



**INVITATION TO
PREQUALIFICATION OF CLOUD SERVICES PROVIDERS**

Ref. No.: **EXPORT IMPORT/IT/4/2025**

EXIM Bank of Pakistan, established by the Government of Pakistan as the official Export Credit Agency with the objective to promote, expand and facilitate diversification of the export base of Pakistan, and to encourage businesses by providing financial instruments/facilities to work on import substitution products, etc., invites sealed bids from reputable companies/firms, duly registered with tax and other relevant authorities, to serve as a Cloud Services.

2. Local Bidders (firm, company, etc.) shall be registered with FBR for the Sales and Income Tax and must be on an Active Taxpayer List (verifiable through ATL).
3. Pre-qualification documents, containing detailed terms & conditions, method of procurement, procedure for submission of bids, opening of bids, evaluation criteria, clarification/rejection of bids, etc., can be downloaded by the interested bidders from EXIM BANK's and P.P.R.A.'s websites. Prospective bidders may request clarification on any aspect of the Pre-qualification documents 'till **19 of June 2025**.
4. Bids, prepared in accordance with the instructions provided in the Pre-qualification documents, must be submitted on or before **24 of June 2025, at 1100 Hrs**. Bids will be opened on the same day at **1130 Hrs**. This notice is also available on EXIM Bank's and P.P.R.A.'s websites:

EXIM Bank: www.eximbank.gov.pk

P.P.R.A.: www.ppra.org.pk

Head of Procurement Committee, EXIM Bank of Pakistan (EXIM Bank), Office No. 510
512, 5th Floor, Evacuee Trust Complex, Agha Khan Road, F 5/1, Islamabad, Pakistan.

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Contributing Towards a Positive Trade Balance

مثبت تجارتی توازن، مضبوط پاکستان



EXIM Bank of Pakistan

Pre-qualification of PREQUALIFICATION OF CLOUD SERVICES PROVIDERS

EXPORT IMPORT/IT/4/2025

EXIM Bank of Pakistan Office # 510 512, 5th Floor, Evacuee Trust Complex, F 5/1, Islamabad Pakistan	Tel: +92 51 9211997 URL: www.Eximbank.gov.pk
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SECTION I GENERAL

Introduction

The Government of Pakistan ("GoP") has established the EXIM Bank of Pakistan ("EXIM Bank") with an objective to promote, expand and diversify the export base of the country by providing Export Credit insurance Lending facilities etc. for setting up export oriented and import substitution projects. The EXIM Bank will also provide guarantees, insurance, financing and other supporting services.

EXIM BANK intends to pre-qualify capable entities for acquiring cloud services, hosted within Pakistan, on as and when required basis.

SECTION II Invitation for Pre-qualification (IFP)

- a) EXIM Bank intends to invite proposals from eligible, cloud capable entities/companies for the provision of cloud services on a as and when required basis.
- b) The eligible Bidders will be placed on EXIM Bank's panel to provide the said required services on a and when required basis.
- c) Pre-qualification is open and available to Bidders with valid NTN and Sales Tax Registration (if applicable), enlisted on Active Taxpayers List (verifiable from FBR official portal or otherwise) and must fulfill all legal criteria of registration.
- d) Bidders may obtain any further but relevant information regarding the nature and scope of work from the office of "Manager Admin & Procurement" as per below mentioned address during office hours i.e. Monday to Friday (09:00 AM To 05:00 PM).
- e) Pre-qualification proposals for Pre-qualification must be delivered, in sealed envelopes, by hand to the office of undersigned on or before:

Head of Procurement Committee

EXIM Bank of Pakistan

Office No. 510 512, 5th Floor, Evacuee Trust Complex, Islamabad

not later than xx, 1100 Hrs. and be clearly marked as

"PREQUALIFICATION OF CLOUD SERVICES PROVIDERS"

- f) EXIM Bank may reject all bids or proposals at any time prior to the acceptance of a bid or proposal at the sole discretion of EXIM Bank.

- g) Bidders will be informed, in due course, of the result of the evaluation of proposals. Only 'Cloud Service Providers' (CSPs) / Bidders, who are prequalified under this process will be invited for submission of financial bid / quotations on the basis of as and when required.

SECTION III INSTRUCTIONS TO BIDDERS (ITB)

- a) EXIM Bank will prequalify and enlist prospective Bidders from among those who have submitted their proposals in accordance with the requirements of EXIM Bank to provide the services described herein. The Prequalified Bidders shall be offered to submit their financials proposals/quotations, on as and when required basis and the work order shall be issued accordingly to the lowest quoted qualified Bidders. EXIM Bank will not be responsible for informing other bidders regarding the lowest quotation.
- b) The Proposals shall be prepared and submitted in English language.
- c) EXIM Bank of Pakistan shall reject any application in case of non-compliance with the requirements.
- d) The Bidders must respond to all questions and provide complete information as advised in this document. Failure or shortcomings to provide required and essential information shall result in dis-qualification of the Bidder.
- e) The prequalification or enlistment of Bidders does not constitute or create a retainer ship.
- f) The Bidders shall bear all costs associated with the preparation and submission of their respective Proposals and EXIM Bank shall in no case be responsible or liable for those costs, regardless of the conduct or outcome of the pre-qualification process.
- g) EXIM Bank requires Bidders under their contracts to observe the highest standard of ethics during the procurement and execution of such contracts. In pursuit of this policy the following terms are defined as hereunder.
 - i. "Corrupt practice" includes offering, giving, receiving or soliciting, directly or indirectly, of anything of value to influence improperly the actions of another party.
 - ii. "Fraudulent practice" includes any act or omission, including a misrepresentation, that knowingly or recklessly misleads, or attempts to mislead, a party to obtain a financial or other benefit or to avoid an obligation.

- iii. "Collusive practice" includes an arrangement between two or more parties designed to achieve an improper purpose, including to influence improperly the actions of another party.
 - iv. "Coercive practice" includes impairing or harming, or threatening to impair or harm, directly or indirectly, any party or the property of the party to influence improperly the actions of a party.
 - v. "obstructive practice" includes deliberately destroying, falsifying, altering or concealing of evidence material to the investigation or making false statements to investigators in order to materially impede EXIM Bank investigation into allegations of a corrupt, fraudulent, coercive or collusive practice; and/or threatening, harassing or intimidating any party to prevent it from disclosing its knowledge of matters relevant to the investigation or from pursuing the investigation, or EXIM Bank has a right to immediately reject a proposal for award if it determines that the Bidder recommended for award has, directly or through an agent, engaged in afore stated practices.
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- h) A panel of 'Cloud Service Providers' (CSPs) / Bidders, will be selected after an open and transparent bidding process in accordance with Public Procurement Regulatory Authority (PPRA) Ordinance, 2002, and Rules, Regulations and Guidelines made thereunder.
 - i) The Prequalified 'Cloud Service Providers' (CSPs) / Bidders, will be issued a Letter of Enlistment initially, for period of three (03) years as per open frame agreement. The Bidders shall abide by all terms and conditions stipulated therein.
 - j) Cloud Services will be procured on the basis of "AS AND WHEN REQUIRED", and as per the resource's requirement indicated by the EXIM Bank.
 - k) For clarification on any type of Service in Pre-qualification document, the Bidders may send a written request to EXIM Bank office, up till five (05) days before the proposal's submission date.
 - l) All clarifications will be communicated to the Bidders through e mail (Procurement@eximbank.gov.pk).
 - m) Bidders shall ensure that the documents/information submitted with EXIM Bank is true and correct. Misleading information or any forged document (whenever it is noticed) will lead to the termination of service immediately and strict legal action will be taken against the 'Cloud Service Providers' (CSPs) / Bidders, which may lead to blacklisting of the bidder.

- n) Bidders are under obligation to read and understand complete documents, EXIM Bank shall not be responsible towards the Bidders for any of their claim or complaint which may arise in result of non-reading or misreading document by Bidders.
- o) EXIM Bank is the originator of the document, any clarification or interpretation communicated by EXIM Bank, whether in response to a query or otherwise, shall be deemed final, conclusive and shall remain unquestioned.
- p) The Bidders should refrain from contacting EXIM Bank on the matter relating to their Pre-Qualification Document from the opening time till the time, the evaluation is finalized, and official communication is sent to them. Any effort by the Bidder to influence EXIM Bank in the Pre-Qualification Document evaluation shall result in the rejection of his proposal.
- q) The original Pre-qualification proposals shall be prepared in indelible ink. It shall contain no interlineations or overwriting, except as necessary to correct errors made by the Bidder. Any such corrections must be initiated by the person or persons who sign(s) the Pre-qualification proposals.
- r) An authorized representative of the Bidder(s) should initial on all pages of the Pre-qualification proposals.
- s) The Pre-qualification proposals shall be prepared and submitted together in a plain sealed envelope and one (01) soft copy on a USB.
- t) The pre-qualification proposal shall be clearly marked with the following:

Pre-Qualification Proposal

“PREQUALIFICATION OF CLOUD SERVICES PROVIDERS”

Tender ID: EXPORT IMPORT/IT/4/2025

From: Bidder Name, Address and Contact number.

- u) The Bidders must provide their contact details including postal addresses, telephone numbers, email and website (if applicable) along with contact persons with the proposal.
- v) The Proposals shall be submitted before **24 of June 25 at 11:00 AM.** and opened accordingly at **1130 Hrs.** in front of all the Bidders or their representatives who chose to be present either in person or online

- w) EXIM Bank may reject any or all proposals at any time prior to its acceptance at the sole discretion of EXIM Bank.
- x) In the case of Local/National holiday on the submission date, the proposal can be submitted on the next working day. The proposal shall be submitted at the same time as defined in pre-qualification documents.
- y) The pre-qualified bidders will be expected to commence the services on receipt of instructions from EXIM Bank.

Scope of Work (SoW)
Pre-Qualification of Cloud Service Providers (CSPs)
in compliance with State Bank of Pakistan (SBP) Cloud Outsourcing Framework 2023
Export Import Bank of Pakistan (EXIM Bank)

1. Introduction

The Export Import Bank of Pakistan (EXIM Bank) invites applications for the pre-qualification of reputable and State Bank of Pakistan (SBP)–compliant Cloud Service Providers (CSPs) to support its secure, locally hosted, and regulatory aligned cloud infrastructure. This pre-qualification process is a mandatory prerequisite for participation in future procurement opportunities related to cloud-based services, which will be acquired on an as and when required basis.

2. Objective

- Identify and shortlist CSPs capable of delivering secure, scalable, and SBP compliant cloud services to EXIM Bank.
- Ensure availability of **mandatory fully managed services** (IaaS, PaaS, SaaS) with **in-country data hosting**.
- Maintain a vetted panel of CSPs for future bidding and project engagement.

3. Scope of Services

CSPs must be capable of delivering the following services:

3.1 Cloud Services

- Service models: Infrastructure as a Service (IaaS), Platform as a Service (PaaS), Software as a Service (SaaS)
- Containerized and microservice ready architecture

3.2 Fully Managed Services

- Configuration, patching, monitoring, optimization
- Backup and recovery
- Threat detection and vulnerability remediation

3.3 Integration & Migration

- Seamless workload migration support
- Hybrid integration with prem systems (where required)
- API management and gateway integration (where required)

3.4 Data Center Infrastructure

- Local primary and DR sites (SBP compliant)
- Minimum Tier III data center certification
- Physical and logical access controls

3.5 SBP Framework Compliance (Related to CSP)

By submitting a bid in response to this procurement, each Cloud Service Provider (CSP) affirms and confirms its commitment to fully comply with all requirements applicable to CSPs as outlined in the State Bank of Pakistan's "Framework on Outsourcing to Cloud Service Providers," detailed in Annex A of BPRD Circular No. 01 of 2023.

For detailed information, please refer to the official document: [Framework on Outsourcing to Cloud Service Providers– Annex A](#).

4. Mandatory Compliance & Technical Requirements (Non-Scoring, disqualifying if not met)

All CSPs **must fully comply** with the following requirements. Failure to meet **any** item will result in **disqualification** from the pre-qualification process.

4.1 Regulatory Compliance (As per SBP Cloud Outsourcing Framework)

- Primary and DR data centers located in Pakistan
- Data localization with commitment for in country data processing and storage

4.1 Managed Services & Operational Readiness

- Fully managed services: patching, monitoring, backup, incident response
- Support for containerization and microservice ready architecture
- Hybrid integration capabilities and API management (where required)
- Documented escalation and resolution workflows

4.2 Compliance & Governance Controls

- Compliance with:
 - SBP Cloud Outsourcing Framework
 - Pakistan's Data Protection Laws
- Consent based data processing and privacy controls
- Internal audit reports and governance documentation
- Commitment to transparency, traceability, and regulatory cooperation

5. Required Documentation

1. Company profile and governance structure
2. List of existing clients using Cloud Services, with their scope, including and preferably the SBP's regulated entities
3. Compliance to **Annex A**: SBP Mandatory Compliance Checklist, along with evidence and responses
4. Detailed response to **Annex B**: Technical Questionnaire
5. Compliance to **Annex C**: Areas to be included in SLAs with CSPs, along with evidence and responses
6. Compliance to **Annex D**: Due Diligence of Cloud Service Provider, along with evidence and responses

6. Validity

- Pre-qualification remains valid for 3 years.

7. Confidentiality & Rights

All submitted information will be treated as confidential. EXIM Bank reserves the right to:

- Accept or reject any response without assigning a reason
- Request additional information
- Terminate the process at any stage

Annex A – SBP Mandatory Compliance Checklist

Each page of this document must be completed with the required information and duly signed and stamped on by the authorized representative of the Cloud Service Provider (CSP) to confirm acknowledgment and agreement. If necessary, additional sheets may be used to provide the required information. To be eligible for this tender process, 100% compliance with all listed items is mandatory. Failure to comply with any item may result in the disqualification of the bidder.

Sr. #	Requirement Description	Compliant (Y/N)	Evidence Provided & their Reference	Remarks
1	Experience: At least five (5) years of experience in delivering cloud services with impeccable track record			
2	Certifications: Have third party certifications / assessments related to IT service delivery, business continuity & disaster recovery, and cyber / information security.			
3	Certified Data Centers: Have at least Tier III certified data centers.			
4	Data Centers: Primary and DR site in Pakistan. Please mention locations and address where these data centers are functional.			
5	Assessment of financial strength and resources: last 3 years audited financial statements			
6	Data Localization: Data localization assurance or a guarantee that the data will not be stored or processed on any cloud infrastructure or setup located outside Pakistan.			
7	IR (Incident Response) Policy or Procedure with SBP aligned breach timelines: The IR Policy or Procedure shall outline how to handle security breaches, data leaks, or any other IT related incidents that might			

	occur, particularly in relation to the services provided by the CSPs.			
8	<p>SLA: EXIM Bank shall ensure that all Cloud Outsourcing (CO) arrangements with CSPs are governed by legally binding Service Level Agreements (SLAs), and the CSP shall be responsible for adhering to all obligations set forth therein. The CSP shall ensure 100% compliance with these conditions and shall provide all required information and documentary evidence to support such compliance. Also provide line wise detailed compliance / response for parameters mentioned under Annex C.</p> <p>SLAs with CSPs must include:</p> <ul style="list-style-type: none"> Undertake all CO arrangements through legally binding SLAs, which shall at least include the areas prescribed in 'Annex C Areas to be included in SLAs with CSPs'. These SLAs must be vetted and executed by the legal function of the EXIM Bank, with governing law preferably as law of Pakistan. However, compliance with the laws of Pakistan, along with compliance to any legal obligation as prescribed by the host country of the CSP, shall be mandatory at all times. Additionally, the SLAs should define a course of action for resolving conflicts between the laws of Pakistan and the host country's legal obligations, ensuring mandatory compliance with both at all times. 			
9	<p>The Cloud Service Provider (CSP) shall extend its full and unconditional cooperation to EXIM Bank in conducting the due diligence process, as outlined below, and shall be responsible for providing all supporting material required to complete the due diligence. Also fill in the comments column of the table mentioned under Annex D.</p> <ul style="list-style-type: none"> EXIM Bank will exercise reasonable care before entering CO arrangements. To 			

	ensure effective management of the associated risks, EXIM Bank shall conduct reasonable due diligence of the CSPs and their material sub-contracting arrangements as defined under “Annex D Due Diligence of Cloud Service Provider”.			
10	Relevant Compliance to SBP’s Framework on Outsourcing to Cloud Service Providers: The CSP provides assurance of full compliance with the State Bank of Pakistan’s 'Framework on Outsourcing to Cloud Service Providers' issued on January 16, 2023, as well as EXIM Bank’s Cloud Outsourcing Policy, and shall extend full and unconditional support to ensure 100% adherence to both.			
11	Subcontracting: CSP shall not subcontract any of its obligations under this agreement without obtaining prior written approval from EXIM Bank, ensuring that any subcontractors comply with all relevant terms and conditions outlined in this agreement and adhere to SBP’s regulatory requirements.			
12	Change and Configuration Management: The CSP shall implement and maintain a robust Change and Configuration Management process, ensuring that all changes to systems, infrastructure, and services are properly documented, tested, and approved prior to implementation, in accordance with SBP’s regulatory guidelines.			
13	User Access Management and Authentication: The CSP shall establish and enforce comprehensive User Access Management and Authentication procedures, ensuring that access to sensitive systems and data is granted based on the principle of least privilege, with strong authentication methods, periodic reviews, and timely revocation of access for unauthorized or inactive users.			
14	Security Event Monitoring, and Audit Logs and Audit Trails: The CSP shall implement continuous Security Event Monitoring, ensuring that all security related events are promptly detected, logged, and analyzed. Audit Logs and Audit Trails shall be maintained for all critical systems and activities, and be made available			

	for review by EXIM Bank, in compliance with regulatory and industry standards. The CSP shall ensure that the cloud related services and activities are effectively monitored by their SOC on 24x7 basis.			
15	Exit Planning: The CSP shall develop and maintain a comprehensive Exit Plan to facilitate a seamless transition of services and data in the event of contract termination. This plan shall ensure the secure return or destruction of all data, with EXIM Bank retaining full ownership & permission. The CSP shall be responsible for providing the data in a readable, extractable format, without incurring any additional costs, whenever requested by EXIM Bank, to enable a smooth migration to an alternative service provider or solution (whenever required).			
16	Right to Audit, Access, and Information: EXIM Bank, along with the State Bank of Pakistan (SBP) and EXIM Bank's internal or external auditors, reserves the right to audit the Cloud Service Provider's relevant operations, relevant systems, and relevant records, including full access to relevant data and documentation, to ensure compliance with the terms of this agreement and applicable regulatory requirements. Such audits may be conducted at any time.			
17	Contingency Planning: The CSP shall establish and maintain a comprehensive Contingency Plan to ensure business continuity and disaster recovery in the event of system failures or unforeseen disruptions, outlining clear procedures for restoring critical services and data.			
18	Data Security: The CSP shall ensure that all data, including sensitive and personal information, is securely stored, processed, and transmitted, in line with industry best practices and regulatory requirements, using appropriate encryption and access controls to prevent unauthorized access or data breaches.			
19	Cryptographic Key Management: The CSP shall ensure a secure Cryptographic Key Management system, ensuring that all cryptographic keys used for data encryption are stored securely, rotated			

	regularly, and protected from unauthorized access or misuse.			
20	Tokenization (if required): The CSP shall implement tokenization to minimize the data footprint based on the sensitivity of the data workload. EXIM Bank shall assess and evaluate the features and data interactions of the tokenization solution to ensure its effectiveness. The CSP shall ensure that it does not have access to, nor control over, the tokenization solution, safeguarding EXIM Bank's data privacy and security.			
21	Network Architecture: The CSP shall design and maintain a secure Network Architecture, incorporating segmentation, firewalls, intrusion detection systems, and other security measures to protect EXIM Bank's data and systems from unauthorized access, cyber threats, and vulnerabilities.			
22	Security Testing: The CSP shall perform regular Security Testing, including vulnerability assessments and penetration testing, to identify and address potential weaknesses in its systems and infrastructure, ensuring that any identified vulnerabilities are promptly remediated.			
23	Other Requirements: The CSP shall comply with all other security, compliance, and operational requirements as outlined by SBP, and applicable industry standards, ensuring the protection of data, systems, and services throughout the term of this agreement.			

Annex B
Technical Questionnaire

1. Describe your cloud service architecture (deployment and service models).
2. Explain the data center certifications and uptime SLAs.
3. Describe your DR testing and IR framework.
4. Share clients list with evidence (preferably Banking & Financial Services Institutions).
5. Provide an overview of 24x7 technical support infrastructure.

Annex C
Areas to be included in SLAs with CSPs

1. Clear description of the outsourced activity including type of support services to be provided (containing activities / processes, service and deployment models, services offered, etc.).
2. Roles and responsibilities of contracting parties including responsibilities at the time of recovery and resolution.
3. Ownership and access of assets.
4. Term of contract along with renewal and notice periods.
5. Governing law of the agreement.
6. Financial obligations of the parties.
7. Permitted and restricted activities for sub contracting.
8. Requirement that CSPs shall be solely responsible for the sub contracting including oversight of their sub contractors.
9. Requirement of obtaining prior written authorization from the EXIM Bank before transferring information assets and services/ servers.
10. Mechanism for data portability and purging in case of exit.
11. Prohibition of access of EXIM Bank' systems, software and data to CSP and its sub contractors.
12. Prohibition on sharing data of EXIM Bank with any other entity including any host country regulatory or law enforcement authorities without taking EXIM Bank' prior written approval.
13. Advance notification of change in material sub contractors of CSPs.
14. Right of the EXIM Bank to approve or deny material sub contracting by CSPs or related significant changes. Further, EXIM Bank shall have right to terminate the contract if these changes give rise to unacceptable risks.
15. Location(s), where the service will be provided, data kept processed stored. Requirement for the CSP to provide reasonable notice to the EXIM Bank if it proposes to change the said location(s). Contractual right to reject any proposed change to the location of data, or terminate the cloud outsourcing arrangement on such grounds.
16. Data accessibility, availability, integrity, confidentiality and security related provisions.
17. Service levels including qualitative and quantitative performance criteria, and right of EXIM Bank to monitor CSPs' performance on an ongoing basis (reference to KPIs and KRIs shall be made in the SLA).
18. Reporting obligations of the CSP to the EXIM Bank, including to notify of any development that can have material impact on the CSPs' ability to deliver the agreed service levels.
19. Mandatory insurance coverage (if any) against certain risks.

20. Development and testing of contingency plans for both parties including BCPs.
21. Provisions to ensure that the data collected by the EXIM Bank can be accessed promptly in case of insolvency, resolution or discontinuation of the business operations of the CSP.
22. Access, audit and information rights of the EXIM Bank and SBP include the right to inspect and audit, access or seek information from CSP and its sub-contractors with regard to the outsourced services for assurance, oversight, incident investigation, inspection or any other purpose. In case of offshore CSP, EXIM Bank may rely on internationally recognized third party certification and reports made available by the CSP; however, the EXIM Bank shall include contractual right in its SLAs to request for scope expansion of the certifications / audits to cover relevant controls and systems.
23. Assessment, certification and audit reports to be provided by the CSP to EXIM Bank, generally on a periodic basis and specifically on demand e.g. System and Organization Controls (SOC) level 2 and level 3 reports, on an annual basis.
24. Cybersecurity related expectations include data security, network security, security testing and monitoring, etc.
25. CM procedures including terms, notification and testing requirements, etc.
26. Threat and Vulnerability Management related requirements including vulnerability rectification timeframe based on the risk category, post validation, notification & communication, related procedures, etc.
27. Operational and security incident handling procedures including escalation and reporting.
28. Termination rights and exit strategies cover both stressed and non-stressed scenarios.
29. The agreement must not contain any lock in clause.
30. In case of exit, EXIM Bank shall have contractual rights to continue with the arrangement until such time, it is able to switch to a substitute arrangement.
31. Payment and pricing.
32. Contractual remedies including enforceable liquidity damage clauses, etc.
33. Dispute Resolution provisions.

Annex D

Due Diligence of Cloud Service Provider

Based on the SBP's requirement, EXIM Bank will exercise reasonable care before entering into CO arrangements. To ensure effective management of the associated risks, EXIM Bank will conduct reasonable due diligence of the CSPs by using the under mentioned defined criteria including the following:

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1.	Evaluation of feasibility of CO arrangements including cost effectiveness, quality of service, and legal / regulatory / compliance risks.	
2.	Ability of CSP to meet legal and regulatory requirements of Pakistan.	
3.	Assessment of financial strength and resources.	
4.	Competence, business structure, experience, track record in delivering such services.	
5.	Assessment of CSPs ability to comply with necessary minimum controls including physical security / internal controls based on the intended workloads, especially with respect to confidentiality, integrity, availability and resilience.	
6.	Assessment of corporate governance and entity level controls.	
7.	Assessment of CSPs ability to provide EXIM Bank the control over data residency enabling them to shift over preferred data center instance, depending upon the cloud service model, in order to host these services at such locations/countries/regions considering geopolitical risks.	
8.	Cybersecurity and IT capabilities including adherence to international standards and best practices.	
9	Sub-contracting risk management.	
10	Data security related controls.	
11	Access, audit and information rights of EXIM Bank, SBP and external auditors of the EXIM Bank.	
12	Support services.	
13	Contingency, resilience and exit arrangements.	
14	Up to date certification and attestation of the CSPs including but not limited to IT service delivery, business continuity & disaster recovery, cyber / information security, and data center Tier III certification.	
15	Liability of claims / penalties on CSPs for: a) Unauthorized transactions. b) Service disruptions. c) Security breaches. d) Enforcement and penal actions that may be taken by regulatory and legal authorities against the EXIM Bank for not complying with the regulatory and legal requirements, due to faults by CSPs.	

16	<p>For material workloads:</p> <p>a) Threat & Vulnerability Assessment or equivalent independent assessments of data centers to identify security and operational weaknesses. The scope of such assessments shall include physical and environmental security, perimeter security, access controls, security & emergency procedures, monitoring, redundancy, natural disasters, and the political and economic climate of the country in which the data center resides. The assessment shall cover all data centers where the EXIM Bank's data / systems will reside.</p> <p>b) Independent assessments instead of solely relying on attestations by the CSPs, and the results shall be reviewed by EXIM Bank's IA as well as Information Security (IS) function. However, the EXIM Bank may consider SOC Reports (level 1, 2 & 3).</p>	
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SECTION V ELIGIBILITY AND QUALIFICATION CRITERIA

The Bidders must comply with the following requirements.

- a) EXIM Bank desires to pre qualify cloud service providers through framework agreement for the provisioning of multiple Cloud Computing Services on special subsidized rates in Pakistan. The Cloud Service Providers are requested to submit the following mandatory documents for the evaluation/selection.
 - i. Company profile.
 - ii. Proof of company registration
 - iii. All the supporting document/evidence and associated details which are mentioned under scope of work section.
- b) The bidder should provide proof of incorporation / registration under relevant laws of Pakistan and or authority .
- c) The Bidder shall submit Pre-qualification Application (Annexure A) along with all Annexures attached herewith.
- d) EXIM BANK will examine the Proposals to determine completeness, general orderliness, and sufficiency in responsiveness.
- e) The Bidders shall provide an undertaking on letterhead that they have not been declared insolvent or blacklisted by any Government/Semi Government institution/organization. (Annexure B attached)
- f) Bid Securing Declaration Form as per Rule 25 of the Rules shall be provided with the Pre qualification Proposal. (Specimen attached as Annexure C)

Technical Evaluation Criteria:

All requirements outlined in the Scope of Work section are deemed mandatory. Full compliance with these requirements shall be considered as fulfillment of the technical qualification criteria.

SECTION VI FINANCIAL PROPOSAL & FINANCIAL INSTRUMENTS

- a) Only the Prequalified Bidders shall be invited to submit financials proposals/quotations, as and when required basis and the work order shall be issued, accordingly, to prequalified Bidder who quoted the lowest amount.

SECTION VII COMPLIANCE WITH BIDDING DOCUMENT

- a) Compliance against relevant clauses and sub clauses of the Prequalification document shall be shown by signing & stamping each page of pre-qualification document by authorize representative of bidder.

SECTION VIII ANNEXURES

ANNEXURE A: PRE QUALIFICATION APPLICATION (LETTER OF APPLICATION)

[Letterhead paper of the Bidder, including full postal address, telephone no., fax no., and e mail address]

Date:.....

To,
Head of Procurement Committee,
EXPORT IMPORT Bank of Pakistan
Office # 510 512, 5th Floor,
Evacuee Trust Complex, F 5/1,
Islamabad.

Dear Sir/Madam

1. I/we, the undersigned, being duly authorized to represent and act on behalf of (hereinafter "the Bidder") have reviewed and fully understood all the prequalification information provided by EXIM Bank, the undersigned hereby apply to be prequalified as a Bidders for the "Cloud Service Providers" bearing Prequalification No. .
2. EXIM Bank and its authorized representatives are hereby authorized to conduct any inquiries or investigations to verify the statements, documents, and information submitted in connection with this application, and to seek clarification from our bankers and clients regarding any financial and technical aspects. This Letter of Application will also serve as authorization to any individual or authorized representative of any institution referred to in the supporting information, to provide such information deemed necessary and requested by yourselves or the authorized representative to verify statements and information provided in this application, or with regard to the resources, experience, and competence of the Bidder.
3. EXIM Bank and its authorized representatives may contact the following persons for further information, including General and Managerial Inquiries, Personnel Inquiries, Technical Inquiries, Financial Inquiries, if and when needed.

S#	Name	Designation	Contact Information
1.			
2.			
3.			

4. This application is made with the full understanding that:
 - (a) bids by prequalified Bidders will be subject to verification of all information submitted for prequalification at the time of bidding;
5. I/We confirm that in the event that I/we bid, that bid as well as any resulting contract will be signed so as to legally bind me/us jointly and severally.
6. The undersigned declare that the statements made and the information provided in

the duly completed application are complete, true, and correct in every detail.

For and on behalf of	
Signature	
Name	
Designation	

ANNEXURE B: BLACKLISTING UNDERTAKING

[Letterhead paper of the Bidder, including full postal address, telephone no., fax no., and e mail address]

I son of CNIC resident of working with
_____ as _____ and being an authorized representative and
authority to sign off this undertaking do hereby solemnly affirm and declare that
we have participated in the tender for provision of procurement of
..... having Tender # We further
declare that the Company/Firm namely has never been blacklisted from
Government/Semi government organizations.

Further declare that the contents of above mentioned undertaking is true and
correct to the best of our knowledge and belief and nothing has been concealed
there from.

Deponent _____

BID SECURING DECLARATION FORM

[Undertaking on stamp paper of Rs.100/ duly notarized by the Notary Public]

Date:

Tender ID.

To: *[EXPORT IMPORT Bank of Pakistan (EXIM Bank)]*

We, the undersigned, declare that:

We understand that, according to your conditions, Bids must be supported by a Bid Securing Declaration.

We accept that we will be blacklisted and henceforth cross debarred for participating in respective category of public procurement proceedings for a period of (not more than) six months, if fail to abide with a bid securing declaration, however without indulging in corrupt and fraudulent practices, if we are in breach of our obligation(s) under the Bid conditions, because we:

- (a) have withdrawn or modified our Bid during the period of Bid Validity specified in the Form of Bid;
- (b) Disagreement to arithmetical correction made to the Bid price; or
- (c) having been notified of the acceptance of our Bid by the EXIM Bank of Pakistan during the period of Bid Validity, (i) failure to sign the contract if required by EXIM Bank of Pakistan to do so or (ii) fail or refuse to furnish the Performance Security or to comply with any other condition precedent to signing the contract specified in the Bidding Documents.

We understand this Bid Securing Declaration shall expire if we are not the successful Bidder, upon the earlier of (i) our receipt of your notification to us of the name of the successful Bidder; or (ii) twenty eight (28) days after the expiration of our Bid.

Signed: *[insert signature of person whose name and capacity are shown]* In the capacity of *[insert legal capacity of person signing the Bid Securing Declaration]*

Name: *[insert **complete name of person signing the Bid Securing Declaration**]*

Duly authorized to sign the Bid for and on behalf of: *[insert **complete name of Bidder**]*

Dated on _____ day of _____, _____ *[insert **date of signing**]*
Corporate Seal (where appropriate)