



EXPRESSION OF INTEREST

To tender for the

**Supply, Development, Implementation & Support of a Treasury
Front Office Management System.**

Ref: GAB/Treasury/FMS/2020

Project Description	Supply, Development, Implementation & Support of a Treasury Front Office Management System
Issued By	Gulf African Bank Ltd, Kenya.
Issue Date	26th October, 2020
Receipt of EOI	Expression of interest proposals to be received by Friday 6th November, 2020, Noon (Kenyan Time)

Introduction

Gulf African Bank (GAB) is one of Kenya's first fully Shari'ah compliant banks, offering Shari'ah compliant financial solutions to individuals, corporates and other institutions. The Bank has registered good growth since inception and plans to consolidate its position as the best Islamic Bank in Kenya, through best global markets practice and use of technology in managing and analysing its treasury operations and interactions with its customers and other stakeholders with a view to deliver excellent customer experience, enhance treasury operations efficiencies, risk management and compliance requirements.

The envisaged platform will enable automation of treasury operations such as Deals input, Ticketing, Positions Risk Management and Profitability & Cash flows projections generation.

To meet this objective, the Bank continuously seeks to partner with competent solution vendors for the provision of varying goods and services.

To this end, the Bank is soliciting for Expressions of Interest (Eoi) from potential and interested qualified vendors for the **Supply, Development, Implementation and Support of a Treasury Front Office Management system.**

The Requirement

The automation of treasury front office operations has been identified as one of the strategic business process re-engineering initiatives that the Bank needs to implement.

Currently, the processes are largely manual supported by spreadsheets.

The ultimate goals of acquiring a front office system by the Bank include, but are not limited to:

- i. Automate tasks to eliminate manual interventions hence efficiency
- ii. Enable full Straight Through Processing (STP) for deals (from capture to settlement)
- iii. Reduce complexities and risks (market, operations, compliance and credit risks)
- iv. Ensure ease of compliance with regulatory requirements
- v. Enhance reporting and MIS
- vi. Management of workforce

In addition, the System is envisaged to fully support integrations with:

- i. Core Banking System (our core is iMAL),
- ii. Market Data sources
- iii. Dealing Platforms
- iv. Refinitiv, Bloomberg, Swift, AML Platforms, etc;
- v. Internet Banking & Mobile Banking (GabNet & GabPesa)

The requirements shall be provided in more details in a Request For Proposal (RFP) document which will be circulated to shortlisted firms upon review/ evaluation of your Eol submissions.

Calls For Expression of Interest

This Eol is intended to lead to the identification of potential vendors that can demonstrate competence, capacity and experience in the provision of the need in a manner that enables the Bank to meet its objectives.

The identified vendors will be invited for a competitive tendering process from which the vendor to be engaged will be selected.

In expressing interest, potential vendors are required to respond to this call by providing below details:

- i. A brief Company Profile, clearly indicating your principal place of business
- ii. The proposed system name (and a Manufacturer's Authorization Form/Letter from the OEM, in the event of a partnership)
- iii. A brief system catalogue (features and functionalities)
- iv. List of Customer References indicating the deployments done by your company within the last 5 years (detailing the client, physical address, email address and telephone contact)
- v. List of Customer References where your company is currently providing System support & maintenance (detailing the client, physical address, email address and telephone contact)
- vi. Any additional information that will support your interest
- vii. Vendor Declaration certifying the correctness, in all respects, of the information supplied

The specific format for responding is annexed at the end of this document (Annexure I)

Sourcing Steps

Upon receipt of your Eol proposals, the Bank shall proceed as per below;

- i. Review the submitted Expressions of Interest
- ii. Prequalify a shortlist of vendors to invite for the tender
- iii. Issue of the RFP document to the shortlisted vendors
- iv. Conduct of the tender process (which may include pitches, site visits etc)
- v. Award to successful bidder.

Instructions & Notes to Potential Vendors

Important instructions and notes for consideration by potential vendors are described hereunder;

- i. Only vendors who meet our minimum requirements will be considered for further discussions.

- ii. **No prices or commercial proposals should be provided with this EOI.**
- iii. Vendor to state if they are submitting their proposal as a joint venture/ consortium or any other joint format.
- iv. All responses should be provided in standard file formats i.e Pdf, Xls, Doc, PPTs.
- v. Any costs associated with the preparation and submission of the response to the Eoi shall be borne by the vendor.
- vi. The Bank reserves the right to ascertain the information and documents submitted in connection with this Eoi.
- vii. The receipt of a response shall not bind the Bank into any contractual agreements with the bidder. Such arrangements shall only come into place once a bidder is successful as evaluated technically and commercially, and an award is issued.
- viii. The Bank reserves, at its sole discretion, the right to select or reject, either in totality or partially, any and or all proposals made in the context of this EOI. Any such decisions made will be final and no correspondence will be engaged into, other than for the purpose of informing the bidders of the outcome of the process.
- ix. The Bank prides itself on its transparency, fairness and integrity and is determined to maintain the highest standard of business ethics. Accordingly, the same philosophy is expected from the vendor(s), its dealings with the Bank as well as business conduct in general. The Bank will view any deviations in this regard as detrimental to the relationship.

Submission of Eoi Responses & Timelines

Interested bidders should submit their responses to this EOI in soft copy addressed to: peter.pasaka@gab.co.ke and copied to omar.abdallah@gab.co.ke not later than **Friday 6th November, 2020 at Noon, Kenyan Time.**

The subject reference on email should read: **'Expression of Interest – Treasury Front Office Management System'**

This Eoi is available under 'Procurement Opportunities' on our website: <https://gulfafricanbank.com/>

Format of Submissions

Refer to the Annexure I on the next page.

Annexure I

I	Name of Company	
	If bidding as a Consortium/ Joint Venture, specify the other firms & their addresses	

II	Principal Place of Business	
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III	Company Profile	Attach
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IV	Proposed Treasury Front Office Management System	
	Indicate System/Product Name	
	Provide Product Catalogue (feature & functionality list)	Attach

V	Experience - Deployments				
	Sites where your company has done Treasury Management system deployments in the last 7yrs	Client Name	Country & City	Email	Telephone Contact
		a			
		b			
		c			
		d			
		e			

V	Experience - Support / AMCs				
	Sites where your company currently has AMCs for the proposed system	Client Name	Country & City	Email	Telephone Contact
	a				
	b				
	c				
	d				
	e				

VENDOR DECLARATION

Declaration

I / We, the undersigned state and declare that the above information supplied for this Eol is correct and that I / We give **Gulf African Bank Limited** authority to seek any other references concerning my / our company from whatever sources deemed relevant, e.g. Listed References, Office of the Registrar of Companies, Bankers, etc.

Full name

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Signature.....

For and on behalf of M/s

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In the capacity of (Director/Partner?)

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Dated thisday of2020.

Vendor's / Company's Official Rubber Stamp

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