

NATIONAL INFORMATION TECHNOLOGY BOARD

Ministry of IT & Telecommunication, Government of Pakistan

PRE-QUALIFICATION INVITATION For Managed IT and Integrated Services

Reference No.	NITB-4(404)/2026
Issued	22 nd May 2026
Last Date of Submission	11 th June 2026 at 11:00 AM
Pre-Bid Meeting	2 nd June 2026 at 11:00 AM

TIER-I Emerging & Small Firms	TIER-II Established & Large Firms
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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 firms of all sizes — from emerging startups to large established enterprises — for provision of Managed IT and Integrated Services.

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 eligible firms 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 firms 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 firms	Firms with up to 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 firms	Firms with 10+ years of experience; larger workforce; higher turnover	All Lots including complex/high-value engagements

A Tier-II qualified firm may also be awarded Tier-I Lots. 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 for each Lot, clearly marked: Pre-qualification Proposal – [Tier-I / Tier-II] – Lot [No.].
- 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.
- 3.5 Pre-qualification shall remain valid for a maximum period of 24 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 Islamabad and/or Rawalpindi (proof of tenancy/ownership required).
- In relevant business for at least twelve (12) months at the time of submission of proposal.
- Sales Tax registration is NOT mandatory for Tier-I (but must comply if applicable to their services).

4.2 TIER-I Firm Size & Experience

CRITERION	TIER-I REQUIREMENT
Years of incorporation	Minimum 12 months, maximum 3 years
Number of full-time staff	Minimum 5 full-time technical employees

CRITERION	TIER-I REQUIREMENT
Relevant project portfolio	At least 1 completed project in last 12 months (no minimum value threshold)
Annual turnover	Minimum PKR 3 million from relevant head of services (evidenced by agreements, purchase orders, bank statement or audited accounts)
Technical leadership	At least 1 senior technical resource with 3+ years of relevant experience (CV required)

4.3 TIER-I Required Documents

- Copy of SECP incorporation certificate / proprietorship / partnership registration.
- Valid NTN certificate and FBR Active Taxpayer proof.
- Office address proof (utility bill / tenancy agreement in firm's name).
- Agreements, purchase orders, bank statement or audited accounts showing minimum PKR 3 million turnover from relevant head of services.
- List of at least 1 completed project (client name, description, duration, value if applicable).
- Organizational chart showing minimum 5 technical staff.
- CV(s) of top technical personnel (minimum 1, maximum 3).
- Affidavit: Never blacklisted by any Government/Semi-Government/Autonomous body (Rs. 100 stamp paper, notarized).
- Affidavit: All submitted information is true and accurate (Rs. 100 stamp paper, notarized).
- Affidavit: Firm has the capacity, expertise, and permissions to deliver services for the applied Lot(s) (Rs. 100 stamp paper, notarized).

TIER-II — Established & Large Firms

4.4 TIER-II Mandatory Registration Requirements

- Registered with Sales Tax AND Income Tax Departments.
- Incorporated and registered as a private / public limited company under the Companies Act, 2017 (SECP).
- Valid NTN certificate and on the Active Taxpayer List of FBR.
- Operational offices in Islamabad and/or Rawalpindi (principal or branch office).
- In relevant business for at least the last five (5) years (preferred 10 years for maximum marks).

4.5 TIER-II Firm Size & Experience

CRITERION	TIER-II REQUIREMENT
Years of incorporation	Minimum 5 years (10+ years for maximum technical marks)
Number of full-time staff	Minimum 20 full-time technical employees
Relevant project portfolio	Minimum 4 completed projects in last 3 years; each valued at least PKR 3 million
Annual turnover	Minimum PKR 10 million from relevant head of services (FY 2022-23 or later, audited)
Technical leadership	Top 5 technical experts, cumulative relevant experience of 10+ years (CVs required)

CRITERION	TIER-II REQUIREMENT
ISO / certifications	ISO 9001 or relevant sector certifications preferred (not mandatory but scored)

4.6 TIER-II Required Documents

- SECP Certificate of Incorporation and Memorandum & Articles of Association.
- Sales Tax and Income Tax registration certificates; FBR Active Taxpayer proof.
- Office address proof.
- Audited financial statements for FY 2022-23 or later showing turnover.
- Evidence of financial capability (bank certificates, credit lines, or auditor's certificate).
- List of at least 4 completed relevant projects with client acceptance/completion certificates.
- Organizational chart for core technical and management teams.
- CVs of top 5 technical experts.
- Copies of ISO / CMMI / PEC / PCP or other relevant certifications (if any).
- Three (3) Affidavits on stamp paper of Rs. 100 each (duly notarized) as described in clause 4.3 above.

5. PRE-QUALIFICATION PRE-BID MEETING

5.1 A pre-bid meeting will be held at NITB premises, Plot No. 24-B, Street No. 06, H-9/1, Islamabad on 2nd June 2026 at 11:00 AM. Attendance by both Tier-I and Tier-II potential 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 pre-bid meeting. Queries submitted in advance will be addressed in writing. Verbal queries at the meeting may not receive formal responses.

6. SUBMISSION OF PROPOSALS

6.1 Proposals shall be delivered by hand or through courier in a sealed confidential envelope and must reach: Assistant Director (Admin), NITB, Plot No. 24-B, Street No. 06, Sector H-9/1, Islamabad (Phone: 051-9265061) on or before 11th June 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.

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: 24 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.
 - 7.13 Annexure-D: 'Tier Quick Reference Card' is attached herewith for ease of reference.
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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	SECP Incorporation / Firm Registration	Firm registration acceptable (SECP/proprietorship/partnership)	SECP incorporation required
5	Operational office in Islamabad and/or Rawalpindi	Required	Required
6	Minimum years in operation	12 months	5 years
7	Minimum full-time technical staff	5 staff	20 staff
8	Minimum annual turnover	PKR 3 million	PKR 10 million (audited)
9	Project portfolio evidence	At least 1 project in 12 months (any value)	At least 4 projects in last 3 years (\geq PKR 3M each, with completion certificate)
10	Organizational chart & key staff CVs	Chart + 1-3 CVs	Chart + top-5 expert CVs
11	Affidavit: Not blacklisted (Rs. 100 stamp, notarized)	Required	Required
12	Affidavit: Truthfulness of information (Rs. 100 stamp, notarized)	Required	Required
13	Affidavit: Capacity & expertise for applied Lot(s) (Rs. 100 stamp, notarized)	Required	Required
14	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 **22 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	Web Applications (As per requirements) Mobile Applications (Android, iOS, Hybrid) Enterprise Applications (ERP, HRMS, FMIS, CRM & Customized end to end solutions) 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	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	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	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	Data Modeling Data Engineering Data Science Mega Data	T-II

6	IT Consulting & Professional Services	IT Strategy & Digital Transformation Consulting Business Process Re-engineering (BPR) System Analysis & Solution Architecture	T-I / T-II
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Lot	DOMAIN / TITLE	SCOPE OF SERVICES	ELIGIBLE TIER
		IT Audit & Compliance Project Management (PMO Services) Infrastructure Audit Platform Audit (functional & non-functional)	
7	Managed & Outsourced Services	Managed IT Services Helpdesk & Call Center (IT-enabled) Managed Hosting Managed Security Services Application Managed Services (AMS)	T-II
8	Hardware & Peripherals	IT Hardware Supply End-User Devices (Laptops, Desktops, Mobile Devices & Tablet) Printers, Scanners & Peripherals Networking Equipment Surveillance & Access Control Systems	T-I / T-II
9	Training, Capacity Building & Change Management	IT & Software Training Cyber Security Awareness Programs System User Training Change Management & Adoption Programs Technical Certification Training	T-I / T-II
10	Human Resource & Talent Management	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	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	T-I / T-II
12	Procurement & Supply Chain	Procurement Advisory & Planning Tendering & Bid Evaluation Support Vendor Due Diligence & Market Research IT & Non-IT Supplies Warehousing & Inventory Management Asset Tagging & Lifecycle Management Contract Drafting, Compliance & SLA Management	T-II

13	Event Management & Outreach	National & High-Profile Events Management Conferences, Seminars & Workshops	T-I / T-II
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Lot	DOMAIN / TITLE	SCOPE OF SERVICES	ELIGIBLE TIER
		Product & System Launch Events Hybrid & Virtual Events Media Coverage & PR Digital Marketing & Social-Media Video Production & Documentation Creative Design & Branding	
14	Finance, Accounts & Audit	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	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	Project Evaluation & Impact Assessment Performance Audits Quality Assurance Reviews	T-II
17	Software Licenses	Microsoft Dynamics Implementation & Support Figma Power-BI Zoom Augment Cursor Loveable Lottie files & Claude	T-II
18	Core AI & Machine Learning	Machine Learning Model Development Deep Learning (CV, NLP, Speech) Predictive & Prescriptive Analytics Recommendation Systems Decision Support Systems	T-II
19	Generative AI & NLP	Chatbots & Virtual Assistants Large Language Model (LLM) Solutions Document Intelligence (OCR, Summarization) Speech-to-Text / Text-to-Speech Multilingual & Urdu-enabled AI Solutions	T-I / T-II

20	Computer Vision	Image & Video Analytics Facial Recognition (where legally allowed) Object Detection & Smart Surveillance Document & Image Digitization	T-II
21	AI Platforms & MLOps	AI Platform Setup & Management Model Training, Deployment & Monitoring Data Pipelines for AI AI Governance & Model Lifecycle Management	T-II
22	Ethical AI, Governance & Compliance	AI Ethics Frameworks Bias Detection & Fairness Audits Explainable AI (XAI) AI Policy & Regulatory Advisory	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 relevant Experience (Projects in last 12 months) Evidence: client acceptance letter / invoice.	1 project: 20 marks 2-3 projects: 30 marks 4+ projects: 40 marks (No minimum project value; any relevant project counts)	40
2	Team Capability Evidence: Org chart + CVs (1-3 technical staff).	Core technical capability available in-house: 10 marks Cumulative experience of submitted technical staff: < 5 years total: 0 marks 5-10 years total: 10 marks > 10 years total: 20 marks	30
3	Financial Capability Annual turnover (bank statement / accounts).	PKR 3M to 5M: 10 marks; Above PKR 5M up to 10M: 20 marks; Above PKR 10M: 25 marks	25
4	Presentation / Demo (Capacity, references, product/service demo before NITB committee).	Evaluated by NITB procurement committee.	5
	TOTAL		100

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

Sr.	CRITERION	CALCULATION	MAX MARKS
1	Organizational relevant Experience (Projects in last 3 years valued \geq PKR 3M each) Evidence: acceptance/completion certificate.	1-3 projects: 10 marks 4-6 projects: 20 marks 7-9 projects: 30 marks 10+ projects: 35 marks	35
2	Team Capability Evidence: Org chart + CVs (top-5 technical experts).	Core capability in-house: 15 marks Cumulative experience of top-5 experts: < 10 years: 0 marks 10-25 years: 10 marks 25-50 years: 15 marks > 50 years: 20 marks	35
3	Financial Capability Annual turnover FY 2022-23 or later (audited).	< PKR 10M: 0 marks PKR 10M-20M: 10 marks; Above PKR 20M up to 30M: 15 marks; Above PKR 30M: 20 marks	20
4	Presentation by RO (Capacity, references, innovation, products; core team must be present).	Evaluated by NITB procurement committee.	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 No. [] — [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 22nd May 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.

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

Signature & Company/Firm Stamp

Name: _____ Designation: _____ Organization: _____ Date &
Time of Submission: _____ Contact No.: _____ Email: _____

Annexure-D: Tier Quick Reference Card

This summary card is for quick reference only. All details are governed by the main body of the pre-qualification document.

CRITERION	TIER-I (Emerging Firms)	TIER-II (Established Firms)
Category Purpose	Enable emerging/small firms to participate in low-complexity government Managed IT & Integrated Services / work	Pre-qualify established firms for complex, high-value government Managed IT & Integrated Services engagements
Legal Registration	Proprietorship / Partnership / SECP Company acceptable	SECP-incorporated company required
NTN / Tax	NTN + Active Taxpayer (Income Tax only)	NTN + Sales Tax + Active Taxpayer
Min. Years in Operation	12 months (max 3 years for Tier-I treatment)	5 years (10+ years for max marks)
Min. Full-time Staff	5 technical employees	20 technical employees
Project Portfolio	1 project in last 12 months (any value)	4 projects in last 3 years (each ≥ PKR 3M)
Min. Turnover from relevant head of services	PKR 3 million (bank statement acceptable)	PKR 10 million (audited financial statements)
Qualifying Marks	60 / 100	70 / 100
Eligible Lots	Lots marked 'T-I / T-II' only	All 26 Lots
Validity	24 months	24 months
Financial Evidence	Bank statement / management accounts	Audited financial statements required
CVs Required	1–3 key technical staff	Top 5 technical experts
Presentation	Optional but beneficial (5 marks)	Mandatory (10 marks)

Note: A firm pre-qualified under Tier-II automatically covers the scope of Tier-I Lots as well. A firm may apply under both tiers simultaneously using separate sealed proposals for each.