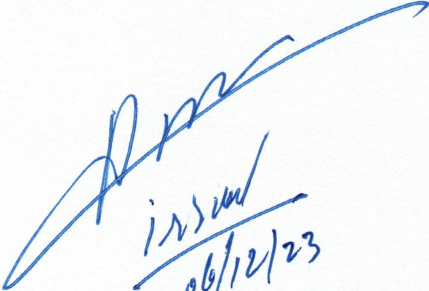




Subject: MINUTES OF THE PRE-PROPOSAL CONFERENCE FOR "HIRING OF FINANCIAL INSTITUTIONS (FIs) FOR PAYMENTS TO BISP BENEFICIARIES"

In pursuance of RFP published on 26<sup>th</sup> November, 2023, for "Hiring of Financial Institutions (FIs) for Payments to BISP Beneficiaries", a pre-proposal conference was held on 4<sup>th</sup> December, 2023 at 10:00 AM in the Ground Floor Conference Room, BISP HQs, Islamabad. Director Generals from F&A and Cash Transfer (CT) Wings of BISP along with relevant representatives of different wings were present in the conference. List of FIs whose representatives attended the conference, is attached at **Annex - A**.

2. Director General (CT), BISP while welcoming the participants clarified that the purpose of the pre-proposal Conference is to respond to the questions/queries of all the participating FIs and give as much clarity as possible to the FIs.
3. Q&A session was held with the participants of the FIs. **Annex - B** to these minutes provides BISP response against the queries discussed during the conference.
4. The conference ended with a vote of thanks.

  
issued  
06/12/23

## Annex - A

### List of Financial Institutions (FIs), who's Representatives Attended the Pre - Proposal Conference:

S#	Name of Financial Institutions (FIs)
1.	M/s Bank Alfalah Limited
2.	M/s Bank of Punjab
3.	M/s FINCA Microfinance Bank Limited
4.	M/s United Bank Limited
5.	M/s NRSP Microfinance Bank Limited
6.	M/s HBL Microfinance Bank Limited
7.	M/s Mobilink Micro-Finance Bank Limited/Jazz Cash
8.	M/s Habib Bank Limited
9.	M/s Telenor Microfinance Bank Limited

## Annex - B

Sr. #	Questions Received from FIs	Responses
1.	Can technically qualified FI (s) in previous bidding process submit only the Financial Proposals for their respective clusters according to their choice?	No. As the previous bidding was separate and has been concluded, so in the new Bidding Process if any FI wishes to participate, it has to submit its proposal as per the currently floated RFP.
2.	Are the previous minutes of the Pre-Proposal Conference of the previous bidding will be the part of this Pre-Proposal Conference?	No. As the current bidding process is fresh and separate so fresh minutes of the current Pre-Proposal Conference will be issued.
3.	Head of G2P will be the same resource for all the Clusters.	Yes.
4.	In JV how the experience will be counted/evaluated.	Please refer to Clause 21.1 (Additional Compliance Notes).
5.	How to assign/nominate different Key Experts for difference Clusters	Since each Cluster is separate Contract & Bidding process, so key experts shall be different for each cluster except the Head of G2P/P2G/G2G Business of the FI.
6.	Is it necessary to sign all the annual financial reports?	Only Financial Statements covered by Audit Report are required which needs to be signed and stamped.
7.	In JV and/or Partnership scenario, would its channel summary is sufficient? or we have to give complete details of networking channels?	Both the district wise summary and details networking will be required for evaluation purpose.
8.	In case of JV, the experience will jointly be evaluated or separately?	Please refer to Clause 21.1 (Additional Compliance Notes).
9.	Is it necessary to attach letter from President/CEO to the Power of Attorney?	Please refer to ITC Clause-10- A (Point #xvii) of Section 3 to Proposal Data Sheet.