Open Digital Payments Ecosystem

Date: 07/12/2020
Time: 5:00pm (Fiji Time)
Location: Online Via Zoom
Attendees: Krishnan Narasimhan, Ronald Kumar, Wail Aljirafi, Leia Tan LiJia, Agrotosh Mukharjee, Pooja Chaurasia, Puneet Chopra, Indira

Technical Aspects

- Introduction by Mr. Krishnan Narasimhan.
- The Pacific has some unique challenges in the form of being highly vulnerable to natural hazards.
- 10 of the Pacific countries rank in the top 30 in the world in relation to climate disaster risk index and this has held true consistently in the last few years based on the World Risk Report.
- The primary focus of this new initiative would be to develop market led climate disaster risk financing products and services such as parametric insurance products.
- This program will initially target two countries, Fiji and Vanuatu, for establishing the proof of concept and piloting and testing cdrf solutions, with a possibility of expanding into other Pacific countries based on funding and implementation experience.
- This lot will focus on digital infrastructure through open digital payments ecosystem and a large part of will focused on building the digital rails/channels. However, persistent challenges such as last mile delivery limited actual digital infrastructure are present and will be a factor inhibiting growth potential.
- Technology for the purpose of delivering Insurance Solutions would be the core of this workstream.

Questions on Technical Aspects

1. In terms of scope, can there be a little bit more explanation provided?

   This workstream looks at providing delivery services to the partners. Digital interventions in the Pacific are either during the inception phase or early planning phase. There is a lot of advisory work to be done with the private sector and governments for providing incentives for building digital infrastructures.

2. In terms of customer user base, are you looking to build a website or a mobile based app?

Leaning more towards mobile based app. Both android and apple. However, the users of android is higher in the Pacific (approximately 85%).

Admin section

- The structure of the proposals and how to submit for the bidding were explained by Mr. Ronald Kumar.
- There are 4 separate RFPs. The scope is different but the requirements are same.
- All RFPs are deliverable based therefore no advanced payments.
- Award criteria consists of 70% technical and 30% price weight distribution. A total of 3 service providers will be selected.
- Bidders are to ensure that their proposals are aligned to the evaluation criteria.
- Long term agreements (LTAs) – duration of 2 years and maximum of 300 days.
- Submission to be made through e-tendering.
- Deadline is 25th of December 2020.
- For further clarifications, the procurement team can be contacted.

Questions on Admin aspect

1. Number of staffs that can be part of the team? Is 3 the minimum or maximum?

   3 is the minimum. More staff can be added however ensure not to add too many layers.

2. Does the financials need to be redistributed according to the team members?

   The financials need to be distributed between the members which depends on the number of personnel in the team. However, the number of days will be same (i.e. 300).

3. Can the figures in the financials change later?

   There can be minor changes. But the assessments are done based on the CVs that are provided.

4. Will the firm with the lowest cost be hired once the initial 3 firms are selected?

   Once the LTA is done with the 3 firms, each time when an assignment is required, a TOR will be provided and would be open to proposals. The availability of a firm will be the primary criteria, subsequently the costs will be the next determining factor.

5. Can individual experience gained outside the firm be counted as relevant?

    Yes, it will be counted as relevant if they have worked previously in the area of open digital payments ecosystem even if it was outside the firm.

6. Can we have to same people In multiple LTAs?

    Yes