

PARTNERSHIP FOR SOFTWARE PLATFORM DEVELOPMENT AND ROLLOUT

EXPRESSION OF INTEREST (PUBLIC DOCUMENT), KBZ BANK

April 2019 (Yangon, Myanmar)

Context

- KBZ Bank is Myanmar's largest privately-owned bank, with over 500 branches. Headquartered in Yangon, Myanmar, KBZ Bank presently accounts for approximately 40% market share of both retail and commercial banking in the country and has a growing international presence – being the first Myanmar bank to open offices in neighboring markets.
- KBZ is leading the way, particularly in digital and technology, for Myanmar's rapidly developing financial services industry through an approach that understands the opportunities of innovation, the needs of the Myanmar people and the unique context of the country's economy. This will take us closer to achieving 100% financial inclusion in Myanmar with the mission of improving the quality of life through banking.
- In 2018, KBZ Bank launched KBZPay to answer this call from customers, a mobile wallet platform that has quickly grown to become the #1 digital payments app in the country with 1+ mn downloads. Now available across the country, it's the safer, simpler and more convenient way to transact money. With just a few taps on your phone, whether you wish to pay, transfer, cash in or out – it's easy with KBZPay.

Partnership scope

- KBZ Bank is launching a series of R&D and development projects to build on the initial success of KBZPay. These projects are designed to address payment and cash inefficiencies in the country, and aim to use the latest technologies to help Myanmar leapfrog into the digital cashless world.
- The bank is looking for a software development partner to help implement these projects successfully. The partnership will start with a 6-8 months' initial contract focused on 1 priority project. Depending on the partner's performance and the success of the first project, the partnership can be extended beyond this initial period for future projects over the next few months or years.

Expression of interest

- Interested parties should sign the attached NDA (Non-Disclosure Agreement) and email it latest by 19 April 2019 to register their interest.
- Upon your expression of interest, you will receive the full RFP document with more details of the project scope and selection process. The final proposals will be due by 03 May 2019, and the final decision targeted for 10 May 2019.