

NATIONAL INFORMATION TECHNOLOGY BOARD
Ministry of IT & Telecommunication, Government of Pakistan

PRE-QUALIFICATION INVITATION

For Managed IT, Software Development, Integrated Services and Consultancy Firms

Reference No.	NITB-4(445)/2026
Issued	June 2026
Last Date of Submission	22 nd June 2026 at 11:00 AM

TIER-I Emerging & Small Firms Up to 3 years experience	TIER-II Established & Large Firms 10+ years experience
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Plot No. 24-B, Street No. 06, H-9/1, Islamabad | Ph. 051-9265063

1. INTRODUCTION

The National Information Technology Board (NITB) is committed to driving digital transformation by offering comprehensive IT support and solutions to government departments and ministries. To accelerate its mandate, NITB seeks to engage with software development and IT consultancy firms of all sizes — from emerging startups to large established enterprises.

This pre-qualification exercise introduces a two-tier categorization framework designed to ensure that both small/emerging firms (Tier-I) and large/established firms (Tier-II) have a fair opportunity to qualify and participate in NITB's procurement processes based on proportionate criteria.

2. OVERVIEW OF PRE-QUALIFICATION

NITB invites sealed proposals from Software Development, Managed Services, Integrated Service and IT Consultancy companies having expertise in the specialized domains listed in Annexure-B. Proposals are invited for pre-qualification under TWO TIERS as described in this document. All interested companies are required to read this document carefully and provide relevant information and supporting documents as mentioned herein.

The two-tier framework is as follows:

TIER	DESCRIPTION	TARGET FIRMS	ELIGIBLE LOTS
TIER-I	Simplified pre-qualification for small and emerging IT firms	Firms with at least 3 years of incorporation; fewer staff; lower turnover	Selected low-complexity Lots (marked T-I in Annexure-B)
TIER-II	Full pre-qualification for established and large IT firms	Firms with 10+ years of experience; larger workforce; higher turnover	All Lots including complex/high-value engagements

A firm qualifying as Tier-II may also be awarded Tier-I contracts. A Tier-I pre-qualified firm may only participate in Tier-I designated Lots.

3. INSTRUCTIONS FOR PRE-QUALIFICATION

3.1 The proposal shall be a single sealed envelope, clearly marked: Pre-qualification Proposal – [Tier-I / Tier-II] – Lot [No.]. Application for multiple lots shall indicate the Lots applied for. Single Proposal is sufficient for multiple Lots. However, it is mandatory to clearly mention in the cover letter the list of Lots applied for. Separate envelope will be required against Tier-1 and Tier-II if intended to apply for both Tiers.

3.1.a It is mandatory that for each lot the qualifying document is reannexed for each lot. Proper section should be provided in the bidding document for each applied lot.

3.1.b. Since it is expected that technical proposal may have multiple documents and submission of all documents may be difficult on EPADS. Therefore, all details may be submitted in hard form with necessary/mandatory documents on EPADS.

3.2 Basic evaluation / screening of Responding Organizations (ROs) will be done as per Annexure-A, and technical evaluation as per Annexure-B.

3.3 During evaluation, no amendments to the submitted proposal shall be permitted.

3.4 After pre-qualification, pre-qualified firms shall be entitled to participate in subsequent RFP / procurement proceedings for their respective tier and applicable Lots. Selection as pre-qualifying doesn't guarantee award of RFP/Contract.

3.5 Pre-qualification shall remain valid for a maximum period of 36 months.

3.6 NITB may at any stage require the RO to provide further information concerning professional, technical, financial, legal, or managerial competence.

3.7 The RO must respond to all queries and provide complete information as advised herein; failing which NITB may reject the proposal.

3.8 NITB reserves the right to disqualify any RO that has provided false, fabricated, or incorrect information.

3.9 Minimum qualifying marks: Tier-I ROs must obtain 60 marks; Tier-II ROs must obtain 70 marks as per Annexure-B.

3.10 The RO may submit proposals for any number of Lots; however, separate proposals with relevant documents must be submitted for each Lot.

3.11 NITB reserves the right to postpone or annul this pre-qualification procedure at its discretion.

3.12 A firm may submit under both Tier-I and Tier-II categories, but must meet the distinct eligibility criteria of each tier in its respective proposal.

4. ELIGIBILITY CRITERIA FOR RESPONDING ORGANIZATIONS

The eligibility requirements differ by tier. Firms must meet ALL mandatory criteria for the tier under which they are applying.

TIER-I — Emerging & Small Firms

4.1 TIER-I Mandatory Registration Requirements

- Registered with Income Tax Department (NTN holder) and on the Active Taxpayer List of FBR.
- Incorporated and registered under the laws of Pakistan – acceptable registrations:
 - Sole Proprietorship registered with local authorities, OR
 - Partnership Firm registered under the Partnership Act, 1932, OR
 - Company incorporated under the Companies Act, 2017 (SECP), OR
 - Registered cooperative or SME recognized under SMEDA.
- Operational office in Pakistan, The firm may be required to establish office in Islamabad if local presence is required for particular assignment/RFP
- In relevant IT business for at least three (03) years at the time of submission.

- Sales Tax registration is required for Tier-I.

4.2 TIER-I Firm Size & Experience

CRITERION	TIER-I REQUIREMENT
Years of incorporation	3 years (firm with higher experience can also apply)
Number of employees	Minimum 05 employees
Relevant project portfolio	At least 1 Purchase order in last 12 months (no minimum value threshold)
Financial Statement	Bank Statement or any evidence of at least 03 million
Technical Resource	At least 1 senior technical resource with 2+ years of relevant experience

4.3 TIER-I Required Documents

- Copy of Firm/Proprietorship/ Company registration certificate
- Valid NTN certificate and FBR Active Taxpayer proof.
- Office address proof (utility bill / tenancy agreement in firm's name).
- Bank statement or audited accounts showing minimum PKR 3 million financial statement
- CV(s) of top technical personnel (minimum 1, maximum 3).
- Affidavit: Never blacklisted by any Government/Semi-Government/Autonomous body on letter head.
- Affidavit: All submitted information is true and accurate.
- Affidavit: Firm has the capacity, expertise, and permissions to deliver services for the applied Lot(s)

TIER-II — Established & Large Firms

4.4 TIER-II Mandatory Registration Requirements

- Registered with Sales Tax AND Income Tax Departments.
- Copy of Firm/Proprietorship/ Company registration certificate.
- Valid NTN certificate and on the Active Taxpayer List of FBR.
- Operational Office in Pakistan. However, firm may be required to establish office in Islamabad in case required for a specific particular assignment/RFP
- In relevant IT business for at least the last Ten (10) years.

4.5 TIER-II Firm Size & Experience

CRITERION	TIER-II REQUIREMENT
Years of incorporation	Minimum 10 years
Number of full-time staff	Minimum 10-20 technical resources
Relevant project portfolio	Minimum 10 completed projects in last 5 years; each valued at least PKR 5 million
Annual Turnover	Minimum PKR 1,000 million (cumulative in the last 3 fiscal years)
Human Resources	Resources cumulative relevant experience of 15+ years
ISO / certifications	ISO 9001 or relevant sector certifications preferred (not mandatory but scored)

4.6 TIER-II Required Documents

- Copy of SECP incorporation certificate / proprietorship/partnership registration.
 - Sales Tax and Income Tax registration certificates; FBR Active Taxpayer proof.
 - office address proof in Islamabad.
 - Last 3 years Audited financial statements showing turnover.
 - Evidence of financial capability (bank certificates, credit lines, or auditor's certificate).
 - List of at least 10 completed projects with client acceptance/completion certificates/delivery challans.
 - Copies of ISO / CMMI / PEC / PCP or other relevant certifications (if any).
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5. PRE-BID Queries

5.1 Attendance by both Tier-I and Tier-II applicants is encouraged.

5.2 All queries should be e-mailed to muhammad.jamil@nitb.gov.pk at least three (03) working days before the bid submission.

6. SUBMISSION OF PROPOSALS

6.1 Proposals shall be submitted by EPADS with One hard copy to Assistant Director (Admin), NITB, Plot No. 24-B, Street No. 06, Sector H-9/1, Islamabad (Phone: 051-9265061) on or before 27th May 2026 at 11:00 AM.

6.2 Each envelope must be clearly marked: Pre-qualification Proposal – [TIER-I / TIER-II] – Lot [No.].

6.3 ROs must sign the cover letter (Annexure-C) and note the time and date of submission at the time of delivery.

6.4 Proposals received after the closing time/date shall not be accepted and will be returned unopened. Proposals submitted via e-mail or fax shall not be accepted.

6.5 If there is limitation of document size in the EPADS, the additional documents may be submitted in hardcopy. Mandatory documents must be uploaded on EPADS.

7. GENERAL GUIDELINES

7.1 No pre-qualification proposal shall be accepted if not properly sealed, marked, signed, and stamped.

7.2 ROs must ensure submission within the closing time and date.

7.3 Proposals will be opened at NITB premises at 11:30 AM on the last date of submission.

7.4 All documents received by NITB will be treated in strict confidence and will not be returned.

7.5 NITB reserves the right to verify any information provided by ROs, including third-party verification or site visits.

7.6 ROs presenting incorrect or fraudulent information may be disqualified and subjected to legal action.

7.7 Only short-listed ROs fulfilling technical evaluation criteria shall be considered pre-qualified.

7.8 The pre-qualification process shall be governed by PPRA Rules, 2004 and subsequent amendments.

7.9 Pre-qualified firms must adhere to PPRA Rules, 2004 in all subsequent competitive processes.

7.10 Pre-qualification validity: 36 months from the date of notification of result.

7.11 A precise and detailed scope of work will be provided to pre-qualified bidders to ensure competitive bidding for the purpose of inviting specific technical and financial proposals. In instances where a specialized solution is required, NITB shall invite proposals or Expressions of Interest (EOIs) from the pre-qualified bidders to initiate the subsequent competitive bidding process.

7.12 No commitment is made for the award of a project or work to any of the pre-qualified bidders through the subsequent bidding process.

Annexure-A: Basic Evaluation / Screening Criteria

The following table summarises the mandatory screening requirements by Tier. Any RO failing to meet all mandatory criteria for its applied tier will be screened out without proceeding to technical evaluation.

Sr.	MANDATORY REQUIREMENT	TIER-I	TIER-II
1	Sales Tax Registration	Required	Required
2	Income Tax / NTN Registration	Required	Required
3	FBR Active Taxpayer List	Required	Required
4	Copy of SECP incorporation certificate / proprietorship/partnership registration.	Required)	Required
5	Operational office	Required	Required
6	Minimum years in operation	36 months	10 years
7	Minimum full-time technical staff	2-5 staff	5-20 staff
8	Financial Statement	PKR 3 million	PKR 1000 million cumulative of last 3 years
9	Project portfolio evidence	At least 1 project in 12 months (any value)	Minimum 10 completed projects in last 5 years; each valued at least PKR 5 million
10	Affidavit: Not blacklisted	Required	Required
11	Affidavit: Truthfulness of information	Required	Required
12	Affidavit: Capacity & expertise for applied Lot(s)	Required	Required
13	Financial evidence (audit report / bank statement)	Bank statement acceptable	Audited financial statements required

Annexure-B: Scope of Services, Lots & Technical Evaluation

B.1 Lots Summary

The following table lists all 23 Lots. The Tier column indicates which tier(s) may apply for each Lot. 'T-I / T-II' means both tiers may apply; 'T-II' means only Tier-II firms may apply for that Lot.

Lot	DOMAIN / TITLE	SCOPE OF SERVICES	ELIGIBLE TIER
1	Core Software & Application Domains	<ul style="list-style-type: none"> Web Applications (As per requirement) Mobile Applications (Android, iOS, Hybrid) Enterprise Applications (ERP, HRMS, FMIS, CRM & Customized end to end solution) Custom / Bespoke Software Development e-Governance Solutions Workflow Automation & BPM Document & Case Management Systems Citizen Service Portals Application Maintenance (AMC), Bug Fixing & Enhancements Legacy System Modernization 	T-I / T-II
2	Infrastructure & Data Center Domains	<ul style="list-style-type: none"> Servers, Storage & Virtualization Network Design & Deployment Data Center Setup & Management Cloud Infrastructure (Local / International) LAN/WAN Design, Fiber & Structured Cabling Network Security & Monitoring NOC Services 	T-II
3	Cloud, DevOps & Platform Services	<ul style="list-style-type: none"> Cloud Migration & Management DevOps & CI/CD Pipelines Containerization (Docker, Kubernetes) Platform as a Service (PaaS) Disaster Recovery & Business Continuity 	T-II
4	Cyber Security Domains	<ul style="list-style-type: none"> Cyber Security Operations (SOC) Penetration Testing & Vulnerability Assessment Stress Testing Load Testing SIEM & Log Management Identity & Access Management (IAM) Data Protection & Encryption ISO 27001 / Cyber Compliance Services 	T-II
5	Data, Analytics & Emerging Technologies	<ul style="list-style-type: none"> Data Modelling Data Engineering Data Science Big Data 	T-II
6	IT Consulting & Professional Services	<ul style="list-style-type: none"> IT Strategy & Digital Transformation Consulting Business Process Re-engineering (BPR) 	T-I / T-II

Lot	DOMAIN / TITLE	SCOPE OF SERVICES	ELIGIBLE TIER
		<ul style="list-style-type: none"> System Analysis & Solution Architecture IT Audit & Compliance Project Management (PMO Services) Infrastructure Audit <ul style="list-style-type: none"> Platform Audit (functional & non-functional) 	
7	Managed & Outsourced Services	<ul style="list-style-type: none"> Managed IT Services Helpdesk & Call Center (IT-enabled) Managed Hosting Managed Security Services Application Managed Services (AMS) 	T-I/T-II
8	Hardware & Peripherals	<ul style="list-style-type: none"> IT Hardware Supply End-User Devices (Laptops, Desktops) Printers, Scanners & Peripherals Networking Equipment Surveillance & Access Control Systems 	T-I / T-II
9	Training, Capacity Building & Change Management	<ul style="list-style-type: none"> IT & Software Training Cyber Security Awareness Programs System User Training Change Management & Adoption Programs Technical Certification Training 	T-I / T-II
		<ul style="list-style-type: none"> 	
10	Human Resource & Talent Management	<ul style="list-style-type: none"> IT & Technical Resource Provisioning Non-Technical / Support Staff Supply Contractual & Project-Based Hiring Payroll & HR Outsourcing Technical Recruitment (IT, Cyber, Data) Executive Search & Headhunting HRMS Implementation & Support HR Policy Development & Advisory 	T-I / T-II
11	Administration & Facility Management	<ul style="list-style-type: none"> Office & Building Management Housekeeping & Janitorial Services Electrical, HVAC & Maintenance Administrative Support Staff Records & File Management Physical Security Services Fire Safety & Emergency Systems Access Control & Visitor Management Supplies related to office and building management 	T-I / T-II
12	Procurement & Supply Chain	<ul style="list-style-type: none"> Procurement Advisory & Planning Tendering & Bid Evaluation Support Vendor Due Diligence & Market Research IT & Non-IT Supplies 	T-II

Lot	DOMAIN / TITLE	SCOPE OF SERVICES	ELIGIBLE TIER
		<ul style="list-style-type: none"> Warehousing & Inventory Management Asset Tagging & Lifecycle Management Contract Drafting, Compliance & SLA Management 	
13	Event Management & Outreach	<ul style="list-style-type: none"> National & High-Profile Events Management Conferences, Seminars & Workshops Product & System Launch Events Hybrid & Virtual Events Media Coverage & PR Digital Marketing & Social Media Video Production & Documentation Creative Design & Branding 	T-I / T-II
14	Finance, Accounts & Audit	<ul style="list-style-type: none"> Special & Forensic Audits Compliance & Internal Audits Bookkeeping & Accounts Outsourcing Tax Advisory & Compliance FMIS / Accounting Software Implementation Budgeting, Forecasting & Financial Risk Management 	T-II
15	Legal, Compliance & Governance	<ul style="list-style-type: none"> Legal Advisory & Retainership Contract & IT Law Advisory Regulatory Compliance Services Intellectual Property & Licensing Policy & Governance Framework Development 	T-II
16	Monitoring, Evaluation & Third-Party Validation	<ul style="list-style-type: none"> Project Evaluation & Impact Assessment Performance Audits Quality Assurance Reviews 	T-II
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		•	
17	Software Licenses	Microsoft Dynamics Implementation & Support <ul style="list-style-type: none"> Figma Power-BI Zoom Augment Cursor Loveable Lottie files & <ul style="list-style-type: none"> AI tools Any other as per need basis 	T-II
18	Core AI & Machine Learning	<ul style="list-style-type: none"> Machine Learning Model Development Deep Learning (CV, NLP, Speech) Predictive & Prescriptive Analytics Recommendation Systems Decision Support Systems 	T-I/T-II
19	Generative AI & NLP	<ul style="list-style-type: none"> Chatbots & Virtual Assistants 	T-I / T-II

Lot	DOMAIN / TITLE	SCOPE OF SERVICES	ELIGIBLE TIER
		<ul style="list-style-type: none"> Large Language Model (LLM) Solutions Document Intelligence (OCR, Summarization) Speech-to-Text / Text-to-Speech Multilingual & Urdu-enabled AI Solutions 	
20	Computer Vision	<ul style="list-style-type: none"> Image & Video Analytics Facial Recognition (where legally allowed) Object Detection & Smart Surveillance Document & Image Digitization 	T-II
21	AI Platforms & MLOps	<ul style="list-style-type: none"> AI Platform Setup & Management Model Training, Deployment & Monitoring Data Pipelines for AI AI Governance & Model Lifecycle Management 	T-II
22	Ethical AI, Governance & Compliance	<ul style="list-style-type: none"> AI Ethics Frameworks Bias Detection & Fairness Audits Explainable AI (XAI) AI Policy & Regulatory Advisory 	T-II
23	IT Turn Key Solution	<ul style="list-style-type: none"> For this Lot a JV is allowed for firms/companies to undertake turnkey based solutions involving IT infrastructure, software development, Cybersecurity equipment and appliances or any other equipment or machinery 	T-I / T-II

B.2 Technical Evaluation Criteria

Evaluation criteria differ by tier. Marks are allocated as per the tables below. Minimum qualifying score: Tier-I = 60 marks; Tier-II = 70 marks (out of 100).

TIER-I Technical Evaluation Criteria (Min. 60 / 100 to qualify)

Sr.	CRITERION	CALCULATION	MAX MARKS
1	Organizational Experience (Projects in last 36 months) Evidence: client P.O / Delivery Challan.	1 project: 20 marks 2-3 projects: 30 marks 4+ projects: 40 marks (No minimum project value; any relevant IT project counts)	40
2	Team Capability Evidence: (1-3 technical staff).	Core technical capability available in-house: 10 marks Cumulative experience of submitted technical staff: < 5 years total: 5 marks 5-10 years total: 10 marks > 10 years total: 20 marks	20
3	Financial Capability Annual IT turnover (bank statement / accounts).	PKR 3M to 5M: 10 marks PKR 5M to 10M: 20 marks Above PKR 10M: 30 marks	30
4	Evidence of Office in Islamabad	Documentry evidence	10
	TOTAL		100

TIER-II Technical Evaluation Criteria (Min. 70 / 100 to qualify)

Sr.	CRITERION	CALCULATION	MAX MARKS
1	Minimum 10 completed projects in last 5 years; each valued at least PKR 5 million Evidence: acceptance/completion certificate. Or Delivery challan	1-3 projects: 10 marks 4-6 projects: 20 marks 7-9 projects: 30 marks 10+ projects: 35 marks	35
2	Team Capability Evidence:	Technical Team < 10: 5 marks 10-20 years: 15 marks >20: 20 marks	20
3	Financial Capability Annual turnover for Last 3 FY	< PKR 100M: 0 marks PKR 100M-300M: 10 marks PKR 301-500M: 15 marks > PKR 1000M: 35 marks	35
4	Office in Islamabad	Documentry Evidence	10
	TOTAL		100

Annexure-C: Cover Letter Template

(To be reproduced on RO's official letterhead)

[Date]

To
Assistant Director (Admin)
National Information Technology Board (NITB)
Plot No. 24-B, Street No. 06, Sector H-9/1, Islamabad

Subject: Pre-qualification Proposal — [TIER-I / TIER-II] — Lot Nos. [___] — [Lot Title]

Dear Sir,

We, [Name of Organization], hereby submit our Pre-qualification Proposal for the above-referenced Lot under [Tier-I / Tier-II] category, in accordance with Pre-Qualification Invitation No. NITB-4(445)/2026 issued in February 2026.

We hereby declare that:

- All information and statements in this proposal are true and accurate.
- We accept that any misrepresentation may lead to our disqualification and potential legal action.
- Our organization meets all mandatory eligibility criteria for the tier and Lot(s) applied for.
- We have the capacity, resources, expertise, and all required permissions/licenses to deliver the services described.
- We have never been blacklisted by any Government, Semi-Government, or Autonomous organization.
- List of Lots applied for

We understand that NITB is not bound to accept any or all proposals received.

Yours sincerely,

Signature & Company Stamp

Name: _____

Designation: _____

Organization: _____

Date & Time of Submission: _____

Contact: _____

