Online Expression of Interest for evaluation of Service Providers
For
Providing Data Analytics COE

e-EOI Ref. No: JKB/CHQ/T&D/Data-Analytics-COE/2025-1598
Dated: 12-12-2025

Schedule

e-EOI Reference Number	**JKB/CHQ/T&D/Data-Analytics-COE/2025-1598** **Dated: 12-12-2025**
Department Name	**Technology and Development Department**
Tender Details	**Online Expression of Interest for evaluation of Service Providers for providing Data Analytics CoE**
Contact details of issuing Department (Name, Designation, Mobile No., Email address for sending any kind of correspondence regarding this EOI)	**Mr. Bilal Mudaw** **Senior Manager IT SIA** **Mail id: 9622607070** **bilal@jkbmail.com** **M No: 8375917707**
Tender Type	**Open**
Bid Document Availability including changes/amendments, if any to be issued	**NIT can be downloaded from and submitted on Bank's e-Tendering Services Provider's Portal https://jkbank.abcprocure.com from** **December 15, 2025 16.00 Hrs. to** **December 29, 2025 17.00 Hrs.**
Last Date for Pre-Bid Queries & submission Mode	**All Clarifications / Queries shall be raised online only through e-Tendering Portal https://jkbank.abcprocure.com by or before** **December 20, 2025**
Pre-bid Queries Response date	**All communications regarding points / queries requiring clarifications shall be given online through prescribed e-Tendering Portal on** **December 24, 2025**
Last Date of Submission of EOI response	**December 29, 2025 17.00 Hrs.**
Submission of online Technical Bid	**As prescribed in Bank's online tender portal** **https://jkbank.abcprocure.com**
Eligibility & Technical Criteria	**As per Tender Document**
CORRIGENDUM	**All the Corrigendum will be uploaded on online tender portal** **https://jkbank.abcprocure.com**

For e-Tender related Queries	Service Provider: M/s. E-procurement Technologies Limited (Auction Tiger) , B-705, Wall Street- II, Opp. Orient Club, Ellis Bridge, Near Gujarat College, Ahmedabad- 380006, Gujarat **Help Desk:**	
	Sr. No	**Name**
	1	**Sandhya Vekariya – 6352631968**
	2	**Suraj Gupta – 6352632310**
	3	**Ijlalaehmad Pathan – 6352631902**
	4	**Imran Sodagar - 9328931942**

1. Background

The purpose of this Expression of Interest (EOI) is to identify qualified strategic partners capable of establishing and managing a **Data & Analytics Center of Excellence (CoE)** for J&K Bank. The CoE will operate on the bank's existing cloud-native data platform (AWS Cloud) and aims to achieve following broad objectives :

- Enable data-driven decision-making across business, risk, and operational functions.
- Deliver high-value analytics insights, AI/ML models, and business intelligence outputs aligned with the bank's strategic objectives.
- Establish sustainable analytics operations, including governance, operational monitoring, and capability-building for internal teams.
- Drive regulatory and compliance enhancements through improved reporting and structured analytics.
- Foster innovation and continuous improvement in analytics, leveraging industry best practices and emerging technologies.

This EOI seeks to understand participant bidder's ' **approaches and capabilities** to operate such a CoE, including High level structure, team setup, governance, use case delivery, adoption frameworks, and innovation& futuristic roadmap .

2. Eligibility Criteria

SNo.	Eligibility Criteria	Supporting Documents to be submitted	Compliance (Yes/No)
1	The Bidder must be registered with Registrar of Companies / a Govt Organization/ PSU / PSE/ LLP or Private/ Public Limited Company in India for a minimum of 3 years as on date of EOI.	Certificate of Incorporation	
2	The bidder should have been in existence in India for the last 3 years as on date of EOI.	Certificate of commencement of business	
3	The bidder should have a minimum average annual turnover of 50 crores during the last three financial years.	Audited Financial statements or CA certificate for last three financial years. Comprehensive Audited report duly Signed showing net turnover of all 3 FYs be also submitted.	
4	The bidder should be profitable in the last three financial years.	Audited Financial statements or CA certificate for last three financial years.	
5	The Bidder should have a valid PAN, TIN No, GST No and the latest clearance certificate	Self-attested copies of PAN CARD, TIN NO, GST NO and latest income tax return to be submitted.	
6	The Bidder should not have been blacklisted by any Bank / Financial institution/ Government Agency /RBI /IBA as on date of the EOI submission.	Self-declaration by the Bidder on company letter head.	
7	The Bidder should not be involved in any Bankruptcy filing or for protection from it	Self-declaration confirming the Criteria	
8	The bidder must have a proven track record of **at least one** successful deployment of an Analytics CoE or providing managed services support for analytics requirements (including regulatory, risk, performance, and other business analytics) in the BFSI sector for a scheduled commercial bank in the past five years.	Credential letter / Copy of Purchase orders from the client along with completion certificate.	
9	The Bidder should be able to support from Headquarters located at Srinagar, Jammu & Kashmir	Self-declaration confirming the Criteria	

3.0 SCOPE OF WORK

The broad scope of work for inviting Expression of Interest (EOI) for evaluation of Service Providers is mentioned below:

Analytics Delivery (Use case, dashboards, MIS reporting) & Migration (Regulatory reports)

- Recommend and build use cases (covering customer analytics, product analytics, sales analytics, regulatory analytics, risk and compliance analytics, etc.) and dashboards, based on industry best practices and in alignment with business teams on the new AWS based cloud-native data platform.
- Re-create existing regulatory reports (~500 reports)/other business reports, and MIS/dashboards from the legacy on-prem environment to the AWS-based platform.
- Ensure seamless integration of analytics requirements with business processes/journeys.
- For each use case, define KPIs in line with the business expectation, and track & report the performance till the time the business benefits are realized.
  Pls Note: The entire SDLC/ Analytics Development Lifecycle (from requirement gathering to go-live to maintenance support) will be in scope.

Semantic/Self Service Module:

- Design and implement a semantic and self-service data layer that enables business users to directly access standardized data assets and build their own reports and insights without technical dependency.

Benchmarking & Continuous Innovation

- Conduct standard benchmarking and recommend a continuous innovation plan, including technology adoption (AI/ML, etc.) and process improvements.
- Identify new use cases(or reports and dashboards) optimize existing ones based on industry best practices.

Capability Building & Knowledge Transfer

- Conduct a skillset maturity assessment to identify gaps .
- Train and hand hold the on-ground teams and facilitate their continuous learning through collaborative work.
- Provide structured documentation and training materials to enable a smooth handover.
- Develop a roadmap for skillset maturity, aiming to progressively enhance the team's analytics capabilities.

Management & Governance

- Manage analytics operations, ensuring compliance with internal and regulatory standards.
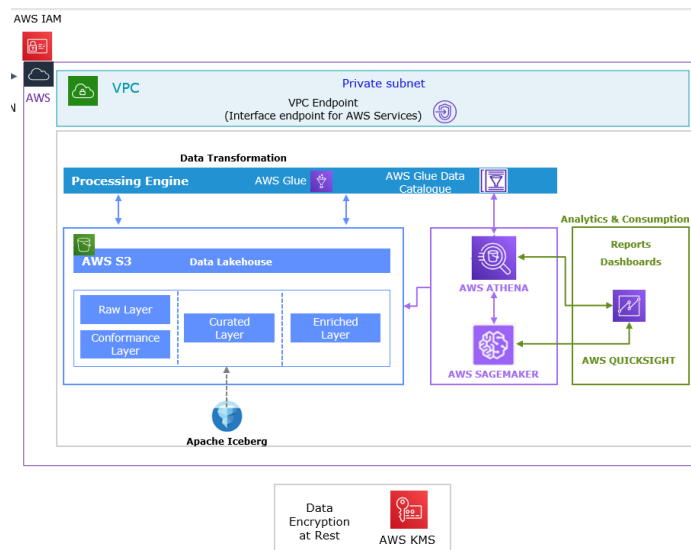- Document processes and maintain governance practices.

Pls note,

- The bank's AWS data platform, data lake, and foundational analytics infrastructure are already in place. The vendor is expected to operate and manage on top of the existing environment. **Vendor may suggest any tools that can be integrated with the existing AWS DWH. Please find below the details,**

Service Name	Environment	Version	Instance size
Glue	Prod	AWS Glue version 4.0	G.1X
		Python 3	G.2X
Lambda	Prod	Python 3.9	Memory:128MB
			Storage: 512MB
DMS	Prod	3.5.3	c5.4xlarge
Event Bridge	Prod	Default	Standard

○ **Data Storage:** Amazon S3 and/or Amazon Redshift.
○ **Data Processing:** AWS Glue.
○ **Machine Learning Models:** Amazon Athena & Sage Maker.
○ **Data Consumption:** Amazon Quicksight.

- **AWS DWH Architecture**

- **The Bank seeks bidders' recommendations on the most effective structuring of this engagement in terms of 1. Approach, 2. Methodology and 3.Commercials- considering the engagement is for 3 years and number of use cases (including MIS/Dashboards/Reports) or Resource Volumes are not fixed. The Bank encourages vendors to propose models that balance scalability, cost efficiency, and delivery control.**

4.0 Cancellation of EOI Process

The issue of this EOI does not imply that the Bank is bound to select a Bidder or to award the contract or enter into any kind of agreement with any bidder and the Bank reserves the right to cancel this EOI process at any stage without assigning any reason thereof. Any decision of the Bank in this regard shall be final, conclusive and binding upon the respondent (s). During the evaluation process at any stage if it is found that the respondent does not meet the eligibility criteria or has submitted false /incorrect information the response will be rejected summarily by the Bank.

5.0 Participation Specific Criteria

All Bidders applying for participation must qualify the Eligibility criteria as defined in this EOI document. Besides only those participant bidders shall be called for presentation, who are otherwise found eligible in the eligibility criteria laid down in this EOI.

The criteria for evaluation among other things, will be based on the following:

1. Bidder's financial stability and all eligibility criteria points.
2. Methodology/Approach proposed for accomplishing the in-scope areas defined.
3. Prior experience of the bidder in undertaking projects of similar nature.

4. Presentation by participant Bidder's showcasing their capabilities, approach and operating model.

Participation in the EOI process does not construe commitment from the Bank to provide opportunities to the participating bidders.

The endeavour of the evaluation process is to explore the market to find service providers having Data Analytics CoE services as per the Bank's requirement. The evaluation shall be done by the Bank's internal committees formed for this purpose.
The detailed on-boarding process shall be undertaken subsequent to the evaluation of the EOI responses.

The following points may be noted.

1. The incomplete responses without the required documents as per eligibility criteria are liable be rejected.

2. The bidder must submit the product/service details along with supporting documents for the services / product offered in Annexure "A, B & C"

3. No Commercial quotes are to be submitted for this EOI. Commercial quotes shall be obtained during the next stage.

Annexure A

Compliance to Eligibility criteria

SNo.	Eligibility Criteria	Supporting Documents to be submitted	Compliance (Yes/No)
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Annexure – B
Credential Details

#	BFSI Client Name	Location	Contract Duration	Problem Statement	Solution Provided	Value Add	Size of the Project	Remarks
1		India					(Number of Resources deployed)	
2		India						
3		India						
4		India						
xx		India						

Annexure – C
Additional Details Required

#	Questionnaire	Response
1	**Service Capabilities & Industry Experience**	
1.1	Can you please share your Data Analytics Capabilities.	
1.2	What unique value propositions do you offer in these domains?	
1.3	How many BFSI clients have you worked with in the last five years? Please include details of the services provided. Please provide break-up of type of banks (private, commercial, govt., etc)	
1.4	How many ongoing contracts do you currently have for Data Analytics CoE management?	
1.5	Can you confirm whether your organization has a minimum of three years of experience in a single project providing data analytics CoE services for a BFSI, PSU, or Government organization, with at least 10 deployed resources? If yes, please include details of the services provided.	
2	Service-Level Agreements (SLAs) & Operational Readiness	
2.1	What are the SLAs that you typically offer for analytics CoE Service Management?	
3	Financial Stability	
3.1	What has been your annual turnover over the past three years? Pls do not give average	
3.2	Have you been profitable over the last 5 financial years?	
3.3.	Please provide your annual profit over the last five years. Pls do not give average	
4	Workforce & Resource Strength	
4.1	How many Support Engineers (For data analytics CoE) are currently on your payroll?	
4.2	What is the average years of experience for these engineers (specific to Data Analytics)?	
5	Geographic Presence	
5.1	Will you be able to provide services in Jammu and Kashmir (Srinagar) region?	