 10 | |
| 19 | Test whether system has the functionality to assign limits on the transaction level i.e. different limits for different types of transaction for a single person. | A | 10 | A | 10 | |
| 20 | Test whether system has the functionality of inward and outward clearing as per banking practice in Pakistan and also capable of release outward clearing on given date. | A | 10 | A | 10 | |
| 21 | Check whether system has the capability of maintaining the functionality related to the Cheque Book. | A | 10 | A | 10 | |
| 22 | Check whether system has the ability to manage multi currency accounts (USD, GBP, etc). | A | 10 | A | 10 | |
| 23 | Test whether system has the ability to maintain financial information in the foreign currency and in Pakistani Rupees. | A | 10 | A | 10 | |
| 24 | Check whether system has the capability to produce transaction ledgers in multiple currencies with local currency and foreign currency shown side by side. | A | 10 | A | 10 | |
| 25 | Test whether system has the capability to Revalue the Foreign Accounts to automatically post profit / loss in relevant accounts. | A | 10 | A | 10 | |
| 26 | Check whether system has the capability to manage information related to the Operation of locker. | A | 10 | A | 10 | |
| 27 | Check whether system has the capability to remind where locker fee is overdue. | A | 10 | A | 10 | |
| 28 | Test whether system has the capability to freeze/ block accounts. | A | 10 | A | 10 | |
| 29 | Check whether system has capability to automatically treat the account as Dormant / Inoperative / Unclaimed if no transaction has taken place in a given period as prescribed by the bank's/regulatory policy. | A | 10 | A | 10 | |
| 30 | Test whether system has the functionality to block an account which has remained dormant for a period specified by the regulator to enable bank to transfer money to SBP. | A | 10 | CD | 5 | |
| 31 | Check whether system has ability to adjust unclaimed account when the beneficiary / Next of Kin of customer approach to bank. | A | 10 | A | 10 | |

| S.No | RFP Specifications | Pre Demo Responses | Pre-Demo Score | Post Demo Responses | Post-Demo Score | Remarks |
|---|---|---|---|---|---|---|
| 32 | Check whether system has the capability of generating bank statements. | A | 10 | CD | 5 | |
| 33 | Test whether system have the capability of generating letter for account closure. | A | 10 | A | 10 | |
| **Section A - Core Banking System - Remittance** | | | | | | |
| 34 | Test whether system handles international and domestic remittances of funds in multicurrency and have facility to interface with SWIFT and use SWIFT standard messaging formats preferably online. | A | 10 | NA | 0 | |
| **Section A - Core Banking System - Advances** | | | | | | |
| 35 | Test whether system has the complete functionality to maintain different types of loans. | A | 10 | A | 10 | |
| 36 | Test whether system has the capability of auto generating the unique application number. | A | 10 | A | 10 | |
| 37 | Test whether system is capable of storing critical information such as names of directors/partners and shareholding structure. | A | 10 | NA | 0 | |
| 38 | Test whether system has the functionality to capture credit data and to provide online information of consumer and corporate borrowers. | A | 10 | NA | 0 | |
| 39 | Test whether system has the functionality to approve, approved with condition, seek clarification or rejecting loan application and an option will be provided in the system to enter comments of the approval authority against a particular loan application. | A | 10 | CD | 5 | |
| 40 | Check whether system has the feature of Credit Scoring System (CSS) which uses the data of Credit Application to assist in deciding whether to extend credit to customers or not and evaluate various risk and test the functionality of Data Capturing System and Data Inquiry System. | A | 10 | NA | 0 | |
| 41 | Check whether system has the following options: - Assigning limits to customers; - Checking for the existence of limits at the time of entering a credit transaction; and - Limit Authorization. | A | 10 | NA | 0 | |
| 42 | Check whether system has the capability to respond to SBP queries immediately and maintain eCIB data automatically from credit modules with minimal manual input. | A | 10 | A | 10 | |
| 43 | Test whether, in the system the Limits, which will be created, can vary with the value of collateral/security held by the bank. | A | 10 | NA | 0 | |
| 44 | Check whether system has the feature to auto calculate the Drawing Power (DP). | A | 10 | NA | 0 | |
| 45 | Test whether the system prompt when the Drawing Power exceeds the amount of the limit assigned. | A | 10 | NA | 0 | |
| 46 | Test whether the system updates the DP when a customer avails some portion of his assigned limits. | A | 10 | NA | 0 | |
| 47 | Test whether system has the complete functionality of Collateral/Security Module and will auto update the limit values as and when a change occurs in the value of the collateral/security. | A | 10 | NA | 0 | |

hPLUS Demo

| S.No | RFP Specifications | Pre Demo Responses | Pre-Demo Score | Post Demo Responses | Post-Demo Score | Remarks |
|------|--------------------|--------------------|----------------|---------------------|-----------------|---------|
| 48 | Test whether system has the functionality to allow disbursement in the whole amount in single payment or in multiple payments. | A | 10 | NA | 0 | |
| 49 | Check whether system has the capability to reprice and generate a repayment schedule based on the terms and applicable KIBOR rate when it changes for a variable rate loan. | A | 10 | NA | 0 | |
| 50 | Check whether has the functionality to accrue interest based on the defined parameters. | A | 10 | A | 10 | |
| 51 | Check whether system has the ability to generate reminders and bills before due dates to inform the customer about the upcoming instalment/payment. | A | 10 | A | 10 | |
| 52 | Check whether the system has the flexibility for defining multiple rate policies, tiers, floor and cap management. | A | 10 | NA | 0 | |
| 53 | Test whether system has the Ageing mechanism and the calculations should be user-defined. | A | 10 | NA | 0 | |
| 54 | Ensure that should be capable of generating reports related to over-due accounts and other reports as per the banking practice. | A | 10 | NA | 0 | |
| 55 | Check whether system has the capability to classify the Non performing loans in accordance with the SBP prudential Regulations along with taking the income into suspense account where required and maintain the same as per status of the loan. | A | 10 | CD | 5 | |
| 56 | Ensure that system should be able to calculate provision necessary based on collaterals available. | A | 10 | NA | 0 | |
| 57 | Check whether system is flexible to an extent that the user can define different modes of repayment like;<br>- Through Cheque;<br>- Through Cash;<br>- By Account; and<br>- By Post Dated Cheques. | A | 10 | A | 10 | |
| **Section A - Core Banking System - General Ledger** | | | | | | |
| 58 | Check whether system has user-defined chart of accounts. | A | 10 | NA | 0 | |
| 59 | Check whether system has the functionality of opening and closing an accounting period. | A | 10 | A | 10 | |
| 60 | Test whether system has the capability to capture the following types of journal entries:<br>- Standard journal entries;<br>- Foreign and dual currency journal entries; and<br>- Interbranch journal entries. | A | 10 | A | 10 | |
| 61 | Test whether system has the capability of Bulk Payment processing and uploading e.g. payroll of employees. | A | 10 | A | 10 | |
| 62 | Test whether system has the capability of maintaining the functionality of suspense accounts and verify that general ledger automatically balances each out-of-balance journal entry against a suspense account. | A | 10 | CD | 5 | |
| 63 | Test that accounting entries related to mark-to-market revaluation and realized and unrealized profitability analysis are automatically generated. | A | 10 | A | 10 | |

| S.No | RFP Specifications | Pre Demo Responses | Pre-Demo Score | Post Demo Responses | Post-Demo Score | Remarks |
|---|---|---|---|---|---|---|
| 64 | Check whether system automatically transfer balance sheet account balances forward at the end of each financial year, and zero the P&L account balances. | A | 10 | A | 10 | |
| 65 | Test that General ledger provide a variety of reporting capabilities, including financial statement generator (income statement and balance sheet), and standard reports and listings (trial balance, journals, general ledgers, account analysis reports, chart of account listing) and more. | A | 10 | A | 10 | |
| **Section A - Core Banking System - Risk Management** | | | | | | |
| 66 | Check whether system has the ability to manage and report on liquidity risk. | A | 10 | NA | 0 | |
| 67 | Check whether system has the ability to generate the Future Cash Flows for Contingency Funding Plans. | A | 10 | NA | 0 | |
| 68 | Check whether system has the ability to generate reports of the bank's liquidity risk for any defined period. | A | 10 | NA | 0 | |
| 69 | Check whether system has the ability to monitor the interest rate risk which arises from banks lending, funding and investment activities. | A | 10 | NA | 0 | |
| 70 | Check whether system has the ability to generate exception report when there is non compliance of banking/regulatory policies. | A | 10 | NA | 0 | |
| 71 | Check whether system has the functionality to define parameters for risk tolerance and the residual risk. | A | 10 | NA | 0 | |
| 72 | Check whether system has the capability of defining rating models for different types of customers. | A | 10 | NA | 0 | |
| 73 | Check whether system provide in-depth quantitative and qualitative analysis to carry our obligor risk rating | A | 10 | NA | 0 | |
| 74 | Check whether system has the capability of automatic calculation of financial ratios and there analysis for a single or group of borrowers | A | 10 | NA | 0 | |
| 75 | Check whether system has the functionality to facilitate in carry out operational risks | A | 10 | NA | 0 | |
| **Section A - Core Banking System - Management Information System** | | | | | | |
| 76 | System has the functionality to generate all management and operational reports regarding core banking modules and surround systems.<br>- Banks Position.<br>- Banks Trends.<br>- Banks Volumes.<br>- Banks Profitability, branch wise and segment wise.<br>- SBP Compliance reports.<br>- Reports related to all system modules.<br>- Cost of deposits.<br>- Cost of funds.<br>- Customer level or Segment level reports. | A | 10 | CD | 5 | |
| **Section A - Core Banking System - ADC** | | | | | | |

| S.No | RFP Specifications | Pre Demo Responses | Pre-Demo Score | Post Demo Responses | Post-Demo Score | Remarks |
|---|---|---|---|---|---|---|
| 77 | Check whether system has the following features for ADC:<br>- An easy to use web based interface;<br>- User friendly menus; and<br>- Scalable to handle multiple delivery channels including ATM, POS, Internet Banking etc. | A | 10 | A | 10 | |
| 78 | Check whether system has functionality of the following options under ATM/ Debit Card Management:<br>- Issuance of card;<br>- Maintenance of card;<br>- Reactivation of PIN code; and<br>- Allotment of new PIN code. | A | 10 | A | 10 | |
| **Section B - Additional Modules - Trade Finance** | | | | | | |
| 79 | Check whether system has the flexibility for defining parameters to capture present and future products. | A | 10 | NA | 0 | |
| 80 | Test whether system provides the functionality for comprehensive fees and charges support, covering:<br>- Onetime charges or recurring charges;<br>- Fixed charges or rated charges;<br>- Interest charges or two-tier charges; and<br>- Bank-wide charges or client-specific charges. | A | 10 | NA | 0 | |
| 81 | Check whether system has the functionality to maintain customer limits, loan limits, term limits, letter of credit limits and all other limits that follow in banking practice. | A | 10 | NA | 0 | |
| 82 | Check whether system has the capability to settle the Transaction in multiple currencies, through multiple accounts such as Nostro, Vostro, internal or customer's accounts. | A | 10 | NA | 0 | |
| 83 | Check whether system provide an online auto link with SWIFT, however it must generate required messages for auto transfer to SWIFT system without the hassle of retyping. The reports/vouchers/letters must also be auto produced with flexibility of changing the fields/words and formals. | A | 10 | NA | 0 | |
| 84 | Test whether system has the capability for generating all types of outgoing correspondences in SWIFT, for different Trade Finance products under various business events... | A | 10 | NA | 0 | |
| **Section B - Additional Modules - Treasury** | | | | | | |
| 85 | Check whether system have the following salient features for entire treasury activities i.e. from the entry to the settlement of Deal(s):<br>- Prompt and accurate recording;<br>- Deals Configuration;<br>- Limits Monitoring;<br>- Automation of Brokerage Calculation;<br>- Maintenance of Securities Inventory Ledger;<br>- Exposures and Funds position monitoring;<br>- Mark to Market and Revaluations;<br>- Creation of SWIFT Messages; and<br>- Event based Accounting Entries. | A | 10 | CD | 5 | |

| S.No | RFP Specifications | Pre Demo Responses | Pre-Demo Score | Post Demo Responses | Post-Demo Score | Remarks |
|---|---|---|---|---|---|---|
| 86 | Test whether trades entered in the system immediately update all intra-day positions, providing dealers and back-office with real-time enquiry facilities. | A | 10 | A | 10 | |
| 87 | Check whether system provides the flexibility for Bank for defining the different internal trading limits or counterparty facility limits that need to be tracked based on various business events. | A | 10 | A | 10 | |
| 88 | Test that excesses over such limits should be 'captured' by exception reports and capable for defining exposure requirements etc for equity transactions. | A | 10 | CD | 5 | |
| 89 | Test that, trade details can be amended at any time during the day. All positions are adjusted accordingly. | A | 10 | CD | 5 | |
| 90 | Check that dealing slip is prepared for every transaction with all necessary details correctly included. | A | 10 | A | 10 | |
| 91 | Check whether system has the capability of verification of all trades entered, day end processes will be executed to update positions, compute realized and unrealized profit/loss, and update projected Nostro account balances and post accounting entries to the General Ledger. | A | 10 | NA | 0 | |
| 92 | Test whether system has the capability of segregating the securities in to Held to Maturity, Available for Sale and Available for Trading. | A | 10 | A | 10 | |
| 93 | Check whether system has the functionality of the following processes;<br>- Maintenance of SBP CRR and SLR;<br>- Confirmed and unconfirmed exposure;<br>- Exposure movement between inter-branch and inter-bank Desk;<br>- Profit and loss for each Desk;<br>- Foreign Currency deposits;<br>- Complete tool set for inter-branch transactions;<br>- Primary dealer toolset for security bidding;<br>- Rates upload facility; and<br>- Money market short selling. | A | 10 | CD | 5 | |
| 94 | Check whether system has the capability to manage Nostro/Vostro accounts. | A | 10 | A | 10 | |
| 95 | Check whether system has capability of managing and supporting the reconciliation of Nostro Accounts. | A | 10 | CD | 5 | |
| Section B - Additional Modules - Anti Money Laundering | | | | | | |
| 96 | Test whether system has the functionality to maintain the records of transactions and identification data both domestic and international, forever. | A | 10 | A | 10 | |
| 97 | Test whether system has the ability to generate reports for suspicious transactions. | A | 10 | A | 10 | |
| 98 | Check whether system has the functionality to electronically report to SBP and Financial Management Unit (FMU) or other regulatory bodies, especially in case if cash transaction specified limits. | A | 10 | CD | 5 | |

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| S.No | RFP Specifications | Pre Demo Responses | Pre-Demo Score | Post Demo Responses | Post-Demo Score | Remarks |
|------|--------------------|--------------------|----------------|---------------------|-----------------|---------|
| 99 | Check whether system has capability of maintaining the database of negative list provided by OFAC/ SBP/ other regulatory bodies, agencies national and international and generate /alerts restrict operation accordingly. | A | 10 | A | 10 | |
| **Section C - Other Modules - Islamic Banking** | | | | | | |
| 100 | Check whether system provide complete Islamic product which caters to the requirements of Islamic banking via its customizable parameter setup. | A | 10 | A | 10 | |
| 101 | Test whether system has the capability to calculate profit rates via profit pooling on Mudarabah and Islamic Term Deposits products. Moreover system should allow to define general as well as specific pools for profit calculation. | A | 10 | A | 10 | |
| **Section C - Other Modules - Human Resource Management System** | | | | | | |
| 102 | Test whether system has the ability to perform all payroll related activities including managing of employee joining/ confirmation/ increments, handle tax calculations and deductions, perform provident fund/ gratuity fund/ EOBI/ Bonus/ Reimbursement related processing and should facilitate automatic posting in relevant GL heads. | A | 10 | A | 10 | |
| 103 | Check whether system possess complete funds management capabilities including full support for Provident Fund/ Gratuity Fund and Employee old age benefit investments. | A | 10 | A | 10 | |
| 104 | Check whether system support all other areas of the human resource operations such as leave management, employee loans, performance appraisals, power of attorney, discipline actions management and handling and employee final settlements due at time of registration. | A | 10 | A | 10 | |
| **Section C - Other Modules - Asset Management** | | | | | | |
| 105 | Check whether system has the entire functionality of Asset Management. | A | 10 | A | 10 | |
| 106 | Test that system provides, complete asset detail including asset life, depreciation details should be available in the system. | A | 10 | A | 10 | |
| 107 | Check whether system has the ability to authorize all assets at the time of entry as well as at the time of making any amendments. | A | 10 | A | 10 | |
| 108 | Check whether system has the ability to process all assets depreciation and carry forward cost and depreciation to next year. | A | 10 | A | 10 | |
| 109 | Check whether system handle asset transfers between the different departments with complete audit trial and history. | A | 10 | A | 10 | |
| 110 | Check whether system provide facility track Own and lease Assets. Total no. of assets that bank own and total no. assets that bank has lease. | CD | 5 | CD | 5 | |
| 111 | Check whether system has the ability to dispose any assets with dispose type (sold or write off). Dispose date and dispose amount. | A | 10 | A | 10 | |
| 112 | Check whether system has the ability to provide day to day reporting like inventory list, location wise assets, leased assets and asset depreciation details. | A | 10 | A | 10 | |

| S.No | RFP Specifications | Pre Demo Responses | Pre-Demo Score | Post Demo Responses | Post-Demo Score | Remarks |
|------|-------------------|--------------------|----------------|--------------------|-----------------|---------|
| **Section C - Other Modules - Budgeting** | | | | | | |
| 113 | Check whether system has the functionality to provide tools to create, maintain and track budgets, including the ability to upload budget amounts from spreadsheet software and maintain all other activities in accordance with banking industry. | CD | 5 | CD | 5 | |
| 114 | Check whether system has the capability to enter and maintain budgets online. | CD | 5 | CD | 5 | |
| 115 | Test whether system allow the following year's budget(s) to be set up without overwriting current year budgets. | CD | 5 | CD | 5 | |
| 116 | Check whether system has the ability to maintain original budget, revised budget and latest forecast for each account. | CD | 5 | CD | 5 | |
| 117 | Check whether system has the ability to automatically generate a budget from previous years actual or budget with a percentage increase or decrease. | CD | 5 | CD | 5 | |
| 118 | Check whether system has the ability to maintain current year, last year and next year budgets by period. | CD | 5 | CD | 5 | |

IPLUS Demo

KPMG Taseer Hadi & Co.

**MISYS**

Demonstration Date : 9 May 2011

**BankFusion Universal Banking**

## Post Demonstration Evaluation Summary - Deviations

| | Pre Demo Total Scores | Post Demo Total Scores | Deviation %age | Deviation Factor |
|---|---|---|---|---|
| Overall Evaluation | 815 | 770 | 5.52% | 0.9448 |
| Section A Core Banking System | 610 | 595 | 2.46% | 0.9754 |
| Section B Additional Modules | 150 | 120 | 20.00% | 0.8000 |
| Section C Other Modules | 55 | 55 | 0.00% | 1.0000 |

Deviation factor and percentage is calculated over the shortlisted requirements.

A = Available
CD = Can Be Developed
NA = Not Available

| S.No | RFP Specifications | Pre Demo Responses | Pre-Demo Score | Post Demo Responses | Post-Demo Score | Remarks |
|---|---|---|---|---|---|---|
| Section A - Core Banking System-Deposits | | | | | | |
| 1 | Check whether the system has the capability to auto generate the account opening date and restrict the user from altering. | A | 10 | A | 10 | |
| 2 | Check whether system has the ability to allot unique account number and doesn't allow the customer to make any activity until it is marked as approved by the designated authority. | A | 10 | A | 10 | |
| 3 | Check whether system has the functionality of KYC (Know Your Customer) and alerts if any transaction breaches the threshold given in the KYC form. | A | 10 | A | 10 | |
| 4 | Test whether system has the functionality to have single or multiple approvals authority and auto change the status of the request when it is approved. | A | 10 | A | 10 | |
| 5 | Test whether system alert when CNIC expires or any special instructions during the transaction. | A | 10 | CD | 5 | |
| 6 | Check whether the system has the ability to capture Cash and Cheque transactions like deposit and withdrawal and also the ability to transfer funds from one account to another. | A | 10 | A | 10 | |
| 7 | Test whether system has the capability of marking lien on accounts and also restrict that no transaction will be allowed below the lien amount. | A | 10 | A | 10 | |
| 8 | Check whether system has the functionality of Pay order and Demand draft. | A | 10 | A | 10 | |
| 9 | Check whether system has the functionality of Standing Instructions. | A | 10 | A | 10 | |
| 10 | Check whether system has the functionality to accrue interest,deduct tax, and zakat on the basis of defined parameters. | A | 10 | CD | 5 | |
| 11 | Check whether system has the ability to take the updated interest rate and calculate the interest expense on the basis of new rates. | A | 10 | A | 10 | |
| 12 | Test whether system has the ability to transfer the amount of TDR to customer's current account upon maturity. | A | 10 | A | 10 | |

MISYS Demo

| S.No | RFP Specifications | Pre Demo Responses | Pre-Demo Score | Post Demo Responses | Post-Demo Score | Remarks |
|---|---|---|---|---|---|---|
| 49 | Check whether system has the capability to reprice and generate a repayment schedule based on the terms and applicable KIBOR rate when it changes for a variable rate loan. | A | 10 | A | 10 | |
| 50 | Check whether has the functionality to accrue interest based on the defined parameters. | A | 10 | A | 10 | |
| 51 | Check whether system has the ability to generate reminders and bills before due dates to inform the customer about the upcoming instalment/payment. | A | 10 | CD | 5 | |
| 52 | Check whether the system has the flexibility for defining multiple rate policies, tiers, floor and cap management. | A | 10 | A | 10 | |
| 53 | Test whether system has the Ageing mechanism and the calculations should be user-defined. | A | 10 | A | 10 | |
| 54 | Ensure that should be capable of generating reports related to over-due accounts and other reports as per the banking practice. | A | 10 | A | 10 | |
| 55 | Check whether system has the capability to classify the Non performing loans in accordance with the SBP prudential Regulations along with taking the income into suspense account where required and maintain the same as per status of the loan. | A | 10 | A | 10 | |
| 56 | Ensure that system should be able to calculate provision necessary based on collaterals available. | A | 10 | CD | 5 | |
| 57 | Check whether system is flexible to an extent that the user can define different modes of repayment like;<br>- Through Cheque;<br>- Through Cash;<br>- By Account; and<br>- By Post Dated Cheques. | A | 10 | A | 10 | |
| **Section A - Core Banking System - General Ledger** | | | | | | |
| 58 | Check whether system has user-defined chart of accounts. | A | 10 | A | 10 | |
| 59 | Check whether system has the functionality of opening and closing an accounting period. | A | 10 | A | 10 | |
| 60 | Test whether system has the capability to capture the following types of journal entries;<br>- Standard journal entries;<br>- Foreign and dual currency journal entries; and<br>- Interbranch journal entries. | A | 10 | A | 10 | |
| 61 | Test whether system has the capability of Bulk Payment processing and uploading e.g. payroll of employees. | A | 10 | A | 10 | |
| 62 | Test whether system has the capability of maintaining the functionality of suspense accounts and verify that general ledger automatically balances each out-of-balance journal entry against a suspense account. | A | 10 | CD | 5 | |
| 63 | Test that accounting entries related to mark-to-market revaluation and realized and unrealized profitability analysis are automatically generated. | NA | 0 | A | 10 | |
| 64 | Check whether system automatically transfer balance sheet account balances forward at the end of each financial year, and zero the P&L account balances. | A | 10 | A | 10 | |

MISYS Demo

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| S.No | RFP Specifications | Pre Demo Responses | Pre-Demo Score | Post Demo Responses | Post-Demo Score | Remarks |
|---|---|---|---|---|---|---|
| 78 | Check whether system has functionality of the following options under ATM/ Debit Card Management:<br>- Issuance of card;<br>- Maintenance of card;<br>- Reactivation of PIN code; and<br>- Allotment of new PIN code. | NA | 0 | NA | 0 | |
| **Section B - Additional Modules - Trade Finance** | | | | | | |
| 79 | Check whether system has the flexibility for defining parameters to capture present and future products. | A | 10 | A | 10 | |
| 80 | Test whether system provides the functionality for comprehensive fees and charges support, covering:<br>- Onetime charges or recurring charges;<br>- Fixed charges or rated charges;<br>- Interest charges or two-tier charges; and<br>- Bank-wide charges or client-specific charges. | A | 10 | A | 10 | |
| 81 | Check whether system has the functionality to maintain customer limits, loan limits, term limits, letter of credit limits and all other limits that follow in banking practice. | A | 10 | A | 10 | |
| 82 | Check whether system has the capability to settle the Transaction in multiple currencies, through multiple accounts such as Nostro, Vostro, internal or customer's accounts. | A | 10 | A | 10 | |
| 83 | Check whether system provide an online auto link with SWIFT, however it must generate required messages for auto transfer to SWIFT system without the hassle of retyping. The reports/vouchers/letters must also be auto produced with flexibility of changing the fields/words and formats. | A | 10 | A | 10 | |
| 84 | Test whether system has the capability for generating all types of outgoing correspondences in SWIFT, for different Trade Finance products under various business events... | A | 10 | A | 10 | |
| **Section B - Additional Modules - Treasury** | | | | | | |
| 85 | Check whether system have the following salient features for entire treasury activities i.e. from the entry to the settlement of Deal(s):<br>- Prompt and accurate recording;<br>- Deals Configuration;<br>- Limits Monitoring;<br>- Automation of Brokerage Calculation;<br>- Maintenance of Securities Inventory Ledger;<br>- Exposures and Funds position monitoring;<br>- Mark to Market and Revaluations;<br>- Creation of SWIFT Messages; and<br>- Event based Accounting Entries. | A | 10 | CD | 5 | |
| 86 | Test whether trades entered in the system immediately update all intra-day positions, providing dealers and back-office with real-time enquiry facilities. | A | 10 | CD | 5 | |
| 87 | Check whether system provides the flexibility for Bank for defining the different internal trading limits or counterparty facility limits that need to be tracked based on various business events. | A | 10 | CD | 5 | |

| S.No | RFP Specifications | Pre Demo Responses | Pre-Demo Score | Post Demo Responses | Post-Demo Score | Remarks |
|------|--------------------|--------------------|----------------|---------------------|-----------------|---------|
| 88 | Test that excesses over such limits should be 'captured' by exception reports and capable for defining exposure requirements etc for equity transactions. | A | 10 | CD | 5 | |
| 89 | Test that, trade details can be amended at any time during the day. All positions are adjusted accordingly. | A | 10 | CD | 5 | |
| 90 | Check that dealing slip is prepared for every transaction with all necessary details correctly included. | NA | 0 | NA | 0 | |
| 91 | Check whether system has the capability of verification of all trades entered, day end processes will be executed to update positions, compute realized and unrealized profit/loss, and update projected Nostro account balances and post accounting entries to the General Ledger. | A | 10 | CD | 5 | |
| 92 | Test whether system has the capability of segregating the securities in to Held to Maturity, Available for Sale and Available for Trading. | NA | 0 | NA | 0 | |
| 93 | Check whether system has the functionality of the following processes; <br> - Maintenance of  SBP CRR and SLR; <br> - Confirmed and unconfirmed exposure; <br> - Exposure movement between inter-branch and inter-bank Desk; <br> - Profit and loss for each Desk; <br> - Foreign Currency deposits; <br> - Complete tool set for inter-branch transactions; <br> - Primary dealer toolset for security bidding; <br> - Rates upload facility; and <br> - Money market short selling. | N/A | 0 | NA | 0 | |
| 94 | Check whether system has the capability to manage Nostro/Vostro accounts. | A | 10 | CD | 5 | |
| 95 | Check whether system has capability of managing and supporting the reconciliation of Nostro Accounts. | NA | 0 | NA | 0 | |
| **Section B - Additional Modules - Anti Money Laundering** | | | | | | |
| 96 | Test whether system has the functionality to maintain the records of transactions and identification data both domestic and international, forever. | A | 10 | A | 10 | |
| 97 | Test whether system has the ability to generate reports for suspicious transactions. | NA | 0 | NA | 0 | |
| 98 | Check whether system has the functionality to electronically report to SBP and Financial Management Unit (FMU) or other regulatory bodies, especially in case if cash transaction specified limits. | NA | 0 | CD | 5 | |
| 99 | Check whether system has capability of maintaining the database of negative list provided by OFAC/ SBP/ other regulatory bodies, agencies national and international and generate /alerts restrict operation accordingly. | A | 10 | A | 10 | |
| **Section C - Other Modules - Islamic Banking** | | | | | | |
| 100 | Check whether system provide complete Islamic product which caters to the requirements of Islamic banking via its customizable parameter setup. | CD | 5 | CD | 5 | |

| S.No | RFP Specifications | Pre Demo Responses | Pre-Demo Score | Post Demo Responses | Post-Demo Score | Remarks |
|---|---|---|---|---|---|---|
| 101 | Test whether system has the capability to calculate profit rates via profit pooling on Mudarabah and Islamic Term Deposits products. Moreover system should allow to define general as well as specific pools for profit calculation. | CD | 5 | CD | 5 | |
| **Section C - Other Modules - Human Resource Management System** | | | | | | |
| 102 | Test whether system has the ability to perform all payroll related activities including managing of employee joining/ confirmation/ increments, handle tax calculations and deductions, perform provident fund/ gratuity fund/ EOBI/ Bonus/ Reimbursement related processing and should facilitate automatic posting in relevant GL heads. | NA | 0 | NA | 0 | |
| 103 | Check whether system possess complete funds management capabilities including full support for Provident Fund/ Gratuity Fund and Employee old age benefit investments. | NA | 0 | NA | 0 | |
| 104 | Check whether system support all other areas of the human resource operations such as leave management, employee loans, performance appraisals, power of attorney, discipline actions management and handling and employee final settlements due at time of registration. | N/A | 0 | N/A | 0 | |
| **Section C - Other Modules - Asset Management** | | | | | | |
| 105 | Check whether system has the entire functionality of Asset Management. | NA | 0 | NA | 0 | |
| 106 | Test that system provides, complete asset detail including asset life, depreciation details should be available in the system. | NA | 0 | NA | 0 | |
| 107 | Check whether system has the ability to authorize all assets at the time of entry as well as at the time of making any amendments. | NA | 0 | NA | 0 | |
| 108 | Check whether system has the ability to process all assets depreciation and carry forward cost and depreciation to next year. | NA | 0 | NA | 0 | |
| 109 | Check whether system handle asset transfers between the different departments with complete audit trial and history. | NA | 0 | NA | 0 | |
| 110 | Check whether system provide facility track Own and lease Assets. Total no. of assets that bank own and total no. assets that bank has lease. | NA | 0 | NA | 0 | |
| 111 | Check whether system has the ability to dispose any assets with dispose type (sold or write off), Dispose date and dispose amount. | NA | 0 | NA | 0 | |
| 112 | Check whether system has the ability to provide day to day reporting like inventory list, location wise assets, leased assets and asset depreciation details. | NA | 0 | NA | 0 | |
| **Section C - Other Modules - Budgeting** | | | | | | |
| 113 | Check whether system has the functionality to provide tools to create, maintain and track budgets, including the ability to upload budget amounts from spreadsheet software and maintain all other activities in accordance with banking industry. | A | 10 | A | 10 | |
| 114 | Check whether system has the capability to enter and maintain budgets online. | NA | 0 | NA | 0 | |
| 115 | Test whether system allow the following year's budget(s) to be set up without overwriting current year budgets. | A | 10 | A | 10 | |

MISYS Demo

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| S.No | RFP Specifications | Pre Demo Responses | Pre-Demo Score | Post Demo Responses | Post-Demo Score | Remarks |
|------|-------------------|--------------------|----------------|---------------------|-----------------|---------|
| 116 | Check whether system has the ability to maintain original budget, revised budget and latest forecast for each account. | CD | 5 | CD | 5 | |
| 117 | Check whether system has the ability to automatically generate a budget from previous years actual or budget with a percentage increase or decrease. | A | 10 | A | 10 | |
| 118 | Check whether system has the ability to maintain current year, last year and next year budgets by period. | A | 10 | A | 10 | |

## PIBAS Pakistan Private Limited

Demonstration Date : 27 April 2011

### e-nhance Suite

#### Post Demonstration Evaluation Summary - Deviations

| | Pre Demo Total Scores | Post Demo Total Scores | Deviation %age | Deviation Factor |
|---|---|---|---|---|
| Overall Evaluation | 1130 | 1030 | 8.85% | 0.9115 |
| Section A Core Banking System | 750 | 660 | 12.00% | 0.8800 |
| Section B Additional Modules | 205 | 195 | 4.88% | 0.9512 |
| Section C Other Modules | 175 | 175 | 0.00% | 1.0000 |

Deviation factor and percentage is calculated over the shortlisted requirements.

A = Available
CD = Can Be Developed
NA = Not Available

| S.No | RFP Specifications | Pre Demo Responses | Pre-Demo Score | Post Demo Responses | Post-Demo Score | Remarks |
|---|---|---|---|---|---|---|
| **Section A -Core Banking System-Deposits** | | | | | | |
| 1 | Check whether the system has the capability to auto generate the account opening date and restrict the user from altering. | A | 10 | A | 10 | |
| 2 | Check whether system has the ability to allot unique account number and doesn't allow the customer to make any activity until it is marked as approved by the designated authority. | A | 10 | A | 10 | |
| 3 | Check whether system has the functionality of KYC (Know Your Customer) and alerts if any transaction breaches the threshold given in the KYC form. | A | 10 | A | 10 | |
| 4 | Test whether system has the functionality to have single or multiple approvals authority and auto change the status of the request when it is approved. | CD | 5 | CD | 5 | |
| 5 | Test whether system alert when CNIC expires or any special instructions during the transaction. | A | 10 | CD | 5 | |
| 6 | Check whether the system has the ability to capture Cash and Cheque transactions like deposit and withdrawal and also the ability to transfer funds from one account to another. | A | 10 | A | 10 | |
| 7 | Test whether system has the capability of marking lien on accounts and also restrict that no transaction will be allowed below the lien amount. | A | 10 | A | 10 | |
| 8 | Check whether system has the functionality of Pay order and Demand draft. | A | 10 | A | 10 | |
| 9 | Check whether system has the functionality of Standing Instructions. | A | 10 | A | 10 | |
| 10 | Check whether system has the functionality to accrue interest,deduct tax, and zakat on the basis of defined parameters. | A | 10 | A | 10 | |
| 11 | Check whether system has the ability to take the updated interest rate and calculate the interest expense on the basis of new rates. | A | 10 | A | 10 | |
| 12 | Test whether the system has the ability to transfer the amount of TDR to customer's current account upon maturity. | A | 10 | A | 10 | |

PIBAS Demo

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| S.No | RFP Specifications | Pre Demo Responses | Pre-Demo Score | Post Demo Responses | Post-Demo Score | Remarks |
|------|-------------------|--------------------|----------------|---------------------|-----------------|---------|
| 13 | Test whether system has the functionality to offer the various rollover options. | A | 10 | A | 10 | |
| 14 | Check whether, in case of Pre-Mature Encashment, the system will apply the rate that falls for the pre-mature period and any penalties as per banking policies. | A | 10 | A | 10 | |
| 15 | Check whether system has the capability of deducting withholding tax online and also the capability to change charges definition. | A | 10 | A | 10 | |
| 16 | Ensure that system should not allow the closing of account, if the account is also nominated for debiting locker rent/charges or for crediting profit of Term/Fixed Deposits of the same customer or any pending activity. | A | 10 | A | 10 | |
| 17 | Check whether system has the functionality of Built-in image capture and enquiry function that support signature or identification verification of any account from any branch. | A | 10 | A | 10 | |
| 18 | Check whether Branch Teller supports cross-currency and inter-branch transactions. | A | 10 | A | 10 | |
| 19 | Test whether system has the functionality to assign limits on the transaction level i.e. different limits for different types of transaction for a single person. | A | 10 | CD | 5 | |
| 20 | Test whether system has the functionality of inward and outward clearing as per banking practice in Pakistan and also capable of release outward clearing on given date. | A | 10 | A | 10 | |
| 21 | Check whether system has the capability of maintaining the functionality related to the Cheque Book. | A | 10 | A | 10 | |
| 22 | Check whether system has the ability to manage multi currency accounts (USD, GBP, etc). | A | 10 | A | 10 | |
| 23 | Test whether system has the ability to maintain financial information in the foreign currency and in Pakistani Rupees. | A | 10 | A | 10 | |
| 24 | Check whether system has the capability to produce transaction ledgers in multiple currencies with local currency and foreign currency shown side by side. | A | 10 | A | 10 | |
| 25 | Test whether system has the capability to Revalue the Foreign Accounts to automatically post profit / loss in relevant accounts. | A | 10 | A | 10 | |
| 26 | Check whether system has the capability to manage information related to the Operation of locker. | CD | 5 | CD | 5 | |
| 27 | Check whether system has the capability to remind where locker fee is overdue. | CD | 5 | CD | 5 | |
| 28 | Test whether system has the capability to freeze/ block accounts. | A | 10 | A | 10 | |
| 29 | Check whether system has capability to automatically treat the account as Dormant / Inoperative / Unclaimed if no transaction has taken place in a given period as prescribed by the bank's/regulatory policy. | A | 10 | A | 10 | |
| 30 | Test whether system has the functionality to block an account which has remained dormant for a period specified by the regulator to enable bank to transfer money to SBP. | A | 10 | A | 10 | |
| 31 | Check whether system has ability to adjust unclaimed account when the beneficiary / Next of Kin of customer approach to bank. | A | 10 | A | 10 | |

| S.No | RFP Specifications | Pre Demo Responses | Pre-Demo Score | Post Demo Responses | Post-Demo Score | Remarks |
|------|-------------------|--------------------|----------------|---------------------|-----------------|---------|
| 32 | Check whether system has the capability of generating bank statements. | A | 10 | A | 10 | |
| 33 | Test whether system have the capability of generating letter for account closure. | A | 10 | A | 10 | |
| **Section A - Core Banking System - Remittance** | | | | | | |
| 34 | Test whether system handles international and domestic remittances of funds in multicurrency and have facility to interface with SWIFT and use SWIFT standard messaging formats preferably online. | A | 10 | A | 10 | |
| **Section A - Core Banking System - Advances** | | | | | | |
| 35 | Test whether system has the complete functionality to maintain different types of loans. | A | 10 | A | 10 | |
| 36 | Test whether system has the capability of auto generating the unique application number. | A | 10 | A | 10 | |
| 37 | Test whether system is capable of storing critical information such as names of directors/partners and shareholding structure. | A | 10 | A | 10 | |
| 38 | Test whether system has the functionality to capture credit data and to provide online information of consumer and corporate borrowers. | A | 10 | A | 10 | |
| 39 | Test whether system has the functionality to approve, approved with condition, seek clarification or rejecting loan application and an option will be provided in the system to enter comments of the approval authority against a particular loan application. | A | 10 | CD | 5 | |
| 40 | Check whether system has the feature of Credit Scoring System (CSS) which uses the data of Credit Application to assist in deciding whether to extend credit to customers or not and evaluate various risk and test the functionality of Data Capturing System and Data Inquiry System. | A | 10 | A | 10 | |
| 41 | Check whether system has the following options:<br>- Assigning limits to customers;<br>- Checking for the existence of limits at the time of entering a credit transaction; and<br>- Limit Authorization. | A | 10 | A | 10 | |
| 42 | Check whether system has the capability to respond to SBP queries immediately and maintain eCIB data automatically from credit modules with minimal manual input. | A | 10 | A | 10 | |
| 43 | Test whether, in the system the Limits, which will be created, can vary with the value of collateral/security held by the bank. | A | 10 | CD | 5 | |
| 44 | Check whether system has the feature to auto calculate the Drawing Power (DP). | A | 10 | CD | 5 | |
| 45 | Test whether the system prompt when the Drawing Power exceeds the amount of the limit assigned. | A | 10 | CD | 5 | |
| 46 | Test whether the system updates the DP when a customer avails some portion of his assigned limits. | A | 10 | CD | 5 | |
| 47 | Test whether system has the complete functionality of Collateral/Security Module and will auto update the limit values as and when a change occurs in the value of the collateral/security. | A | 10 | CD | 5 | |
| 48 | Test whether system has the functionality to allow disbursement in the whole amount in single payment or in multiple payments. | A | 10 | A | 10 | |

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| S.No | RFP Specifications | Pre Demo Responses | Pre-Demo Score | Post-Demo Responses | Post-Demo Score | Remarks |
|---|---|---|---|---|---|---|
| 88 | Test that excesses over such limits should be 'captured' by exception reports and capable for defining exposure requirements etc for equity transactions. | A | 10 | A | 10 | |
| 89 | Test that, trade details can be amended at any time during the day. All positions are adjusted accordingly. | A | 10 | CD | 5 | |
| 90 | Check that dealing slip is prepared for every transaction with all necessary details correctly included. | A | 10 | A | 10 | |
| 91 | Check whether system has the capability of verification of all trades entered, day end processes will be executed to update positions, compute realized and unrealized profit/loss, and update projected Nostro account balances and post accounting entries to the General Ledger. | A | 10 | A | 10 | |
| 92 | Test whether system has the capability of segregating the securities in to Held to Maturity, Available for Sale and Available for Trading. | A | 10 | A | 10 | |
| 93 | Check whether system has the functionality of the following processes; <br> - Maintenance of SBP CRR and SLR; <br> - Confirmed and unconfirmed exposure; <br> - Exposure movement between inter-branch and inter-bank Desk; <br> - Profit and loss for each Desk; <br> - Foreign Currency deposits; <br> - Complete tool set for inter-branch transactions; <br> - Primary dealer toolset for security bidding; <br> - Rates upload facility; and <br> - Money market short selling. | A | 10 | CD | 5 | |
| 94 | Check whether system has the capability to manage Nostro/Vostro accounts. | A | 10 | A | 10 | |
| 95 | Check whether system has capability of managing and supporting the reconciliation of Nostro Accounts. | A | 10 | A | 10 | |
| **Section B - Additional Modules - Anti Money Laundering** | | | | | | |
| 96 | Test whether system has the functionality to maintain the records of transactions and identification data both domestic and international. forever. | A | 10 | A | 10 | |
| 97 | Test whether system has the ability to generate reports for suspicious transactions. | A | 10 | A | 10 | |
| 98 | Check whether system has the functionality to electronically report to SBP and Financial Management Unit (FMU) or other regulatory bodies, especially in case if cash transaction specified limits. | CD | 5 | CD | 5 | |
| 99 | Check whether system has capability of maintaining the database of negative list provided by OFAC/ SBP/ other regulatory bodies, agencies national and international and generate /alerts restrict operation accordingly. | A | 10 | A | 10 | |
| **Section C - Other Modules - Islamic Banking** | | | | | | |
| 100 | Check whether system provide complete Islamic product which caters to the requirements of Islamic banking via its customizable parameter setup. | A | 10 | A | 10 | |

PIBAS Demo

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| S.No | RFP Specifications | Pre Demo Responses | Pre-Demo Score | Post Demo Responses | Post-Demo Score | Remarks |
|---|---|---|---|---|---|---|
| 101 | Test whether system has the capability to calculate profit rates via profit pooling on Mudarabah and Islamic Term Deposits products. Moreover system should allow to define general as well as specific pools for profit calculation. | A | 10 | A | 10 | |
| **Section C - Other Modules - Human Resource Management System** | | | | | | |
| 102 | Test whether system has the ability to perform all payroll related activities including managing of employee joining/ confirmation/ increments, handle tax calculations and deductions, perform provident fund/ gratuity fund/ EOBI/ Bonus/ Reimbursement related processing and should facilitate automatic posting in relevant GL heads. | CD | 5 | CD | 5 | |
| 103 | Check whether system possess complete funds management capabilities including full support for Provident Fund/ Gratuity Fund and Employee old age benefit investments. | CD | 5 | CD | 5 | |
| 104 | Check whether system support all other areas of the human resource operations such as leave management, employee loans, performance appraisals, power of attorney, discipline actions management and handling and employee final settlements due at time of registration. | CD | 5 | CD | 5 | |
| **Section C - Other Modules - Asset Management** | | | | | | |
| 105 | Check whether system has the entire functionality of Asset Management. | A | 10 | A | 10 | |
| 106 | Test that system provides, complete asset detail including asset life, depreciation details should be available in the system. | A | 10 | A | 10 | |
| 107 | Check whether system has the ability to authorize all assets at the time of entry as well as at the time of making any amendments. | A | 10 | A | 10 | |
| 108 | Check whether system has the ability to process all assets depreciation and carry forward cost and depreciation to next year. | A | 10 | A | 10 | |
| 109 | Check whether system handle asset transfers between the different departments with complete audit trail and history. | A | 10 | A | 10 | |
| 110 | Check whether system provide facility track Own and lease Assets. Total no. of assets that bank own and total no. assets that bank has lease. | A | 10 | A | 10 | |
| 111 | Check whether system has the ability to dispose any assets with dispose type (sold or write off), Dispose date and dispose amount. | A | 10 | A | 10 | |
| 112 | Check whether system has the ability to provide day to day reporting like inventory list, location wise assets, leased assets and asset depreciation details. | A | 10 | A | 10 | |
| **Section C - Other Modules - Budgeting** | | | | | | |
| 113 | Check whether system has the functionality to provide tools to create, maintain and track budgets, including the ability to upload budget amounts from spreadsheet software and maintain all other activities in accordance with banking industry. | A | 10 | A | 10 | |
| 114 | Check whether system has the capability to enter and maintain budgets online. | A | 10 | A | 10 | |
| 115 | Test whether system allow the following year's budget(s) to be set up without overwriting current year budgets. | A | 10 | A | 10 | |

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| S.No | RFP Specifications | Pre Demo Responses | Pre-Demo Score | Post Demo Responses | Post-Demo Score | Remarks |
|------|---------------------|---------------------|-----------------|----------------------|------------------|---------|
| 116 | Check whether system has the ability to maintain original budget, revised budget and latest forecast for each account. | A | 10 | A | 10 | |
| 117 | Check whether system has the ability to automatically generate a budget from previous years actual or budget with a percentage increase or decrease. | A | 10 | A | 10 | |
| 118 | Check whether system has the ability to maintain current year, last year and next year budgets by period. | A | 10 | A | 10 | |

PIBAS Demo

| S.No | RFP Specifications | Pre Demo Responses | Pre-Demo Score | Post Demo Responses | Post-Demo Score | Remarks |
|---|---|---|---|---|---|---|
| 14 | Check whether, in case of Pre-Mature Encashment, the system will apply the rate that falls for the pre-mature period and any penalties as per banking policies. | A | 10 | A | 10 | |
| 15 | Check whether system has the capability of deducting withholding tax online and also the capability to change charges definition. | A | 10 | A | 10 | |
| 16 | Ensure that system should not allow the closing of account, if the account is also nominated for debiting locker rent/charges or for crediting profit of Term/Fixed Deposits of the same customer or any pending activity. | A | 10 | A | 10 | |
| 17 | Check whether system has the functionality of Built-in image capture and enquiry function that support signature or identification verification of any account from any branch. | A | 10 | A | 10 | |
| 18 | Check whether Branch Teller supports cross-currency and inter-branch transactions. | A | 10 | A | 10 | |
| 19 | Test whether system has the functionality to assign limits on the transaction level i.e. different limits for different types of transaction for a single person. | A | 10 | A | 10 | |
| 20 | Test whether system has the functionality of inward and outward clearing as per banking practice in Pakistan and also capable of release outward clearing on given date. | A | 10 | A | 10 | |
| 21 | Check whether system has the capability of maintaining the functionality related to the Cheque Book. | A | 10 | A | 10 | |
| 22 | Check whether system has the ability to manage multi currency accounts (USD, GBP, etc). | A | 10 | A | 10 | |
| 23 | Test whether system has the ability to maintain financial information in the foreign currency and in Pakistani Rupees. | A | 10 | A | 10 | |
| 24 | Check whether system has the capability to produce transaction ledgers in multiple currencies with local currency and foreign currency shown side by side. | A | 10 | A | 10 | |
| 25 | Test whether system has the capability to Revalue the Foreign Accounts to automatically post profit / loss in relevant accounts. | A | 10 | A | 10 | |
| 26 | Check whether system has the capability to manage information related to the Operation of locker. | A | 10 | A | 10 | |
| 27 | Check whether system has the capability to remind where locker fee is overdue. | A | 10 | CD | 5 | |
| 28 | Test whether system has the capability to freeze/ block accounts. | A | 10 | A | 10 | |
| 29 | Check whether system has capability to automatically treat the account as Dormant / Inoperative / Unclaimed if no transaction has taken place in a given period as prescribed by the bank's/regulatory policy. | A | 10 | A | 10 | |
| 30 | Test whether system has the functionality to block an account which has remained dormant for a period specified by the regulator to enable bank to transfer money to SBP. | A | 10 | A | 10 | |
| 31 | Check whether system has ability to adjust unclaimed account when the beneficiary / Next of Kin of customer approach to bank. | CD | 5 | CD | 5 | |
| 32 | Check whether system has the capability of generating bank statements. | A | 10 | A | 10 | |

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| S.No | RFP Specifications | Pre Demo Responses | Pre-Demo Score | Post Demo Responses | Post-Demo Score | Remarks |
|---|---|---|---|---|---|---|
| 79 | Check whether system has the flexibility for defining parameters to capture present and future products. | A | 10 | A | 10 | |
| 80 | Test whether system provides the functionality for comprehensive fees and charges support, covering:<br>- Onetime charges or recurring charges;<br>- Fixed charges or rated charges;<br>- Interest charges or two-tier charges; and<br>- Bank-wide charges or client-specific charges. | A | 10 | A | 10 | |
| 81 | Check whether system has the functionality to maintain customer limits, loan limits, term limits, letter of credit limits and all other limits that follow in banking practice. | A | 10 | A | 10 | |
| 82 | Check whether system has the capability to settle the Transaction in multiple currencies, through multiple accounts such as Nostro, Vostro, internal or customer's accounts. | A | 10 | A | 10 | |
| 83 | Check whether system provide an online auto link with SWIFT, however it must generate required messages for auto transfer to SWIFT system without the hassle of retyping. The reports/vouchers/letters must also be auto produced with flexibility of changing the fields/words and formats. | A | 10 | A | 10 | |
| 84 | Test whether system has the capability for generating all types of outgoing correspondences in SWIFT, for different Trade Finance products under various business events... | A | 10 | A | 10 | |
| **Section B - Additional Modules - Treasury** | | | | | | |
| 85 | Check whether system have the following salient features for entire treasury activities i.e. from the entry to the settlement of Deal(s):<br>- Prompt and accurate recording;<br>- Deals Configuration;<br>- Limits Monitoring;<br>- Automation of Brokerage Calculation;<br>- Maintenance of Securities Inventory Ledger;<br>- Exposures and Funds position monitoring;<br>- Mark to Market and Revaluations;<br>- Creation of SWIFT Messages; and<br>- Event based Accounting Entries. | A | 10 | CD | 5 | |
| 86 | Test whether trades entered in the system immediately update all intra-day positions, providing dealers and back-office with real-time enquiry facilities. | A | 10 | A | 10 | |
| 87 | Check whether system provides the flexibility for Bank for defining the different internal trading limits or counterparty facility limits that need to be tracked based on various business events. | A | 10 | A | 10 | |
| 88 | Test that excesses over such limits should be 'captured' by exception reports and capable for defining exposure requirements etc for equity transactions. | A | 10 | A | 10 | |
| 89 | Test that, trade details can be amended at any time during the day. All positions are adjusted accordingly. | A | 10 | CD | 5 | |
| 90 | Check that dealing slip is prepared for every transaction with all necessary details correctly included. | A | 10 | A | 10 | |

| S.No | RFP Specifications | Pre Demo Responses | Pre-Demo Score | Post Demo Responses | Post-Demo Score | Remarks |
|---|---|---|---|---|---|---|
| 91 | Check whether system has the capability of verification of all trades entered, day end processes will be executed to update positions, compute realized and unrealized profit/loss, and update projected Nostro account balances and post accounting entries to the General Ledger. | A | 10 | CD | 5 | |
| 92 | Test whether system has the capability of segregating the securities in to Held to Maturity, Available for Sale and Available for Trading. | A | 10 | A | 10 | |
| 93 | Check whether system has the functionality of the following processes; - Maintenance of SBP CRR and SLR; - Confirmed and unconfirmed exposure; - Exposure movement between inter-branch and inter-bank Desk; - Profit and loss for each Desk; - Foreign Currency deposits; - Complete tool set for inter-branch transactions; - Primary dealer toolset for security bidding; - Rates upload facility; and - Money market short selling. | CD | 5 | CD | 5 | |
| 94 | Check whether system has the capability to manage Nostro/Vostro accounts. | A | 10 | A | 10 | |
| 95 | Check whether system has capability of managing and supporting the reconciliation of Nostro Accounts. | CD | 5 | CD | 5 | |
| **Section B - Additional Modules - Anti Money Laundering** | | | | | | |
| 96 | Test whether system has the functionality to maintain the records of transactions and identification data both domestic and international, forever. | A | 10 | A | 10 | |
| 97 | Test whether system has the ability to generate reports for suspicious transactions. | A | 10 | CD | 5 | |
| 98 | Check whether system has the functionality to electronically report to SBP and Financial Management Unit (FMU) or other regulatory bodies, especially in case if cash transaction specified limits. | CD | 5 | CD | 5 | |
| 99 | Check whether system has capability of maintaining the database of negative list provided by OFAC/ SBP/ other regulatory bodies, agencies national and international and generate /alerts restrict operation accordingly. | A | 10 | CD | 5 | |
| **Section C - Other Modules - Islamic Banking** | | | | | | |
| 100 | Check whether system provide complete Islamic product which caters to the requirements of Islamic banking via its customizable parameter setup. | A | 10 | A | 10 | |
| 101 | Test whether system has the capability to calculate profit rates via profit pooling on Mudarabah and Islamic Term Deposits products. Moreover system should allow to define general as well as specific pools for profit calculation. | CD | 5 | CD | 5 | |
| **Section C - Other Modules - Human Resource Management System** | | | | | | |

| S.No | RFP Specifications | Pre Demo Responses | Pre-Demo Score | Post Demo Responses | Post-Demo Score | Remarks |
|---|---|---|---|---|---|---|
| 102 | Test whether system has the ability to perform all payroll related activities including managing of employee joining/ confirmation/ increments, handle tax calculations and deductions, perform provident fund/ gratuity fund/ EOBI/ Bonus/ Reimbursement related processing and should facilitate automatic posting in relevant GL heads. | A | 10 | A | 10 | |
| 103 | Check whether system possess complete funds management capabilities including full support for Provident Fund/ Gratuity Fund and Employee old age benefit investments. | CD | 5 | CD | 5 | |
| 104 | Check whether system support all other areas of the human resource operations such as leave management, employee loans, performance appraisals, power of attorney, discipline actions management and handling and employee final settlements due at time of registration. | A | 10 | A | 10 | |
| **Section C - Other Modules - Asset Management** | | | | | | |
| 105 | Check whether system has the entire functionality of Asset Management. | A | 10 | A | 10 | |
| 106 | Test that system provides, complete asset detail including asset life, depreciation details should be available in the system. | A | 10 | A | 10 | |
| 107 | Check whether system has the ability to authorize all assets at the time of entry as well as at the time of making any amendments. | A | 10 | A | 10 | |
| 108 | Check whether system has the ability to process all assets depreciation and carry forward cost and depreciation to next year. | A | 10 | A | 10 | |
| 109 | Check whether system handle asset transfers between the different departments with complete audit trial and history. | A | 10 | A | 10 | |
| 110 | Check whether system provide facility track Own and lease Assets. Total no. of assets that bank own and total no. assets that bank has lease. | A | 10 | A | 10 | |
| 111 | Check whether system has the ability to dispose any assets with dispose type (sold or write off), Dispose date and dispose amount. | A | 10 | A | 10 | |
| 112 | Check whether system has the ability to provide day to day reporting like inventory list, location wise assets, leased assets and asset depreciation details. | A | 10 | A | 10 | |
| **Section C - Other Modules - Budgeting** | | | | | | |
| 113 | Check whether system has the functionality to provide tools to create, maintain and track budgets, including the ability to upload budget amounts from spreadsheet software and maintain all other activities in accordance with banking industry. | CD | 5 | CD | 5 | |
| 114 | Check whether system has the capability to enter and maintain budgets online. | CD | 5 | CD | 5 | |
| 115 | Test whether system allow the following year's budget(s) to be set up without overwriting current year budgets. | CD | 5 | CD | 5 | |
| 116 | Check whether system has the ability to maintain original budget, revised budget and latest forecast for each account. | CD | 5 | CD | 5 | |
| 117 | Check whether system has the ability to automatically generate a budget from previous years actual or budget with a percentage increase or decrease. | CD | 5 | CD | 5 | |
| 118 | Check whether system has the ability to maintain current year, last year and next year budgets by period. | CD | 5 | CD | 5 | |

KPMG
KPMG Taseer Hadi & Co.

**Colvir Software Solutions / THK Solutions**

Demonstration Date : 2 May 2011

Colvir

## Post Demonstration Evaluation Summary - Deviations

| | Pre Demo Total Scores | Post Demo Total Scores | Deviation %age | Deviation Factor |
|---|---|---|---|---|
| Overall Evaluation | 1165 | 845 | 27.47% | 0.7253 |
| Section A Core Banking System | 775 | 560 | 27.74% | 0.7226 |
| Section B Additional Modules | 210 | 105 | 50.00% | 0.5000 |
| Section C Other Modules | 180 | 180 | 0.00% | 1.0000 |

Deviation factor and percentage is calculated over the shortlisted requirements.

A = Available
CD = Can Be Developed
NA = Not Available

| S.No | RFP Specifications | Pre Demo Responses | Pre-Demo Score | Post Demo Responses | Post-Demo Score | Remarks |
|---|---|---|---|---|---|---|
| Section A - Core Banking System-Deposits | | | | | | |
| 1 | Check whether the system has the capability to auto generate the account opening date and restrict the user from altering. | A | 10 | A | 10 | |
| 2 | Check whether system has the ability to allot unique account number and doesn't allow the customer to make any activity until it is marked as approved by the designated authority. | A | 10 | CD | 5 | |
| 3 | Check whether system has the functionality of KYC (Know Your Customer) and alerts if any transaction breaches the threshold given in the KYC form. | A | 10 | A | 10 | |
| 4 | Test whether system has the functionality to have single or multiple approvals authority and auto change the status of the request when it is approved. | A | 10 | A | 10 | |
| 5 | Test whether system alert when CNIC expires or any special instructions during the transaction. | A | 10 | A | 10 | |
| 6 | Check whether the system has the ability to capture Cash and Cheque transactions like deposit and withdrawal and also the ability to transfer funds from one account to another. | A | 10 | NA | 0 | |
| 7 | Test whether system has the capability of marking lien on accounts and also restrict that no transaction will be allowed below the lien amount. | A | 10 | A | 10 | |
| 8 | Check whether system has the functionality of Pay order and Demand draft. | A | 10 | A | 10 | |
| 9 | Check whether system has the functionality of Standing Instructions. | A | 10 | A | 10 | |
| 10 | Check whether system has the functionality to accrue interest,deduct tax, and zakat on the basis of defined parameters. | A | 10 | A | 10 | |
| 11 | Check whether system has the ability to take the updated interest rate and calculate the interest expense on the basis of new rates. | A | 10 | A | 10 | |
| 12 | Test whether system has the ability to transfer the amount of TDR to customer's current account upon maturity. | A | 10 | A | 10 | |

| S.No | RFP Specifications | Pre Demo Responses | Pre-Demo Score | Post Demo Responses | Post-Demo Score | Remarks |
|---|---|---|---|---|---|---|
| 32 | Check whether system has the capability of generating bank statements. | A | 10 | A | 10 | |
| 33 | Test whether system have the capability of generating letter for account closure. | A | 10 | A | 10 | |
| **Section A - Core Banking System - Remittance** | | | | | | |
| 34 | Test whether system handles international and domestic remittances of funds in multicurrency and have facility to interface with SWIFT and use SWIFT standard messaging formats preferably online. | A | 10 | A | 10 | |
| **Section A - Core Banking System - Advances** | | | | | | |
| 35 | Test whether system has the complete functionality to maintain different types of loans. | A | 10 | C | 0 | |
| 36 | Test whether system has the capability of auto generating the unique application number. | A | 10 | A | 10 | |
| 37 | Test whether system is capable of storing critical information such as names of directors/partners and shareholding structure. | A | 10 | A | 10 | |
| 38 | Test whether system has the functionality to capture credit data and to provide online information of consumer and corporate borrowers. | A | 10 | NA | 0 | |
| 39 | Test whether system has the functionality to approve, approved with condition, seek clarification or rejecting loan application and an option will be provided in the system to enter comments of the approval authority against a particular loan application. | A | 10 | NA | 0 | |
| 40 | Check whether system has the feature of Credit Scoring System (CSS) which uses the data of Credit Application to assist in deciding whether to extend credit to customers or not and evaluate various risk and test the functionality of Data Capturing System and Data Inquiry System. | A | 10 | NA | 0 | |
| 41 | Check whether system has the following options:<br>- Assigning limits to customers;<br>- Checking for the existence of limits at the time of entering a credit transaction; and<br>- Limit Authorization. | A | 10 | A | 10 | |
| 42 | Check whether system has the capability to respond to SBP queries immediately and maintain eCIB data automatically from credit modules with minimal manual input. | A | 10 | CD | 5 | |
| 43 | Test whether, in the system the Limits, which will be created, can vary with the value of collateral/security held by the bank. | A | 10 | NA | 0 | |
| 44 | Check whether system has the feature to auto calculate the Drawing Power (DP). | A | 10 | NA | 0 | |
| 45 | Test whether the system prompt when the Drawing Power exceeds the amount of the limit assigned. | A | 10 | NA | 0 | |
| 46 | Test whether the system updates the DP when a customer avails some portion of his assigned limits. | A | 10 | NA | 0 | |
| 47 | Test whether system has the complete functionality of Collateral/Security Module and will auto update the limit values as and when a change occurs in the value of the collateral/security. | A | 10 | NA | 0 | |
| 48 | Test whether system has the functionality to allow disbursement in the whole amount in single payment or in multiple payments. | A | 10 | A | 10 | |

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| S.No | RFP Specifications | Pre Demo Responses | Pre-Demo Score | Post Demo Responses | Post-Demo Score | Remarks |
|---|---|---|---|---|---|---|
| 49 | Check whether system has the capability to reprice and generate a repayment schedule based on the terms and applicable KIBOR rate when it changes for a variable rate loan. | A | 10 | A | 10 | |
| 50 | Check whether has the functionality to accrue interest based on the defined parameters. | A | 10 | A | 10 | |
| 51 | Check whether system has the ability to generate reminders and bills before due dates to inform the customer about the upcoming instalment/payment. | A | 10 | A | 10 | |
| 52 | Check whether the system has the flexibility for defining multiple rate policies, tiers, floor and cap management. | A | 10 | A | 10 | |
| 53 | Test whether system has the Ageing mechanism and the calculations should be user-defined. | A | 10 | CD | 5 | |
| 54 | Ensure that should be capable of generating reports related to over-due accounts and other reports as per the banking practice. | A | 10 | A | 10 | |
| 55 | Check whether system has the capability to classify the Non performing loans in accordance with the SBP prudential Regulations along with taking the income into suspense account where required and maintain the same as per status of the loan. | A | 10 | CD | 5 | |
| 56 | Ensure that system should be able to calculate provision necessary based on collaterals available. | A | 10 | CD | 5 | |
| 57 | Check whether system is flexible to an extent that the user can define different modes of repayment like;<br>- Through Cheque;<br>- Through Cash;<br>- By Account; and<br>- By Post Dated Cheques. | A | 10 | A | 10 | |
| **Section A - Core Banking System – General Ledger** | | | | | | |
| 58 | Check whether system has user-defined chart of accounts. | A | 10 | A | 10 | |
| 59 | Check whether system has the functionality of opening and closing an accounting period. | A | 10 | A | 10 | |
| 60 | Test whether system has the capability to capture the following types of journal entries:<br>- Standard journal entries;<br>- Foreign and dual currency journal entries; and<br>- Interbranch journal entries. | A | 10 | A | 10 | |
| 61 | Test whether system has the capability of Bulk Payment processing and uploading e.g. payroll of employees. | A | 10 | CD | 5 | |
| 62 | Test whether system has the capability of maintaining the functionality of suspense accounts and verify that general ledger automatically balances each out-of-balance journal entry against a suspense account. | A | 10 | CD | 5 | |
| 63 | Test that accounting entries related to mark-to-market revaluation and realized and unrealized profitability analysis are automatically generated. | A | 10 | A | 10 | |
| 64 | Check whether system automatically transfer balance sheet account balances forward at the end of each financial year, and zero the P&L account balances. | A | 10 | A | 10 | |

| S.No | RFP Specifications | Pre Demo Responses | Pre-Demo Score | Post Demo Responses | Post-Demo Score | Remarks |
|---|---|---|---|---|---|---|
| 65 | Test that General ledger provide a variety of reporting capabilities, including financial statement generator (income statement and balance sheet), and standard reports and listings (trial balance, journals, general ledgers, account analysis reports, chart of account listing) and more. | A | 10 | A | 10 | |

**Section A - Core Banking System - Risk Management**

| S.No | RFP Specifications | Pre Demo Responses | Pre-Demo Score | Post Demo Responses | Post-Demo Score | Remarks |
|---|---|---|---|---|---|---|
| 66 | Check whether system has the ability to manage and report on liquidity risk. | A | 10 | CD | 5 | |
| 67 | Check whether system has the ability to generate the Future Cash Flows for Contingency Funding Plans. | A | 10 | CD | 5 | |
| 68 | Check whether system has the ability to generate reports of the bank's liquidity risk for any defined period. | A | 10 | CD | 5 | |
| 69 | Check whether system has the ability to monitor the interest rate risk which arises from banks lending, funding and investment activities, | CD | 5 | CD | 5 | |
| 70 | Check whether system has the ability to generate exception report when there is non compliance of banking/regulatory policies. | A | 10 | CD | 5 | |
| 71 | Check whether system has the functionality to define parameters for risk tolerance and the residual risk. | A | 10 | CD | 5 | |
| 72 | Check whether system has the capability of defining rating models for different types of customers. | A | 10 | CD | 5 | |
| 73 | Check whether system provide in-depth quantitative and qualitative analysis to carry our obligor risk rating | A | 10 | CD | 5 | |
| 74 | Check whether system has the capability of automatic calculation of financial ratios and there analysis for a single or group of borrowers | A | 10 | CD | 5 | |
| 75 | Check whether system has the functionality to facilitate in carry out operational risks | A | 10 | CD | 5 | |

**Section A - Core Banking System - Management Information System**

| S.No | RFP Specifications | Pre Demo Responses | Pre-Demo Score | Post Demo Responses | Post-Demo Score | Remarks |
|---|---|---|---|---|---|---|
| 76 | System has the functionality to generate all management and operational reports regarding core banking modules and surround systems.<br>- Banks Position.<br>- Banks Trends.<br>- Banks Volumes.<br>- Banks Profitability, branch wise and segment wise.<br>- SBP Compliance reports.<br>- Reports related to all system modules.<br>- Cost of deposits.<br>- Cost of funds.<br>- Customer level or Segment level reports. | A | 10 | CD | 5 | |

**Section A - Core Banking System - ADC**

| S.No | RFP Specifications | Pre Demo Responses | Pre-Demo Score | Post Demo Responses | Post-Demo Score | Remarks |
|---|---|---|---|---|---|---|
| 77 | Check whether system has the following features for ADC:<br>- An easy to use web based interface;<br>- User friendly menus; and<br>- Scalable to handle multiple delivery channels including ATM, POS, Internet Banking etc. | A | 10 | A | 10 | |

THK Solutions Demo

| S.No | RFP Specifications | Pre Demo Responses | Pre-Demo Score | Post Demo Responses | Post-Demo Score | Remarks |
|------|-------------------|--------------------|----------------|--------------------|----------------|---------|
| 116 | Check whether system has the ability to maintain original budget, revised budget and latest forecast for each account. | A | 10 | A | 10 | |
| 117 | Check whether system has the ability to automatically generate a budget from previous years actual or budget with a percentage increase or decrease. | A | 10 | A | 10 | |
| 118 | Check whether system has the ability to maintain current year, last year and next year budgets by period. | A | 10 | A | 10 | |

THK Solutions Demo

| S. No | Tender Document Requirements | PIBAS e-nhance Suite | | | |
|-------|------------------------------|--------------------------------|--------------------------------|--------------------------------|--------|
| | | Availability (Available/ Not Available) | Proposal Page # no. | Remarks | Scores |
| 1 | How much time frame offered by the Supplier for expected implementation?(Go-Live with 1 Pilot Branch) and submit more than one proof/ reference from your previous installation.<br><br>- Within 8 weeks<br>- Within 8 to 16 weeks<br>- More than 16 weeks | Available | Page 21, and Appendix O, Page # 68 | 47 days (Implementation) i.e. 8 Weeks<br><br>18 Days (Training) i.e. 3 Weeks<br><br>Overall Timeline Provided in the Proposal is considered as Within 8 Weeks | 2 |
| 2 | The representation of the Supplier in Pakistan, preferably in Sindh.<br><br>- Present in Sindh and any other Province<br>- Present in Sindh only<br>- Not Present in Sindh but present in any other province<br>- Not present in Pakistan | Available | Appendix G, Page # 49 | Head Office present in Sindh. However, there is no representation in any other Provinces. Further, other offices in UAE and Canada | 2 |
| 3 | How is the supplier's ability to Execute? (How many successful implementation in Pakistan).<br><br>- More than 10 implementations<br>- Within 5 to 10 implementations<br>- Less than 5 implementations | Available | Appendix F, Page # 47 | Considering the successful implemntations of Core Banking System, PIBAS has 1 implementation in Pakistan, i.e. SME Bank | 1 |
| 4 | How is the vendor's Service and Support?<br><br>- Resolution in 1 day<br>- Resolution in a week<br>- Resolution in a month<br>- More than a month | Available | Appendix M,Page # 23 | Sever Issues : within 4 hours Critical Issue: Same Day or early next day Normal: ASAP General: ASAP | 3 |
| 5 | Vendor's business in Pakistan or established in Pakistan?<br><br>- Vendor's business in Pakistan or established in Pakistan since 10 years<br>- Vendor's business in Pakistan or established in Pakistan since 5 years<br>- Vendor's business in Pakistan or established in Pakistan less than 5 years | Available | Appendix B, Page # 26 | PIBAS Inc. was established in 1996 in Pakistan as an affiliate of Pioneer Computers Company LLC, Sharjah UAE. (15 Years till now) | 2 |
| 6 | How much is the vendor's financial turnover?<br><br>- More than 50 million<br>- Less than 50 million but more than 20 million<br>- Less than 20 million | Available | Appendix O, Page # 70 | More than, 29 Million as per the Financial Statement provided in the Proposal | 1 |
| 7 | How much is the experience of the project team for core banking application system?<br><br>- More than 5 years<br>- Less than 5 years but more than 2 years<br>- Less than 2 years | Available | Appendix B, Page # 29 | Overall Experience of Core Team is considered as more than 5 year as provided in the Proposal | 2 |
| | Total Score | | | | 13 |
| | Weighted Score | | | | 7.65 |

Vendor Risk Domain

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| S. No | Tender Document Requirements | Availability (Available / Not Available) | Proposal Page # ref. | Remarks | Scores |
|---|---|---|---|---|---|
| | | | | Autosoft Auto Banker II | |
| 1 | How much time frame offered by the Supplier for expected implementation?(Go-Live with 1 Pilot Branch) and submit more than one proof/ reference from your previous installation.<br><br>- Within 8 weeks<br>- Within 8 to 16 weeks<br>- More than 16 weeks | Available | Page # 27, 28 | Inappropraite information provided in the Proposal | 0 |
| 2 | The representation of the Supplier in Pakistan, preferably in Sindh.<br><br>- Present in Sindh and any other Province<br>- Present in Sindh only<br>- Not Present in Sindh but present in any other province<br>- Not present in Pakistan | Available | Page # 32 | Head Office at Lahore. Support Centre: Karachi. Sales Office: Islamabad | 3 |
| 3 | How is the supplier's ability to Execute? (How many successful implementation in Pakistan).<br><br>- More than 10 implementations<br>- Within 5 to 10 implementations<br>- Less than 5 implementations | | Page # 14 | Considering the successful implemntations of Core Bankng System. AB II has 3 successful implemetations in Pakistan. i.e. Faysal Bank; Summit Bank; Netwrok Microfinance Bank; | 1 |
| 4 | How is the vendor's Service and Support?<br><br>- Resolution in 1 day<br>- Resolution in a week<br>- Resolution in a month<br>- More than a month | | Page # 32 | Fatal: within a Day Critical: within 3 working days Minor within 5 working days Query: within 3 working days Enhancement: within 5 working days | 3 |
| 5 | Vendor's business in Pakistan or established in Pakistan?<br><br>- Vendor's business in Pakistan or established in Pakistan since 10 years<br>- Vendor's business in Pakistan or established in Pakistan since 5 years<br>- Vendor's business in Pakistan or established in Pakistan less than 5 years | Available | Page # 76 | Established in Pakistan in June 2000. (10 Years) | 2 |
| 6 | How much is the vendor's financial turnover?<br><br>- More than 50 million<br>- Less than 50 million but more than 20 million<br>- Less than 20 million | Available | Page # 87 | More Than 81 Million. Further breakedup<br><br>Local : approx 62 Million Export: approx 19 Million | 2 |
| 7 | How much is the experience of the project team for core banking application system?<br><br>- More than 5 years<br>- Less than 5 years but more than 2 years<br>- Less than 2 years | Available | Page # 18 | Overall Experience of Core Team is considered as more more than 5 years as provided in the Proposal. | 2 |
| | **Total Score** | | | | 13 |
| | **Weighted Score** | | | | 7.65 |

Vendor Risk
Domain

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| S. No | Tender Document Requirements | Availability (Available/Not Available) | Proposal Page # ref | Remarks | Scores |
|---|---|---|---|---|---|
| | | | | Sidat Hyder Bank Essential | |
| 1 | How much time frame offered by the Supplier for expected implementation?(Go-Live with 1 Pilot Branch) and submit more than one proof/ reference from your previous installation.<br><br>- Within 8 weeks<br>- Within 8 to 16 weeks<br>- More than 16 weeks | Available | Page # 8 | Implementation Time 8 weeks till UAT and after UAT Sign off Pilot Branch will be commenced. Parallel Run will take 2 months. | 2 |
| 2 | The representation of the Supplier in Pakistan, preferably in Sindh.<br><br>- Present in Sindh and any other Province<br>- Present in Sindh only<br>- Not Present in Sindh but present in any other province<br>- Not present in Pakistan | Available | Page # 11 | Head Office at Karachi. Branch Offices in Lahore, Islamabad and Dubai. | 3 |
| 3 | How is the supplier's ability to Execute? (How many successful implementation in Pakistan).<br><br>- More than 10 implementations<br>- Within 5 to 10 implementations<br>- Less than 5 implementations | Available | Page # 18 and 19 | Considering the successful implemntations of Core Bankng System. Bank Essential has 2 successful implementations and 1 is started. i.e.<br><br>Soneri Bank<br>Pak Oman Microfinance Bank<br>Khushhali Bank - Started. | 1 |
| 4 | How is the vendor's Service and Support?<br><br>- Resolution in 1 day<br>- Resolution in a week<br>- Resolution in a month<br>- More than a month | Available | Page # 11 | Resolution of high priority in 1-2 days, Resolution of medium priority in 3-4 days, Resolution of low priority in 5-6 days | 2 |
| 5 | Vendor's business in Pakistan or established in Pakistan?<br><br>- Vendor's business in Pakistan or established in Pakistan since 10 years<br>- Vendor's business in Pakistan or established in Pakistan since 5 years<br>- Vendor's business in Pakistan or established in Pakistan less than 5 years | Available | Page # 11 | Sidat Hyder Morshed Associates was established in 1986. i.e. 25 Years | 2 |
| 6 | How much is the vendor's financial turnover?<br><br>- More than 50 million<br>- Less than 50 million but more than 20 million<br>- Less than 20 million | Available | Page # 11 | 368 Million aprox as per the Financial Statement provided in the Propsoal | 2 |
| 7 | How much is the experience of the project team for core banking application system?<br><br>- More than 5 years<br>- Less than 5 years but more than 2 years<br>- Less than 2 years | Available | Page # 47 | Overall Experiense of Core Team is considered as more more than 5 years as provided in the Proposal | 2 |
| | Total Score | | | | 14 |
| | Weighted Score | | | | 8.24 |

Vendor Risk Domain

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| S. No | Tender Document Requirements | Techlogix FLEXCUBE | | | |
|---|---|---|---|---|---|
| | | Availability (Available / Not Available) | Proposal Page if ref. | Remarks | Scores |
| 1 | How much time frame offered by the Supplier for expected implementation?(Go-Live with 1 Pilot Branch) and submit more than one proof/ reference from your previous installation.<br><br>- Within 8 weeks<br>- Within 8 to 16 weeks<br>- More than 16 weeks | Available | No Page No on Proposal | Implementation Timeline Provided is of more than 6 months. | - 0 |
| 2 | The representation of the Supplier in Pakistan, preferably in Sindh.<br><br>- Present in Sindh and any other Province<br>- Present in Sindh only<br>- Not Present in Sindh but present in any other province<br>- Not present in Pakistan | Available | No Page No on Proposal | Head Office: Lahore Branch Offices in Karachi and Islamabad | 3 |
| 3 | How is the supplier's ability to Execute? (How many successful implementation in Pakistan).<br><br>- More than 10 implementations<br>- Within 5 to 10 implementations<br>- Less than 5 implementations | Available | No Page No on Proposal | Considering the successful implementations of Core Banking System. Flexcube has only 1 successful implementation i.e.<br><br>Askari Bank Limited. | 1 |
| 4 | How is the vendor's Service and Support?<br><br>- Resolution in 1 day<br>- Resolution in a week<br>- Resolution in a month<br>- More than a month | Available | No Page No on Proposal | Emergency: 3 to 7 hours High: 12 to 16 Hours Low: within 24 Hours Query: within 24 Hours Enhancement Request: 24 Hours | 2 |
| 5 | Vendor's business in Pakistan or established in Pakistan?<br><br>- Vendor's business in Pakistan or established in Pakistan since 10 years<br>- Vendor's business in Pakistan or established in Pakistan since 5 years<br>- Vendor's business in Pakistan or established in Pakistan less than 5 years | Available | No Page No on Proposal | Established in June 2002, i.e. 9 years. | 1 |
| 6 | How much is the vendor's financial turnover?<br><br>- More than 50 million<br>- Less than 50 million but more than 20 million<br>- Less than 20 million | Available | No Page No on Proposal | Financial Statement for the year 2010 is not provided in the Proposal.<br><br>However, Financial Statement of 2009 is present and turnover was 602 million approx | 0 |
| 7 | How much is the experience of the project team for core banking application system?<br><br>- More than 5 years<br>- Less than 5 years but more than 2 years<br>- Less than 2 years | Available | No Page No on Proposal | Overall Experience of Core Team is considered as within 2 to 5 year due to incomplete information regarding the team exeprience | 1 |
| | Total Score | | | | 8 |
| | Weighted Score | | | | 4.71 |

Vendor Risk Domain

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| S. No | Tender Document Requirements | Availability (Available / Not Available) | Proposal Page # ref | Remarks | Scores |
|---|---|---|---|---|---|
| | | **MISYS BankFusion** | | | |
| 1 | How much time frame offered by the Supplier for expected implementation?(Go-Live with 1 Pilot Branch) and submit more than one proof/ reference from your previous installation.<br><br>- Within 8 weeks<br>- Within 8 to 16 weeks<br>- More than 16 weeks | Not Available | N/A | No Project Plan is present in the Proposal and there is no claim of any other time frame, instead it is written "Project Plan will be drafted and finalizes at Project commencement......" | 0 |
| 2 | The representation of the Supplier in Pakistan, preferably in Sindh.<br><br>- Present in Sindh and any other Province<br>- Present in Sindh only<br>- Not Present in Sindh but present in any other province<br>- Not present in Pakistan | Available | Page 12 Synergy Computers Company Profile | Head office: Karachi Branch Offices present in Lahore, Peshawar, Islamabad, Faislabad and Multan) | 3 |
| 3 | How is the supplier's ability to Execute? (How many successful implementation in Pakistan).<br><br>- More than 10 implementations<br>- Within 5 to 10 implementations<br>- Less than 5 implementations | Available | Page # 66 | Considering the successful implemntations of Core Banking System. MISYS Bank Fusion - "Universal Banking" has no successful implementation. However, Bank Fusion "Equation" is deployed at:<br><br>Habib Bank Limited;<br>KASB Bank Limited;<br>Bank AL-Baraka; | 1 |
| 4 | How is the vendor's Service and Support?<br><br>- Resolution in 1 day<br>- Resolution in a week<br>- Resolution in a month<br>- More than a month | Not Available | N/A | No appropriate information provided in the proposal. | 0 |
| 5 | Vendor's business in Pakistan or established in Pakistan?<br><br>- Vendor's business in Pakistan or established in Pakistan since 10 years<br>- Vendor's business in Pakistan or established in Pakistan since 5 years<br>- Vendor's business in Pakistan or established in Pakistan less than 5 years | Available | Page # 66 Page # 2 Synergy Computers Company Profile | Synergy Computers establised in 2000 i.e. 11 Years.<br><br>Misys establised in 1979, i.e. 32 Years | 2 |
| 6 | How much is the vendor's financial turnover?<br><br>- More than 50 million<br>- Less than 50 million but more than 20 million<br>- Less than 20 million | Available | Page # 83 | MISYS turnover is GBP 161.7 Million. | 2 |
| 7 | How much is the experience of the project team for core banking application system?<br><br>- More than 5 years<br>- Less than 5 years but more than 2 years<br>- Less than 2 years | | Technical proposal, Page# 123 | Overall Experiense of Core Team is considered as more more than 5 years as provided in the Proposal | 2 |
| | **Total Score** | | | | 10 |
| | **Weighted Score** | | | | 5.88 |

| S. No | Tender Document Requirements | Availability (Available / Not Available) | Proposal Page # ref. | Remarks | Scores |
|---|---|---|---|---|---|
| 1 | How current is the technical design, infrastructure, and architecture fit of tool set?<br><br>- Latest release live implemented within 2 years or less<br>- Latest release live implemented within 5 years or less<br>- Latest release live implemented more than 5 years or not reviewed at all. | Available | Appendix F, Page 47, 48 | PIBAS Plus Core Banking System was last implemented in 2005 at Habib Oversease Bank Limited (South Africa). Since then there is no new relaease launched or implemented anywhere. There is a new release of Treasury System that is implemented at SME Bank in 2011.<br><br>Therefore it is considered that latest release was live implemented more than 5 Years, for Core Banking System. | 0 |
| 2 | How mature are the vendor's software applications in relation to the scope of the core banking?<br><br>- Goes beyond the bank's needs/ all standard banking needs<br>- All standard banking needs fulfilled<br>- Fulfils 70% of the banking needs<br>- Fulfils less than 70% of the banking needs | Available | Appendix I | As per the proposal PIBAS system has the following modules available that covers more than 70% of core banking system functionalities:<br><br>Deposits;<br>Loans and Microfinance Module;<br>Remittences;<br>Clearing;<br>GL Handling;<br>Transfer Transactions;<br>Reconciliation System;<br>Risk Management System;<br>KYC;<br>AML;<br>Trade Finance;<br>Treasury System;<br>Document Managemetn System;<br>SBP Reporting System. etc. | 2 |
| 3 | How Current is the Application Design in terms of Programming Language.<br><br>- Latest Programming Language Used that have further scalability; (1)<br>- Obselete Programming Language Used. (0) | Available | Appendix A, Page # 23 | As per the Proposal , Programming Languages used to develop the proposes applications are:<br>C#, VB .NET, ASP.NET, VB6, VC6.<br>in which PIBAS Plus - Core Banking System is developed on VB6.<br><br>VB 6 have limitation with respect to scalability. However the other languages used are highly scalable languages. | 1 |
| 4 | Is the Application, Database independent?<br><br>- Yes (1)<br>- No (0) | Available | Appendix K, Page # 61 | As per the Proposal, PIBAS is a database independent application. However there is one dependency i.e. if Non-Microsoft servers will be used than the database can only be Oracle 11G. | 1 |
| 5 | Is the Application, Hardware independent?<br><br>- Yes (1)<br>- No (0) | Available | Appendix A, Page 24 | As per the Proposal, PIBAS is Hardware independent, Dell / HP Server Machines can be used. | 1 |
| 6 | What is the Application Architecture?<br><br>- Centralized - N Tier (3)<br>- Centralized - 3 Tier (2)<br>- Centralized - 2 Tier (1) | Available | Page # 12 | As per the Proposal, PIBAS is working on three tier Arcitecture: Application Layer, Middle Tier and Database Layer. | 2 |
| 7 | How flexible is the parameterization of the application based on work flow/ process flows<br><br>- Work Flow / Process Flow available (1)<br>- Work Flow / Process Flow not available (0) | Not Available | N/A | There is no such Work Flow / Process Flow functionality available in the application for flexible parameterization / customization. | 0 |
| | **Total Scores** | | | | 7 |
| | **Weighted Scores** | | | | 5.83 |

Technology Domain

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| | | | | Autosoft Auto Banker II | |
|---|---|---|---|---|---|
| S. No | Tender Document Requirements | Availability (Available / Not Available) | Proposal Page # ref. | Comments | Scores |
| 1 | How current is the technical design, infrastructure, and architecture fit of tool set?<br><br>- Latest release live implemented within 2 years or less<br>- Latest release live implemented within 5 years or less<br>- Latest release live implemented more than 5 years or not reviewed at all. | Available | Page # 80 | AUTOBANKER II System was last implemented in 2002 at Ntwork Microfinance Bank Limited, since then Autosoft is providing support for AUTOBANKER II.<br><br>Latest Release information is not available in the proposal therefore it is considered that latest release was live implemented more than 5 Years, for Core Banking System. | 0 |
| 2 | How mature are the vendor's software applications in relation to the scope of the core banking?<br><br>- Goes beyond the bank's needs/ all standard banking needs<br>- All standard banking needs fulfilled<br>- Fulfils 70% of the banking needs<br>- Fulfils less than 70% of the banking needs | Available | Page # 8 | As per the Proposal AUTOBANKER II has the following modules available that covers more than 70% of core banking system functionalities:<br><br>Global Banking System;<br>Corporate Credit Management;<br>Consumer Leasing and Lending;<br>Credit Risk Rating and Scoring;<br>MIS Including SBP Reporting;<br>Treasury Automation;<br>Trade Services;<br>Swift Messaging System;<br>KYC;<br>AML; etc. | 2 |
| 3 | How Current is the Application Design in terms of Programming Language.<br><br>- Latest Programming Language Used that have further scalability; (1)<br>- Obselete Programming Language Used. (0) | Available | Page # 76 | As per the Proposal , Progrsmming Language used to develop AUTOBANKER II is "Sybase Power Builder"<br><br>Sybase is an Open Source Technology with high scalability. | 1 |
| 4 | Is the Application, Database independent?<br><br>- Yes (1)<br>- No (0) | Available | Page # 21 | As per the Propsoal, AUTOBANKER II is database independent application | 1 |
| 5 | Is the Application, Hardware independent?<br><br>- Yes (1)<br>- No (0) | Available | Page # 22 | As per the Proposal, AUTOBANKER II , recoomends to have Intel © Xeon Class Blade Servers. However, it is Hardware independent applciation | 1 |
| 6 | What is the Application Architecture?<br><br>- Centralized - N Tier (3)<br>- Centralized - 3 Tier (2)<br>- Centralized - 2 Tier (1) | Available | Page # 21 | As per the Proposal, AUTOBANKER II supports N-Tier Architecture. | 3 |
| 7 | How flexible is the parameterization of the application based on work flow/ process flows<br><br>- Work Flow / Process Flow available (1)<br>- Work Flow / Process Flow not available (0) | Not Available | N/A | There is no such Work Flow / Process Flow functionality available in the application for flexible parameterization / customization. | 0 |
| | **Total Scores** | | | | 8 |
| | **Weighted Scores** | | | | 6.67 |

Technology Domain

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| S. No | Tender Document Requirements | Availability (Available / Not Available) | Proposal Page # ref. | THK Solutions - Colvir — Remarks | Scores |
|---|---|---|---|---|---|
| 1 | How current is the technical design, infrastructure, and architecture fit of tool set?<br><br>- Latest release live implemented within 2 years or less<br>- Latest release live implemented within 5 years or less<br>- Latest release live implemented more than 5 years or not reviewed at all. | Available | Page # 29 | Colvir System has the latest release version 3.2 was last implmented in December 2010 at Tsesnabank (Kazakhstan).<br><br>Therefore it is considered as live implementation latest release within 2 years. | 2 |
| 2 | How mature are the vendor's software applications in relation to the scope of the core banking?<br><br>- Goes beyond the bank's needs/ all standard banking needs<br>- All standard banking needs fulfilled<br>- Fulfils 70% of the banking needs<br>- Fulfils less than 70% of the banking needs | Available | Page # 2 | As per the Proposal Colvir System has the following modules available. However, there is an essential functionality of Cheque is under development and will be available after 6 months of time, therfore the system is considered to be fulfilling 70% of the Bank's requirements as per the availability of the following modules:<br><br>General Ledger;<br>Loans;<br>Term Deposits;<br>Demand Deposits;<br>Colleteral Accounting;<br>Fund Transfer and Teller Services;<br>LC;<br>Guarentees;<br>Standing Orders;<br>Credit Risk (Basel II Compliant)<br>Treasury;<br>Retail Business; etc | 1 |
| 3 | How Current is the Application Design in terms of Programming Language.<br><br>- Latest Programming Language Used that have further scalability; (1)<br>- Obselete Programming Language Used. (0) | Available | Page # 23 | As per the Proposal Programming Languages used to develop the proposed applciation are:<br><br>Java EE 6 (Open Platform);<br>J5EE;<br>Oracle PL/SQL;<br>Python CPL.<br><br>These Languages the most recent and scalable languages. | 1 |
| 4 | Is the Application, Database independent?<br><br>- Yes (1)<br>- No (0) | Available | Page # 24 | As per the Proposal, Colvir System can run on any platform that is supported by ORACLE RDBMS. Therefore, is it considered to be Database Dependent applciation | 0 |
| 5 | Is the Application, Hardware independent?<br><br>- Yes (1)<br>- No (0) | Available | Page # 24 | AS per the Proposal, Colvir System can run on any platform that is supported by ORACLE RDBMS. Therefore, is it considered to be Hardware indeependent applciation is case of Oracle. | 1 |
| 6 | What is the Application Architecture?<br><br>- Centralized - N Tier (3)<br>- Centralized - 3 Tier (2)<br>- Centralized - 2 Tier (1) | Available | Page # 5 in CBS Overview | As per the Proposal, Colvir System supports three tier architecture. | 2 |
| 7 | How flexible is the parameterization of the application based on work flow/ process flows<br><br>- Work Flow / Process Flow available (1)<br>- Work Flow / Process Flow not available (0) | Available | N/A | There is a proper Work Flow / Process Flow mechanism for flexible parameterization / customization. | 1 |
| | **Total Scores** | | | | 8 |
| | **Weighted Scores** | | | | 6.67 |

| S. No | Tender Document Requirements | Availability (Available / Not Available) | Techlogix FLEXCUBE | | Scores |
|---|---|---|---|---|---|
| | | | Proposal Page # ref. | Remarks | |
| 1 | How current is the technical design, infrastructure, and architecture fit of tool set?<br><br>- Latest release live implemented within 2 years or less<br>- Latest release live implemented within 5 years or less<br>- Latest release live implemented more than 5 years or not reviewed at all. | Available | No Page No on Proposal | FlexCube Application's latest release is version 11 that is proposed however, the last implmentation of version 10 was in 2010 at Askari Bank Limited.<br><br>Therefore it is considered that the last latest release was live implemented within 2 years. | 2 |
| 2 | How mature are the vendor's software applications in relation to the scope of the core banking?<br><br>- Goes beyond the bank's needs/ all standard banking needs<br>- All standard banking needs fulfilled<br>- Fulfils 70% of the banking needs<br>- Fulfils less than 70% of the banking needs | Available | No Page No on Proposal | As per the Proposal, FlexCube system has the following modules available that covers more than 70% of core banking functionalities.<br><br>GL;<br>MIS;<br>Limits Management;<br>Lending;<br>Trade Finance;<br>Fixed Deposits;<br>Treasury (Back Office)/ Investment;<br>Payment and Cash Management;<br>Clearing;<br>Remittence;<br>KYC;<br>Colleteral Management; etc | 2 |
| 3 | How Current is the Application Design in terms of Programming Language.<br><br>- Latest Programming Language Used that have further scalability;   (1)<br>- Obsolete Programming Language Used.   (0) | Available | No Page No on Proposal | As per the Proposal, Programming Language used to develop the proposed system is JAVA and PL/SQL.<br><br>That is considered as higly scalable language. | 1 |
| 4 | Is the Application, Database independent?<br><br>- Yes   (1)<br>- No   (0) | Available | No Page No on Proposal | As per the Proposal, FlexCube only recomned Oralce to be the database. Thereofter, It is considered as database dependent | 0 |
| 5 | Is the Application, Hardware independent?<br><br>- Yes   (1)<br>- No   (0) | Available | No Page No on Proposal | As per the Proposal Flexcube is Hardware independent appliciation. | 1 |
| 6 | What is the Application Architecture?<br><br>- Centralized - N Tier   (3)<br>- Centralized - 3 Tier   (2)<br>- Centralized - 2 Tier   (1) | Available | No Page No on Proposal | As per the Proposal, FlexCube supports N-Tier Architecture | 3 |
| 7 | How flexible is the parameterization of the application based on work flow/ process flows<br><br>- Work Flow / Process Flow available   (1)<br>- Work Flow / Process Flow not available   (0) | Not Available | N/A | There is no such Work Flow / Process Flow functionality available in the application for flexible parameterization / customization. | 0 |
| | **Total Scores** | | | | 9 |
| | **Weighted Scores** | | | | 7.50 |

| S. No | Tender Document Requirements | Availability (Available / Not Available) | MISYS BankFusion | | |
|---|---|---|---|---|---|
| | | | Proposal Page # ref. | Remarks | Scores |
| 1 | How current is the technical design, infrastructure, and architecture fit of tool set?<br><br>- Latest release live implemented within 2 years or less<br>- Latest release live implemented within 5 years or less<br>- Latest release live implemented more than 5 years or not reviewed at all. | Available | Page # 72 | Bank Fusion - Universal Banking's latest release is version 1.5 and was last implemented in september 2010 at ACTINVER (Mexico).<br><br>Therefore it is considered that the last latest release was live implemented within 2 years | 2 |
| 2 | How mature are the vendor's software applications in relation to the scope of the core banking?<br><br>- Goes beyond the bank's needs/ all standard banking needs<br>- All standard banking needs fulfilled<br>- Fulfils 70% of the banking needs<br>- Fulfils less than 70% of the banking needs | Available | Page # 2 of Product Profile | As per the Proposal, MISYS Universal Banking has the following modules available that covers more than 70% of core banking functionalities: However, Misys does not proposed some of the required modules by the bank.<br><br>Deposits;<br>Lending;<br>Limits;<br>Treasury;<br>Trade Finance;<br>Teller;<br>Deliquency;<br>KYC;<br>AML;<br>Swift Message Support;<br>Standing Orders, etc. | 1 |
| 3 | How Current is the Application Design in terms of Programming Language.<br><br>- Latest Programming Language Used that have further scalability;  (1)<br>- Obselete Programming Language Used.  (0) | Available | Page # 66 | As per the Proposal, Programming Languages used to develop the proposed system are, JAVA and C++<br><br>That is considered as highly scalable Language | 1 |
| 4 | Is the Application, Database independent?<br><br>- Yes  (1)<br>- No  (0) | Available | Page # 60 | As per the Proposal, MISYS Universal Banking is Database independent application. | 1 |
| 5 | Is the Application, Hardware independent?<br><br>- Yes  (1)<br>- No  (0) | Available | Page # 67 | As per the Proposal, MISYS Universal Banking is Hardware independent applciation. | 1 |
| 6 | What is the Application Architecture?<br><br>- Centralized - N Tier  (3)<br>- Centralized - 3 Tier  (2)<br>- Centralized - 2 Tier  (1) | Available | Page # 58 | As per the Proposal, MISYS Universal Banking , support N-Tier Architecture | 3 |
| 7 | How flexible is the parameterization of the application based on work flow/ process flows<br><br>- Work Flow / Process Flow available  (1)<br>- Work Flow / Process Flow not available  (0) | Available | N/A | There is a proper Work Flow / Process Flow mechanism for flexible parameterization / customization. | 1 |
| | **Total Scores** | | | | 10 |
| | **Weighted Scores** | | | | 8.33 |

Technology Domain

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| S. No | Tender Document Requirements | Availability (Available / Not Available) | Proposed / Page # | Remarks | Scores |
|-------|------------------------------|------------------------------------------|-------------------|---------|--------|
| | | | | **PIBAS**<br>e-finance Suite | |
| 1 | What are the future product development directions? How much does the vendor spend in Research & Development?<br><br>- Strategy exist for the proper allocation of budget in Research and Development and budget<br>- Although strategy not exist but money spend on need basis<br>- Strategy not exist | Not Available | N/A | No information provided. | 0 |
| 2 | Does the vendor perceive its core competency as software development/ implementation?<br><br>- Core Business is banking software development/ implementation<br>- Software development/ implementation is not the core banking | Available | | Yes the vendor perceive its core competency as development / implementation | 1 |
| 3 | Is the vendor a market leader and is their vision statement aligned with client's goals?<br><br>- More than 30 % of market share<br>- Less than 30% but more than 10 % of market share<br>- Less than 10% of market share | Not Available | N/A | As per the International Banking Survey conducted by Inntron Company Limited, PIBAS Pakistan is Not Ranked under top 50.<br>Ref Site:<br>http://www.inntron.com/<br><br>Further, as far as Market Share is concerned, out of aprox more than 25 Banks in Pakistan, PIBAS Pakistan has sucessful implementations of its banking products in 3 Banks, therefore it is considered as less than 10% of market share | 0 |
| | **Total Score** | | | | 1 |
| | **Weighted Score** | | | | 1.00 |

| S. No | Tender Document Requirements | Autosoft Auto Banker II | | | |
|---|---|---|---|---|---|
| | | Availability (Available / Not Available) | Proposal Page # ref. | Remarks | Scores |
| 1 | What are the future product development directions? How much does the vendor spend in Research & Development?<br><br>- Strategy exist for the proper allocation of budget in Research and Development and budget<br>- Although strategy not exist but money spend on need basis<br>- Strategy not exist | Not Available | N/A | No information provided | 0 |
| 2 | Does the vendor perceive its core competency as software development/ implementation?<br><br>- Core Business is banking software development/ implementation<br>- Software development/ implementation is not the core banking | Available | Page # 13 | Yes the vendor perceive its core competency as development / implementation | 1 |
| 3 | Is the vendor a market leader and is their vision statement aligned with client's goals?<br><br>- More than 30 % of market share<br>- Less than 30% but more than 10 % of market share<br>- Less than 10% of market share | Not Available | N/A | As per the International Banking Survey conducted by Inntron Company Limited. AutoBanker is Not Ranked under top 50.<br>Ref Site:<br>http://www.inntron.com/<br><br>Further, as far as Market Share is concerned, out of aprox more than 25 Banks in Pakistan, Autosoft Dynamics has sucessfull implementations of its banking products in 6 Banks, therefore it is considered between 10% to 30% of market share. | 1 |
| | **Total Score** | | | | 2 |
| | **Weighted Score** | | | | 2.00 |

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| S. No | Tender Document Requirements | Availability (Available / Not Available) | Proposal Page (ref) | Remarks | Scores |
|---|---|---|---|---|---|
| | | | | **THK Solutions Colvir** | |
| 1 | What are the future product development directions? How much does the vendor spend in Research & Development?<br><br>- Strategy exist for the proper allocation of budget in Research and Development and budget<br>- Although strategy not exist but money spend on need basis<br>- Strategy not exist | Available | Page # 19, 20 | Strategy and Budget is available for Research and Development.<br><br>Budget for Reasearch & Development of Colvir System is provided as aprox USD 6 million in past 3 years. | 2 |
| 2 | Does the vendor perceive its core competency as software development/ implementation?<br><br>- Core Business is banking software development/ implementation<br>- Software development/ implementation is not the core banking | Available | Page # 20 | Colvir: Yes the vendor perceive its core competency as development / implementation.<br><br>Further same as THK Solution and EDP Services. | 1 |
| 3 | Is the vendor a market leader and is their vision statement aligned with client's goals?<br><br>- More than 30 % of market share<br>- Less than 30% but more than 10 % of market share<br>- Less than 10% of market share | Not Available | N/A | As per the International Banking Survey conducted by Inntron Company Limited. Colvir System is Not Ranked under top 50.<br>Ref Site:<br>http://www.inntron.com/<br><br>Further, as far as Market Share in concerened Colvir System has no implementation in Pakistan and THK Solutions pricipaly engaged in developing and implementing connectivity products and solutions. | 0 |
| | **Total Score** | | | | 3 |
| | **Weighted Score** | | | | 3.00 |

| S. No | Tender Document Requirements | BILOGIC hPLUS | | | |
|---|---|---|---|---|---|
| | | Availability (Available / Not Available) | Proposal Page # ref | Remarks | Scores |
| 1 | What are the future product development directions? How much does the vendor spend in Research & Development?<br><br>- Strategy exist for the proper allocation of budget in Research and Development and budget<br>- Although strategy not exist but money spend on need basis<br>- Strategy not exist | Available | Page # 7 | Proper Research and Development Department available in the company. However, there is no budget mentioned that they spend in R&D of their products. | 1 |
| 2 | Does the vendor perceive its core competency as software development/ implementation?<br><br>- Core Business is banking software development/ implementation<br>- Software development/ implementation is not the core banking | Available | Page # 8 | Yes the vendor perceive its core competency as development / implementation | 1 |
| 3 | Is the vendor a market leader and is their vision statement aligned with client's goals?<br><br>- More than 30 % of market share<br>- Less than 30% but more than 10 % of market share<br>- Less than 10% of market share | Available | Page # 8 | As per the International Banking Survey conducted by Inntron Company Limited. hPlus is Not Ranked under top 50.<br>Ref Site:<br>http://www.inntron.com/<br><br>Further, as far as Market Share is concerned, out of aprox more than 25 Banks in Pakistan, hPlus has sucessfull implementations of its banking products in 3 Banks, therefore it is considered as less than 10% of market share. | 0 |
| | Total Score | | | | 2 |
| | Weighted Score | | | | 2.00 |

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| S. No | Tender Document Requirements | Availability (Available/ Not Available/ Available) | Proposal Page & rd. | Techlogix FLEXCUBE Remarks | Scores |
|-------|------------------------------|------|------|------|--------|
| 1 | What are the future product development directions? How much does the vendor spend in Research & Development?<br><br>- Strategy exist for the proper allocation of budget in Research and Development and budget<br>- Although strategy not exist but money spend on need basis<br>- Strategy not exist | Available | No Page No on Proposal | Strategy and Budget is available for Research and Development.<br><br>Budget for Reasearch & Development of FlexCube is provided as aprox USD 4 billion annually. | 2 |
| 2 | Does the vendor perceive its core competency as software development/ implementation?<br><br>- Core Business is banking software development/ implementation<br>- Software development/ implementation is not the core banking | Available | No Page No on Proposal | Flexcube: Yes the vendor perceive its core competency as development / implementation.<br>Further, Techlogix also perceives its core competency as development / implementation. | 1 |
| 3 | Is the vendor a market leader and is their vision statement aligned with client's goals?<br><br>- More than 30 % of market share<br>- Less than 30% but more than 10 % of market share<br>- Less than 10% of market share | 1 | No Page No on Proposal | As per the International Banking Survey conducted by Inntron Company Limited. Flexcube is Ranked at 1st Position.<br>Ref Site:<br>http://www.inntron.com/<br><br>However, as far as Market Share is concerned, out of aprox more than 25 Banks in Pakistan, FlexCube has sucessful implementations of its banking products in only 1 Bank, along with Techlogix therefore it is considered less than 10% of market share. | 1 |
| | **Total Score** | | | | 4 |
| | **Weighted Score** | | | | 4.00 |

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| S. No | Tender Document Requirements | MISYS BankFusion | | | |
| | | Availability (Available / Not Available) | Proposal Page # ref. | Remarks | Scores |
|---|---|---|---|---|---|
| 1 | What are the future product development directions? How much does the vendor spend in Research & Development?<br><br>- Strategy exist for the proper allocation of budget in Research and Development and budget<br>- Although strategy not exist but money spend on need basis<br>- Strategy not exist | Not Available | N/A | Strategy and Budget is available for Research and Development.<br><br>However, Budget for R&D is not provided in the Proposal. | 1 |
| 2 | Does the vendor perceive its core competency as software development/ implementation?<br><br>- Core Business is banking software development/ implementation<br>- Software development/ implementation is not the core banking | Available | Page # 2of Synergy Computers Company Profile | MISYS: Yes the vendor perceive its core competency as development / implementation.<br>Further, Synergy Computers also perceives its core competency as development / implementation. | 1 |
| 3 | Is the vendor a market leader and is their vision statement aligned with client's goals?<br><br>- More than 30 % of market share<br>- Less than 30% but more than 10 % of market share<br>- Less than 10% of market share | Available | Page # 9 | As per the International Banking Survey conducted by Inntron Company Limited. Flexcube is Ranked at 6 Position.<br>Ref Site:<br>http://www.inntron.com/<br><br>However, as far as Market Share is concerned, out of aprox more than 25 Banks in Pakistan, MISYS has sucessful implementations of its banking products in 3 Banks. However, it is the market leader world wide with top 50 banks in more than 120 countries, and overall implmentation will be carried out by MISYS, therefore it is considered more than 30% of market share. | 2 |
| | **Total Score** | | | | 4 |
| | **Weighted Score** | | | | 4.00 |

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| S. No | Tender Document Requirements | Availability (Available /Not Available) | Proposal/Page # nr. | Autosoft Auto Banker II | | Scores |
|---|---|---|---|---|---|---|
| | | | | Remarks | | |
| 1 | Does the vendor have a 24 hours effective product support helpdesk/hotline?<br><br>- 24/7 effective Helpdesk/hotline support exists<br>- Helpdesk/hotline does not exist | Available | Page # 18 | Yes 24 hours effective Product Service Desk available as per the information provided in the Proposal. | | 1 |
| 2 | How much time the vendor takes for the resolution of queries?<br><br>- Critical Level Issues: Within twelve (12) hours<br>- Critical Level Issues: More than twelve (12) hours | Available | Page # 32 | Fatal: within a Day | | 1 |
| 3 | Does the vendor discloses information about new product offerings, maintenance releases, and new module functionality promptly?<br><br>- Mechanism available for communication of new product offerings, maintenance releases, and new module functionality promptly<br>- Mechanism not available for communication of new product offerings, maintenance releases, and new module functionality promptly | Available | Page # 78 | There is a mechanism available for disclosing the new product offering, maintenance releases and new module functionality. However, it will be charged accordingly.<br><br>New releases are on twice a year basis. However, last release was implemented in 2002. | | 0 |
| 4 | What kinds of training resources are made available to clients and partners?<br><br>- Separate training staff/ division exist in the company<br>- Separate training staff/ division does not exist | Available | Page # 78 | Separate training staff/division exist in the company.<br>ASD proposes "Train the Trainer" mechanism whereby ASD trains a team of key personnel at the bank only. | | 1 |
| 5 | What type of training materials does the vendor provide for client?<br><br>- Manuals and User Guide available<br>- Manuals and User Guide not available | Available | Page # 78 | Manual will be available to SBL without any cost. Further, training material will also be provided to the trainees. | | 1 |
| | **Total Score** | | | | | 4 |
| | **Weighted Score** | | | | | 4.00 |

KPMG

| S. No | Tender Document Requirements | Availability (Available / Not Available) | Proposal Page # ref. | Remarks | Scores |
|---|---|---|---|---|---|
| | | | | **Sidat Hyder**<br>**Bank Essential** | |
| 1 | Does the vendor have a 24 hours effective product support helpdesk/hotline?<br><br>- 24/7 effective Helpdesk/hotline support exists<br>- Helpdesk/hotline does not exist | Available | Technical Proposal, Page # 13; Technical Proposal, Annexure 8.6 Page # 49 | Support Services are bifurcated into 3 categories i.e. "Baisc", "Advance" and "Premium". In which maximum support time is 9:00 AM to 5:30 PM or SBL's Local time excluding SHMA Holidays. | 0 |
| 2 | How much time the vendor takes for the resolution of queries?<br><br>- Critical Level Issues: Within twelve (12) hours<br>- Critical Level Issues: More than twelve (12) hours | Available | Technical Proposal, Page # 13 | High priority= 1-2 days | 0 |
| 3 | Does the vendor discloses information about new product offerings, maintenance releases, and new module functionality promptly?<br><br>- Mechanism available for communication of new product offerings, maintenance releases, and new module functionality promptly<br>- Mechanism not available for communication of new product offerings, maintenance releases, and new module functionality promptly | Available | Technical Proposal, Page # 13, 14 | There is a mechanism available for disclosing the new product offering, maintenance releases and new module functionality and it will be charged accordingly.<br><br>Major and Minor releases will be on quarterly basis however there is no time binding on the maintenance releases. Further, last version 3 was implemented in 2007 | 1 |
| 4 | What kinds of training resources are made available to clients and partners?<br><br>- Separate training staff/ division exist in the company<br>- Separate training staff/ division does not exist | Available | Technical Proposal, Page # 14 | There is no Separate Training division exist. However, technical and functional staff will conduct the training. | 0 |
| 5 | What type of training materials does the vendor provide for client?<br><br>- Manuals and User Guide available<br>- Manuals and User Guide not available | Available | Technical Proposal, Page # 14 | User Manuals and Training material will be provided to SBL | 1 |
| | **Total Score** | | | | 2 |
| | **Weighted Score** | | | | 2.00 |

Intangibles
Domain

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| S. No | Tender Document Requirements | Availability (Available / Not Available) | Proposal Page # ref. | MISYS BankFusion Remarks | Scores |
|---|---|---|---|---|---|
| 1 | Does the vendor have a 24 hours effective product support helpdesk/hotline? <br><br>- 24/7 effective Helpdesk/hotline support exists<br>- Helpdesk/hotline does not exist | Available | Page # 12 | Yes 24 hours effective Product Service Desk available as per the information provided in the Proposal. | 1 |
| 2 | How much time the vendor takes for the resolution of queries? <br><br>- Critical Level Issues: Within twelve (12) hours<br>- Critical Level Issues: More than twelve (12) hours | Not Available | N/A | No appropriate information provided in the prosposal | 0 |
| 3 | Does the vendor discloses information about new product offerings, maintenance releases, and new module functionality promptly? <br><br>- Mechanism available for communication of new product offerings, maintenance releases, and new module functionality promptly<br>- Mechanism not available for communication of new product offerings, maintenance releases, and new module functionality promptly | Available | Page # 69 | There is a mechanism available for disclosing the new product offering, maintenance releases and new module functionality. However, it will be charged accordingly.<br><br>Major releases occur every 2 to 3 years, sub releases are more frequent. However, release will be made available as and when MISYS deem necessary.<br><br>Further, last version was implemented in 2010. | 1 |
| 4 | What kinds of training resources are made available to clients and partners? <br><br>- Separate training staff/ division exist in the company<br>- Separate training staff/ division does not exist | Available | Page # 39, 69 | Separate training staff/ division exist. There are 3 approaches which can be used to the delivery of End-user training.<br>Train the Trainer;<br>Consultant Led Training; and<br>Webbased Training. | 1 |
| 5 | What type of training materials does the vendor provide for client? <br><br>- Manuals and User Guide available<br>- Manuals and User Guide not available | Available | Page # 70 | User Manuals and Training material will be provided to SBL. | 1 |
| | Total Score | | | | 4 |
| | Weighted Score | | | | 4.00 |

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Vendor Selection Assistance - Core Banking System
Other Committee Judgmental Factors Scores

\* On the Scale of 1 to 10 based upon the Average Score provided by Heads of Departments.

| S.No | Committee Judgmental Factor | PIBAS e-nhance Suite | Autosoft Auto Bankor II | THK Solutions CoMr | BILOGIC hPLUS | Siaat Hyder Bank Essential | Techlogix FLEXCUBE | MiSYS BankFusion |
|---|---|---|---|---|---|---|---|---|
| | | Score | Score | Score | Score | Score | Score | Score |
| 1 | How mature is the vendor's software application in relation to the scope of the core banking functionalities and additional modules required by the bank? | 5.83 | 7.17 | 5.17 | 4.67 | 6.17 | 5.00 | 6.67 |
| 2 | How much user friendly is the software application's interface (easy to use screens, functions and processes) | 6.67 | 7.33 | 4.67 | 4.83 | 6.50 | 5.33 | 6.67 |
| 3 | Was the vendor fully prepared for the Demonstration of the Scripts provided to them in advance? | 5.83 | 8.00 | 5.17 | 4.17 | 6.67 | 4.33 | 7.50 |
| 4 | Knowledge of Demonstration Team with respect to Core Banking and ability to appropriately answer the questions raised by the Business Heads, (also consider the body language and communication skills) | 6.50 | 7.83 | 5.50 | 4.33 | 6.67 | 4.67 | 6.83 |
| | Total Average Scores | 24.83 | 30.33 | 20.50 | 18.00 | 26.00 | 19.33 | 27.67 |
| | Weighted Average Scores | 3.10 | 3.79 | 2.56 | 2.25 | 3.25 | 2.42 | 3.46 |
| | Ranks | 4 | 1 | 5 | 7 | 3 | 6 | 2 |

Committee Factors

Sindh Bank Limited

# Financial Proposal Evaluation
## Upfront Cost Analysis for the First Year

### Overall Cost Analysis

| S. No | Financial Proposal Evaluation Factors | Autosoft Dynamics AUTOBANKER II | PIBAS Pakistan e-nhance Suite | Synergy Computers Misys – Universal Banking | Sidat Hyder Morshed Associate Bank Essential |
|---|---|---|---|---|---|
| 1 | Software Product License Cost | | | | |
| 1.1 | Core Banking | 30,075,000 | 36,000,000 | 145,421,291 | 56,250,000 |
| 1.2 | Additional Modules | 20,100,000 | 22,500,000 | 122,828,552 | 31,320,000 |
| 1.3 | Other Modules | 5,950,000 | 7,500,000 | 22,592,739 | 14,400,000 |
| 1.4 | 3rd Party Applications (utilities) | 4,025,000 | 6,000,000 | - | 7,380,000 |
| 2 | Implementation Services Cost | - | - | - | 3,150,000 |
| 3 | Training Cost | - | - | 205,972,236 | - |
| 4 | 3rd Party Operating System / Database | 2,902,528 | 4,257,722 | 4,911,620 | 2,125,000 |
| 4.1 | Underlying Operating Systems | 552,722 | 700,542 | 748,000 | 748,000 |
| 4.2 | Application Server | 800,000 | - | 1,153,620 | - |
| 4.3 | Underlying Databases | 1,549,806 | 3,557,180 | 3,010,000 | 1,377,000 |
| 5 | Annual Maintenance Cost | 3,508,750 | 3,150,000 | 26,175,936 | 3,186,000 |
| 6 | Hardware Cost | 4,000,000 | 4,000,000 | 4,000,000 | 4,000,000 |
| | Totals (PKR) | 40,486,278 | 47,407,722 | 386,481,082 | 65,561,000 |

| | Autosoft Dynamics AUTOBANKER II | PIBAS Pakistan e-nhance Suite | Synergy Computers Misys – Universal Banking | Sidat Hyder Morshed Associate Bank Essential |
|---|---|---|---|---|
| Financial Scores | 30 | 25.62 | 3.14 | 18.53 |
| Technical Score | 56.64 | 52.06 | 50.90 | 49.04 |
| Overall Score | 86.64 | 77.68 | 54.04 | 67.57 |

The distribution of this document is limited to management of Sindh Bank Limited and may not be used by any other parties.

KPMG

Autosoft Dynamins (Pvt.) Limited
AUTOBANKER II

## Initial Cost Analysis

PKR

| S.No | Items | Actual Product Cost | Initial Discount | Proposed Cost | Final Discount over Proposed Cost | Final Discounted Cost |
|---|---|---|---|---|---|---|
| | | | | | | |
| | | | | | | |
| 1 | Software Product License Cost | 95,500,000.00 | 50% | 47,750,000.00 | - | 30,075,000.00 |
| 1.1 | Core Banking System (including following modules) | 67,000,000.00 | 50% | 33,500,000.00 | 40% | 20,100,000.00 |
| | AutoBANKER- Global Banking System | 50,000,000.00 | 50% | 25,000,000.00 | 40% | 15,000,000.00 |
| | AutoCREDIT- Corporate | 5,000,000.00 | 50% | 2,500,000.00 | 40% | 1,500,000.00 |
| | AutoCREDIT-Consumer | 5,000,000.00 | 50% | 2,500,000.00 | 40% | 1,500,000.00 |
| | AutoRISK | 2,000,000.00 | 50% | 1,000,000.00 | 40% | 600,000.00 |
| | AutoMIS | 4,000,000.00 | 50% | 2,000,000.00 | 40% | 1,200,000.00 |
| | ATM | 1,000,000.00 | 50% | 500,000.00 | 40% | 300,000.00 |
| 1.2 | Additional Modules (a) | 17,000,000.00 | 50% | 8,500,000.00 | 30% | 5,950,000.00 |
| | ADAMS | 8,000,000.00 | 50% | 4,000,000.00 | 30% | 2,800,000.00 |
| | AutoTRADE | 8,000,000.00 | 50% | 4,000,000.00 | 30% | 2,800,000.00 |
| | AutoSWIFT | 1,000,000.00 | 50% | 500,000.00 | 30% | 350,000.00 |
| 1.3 | Other Modules (a) | 11,500,000.00 | 50% | 5,750,000.00 | 30% | 4,025,000.00 |
| | AutoIBANKER-Islamic Banking System | 1,500,000.00 | 50% | 750,000.00 | 30% | 525,000.00 |
| | AutoWEB - Internet Banking System) | 6,000,000.00 | 50% | 3,000,000.00 | 30% | 2,100,000.00 |
| | AutoHRM-Basic | 2,000,000.00 | 50% | 1,000,000.00 | 30% | 700,000.00 |
| | AutoAssets | 1,000,000.00 | 50% | 500,000.00 | 30% | 350,000.00 |
| | AutoBudget | 1,000,000.00 | 50% | 500,000.00 | 30% | 350,000.00 |
| 1.4 | 3rd Party Application (Utilities) (b) | - | - | - | - | - |
| | | | | | | |
| 2 | Implementation Service Cost (c) | 4,851,000.00 | 100% | - | 100% | - |
| 3 | Training Cost (c) | 720,000.00 | 100% | - | 100% | - |
| 4 | Third Party Operating System/ Database License Cost | 2,902,528.00 | - | 2,902,528.00 | - | 2,902,528.00 |
| 4.1 | Underlying Operating Systems | 552,722.00 | - | 552,722.00 | - | 552,722.00 |
| 4.2 | Application Server | 800,000.00 | - | 800,000.00 | - | 800,000.00 |
| 4.3 | Underlying Databases | 1,549,806.00 | - | 1,549,806.00 | - | 1,549,806.00 |
| | | | | | | |
| | | | | | | |
| 5 | Annual Maintenance Cost (d) | - | - | - | - | 3,508,750.00 |
| 6 | Hardware Cost | 4,000,000.00 | | 4,000,000.00 | | 4,000,000.00 |
| | | | | | | |
| | Total | 107,973,528.00 | | 54,652,528.00 | | 40,486,278.00 |

| | Notes | Page Reference |
|---|---|---|
| A | Discounts on Additional Modules and Other Modules are valid only if the core modules are procured. | 2 |
| B | Third Party Software costs and other costs are not the part of any discount offerings. | 2 |
| C | Estimated Application Installation and Training for Proposed Core modules at Pilot site is free of charge i.e, 100 % discount | 5 |
| D | Application Maintenance Fee is 20 % of license and customization cost. Assuming that Maintenance fee of 20% will be charged at "Final Discounted Cost". | 5 |
| E | Consultant Fee i.e. (PKR 3,000,000) as provided in the Proposal is Excluded from the Cost Analysis | 5 |

**KPMG**

Synergy Computers

MISYS Bank Fusion - Universal Banking

## Initial Cost Analysis

| | USD | 84.93 |
|---|---|---|

PKR

| S.No | Items | Actual Product Cost | Initial Discount | Proposed Cost | Final Discount over Proposed Cost | Final Discounted Cost |
|---|---|---|---|---|---|---|
| 1 | Software Product License Cost (a) | 181,776,613.23 | 0% | 181,776,613.23 | 20% | 145,421,290.58 |
| 1.1 | Core Banking System (including following modules) | 153,535,689.63 | 0% | 153,535,689.63 | 20% | 122,828,551.70 |
| | Bank Fusion Universal Banking Runtime Author | 29,985,215.94 | - | 29,985,215.94 | 20% | 23,988,172.75 |
| | Bank Fusion Universal Banking Workbench | 13,843,590.00 | - | 13,843,590.00 | 20% | 11,074,872.00 |
| | Bank Fusion Universal Banking Branch Teller | 31,714,900.32 | - | 31,714,900.32 | 20% | 25,371,920.26 |
| | Bank Fusion Universal Banking Core | 77,991,983.37 | - | 77,991,983.37 | 20% | 62,393,586.70 |
| 1.2 | Additional Modules | 28,240,923.60 | 0% | 28,240,923.60 | 20% | 22,592,738.88 |
| | Trade Inovation (TI) | 16,806,118.26 | - | 16,806,118.26 | 20% | 13,444,894.61 |
| | Foundation Treasury | 3,737,769.30 | - | 3,737,769.30 | 20% | 2,990,215.44 |
| | Message Manager | 7,697,036.04 | - | 7,697,036.04 | 20% | 6,157,628.83 |
| 1.3 | Other Modules | - | - | - | - | - |
| 1.4 | 3rd Party Application (Utilities) | - | - | - | - | - |
| 2 | Implementation Service Cost | 205,972,236.00 | - | 205,972,236.00 | - | 205,972,236.00 |
| 3 | Training Cost | | | | | |
| 4 | Third Party Operating System/ Database License Cost | 4,911,620.00 | - | 4,911,620.00 | - | 4,911,620.00 |
| 4.1 | Underlying Operating Systems | 748,000.00 | - | 748,000.00 | - | 748,000.00 |
| 4.2 | Application Server | 1,153,620.00 | - | 1,153,620.00 | - | 1,153,620.00 |
| 4.3 | Underlying Databases | 3,010,000.00 | - | 3,010,000.00 | - | 3,010,000.00 |
| | | - | | | | |
| 5 | Annual Maintenance Cost (b) | | | | | 26,175,935.58 |
| 6 | Hardware Cost | 4,000,000.00 | | 4,000,000.00 | | 4,000,000.00 |
| | Total | 396,660,469.23 | | 396,660,469.23 | | 386,481,082.16 |

| | Notes | Page Reference |
|---|---|---|
| A | Cost of Personal Finance Portal, Cash Portal and Business Intelligence is excluded from the cost analysis as these are not the part of Tender Document and is not currently required by SBL | |
| B | Annual Recurring License Fee provide by MISYS is exlucded in accordance with note A | |
| C | USD conversion rate taken for conversion is of 7 days prior to Financial Proposal Opening i.e. (17 May 2011) and is 84.73. | |
| D | Consultant Fee i.e. (PKR 3,000,000) as provided in the Proposal is Excluded from the Cost Analysis | |

PIBAS Pakistan (Pvt.) Limited
e-nhance Suite

## Initial Cost Analysis

PKR

| S.No | Items | Actual Product Cost | Initial Discount | Proposed Cost | Final Discount over Proposed Cost | Final Discounted Cost |
|---|---|---|---|---|---|---|
| 1 | Software Product License Cost | 48,000,000.00 | 0% | 48,000,000.00 | 25% | 36,000,000.00 |
| 1.1 | Core Banking System (including following modules) | 30,000,000.00 | 0% | 30,000,000.00 | 25% | 22,500,000.00 |
| | Deposits | - | - | - | - | - |
| | Advances | - | - | - | - | - |
| | General Ledger | - | - | - | - | - |
| | Remittances | - | - | - | - | - |
| | MIS Reporting | - | - | - | - | - |
| | Risk Management | - | - | - | - | - |
| | ATM Processing | - | - | - | - | - |
| 1.2 | Additional Modules | 10,000,000.00 | 0% | 10,000,000.00 | 25% | 7,500,000.00 |
| | Trade Finance System | 4,000,000.00 | - | 4,000,000.00 | 25% | 3,000,000.00 |
| | Treasury System | 4,000,000.00 | - | 4,000,000.00 | 25% | 3,000,000.00 |
| | Anti Money Laundering | 2,000,000.00 | - | 2,000,000.00 | 25% | 1,500,000.00 |
| 1.3 | Other Modules | 8,000,000.00 | 0% | 8,000,000.00 | 25% | 6,000,000.00 |
| | Islamic Banking | 5,000,000.00 | - | 5,000,000.00 | 25% | 3,750,000.00 |
| | HR Management | 2,000,000.00 | - | 2,000,000.00 | 25% | 1,500,000.00 |
| | Asset Management | 1,000,000.00 | - | 1,000,000.00 | 25% | 750,000.00 |
| 1.4 | 3rd Party Application (Utilities) | - | - | - | - | - |
| 2 | Implementation Service Cost (a) | - | | - | | |
| 3 | Training Cost | | | | | |
| 4 | Third Party Operating System/ Database License Cost | 4,257,722.00 | - | 4,257,722.00 | - | 4,257,722.00 |
| 4.1 | Underlying Operating Systems | 700,542.00 | - | 700,542.00 | - | 700,542.00 |
| 4.2 | Application Server | - | - | - | - | - |
| 4.3 | Underlying Databases | 3,557,180.00 | - | 3,557,180.00 | - | 3,557,180.00 |
| 5 | Annual Maintenance Cost (d) | - | - | - | - | 3,150,000.00 |
| 6 | Hardware Cost | 4,000,000.00 | | 4,000,000.00 | | 4,000,000.00 |
| | **Total** | 56,257,722.00 | | 56,257,722.00 | | 47,407,722.00 |

| | Notes | Page Reference |
|---|---|---|
| A | Implementation and Training charges for upto 5 branches is fre of charge. | 2 |
| B | Annual usage and Maintenance Fee will be charge @ 15 % of License Fee per annum. Assuming that Maintenance fee of 20% will be charged at "Final Discounted Cost". | 3 |
| C | Consultant Fee i.e. (PKR 3,000,000) as provided in the Proposal is Excluded from the Cost Analysis | 2 |

# Third Party Software

| S. No | 3rd Party Operating System / Database | Description | Autosoft Dynamics AUTOBANKER II | | | PIBAS Pakistan e-nhance Suite | | | |
|---|---|---|---|---|---|---|---|---|---|
| | | | Qty | Unit Cost | Total Cost | Description | Qty | Unit Cost | Total Cost |
| 1 | Operating Systems | | | | 552,722 | | | | 700,542 |
| 1.1 | Application Server Operating System | MS Windows 2008 Server Standard Edition (64 Bit) - 1 Server + 50 CAL's | 1 | 200,896 | 200,896 | MS Windows 2008 Server Standard Edition | 1 | 350,271 | 350,271 |
| 1.2 | Database Server Operating System | MS Windows 2008 Server Enterprise Edition (64 Bit) - 1 Server + 50 CAL's | 1 | 351,826 | 351,826 | MS Windows 2008 Server Standard Edition | 1 | 350,271 | 350,271 |
| 2 | Application Server | Sybase EA Server V 6.3.1 Advance Edition (Jaguar Server) - 2 Licenses | 1 | 800,000 | 800,000 | | - | | 0 |
| 3 | Database Server | Microsoft SQL Server 2008 Enterprise Edition - 1 Server + 50 CAL's | 1 | 1,549,806 | 1,549,806 | Oracle Database Enterprise Edition (processor Perpetual) | 2 | 1,778,590 | 3,557,180 |
| | | Totals | 4 | | 2,902,528 | | 4 | | 4,257,722 |

KPMG Taseer Hadi & Co
Sindh Bank Limited

# Financial Proposal Evaluation
## NPV over Payment Schedules

| | Average Rate | Bid | Offer | Effective Rate / Month |
|---|---|---|---|---|
| 6 Month KIBOR | 13.6150% | 13.4900% | 13.7400% | 1.0694% |

### Summary

| S. No | Vendor Name / Product | Upfront Cost | Financial Scores | NPV over Payment Schedules | Financial Scores |
|---|---|---|---|---|---|
| 1 | Autosoft / Autobanker II | 40,486,278 | 30.00 | 40,105,226 | 30.00 |
| 2 | PIBAS / e-nhance Suite | 47,407,722 | 25.62 | 46,184,393 | 26.05 |
| 3 | Sidat / Bank Essential | 65,561,000 | 18.53 | 65,010,426 | 18.51 |
| 4 | Synergy / MISYS | 386,481,082 | 3.14 | 384,436,454 | 3.13 |

### Details

| S. No | Vendor Name / Product | Overall Cost | NPV over Payment Schedules | Jul-11 | Aug-11 | Sep-11 | Oct-11 | Nov-11 | Dec-11 | Jan-12 | Feb-12 | Mar-12 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1 | Autosoft / Autobanker II | 40,486,278 | | 20,243,139 | 16,194,511 | - | - | - | 4,048,628 | - | - | |
| | | | 40,105,226 | 20,243,139 | 16,023,161 | - | - | - | 3,838,925 | - | - | - |
| 2 | PIBAS / e-nhance Suite | 47,407,722 | | 9,481,544 | 14,222,317 | 14,222,317 | - | - | - | - | - | 9,481,544 |
| | | | 46,184,393 | 9,481,544 | 14,071,834 | 13,922,944 | - | - | - | - | - | 8,708,071 |
| 3 | Sidat / Bank Essential | 65,561,000 | | 32,780,500 | 26,224,400 | - | - | 6,556,100 | - | - | - | |
| | | | 65,010,426 | 32,780,500 | 25,946,926 | - | - | 6,282,999 | - | - | - | - |
| 4 | Synergy / MISYS | 386,481,082 | | 193,240,541 | 193,240,541 | | | | | | | |
| | | | 384,436,454 | 193,240,541 | 191,195,913 | - | | | - | | | - |

**KPMG**

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KPMG Taseer Hadi & Co.
Chartered Accountants

# Sindh Bank Limited
June 2011

# Executive Summary Report
## Vendor Selection Assistance
## (Core Banking System)

This report is intended solely for the use of the management of Sindh Bank Limited.

It should not be circulated to any other person.

This report contains 14 pages

# Document Review and Approval

## This document has been reviewed and approved by

| S No. | Name | Signature | Date Approved |
|-------|------|-----------|---------------|
| **Subject matter experts** | | | |
| **Sindh Bank Limited** | | | |
| 1 | Shahzad Begg – Head of Administration | | 2/6/21 |
| 2 | Syed Assad Ali – SVP - Regional Head | | |
| 3 | Nadeem Altaf – SVP – SME/CAD/Consumer | | 3-06-2011 |
| 4 | Safdar Kazi – Head of Risk Management | | 3/6/2011 |
| 5 | Shaukat Larik – Head of Compliance | | 03/VI |
| 6 | Masooma Hussain – Head of Operations | | 3/6/11 |
| 7 | Humayun Sheikh – Head of Credit | | 4/6/11 |
| 8 | Hadi Ali Khan – Advisor International Division | | 3/6. |
| 9 | Tariq Ahsan – Head of Treasury | | 3/6/11 |
| 10 | Anis Iqbal – Chief Information Officer | | 3 June 2011 |
| 11 | Latif Khawar – Chief Financial Officer | | 3-6-11 |
| 12 | Naim Farooqui – Chief Operating Officer | | 3/6/21 |
| **KPMG Taseer Hadi & Co.** | | | |
| 13 | Wahid Ahmed – Project Director KPMG | | |
| 14 | Navaid Naqvi – Project Manager KPMG | | 3/6/11 |
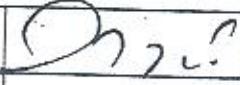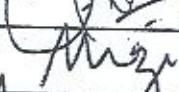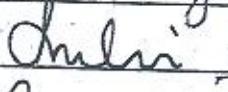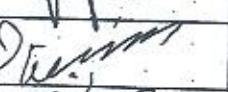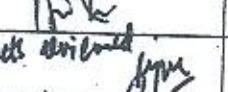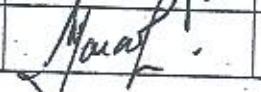
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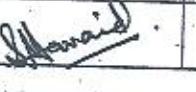
# Contents

# 1 Introduction, Scope and Approach

## 1.1 Engagement Objective and Scope

### 1.1.1 Introduction and background

Sindh Bank Limited (SBL) was incorporated in October 29, 2010 as a public limited un-listed company and got certificate of commencement of banking business on December 24, 2010 by State Bank of Pakistan (SBP), with simultaneous declaration of SBL as a Schedule commercial bank.

The vision of the bank is to be a leading bank, which would play positive role to generate economic activities for empowering the people by meeting their financial needs for running the successful business and create employment opportunities. Further, their mission is to develop as leading commercial bank in the country by meeting its stated objectives of promoting economic development of the country in general and province of Sindh in particular.

### 1.1.2 Engagement Objective

The objective of this engagement was to provide assistance to Sindh Bank Limited, in selection of suitable vendor / supplier for Core Banking System. This engagement helped the bank in the evaluation of Technical and Financial Proposals in accordance with the Tender Document and Sindh Public Procurement Regulatory Act (SPPRA) 2010, and to take the decision for selection of suitable Core Banking System for the Bank.

### 1.1.3 Engagement Scope

KPMG Taseer Hadi & Co. (KPMG TH) proposed its professional vendor selection assistance services to assist in the following areas. The scope of work was divided into three (3) stages:

- Assistance in composition of Tender Document (TD) and Request for Proposal (RFP);

- Assistance in evaluation of technical and financial proposals; and

- Assistance in the review of vendor contracts.

## 1.2 Engagement Approach

KPMG TH employed its Vendor Selection Assistance methodology's "Key Features Assessment". The Key Features Assessment approach is a "fast track" approach, but instead of using a full Selection process, the approach can be limited to a Vendor Demonstrations, using a Tender Document. The tender document will be evaluated using the pre agreed and defined scoring criteria.

1

### 1.2.1 Stage 1: Composition of Tender Document / Request for Proposal

KPMG TH assisted SBL in composition of Tender Document / Request for Proposal. The tender document was prepared, in accordance with the SPPRA 2010. KPMG TH and SBL mutually set the scoring criteria in the Tender Document for the evaluation of Technical and Financial Proposals of the vendors.

Tender Document was finalized after the legal vetting from SBL's legal advisor and was published on 28th February 2011. "Single Stage - Two Envelope Procedure" was opted, under international competitive bidding process; therefore date of submission of the proposals was set as 15th April, 2011.

### 1.2.2 Stage 2: Technical and Financial Proposal Evaluation

KPMG TH assisted the bank in the execution of Technical and Financial Proposals evaluation. On 15th Aril 2011, all the Proposals were opened in-front of all the participated vendors. There were seven (7) vendors, who participated in the selection process of Core Banking System.

Technical Proposals were evaluated over the pre-defined criteria that were set in the Tender Document and scores were populated accordingly. SBL's evaluation committee set the cut-off marks for the short-listing of vendors, who technically qualified in the process.

After short-listing, SBL returned the sealed financial proposals to disqualified vendors and open the Financial Proposals of qualified vendors in-front of all and announced the cost of each product. Afterwards, KPMG TH in consultation with SBL's evaluation committee evaluated the Financial Proposals and populated the scores accordingly to SBL's management for decision making.

### 1.2.3 Stage 3: Review of Vendor's Contract

Once SBL decides, to whom contract should be awarded, contract will be initially reviewed by KPMG TH, and afterwards it will be the responsibility of SBL to get the contract legally vet before signing.

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# 2 Technical and Financial Proposals Evaluation Results

## 2.1 SBL's Selection Committee's Decisions

### 2.1.1 Decisions for Technical Proposal Evaluation

- Considering the fact, there were only seven (7) vendors participated in the Core Banking System Evaluation Process, therefore the bank invited all of them for demonstration session regardless of what they had responded against Annexure F: "Core Banking System Functionality";

- Committee unanimously decided to cut-off over 70% of the overall Technical Evaluation score (i.e. 70); and

- Committee decided to provide the opportunity to short-listed vendors for Final Discount offer before the opening of Financial Proposals.

### 2.1.2 Decisions for Financial Proposal Evaluation

- Committee decided to evaluate Synergy Computers / MISYS Financial Proposal, despite the fact that MISYS will not provide any Performance Security, as stated in Financial Proposal;

- Committee decided to perform cost analysis on the upfront, product and supporting software cost, excluding implementation cost for subsequent branches. However, Net Present Value (NPV) was also calculated over the Payment Schedules proposed by all the vendors, considering 6 month KIBOR rate as discount rate;

- Committee decided that bank's IT department will provide the estimated Hardware cost for Core Banking Systems' production environment at Head Office data center, that will be same for all the vendors;

- Committee decided that Bank's IT department will roll-out the core banking system on the subsequent branches.

## 2.2 Vendor Evaluation and Selection Model

Following domains were considered along with the weights mutually agreed between SBL and KPMG TH:

| S. No | Domains | Weights |
|-------|---------|---------|
| 1 | Core Banking System Functionality | 35% |
| 2 | Vendor's Risk | 10% |
| 3 | System's Base Technology | 10% |
| 4 | Vendor's Future Prospects | 5% |
| 5 | Intangibles | 5% |
| 6 | Cost | 30% |
| 7 | Other Committee Judgmental Factors | 5% |

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KPMG Taseer Hadi & Co.

Sindh Bank Limited
Vendor Selection Assistance (Core Banking System)
June 2011

## 2.3    Technical Proposal Evaluation

### 2.3.1    Technical Proposal Evaluation Process

KPMG TH initially populated the scores for Functionality Domain, on the basis of the responses provided by all the vendors against Annexure "F" of Tender Document that is "Detailed Software Specifications".

Afterwards, as per the SBL's Evaluation Committee's decision, all the seven (7) vendors were invited for the Demonstration Sessions, to demonstrate what they have stated in response to the Tender Document. KPMG TH calculated the deviation factor and re-populated the scores for Functionality Domain.

All the other domains were evaluated as per the pre-defined scoring criteria and overall technical proposal evaluation scores were provided to SBL for the short-listing of technically qualified vendors. SBL's evaluation committee decided to cut-off over 70% of the overall Technical Evaluation score (i.e. 70).

### 2.3.2    Technical Proposal Evaluation Graph
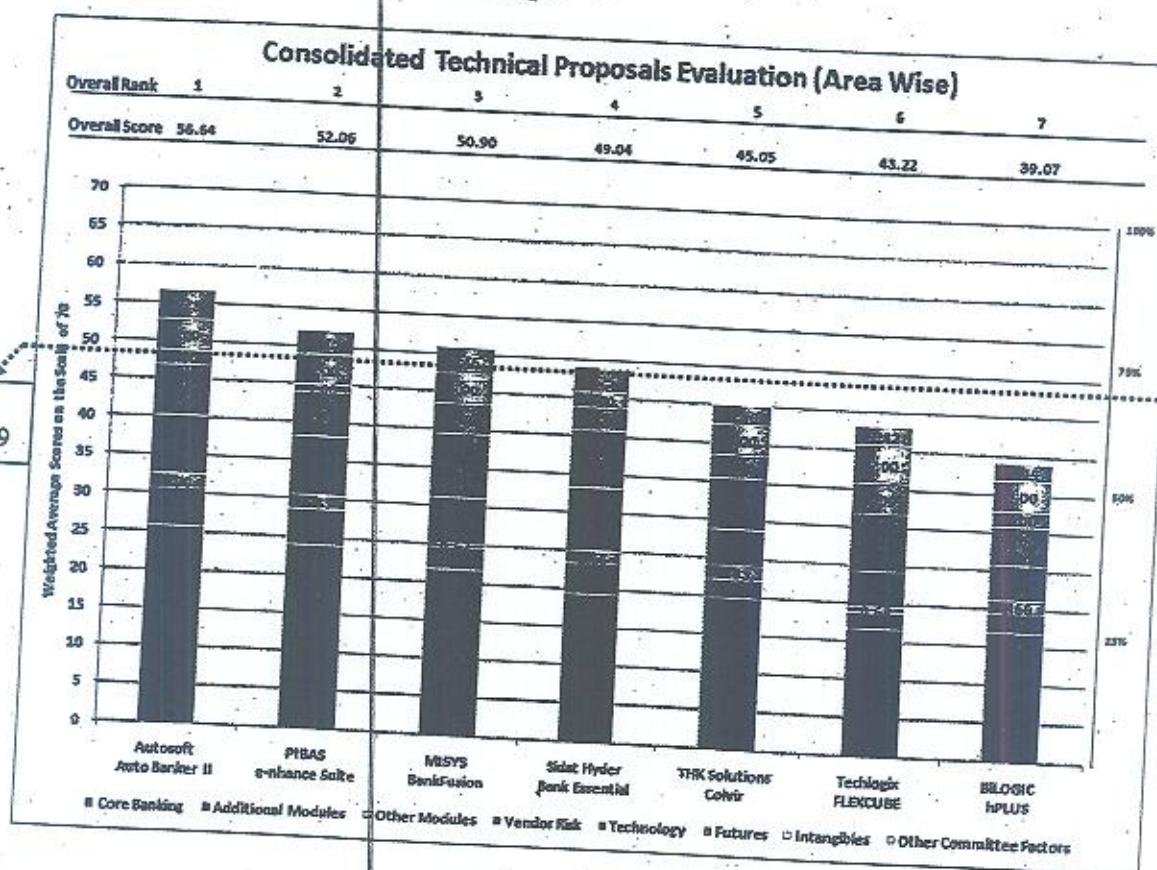
Upon applying the decided cut-off, following four (4) vendors were short-listed to proceed further for Financial Proposal Evaluation:

| Vendor Name | Application / Software | Scores |
|---|---|---|
| Autosoft Dynamics Private Limited | AUTOBANKER II | 56.64 |
| PIBAS Pakistan Pvt. Ltd. | e-nhance Suite | 52.06 |
| Synergy Computers | MISYS Universal Banking | 50.90 |
| Sidat Hyder Morshed Associates | Bank Essential | 49.04 |

THK Solutions (Colvir), Techlogix (Flexcube) and BiLOGIC (*h*Plus), were disqualified as per the scores they secured in Technical Proposal Evaluation that were below 70% / 49 as decided.

Sealed Financial Proposals of disqualified vendors were returned and it was decided to provide the opportunity to short-listed vendors for Final Discount offer before the opening of Financial Proposals.

## 2.4 Financial Proposal Evaluation

### 2.4.1 Financial Proposal Evaluation Process

Financial Proposals were opened on 24th May, 2011, and all the costs were announced in-front of all the vendors as decided.

Cost Analysis was performed over the upfront absolute cost along with the Net Present Value (NPV) over the Payment Schedules proposed by the vendors over the following cost components:

- Software Product License Cost
  - Core Banking System
  - Additional Modules
  - Other Modules
  - 3rd Party Software (utilities) (if any)
- Implementation Services Cost
- Training Cost
- 3rd Party Operating System and Databases License Cost
- Software Maintenance Cost
- Hardware Cost

atting through complexity ™

Estimated Hardware Cost is provided by the bank's IT department for the Production environment at Head Office data center. Further, maintenance cost is calculated as per the percentages (%) provided by the vendors for the applicable period (i.e.) after the implementation and warranty period provided by the vendors.

Financial Scores were calculated as per the formula stated in the Tender Document, i.e.

Financial Score = 30 x (lowest bid / bid under consideration)

## 2.4.2  Cost Analysis Table

Following table shows the overall cost analysis component wise:

| # | Component | | | | |
|---|---|---|---|---|---|
| 1 | Software Product License Cost | 30,075,000 | 36,000,000 | 56,250,000 | 145,421,291 |
| 1.1 | • Core Banking Modules | 20,100,000 | 22,500,000 | 31,320,000 | 122,828,552 |
| 1.2 | • Additional Modules | 5,950,000 | 7,500,000 | 14,400,000 | 22,592,739 |
| 1.3 | • Other Modules | 4,025,000 | 6,000,000 | 7,380,000 | - |
| 1.4 | • 3rd Party Software (utilities) | - | - | 3,150,000 | - |
| 2 | Implementation Service Cost | - | - | - | 205,972,236 |
| 3 | Training Cost | - | - | - | - |
| 4 | 3rd Party Operating System / Database Cost | 2,902,528 | 4,257,722 | 2,125,000 | 4,911,620 |
| 5 | Annual Maintenance Cost | 3,508,750 | 3,150,000 | 3,186,000 | 26,175,936 |
| 6 | Hardware Cost | 4,000,000 | 4,000,000 | 4,000,000 | 4,000,000 |
| | Total upfront cost | 40,486,278 | 47,407,722 | 65,561,000 | 386,481,082 |
| | NPV over payment schedules | 40,105,226 | 46,184,393 | 65,010,426 | 384,436,454 |

### 2.4.3     Financial Proposal Evaluation Graph



Consolidated Cost Evaluation Result
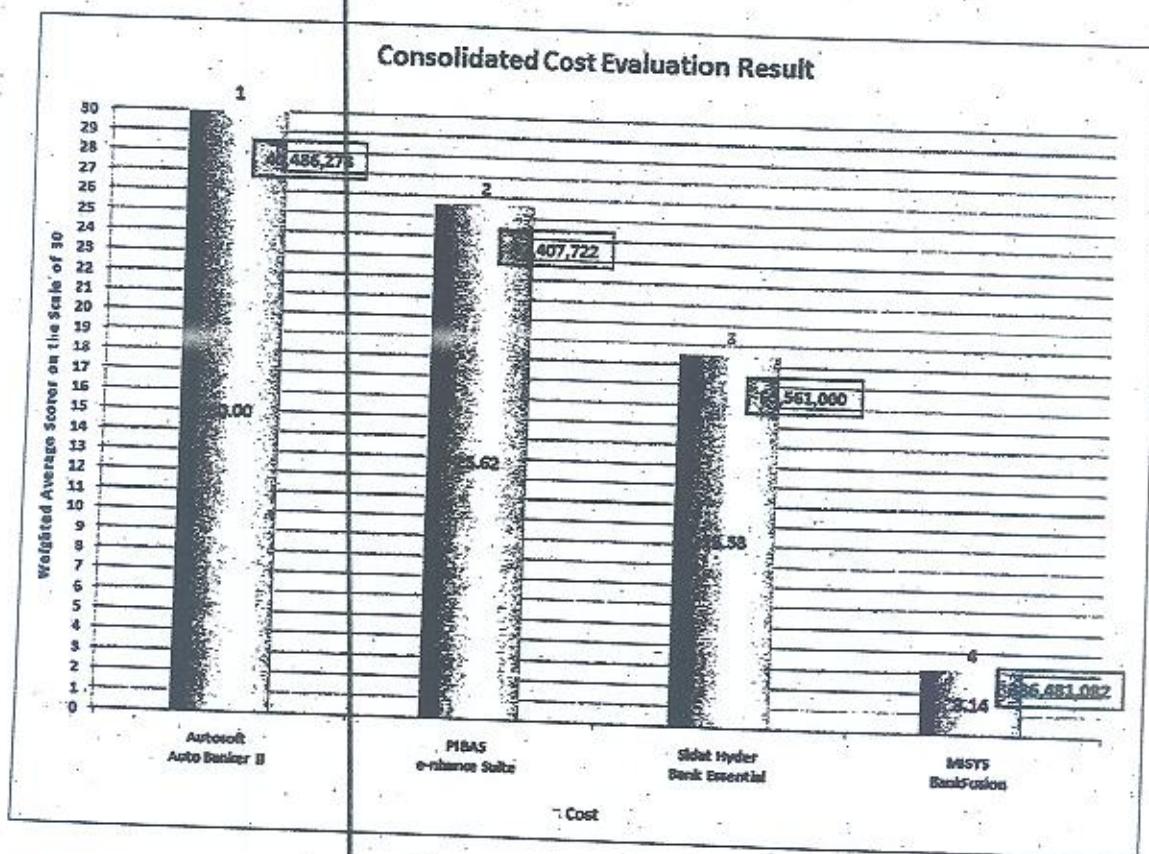
# 3 Consolidated Technical and Financial Proposals Evaluation Results

## 3.1 Overall Technical and Cost Comparison Graph

Following is the consolidated Technical and Cost Evaluation graph:



Consolidated Technical and Cost Evaluation Results
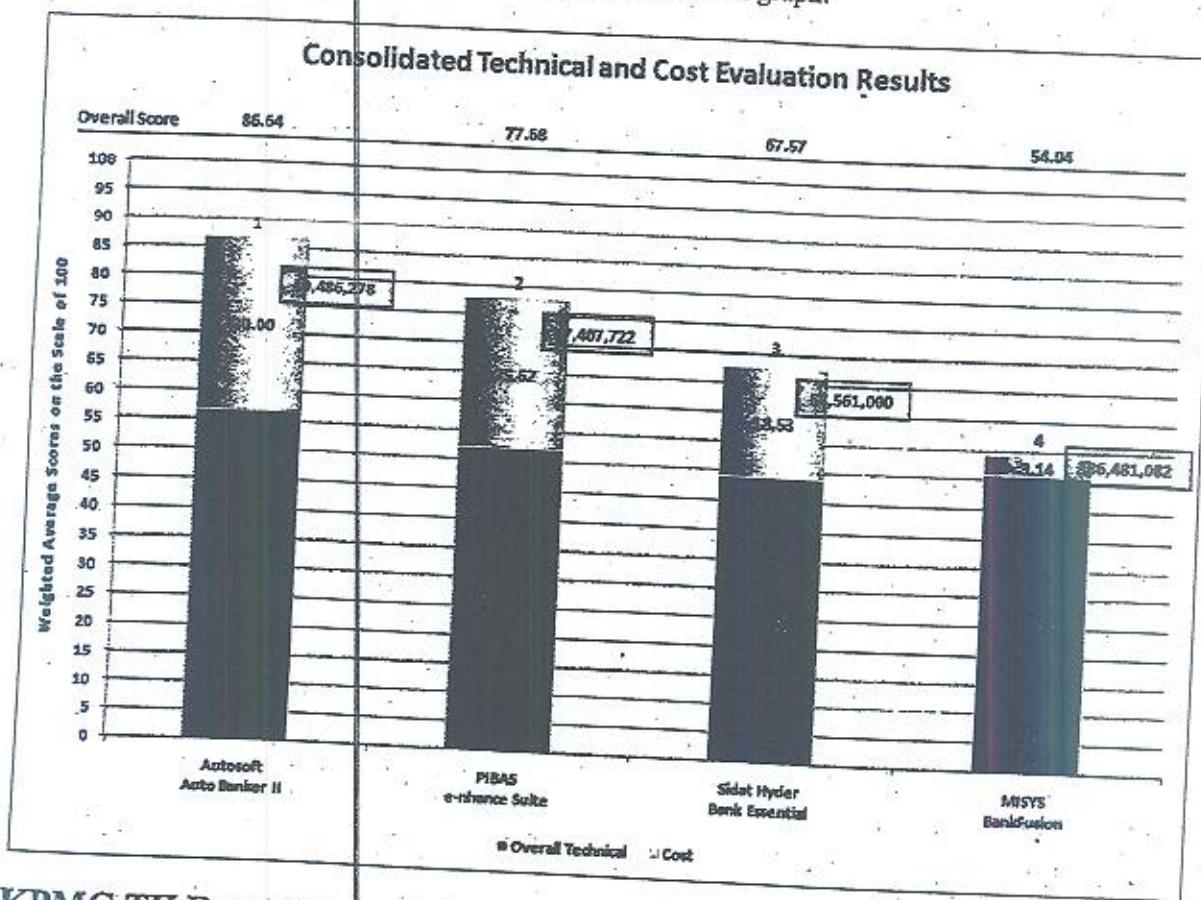
## 3.2 KPMG TH Remarks

### 3.2.1 Overall Technical and Cost Evaluation

In the overall vendor's consolidated technical and cost comparison, though each vendor proposes a good solution. However, Autosoft/AB II has secured maximum score in overall technical evaluation and offers the lowest cost. Whereas, Sidat/BE is the lowest risk vendor among all. Sidat/BE and Synergy/MISYS proposed the most advanced, flexible and open architecture with respect to technology and system along with functionality, however the proposed cost of Synergy/MISYS is highest among all the vendors and cost of Sidat/BE is highest among all the local vendors. Whereas, PIBAS/ES has proposed the next lowest cost, though its technology, system architecture and future prospects are weaker than the other vendors.

KPMG

Cutting through complexity ™          KPMG Taseer Hadi & Co.                          *Sindh Bank Limited*
                                                                    *Vendor Selection Assistance (Core Banking System)*
                                                                                        *June 2011*

### 3.2.2    Overall Technical Evaluation

In overall vendors' technical comparison Autosoft/AB II emerged as the highest scorer among all the short-listed vendors as it is providing maximum required system functionality with a good proposed system support and having flexible and open underlying architecture. Considering vendor's risk domain Sidat/BE has the lowest risk amongst all. Further, Synergy/MISYS and Sidat/BE is providing the most advance technology with the higher scalability as compare to Autosoft/AB II and PIBAS/ES. Synergy/MISYS and Sidat/BE also secured high scores in future domain respectively. However, in intangible domain, Sidat/BE has the lowest score and rest secured the high scores.

### 3.2.3    Overall Cost Evaluation

Autosoft/AB II secures highest score in cost domain (i.e. 30 out of 30) as they proposed the lowest cost, (i.e. PKR 40,486,278).

### 3.2.4    Domain wise Remarks

### 3.2.4.1    *Functionality Domain*

Overall each of the proposed short-listed systems meets more than 70% of Sindh Bank's functional requirements, however the functionality of Autosoft/AB II was stronger than other vendors and attains highest score (i.e. 32.53 out of 35).

- As per RFP responses all the vendors initially stated more than 70% of the responses as "Available" in their systems. However, after the demonstration session deviation percentages were calculated between initial responses and demonstrations in which, Autosoft/AB II System's deviation was the lowest (i.e. 5.19%), whereas for Synergy/MISYS, PIBAS/ES and Sidat/BE deviations were 5.52%, 8.85% and 13.04% respectively.

### 3.2.4.2    *Vendor's Risk Domain*

Overall, Sidat/BE scored highest in vendor's risk domain (i.e. 8.24 out of 10) and appears to be the lowest risk vendor for Sindh Bank. All of the short-listed vendors appear to be financially stable organizations, however, Sidat/BE seems financially more sound than other local vendors. Further, among all the local vendors Sidat/BE has one (1) latest successful implementation in Pakistan and one (1) is underway.

- In short-listed vendors Synergy/MISYS has the highest turn-over internationally (i.e. 161.7 million GBP), however, Sidat/BE has the highest turn-over (i.e. 366 million) in local vendors as compare to Autosoft/AB II and PIBAS/ES (i.e. 81 million and 29 million respectively) and appears to be financially sound amongst the local vendors.

- Although Autosoft/AB II has three (3) implementations in Pakistan, however the last implementation was carried out in year 2002. Further, PIBAS/ES has only one (1)

- Autosoft/AB II and PIBAS/ES offers 24/7 service support with issue resolution within 12 hours as required by Sindh Bank, whereas Sidat/BE proposed issue resolution time is 1 to 2 days with working hours and Synergy/MISYS does not provided any relevant information.

- All the short-listed vendors have mechanisms of communication of new software releases. However, Autosoft/AB II and PIBAS/ES has there last software release, implemented more than 5 years back, whereas, Synergy/MISYS and Sidat/BE has released and implemented the latest software release in 2010 and 2007 respectively.

- Autosoft/AB II, PIBAS/ES and Synergy/MISYS has a separate training division available, whereas, Sidat/BE does not.

### 3.2.4.6   Cost Domain

Autosoft/AB II secures highest score in cost domain (i.e. 30 out of 30) as they proposed the lowest cost, (i.e. PKR 40,486,278).

- Synergy/MISYS proposed the advanced technology with more than 70% of functionality addressed; however, the proposed cost of Synergy/MISYS is highest (i.e. PKR 386,481,082). Sidat/BE also proposed the most advanced technology with the lowest vendor risk, however, proposed cost of Sidat/BE is highest amongst all the local vendors (i.e. PKR 65,561,000). Whereas Autosoft/AB II and PIBAS/ES proposed the lower costs (i.e. PKR 40,486,278 and 47,407,722 respectively), however, the technology proposed by Autosoft/AB II and PIBAS/ES is weaker with higher vendor risk.

- All the short-listed vendors proposed a fixed payment schedule. However, PIBAS/ES proposed the lowest mobilization advance (i.e. 20%) as compared to other vendors that proposed 50% of mobilization advance.

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# Technical & Financial Proposals Evaluation Report
# for Core Banking System

| | | |
|---|---|---|
| 1 | Name of Procuring Agency: | Sindh Bank Ltd. |
| 2 | Tender Reference No: | Ref. No. SBL/I.T/110215 |
| 3 | Tender Description: | Core Banking System |
| 4 | Method of Procurement: | Single Stage Two Envelops Bidding Procedure |
| 5 | Tender Published: | S.No.7576   News Paper Business Recorder on 15/2/2011, |
| | | Daily Express (Urdu) on 15/2/2011, Ibrat (Sindhi) on 15/2/2011 |
| | | Khaleej Times on 28/2/2011 |
| 6 | Total Bid Documents Sold: | 31 |
| 7 | Total Bids Received: | 7 |
| 8 | Technical Bid Opening Date: | April 15,2011 |
| 9 | Financial Bid Opening date: | May 25 ,2011 |
| 10 | No. of Bid Technically qualified | 4 |
| 11 | Bids Rejected | 3 |

**Evaluation Report of Core Banking System**

| S/NO | Name of Company | Points Obtained | | | Qualified/Disqualified Status |
|---|---|---|---|---|---|
| | | Technical Points | Financial Points | Total Points | |
| 1 | Autosoft Dynamics Pvt Ltd | 56.64 | 30 | 86.64 | 1st Highest Scorer |
| 2 | PIBAS Pakistan Pvt Ltd | 52.06 | 25.62 | 77.68 | 2nd Highest Scorer |
| 3 | Sidat Hyder Morshed Associate Pvt Ltd | 49.04 | 18.53 | 67.57 | 3rd Highest Scorer |
| 4 | Synergy Computers | 50.9 | 3.14 | 54.04 | 4th Highest Scorer |