

## SPECIFIC PROCUREMENT NOTICE – IT SERVICES

Funding source:	Asian Infrastructure Investment Bank (AIIB)
Procurement Sector:	Information Technology
Project Name:	<b>Loans Management System Implementation Service</b>
Project Number	<b>AIIB CP - 00068</b>
Deadline:	April 8, 2018

Date: March 26, 2018

1. The Asian Infrastructure Investment Bank (AIIB) now invites Expression of Interest (EOI) from qualified firms, to provide Loans Management System Implementation Service. The selection will follow AIIB's draft Corporate Procurement Policy, relevant rules and procedures.
2. The letter of expression of interest (EOI) should provide information of the company's technical qualifications and experience in undertaking Loans Management System Implementation services in the past five (5) years. Please provide the information requested in the Annex B.
3. Consulting firms should submit all related documents as required under Annex A and B to the following Client's Email address in PDF format, before 24:00 PM, April 8, 2018 (Beijing time).
4. Contact information:

Corporate Procurement Division

E-mail Address: [it.procurement@aiib.org](mailto:it.procurement@aiib.org)

Facilities and Administration Services Department

Asian Infrastructure Investment Bank

B-9 Financial Street, Xicheng District

100033 BEIJING, CHINA

Annex A – Simplified Terms of Reference

Annex B - EOI Form

## **Annex A**

### **Simplified Terms of Reference**

#### **Loans Management System Implementation Service**

##### **1. Background**

Asian Infrastructure Investment Bank (AIIB) is a newly established multilateral development bank (MDB) designed to provide financial support for infrastructure development and regional connectivity in Asia.

AIIB strives to be a world class multilateral financial institution built on a strong governance foundation and ethical culture, with professional management and staff selected on a meritorious and competitive basis. Its mission is to improve economic and social development in Asia and beyond through a focus on sustainable infrastructure, cross-border connectivity and private capital mobilization

Its core principles are: transparency; openness; independence and accountability. As a new multilateral development bank in the 21st century, the AIIB's approach will be "lean, clean and green", with a focus on efficiency and sustainability.

AIIB is now seeking firm(s) to select and implement solution (s) to support its loans operations and enhance its loan capabilities in its loan admin lifecycle including:

- Set up accounts
- Process disbursement
- Service loans
- Generate accounting and reports
- Others (portfolio management, syndicated loans, client portal, etc.)

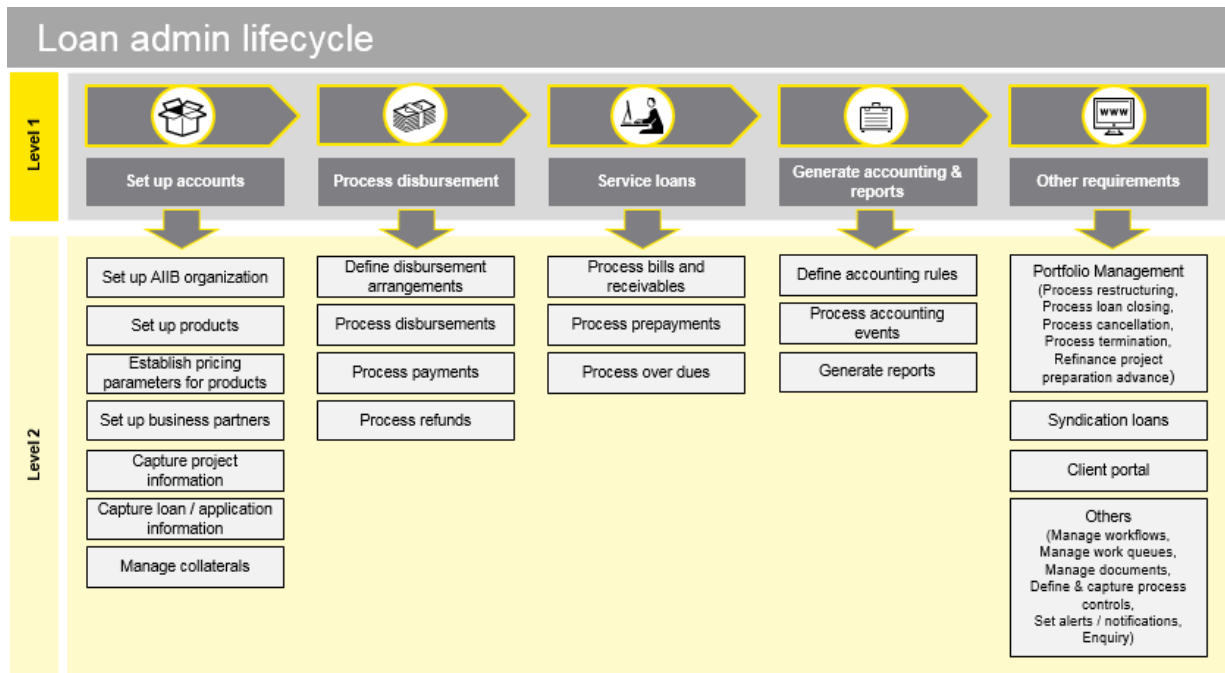
In addition, AIIB is seeking firm(s) to implement a solution (s) to support its

1. Fund and direct investment lifecycle and
2. Project management lifecycle

##### **2. Objective**

The main objective of the project is to acquire and implement a LMS which supports AIIB's loan admin lifecycle (illustrated in Figure 1 below), and support the loans admin lifecycle requirements provided in Section 6.1:

Figure 1: AIIB loan admin lifecycle



In addition, AIIB is seeking to acquire and implement a solution (s) to support its fund and direct investment lifecycle, and its project management lifecycle (illustrated in Figure 2 and 3 below), and support the lifecycle's related requirements provided in section 6.1:

Figure 2: AIIB fund and direct investment lifecycle

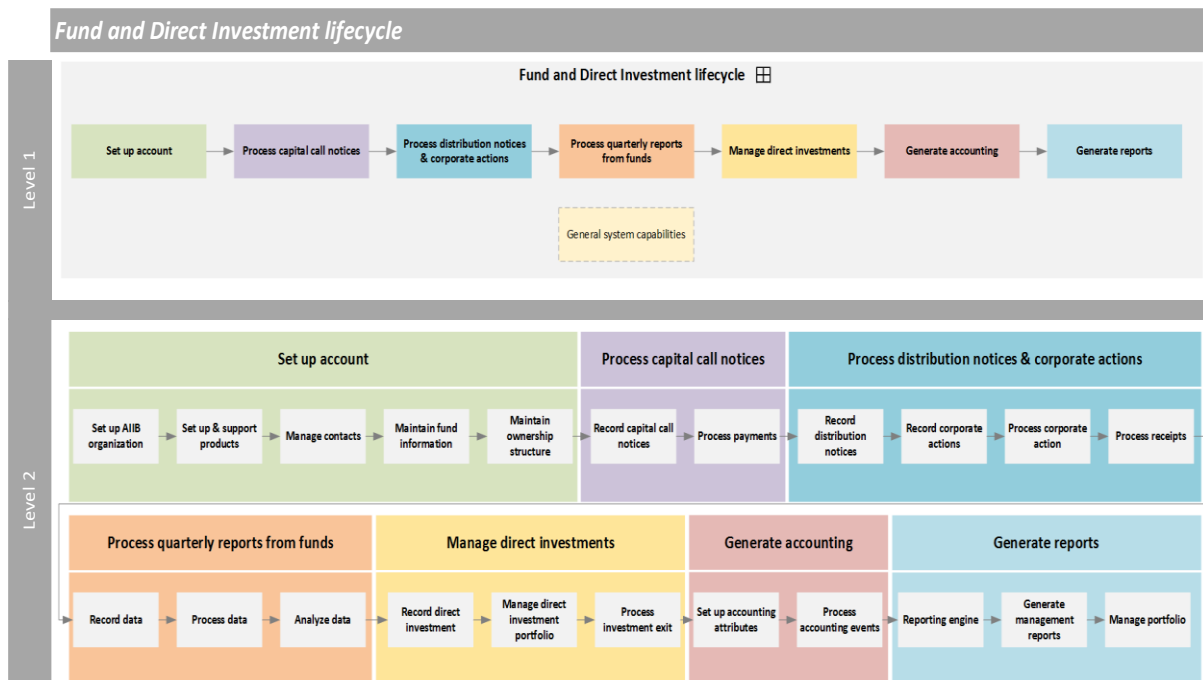
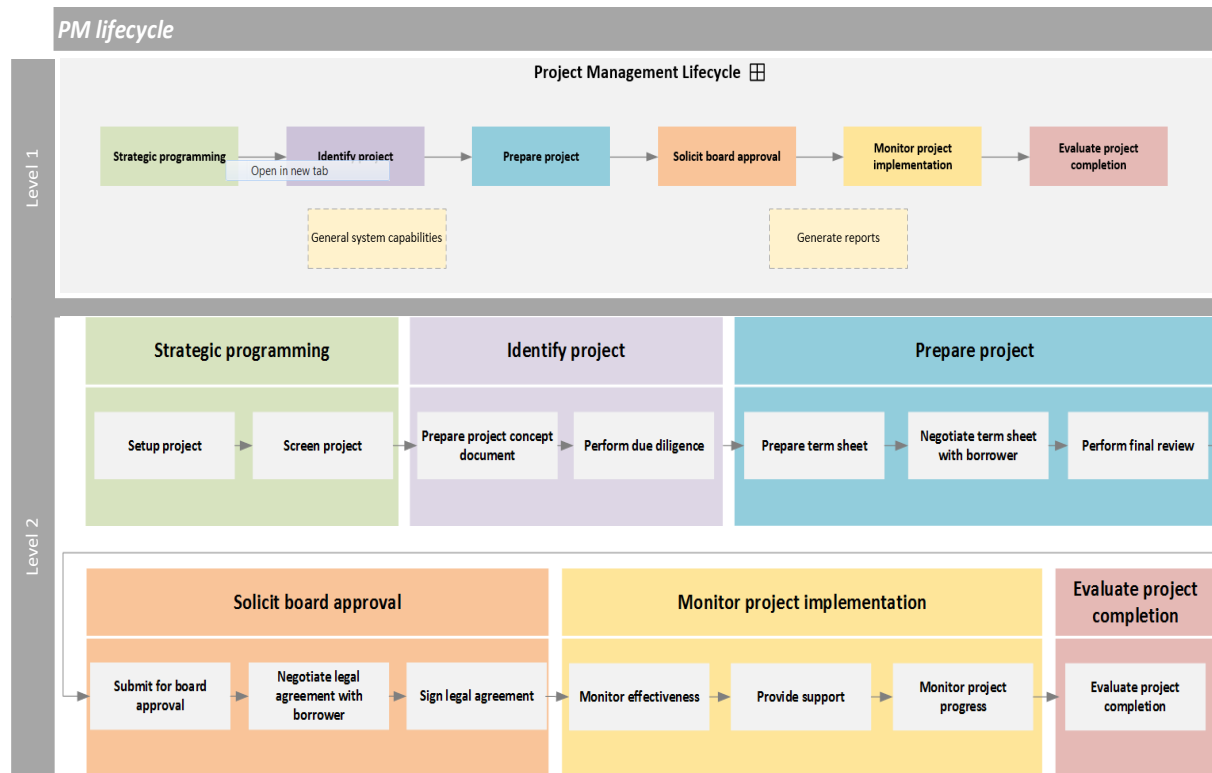


Figure 3: AIIB project management lifecycle



### 3. Scope of work

The overall scope of this project can cover (but not limited to):

- Supply, installation, configuration, and maintenance of a solution (s) that meets AIIB's functional and technical requirements with the target system architecture design
- Provide system interface to integrate with other external systems
- Propose a fit for purpose solution (s) to support the requirements of AIIB
- Delivery approach and roll out plan to successfully implement the proposed solution (s)
- Solution architecture and detailed design of the solution (s)
- Implementation services to support configuration, code development, and version/release management
- Provide support the solution (s) E2E testing process
- Data migration to newly implemented solution (s)
- Develop and support the training of AIIB's staff on the use of the new solution (s)
- Produce and deliver documentation for the development and transfer of critical / technical knowledge to AIIB

### 4. Timeline

Completion of the solution (s) implementation should be within 6-12 months from the signing of the contract.

### 5. Qualification

- The firm undertaking the assignment should have a minimum of 5 years of direct experience in the related solution (s) implementation with MDBs and/or commercial lending banks.
- The team member should have equivalent professional work experience combined with knowledge and degree in the related field.

- Experience with implementing the related solutions (s) with leading standards or frameworks.
- Experience with the system architecture and connectivity/integration of the related solution (s).
- Can work well and deliver effectively without close daily supervision once the clear deliverables are set.

## 6. Documents Required in Your Response

6.1 Firm's response to the functional requirements provided in following attachment: *AIIB LMS\_EOI functional requirements\_20180313*. Please see the 'Instructions' worksheet for further instructions:



### AIIB LMS\_EOI functional require

6.2 Firm's response to questions solution offering and capabilities. Please respond to each question in the table below. Firms are encouraged to answer every question and provide supplementary documentations. Please provide your responses in an Excel format. Supplementary documentations can be provided in Excel, Word or PowerPoint formats.

Ref.	Functional Alignment
1	Describe the solution (s) offerings to support AIIB's loans admin, fund and direct investment, and project management lifecycles as per the requirements provided in Section 6.1. Please state if you do not have a solution offering for any of the AIIB's lifecycle
2	Describe the solution (s) delivery approach to support AIIB's loans admin, fund and direct investment, and project management lifecycles e.g. one system with one database for all lifecycles, multiple systems with separate databases etc.
3	Describe your solution (s) E2E collateral management capabilities. Is the collateral module part of the loans module, or does it in a separate module?
4	Describe the sizing metrics of the proposed solutions i.e. number of users, number of loans, average daily transactions capacity, other metrics where relevant etc.
5	Describe what unique functional factors differentiate your solution (s) from that of other firms?
6	Describe your implementation approach and roadmap to meet AIIB's requirements. This should address your overall solutions, including proprietary methods and/or tools, project team, timeline etc.
	Technical Alignment
7	Is the LMS part of a core banking solution, or is it a stand-alone solution?
8	Describe your experience in implementing a solution with other department (i.e. for Treasury, Risk, Workflow, Investment Operations) without having a system in place. What was the optimal approach for data integration set up between the solution and new systems implemented thereafter?
9	Describe the proposed IT architecture and E2E solution (s) components. Please provide IT blueprints, reference architecture, and system connectivity, integration layer and security framework docs of similar implementations in MDBs, commercial banks, or financial institutions (FI)
10	Describe your approach to data governance and the processes and tools used for data governance and management
11	Describe what unique technical factors differentiate your solution from that of other firms?

	<b>Strategic Alignment</b>
12	Describe your experience and relevant examples of your solutions implemented with modern IT solutions and architecture design principles for MDBs, commercial banks or FIs i.e. digital, blockchain, cloud-native, onmi-channel, data analytics etc.
13	Provide a summary of your overall strategy. Describe the evolution and strengths of your related solutions, including evidence of the inclusion of ongoing thought-leadership, best-in-class practices, and new IT innovation capabilities
14	Provide a summary of your plans to evolve products and deliver additional functionalities relevant to market trends. What is the product's viability and planned roadmap?
	<b>Industry Experience / General Information</b>
16	Provide your LMS implementation experience and track record with MDBs /commercial lending banks: - bank / institution - solutions description - implementation details / timeline - number of loans the solution has processed /active - other relevant details
16	Provide your fund and direct investment system implementation experience and track record for MDBs and other financial institutions: - bank / Institution - solution Description - implementation details / timeline - other relevant details
17	Provide your project management lifecycle system implementation experience and track record for MDBs and other financial institutions: - bank / Institution - solution Description - implementation details / timeline - other relevant details
18	Has your related solution (s) been rated by 3rd-party firms or by leading research analyst reports in the past 4 years i.e. in Gartner, Forrester Research etc.? If yes, what are the ratings and quadrants positions? (provide supporting documentation)

## Annex B: EOI Template

[Expressions of interest are subject to a 10-page limit, including any attachments.]

### Expression of Interest (EOI) by Consulting Firm

Date: [dd/mm/yyyy]

Dear Mr./Ms. [copy the AIIB's representative's name, designation and department as indicated in the EOI],

We have read carefully your Invitation for Expression of Interest for the captioned assignment/project and find the Terms of References (TOR) match our firm's capacity for providing the services required in the TOR. We would like to express our interest for being considered for the Shortlist. We understand that AIIB does not have an obligation that we must be shortlisted.

Our firm's profile and information relevant to this EOI are in provided below:

#### I. Consulting Firm Profile

Firm's Name	
Country of Incorporation:	
Firm's Address: (Street name, City, State/Province, Country, ZIP code)  Fax No.:  Phone No.:  Email:  Website:	

#### II. Specific Qualifications and Experience

[Notes to consultant: Highlight the technical qualifications and experiences of your firm in undertaking tasks in Loans Management System Implementation Service, as indicated in the EOI].

### III. Methodology of Work

[Notes to consultant: Describe the methodology to provide relevant services. This is an opportunity for the firm to demonstrate its understanding about the scope of this work]

### IV. Other Information

[Notes to consultant: Provide other information that you consider to be useful for the AIIB in its consideration of your candidacy for the shortlist].

### V. Project References

[Notes to consultant: Please select at least three of the most relevant projects to demonstrate the firm's technical qualifications and experience.

Period	Client	Project	Country	Role of the Firm (As lead firm or partner?)	Contract Value

### VI. Eligibility Declaration

We, the undersigned, certify to the best of our knowledge and belief:

☐

We have read the advertisement, including the generic terms of reference (TOR), for this assignment.

☐

We confirm that the project references submitted as part of this EOI accurately reflect the experience of our firm.

☐

We confirm our firm and all the personnel indicated in the EOI have met the requirements of Corporate Procurement Policy of AIIB, which can be found on

[https://www.aiib.org/en/opportunities/business/.content/index/\\_download/20160226051938297.pdf](https://www.aiib.org/en/opportunities/business/.content/index/_download/20160226051938297.pdf)

[Signature:

Name of the firm's authorized representative:

Position]