

Business Ally Required

National Bank of Pakistan is Planning to Develop and/or Expand its Bancassurance Product Line for its Customers

Interested organizations/companies operating in Pakistan are invited to submit their proposals/EOIs with the following details:

The Organizational Profile:

- Latest 3 years audited financial statements and latest half yearly statement.
- Rating by local/international rating agencies.
- Details of foreign affiliation/consultants, if any.
- Income Tax/Sales Tax Registration (NTN).
- Company/firm registration.
- Applicable licenses/permissions from GOP or relevant agencies.
- Location & addresses of offices in major cities of Pakistan i.e. Karachi, Lahore, Islamabad/Rawalpindi, Peshawar & Quetta.
- Details of relevant experience and track record, if any.
- Any other relevant information.

Products:

The proposal should provide complete range of products e.g. Personal Accident, Pension & Retirement, Savings, Travel Cover, Credit Life etc. along with salient features and the organization's bancassurance relationships in the domestic and international markets. It should also provide organization's/company's market share, business statistics & any third party recently published company or product review.

Administrative Set-up:

Details about the administration and implementation of the scheme, including but not limited to:

- Sales process
- Customers' Service
- MIS Reports
- Issuance of policy
- Technology solution & IT support
- Automated Administration

Training Program:

Information should also be provided with regard to training, the organization will provide to the staff of NBP with regard to sales and administration of the scheme. A complete set of Request for Proposal (RFP) document which includes the details and TOR may be purchased by interested organizations from the undersigned.

The interested organizations/companies/firms will be required to submit their proposals outlining methodology of the above TOR along with their detailed credentials and experiences in the relevant industry and a financial proposal for the products offered. The proposal should reach us latest by **15th January, 2009**.

Note: NBP is governed by the Public Procurement Rules, 2004 and is following the single stage two envelop procedure under Rule 36(b) thereof. NBP reserves the right to accept or reject any or all proposals/offers without assigning any reason. NBP also reserves the right to amend any of the salient terms pertaining to the bancassurance business.

Contact: Mr. Ahmer Liaquat, Head of Bancassurance, Commercial & Retail Banking Group, 2nd floor, National Bank of Pakistan, Head Office, I. I. Chundrigar Road, Karachi, for obtaining RFP and further details. Ph: 021-9217782

