



## ANNOUNCEMENT

### OPEN TENDER WITH THE REFERENCE NUMBER “CBA-2025-048” FOR PROCUREMENT OF A SYSTEM FOR AUTOMATING ML/FT AND SANCTIONS COMPLIANCE RISK ASSESSMENT AND MONITORING PROCESSES, AND FOR THE PROVISION OF SYSTEM TECHNICAL SUPPORT AND MAINTENANCE SERVICES FOR THE SYSTEM FOR THE NEEDS OF THE CENTRAL BANK OF THE REPUBLIC OF ARMENIA

#### ABOUT THE CLARIFICATION OF THE INVITATION N2

*This text of the announcement is published in accordance with Article 29 of the RA Law "On Procurements".*

The Central Bank of the Republic of Armenia presents below the questions and clarifications dated 04.11.2025 regarding the invitation to the procurement procedure with the code "CBA-2025-048" organized for the purpose of acquiring “A SYSTEM FOR AUTOMATING ML/FT AND SANCTIONS COMPLIANCE RISK ASSESSMENT AND MONITORING PROCESSES, AND FOR THE PROVISION OF SYSTEM TECHNICAL SUPPORT AND MAINTENANCE SERVICES FOR THE SYSTEM” for the needs of the Central Bank of the Republic of Armenia.

#### 1. QUESTION FOR CLARIFICATION

Throughout the RFP, there is mentioned about Total Price; there is a need to confirm if Total Price is intended to equal to the Fixed Price

- i.e. Will CBA accept any Time & Materials elements due to perceived items of uncertain scope?

#### CLARIFICATION

As stipulated in Point 2.1 (“Financial/Price Proposal”) of Appendix 1 (Terms of Reference), the Total Price shall represent the comprehensive and firm total cost for the complete scope of the system supply



and implementation, including deployment, installation, commissioning, training, and post-warranty maintenance and support over a five-year period.

The Total Price must encompass all direct and indirect costs associated with the full and proper execution of all contractual obligations, as specified in Points 2.1.1–2.1.3 of the same Appendix.

In accordance with Point 2.1.4, Participants may also submit additional optional proposals, such as those related to staff travel or other necessary expenses. Furthermore, as described in Special Conditions Point 6 (“Optional Items”) of the Terms of Reference, the Client may, for price comparison purposes, also consider optional items where applicable. The Client reserves the right to procure such optional items during the contract period at the same quoted price, if and when required.

It is important to note that these optional items will be treated as separate components and will not alter or affect the total amount established under the main Financial Proposal.

The Bidder shall clearly specify the payment terms, schedule, and procedures corresponding to each proposed component.

However, it is acknowledged that in certain cases, specific components outside the general main scope may be treated with flexibility, provided that such components are clearly identified, duly justified, and approved in writing by the Central Bank of Armenia (CBA) prior to implementation.

Accordingly, no Time & Materials based elements may be accepted unless explicitly authorized by the CBA for those exceptional, duly approved flexible components.

## **2. QUESTION FOR CLARIFICATION**

Needed to confirm if the list of documents Item #1 is the Application statement from paragraph 3.11?

### **CLARIFICATION**

Yes, the application statement from paragraph 3.11 is the first item from the list of documents indicated in Annex 1 of the Invitation (page 100).



### 3. QUESTION FOR CLARIFICATION

**Scope of Work, 5.2, Support for MS Excel and Other Standardized Files:** It is needed to provide samples of the Excel templates which are to be used (or sufficient description of the same).

The size and shape of these templates, whether they are existing or to be generated by the system, or provided by the vendor, may affect pricing and potentially schedule.

#### CLARIFICATION

Please refer to Appendix 1 – Terms of Reference, Section 5.2 (“Support for MS Excel and Other Standardized Files”), pages 27–28 of the RFP.

At this stage, the Central Bank of Armenia (CBA) does not provide predefined Excel templates or file samples. Bidders are therefore encouraged to use their professional judgment in proposing suitable approaches, formats, and examples that would best meet the requirements described in the RFP.

The proposed solution design, including file structures and integration mechanisms, should clearly demonstrate the system’s ability to support standardized file formats in alignment with the stated functional requirements.

Accordingly, each bidder may determine and reflect in their proposal the most appropriate technical and pricing assumptions based on their proposed implementation approach.

### 4. QUESTION FOR CLARIFICATION

Since the project is for a subscription solution that spans many years, the logistics of the requested contract security (performance bond) are very complicated for both supplier and for CBA, incurring overhead costs:

- Would CBA be willing instead to retain an equivalent % until successful completion of related activities? This would achieve similar security and be more efficiently carried out.

#### CLARIFICATION

The project consists of two main components:

1. System delivery and deployment — representing the main implementation and cost component; and
2. Support and maintenance services — representing recurrent costs over a five-year period.



Accordingly, the contract security will apply primarily to the first period, covering the system delivery and deployment phase, which includes the main contractual and financial obligations.

## **5. QUESTION FOR CLARIFICATION**

RFP pg 27, Standardized File Ingestion – as this is a ‘must’ requirement, is needed to specify if all formats which are required. Is it a must that CSV, XML, and JSON must all be ingested? Are there more formats that are required?

- What type of information the Excel files contain (numeric data, written text / paragraphs, etc.)
- There is a need to identify if the capability for ingesting data is related to FI submissions, or to Supervisors importing data into the system from other sources.

## **CLARIFICATION**

Yes, according to RFP pg 27 CSV, XML, and JSON must all be ingested.

- Types of Data Collected from Responses and High-Level Data Flow Diagram (RFP p. 44) are prescribed in the Terms of Reference (Appendix 1), Section 1.4.
- According to Terms of Reference (Appendix 1) pg 26-28, It must be both related to FI submissions, and to Supervisors importing data into the system from other sources.

## **6. QUESTION FOR CLARIFICATION**

System Performance and User Interface Requirements, 4.: Can CBA provide examples of types of data that will be supplied to the system to support monitoring of entities at higher frequencies than quarterly?

## **CLARIFICATION**

Description of Functional Requirements are prescribed in the Terms of Reference (Appendix 1), point 1.4 - Types of Data Collected from Responses.



## 7. QUESTION FOR CLARIFICATION

There is a need to extend the tender deadline for the submission of proposals due to the risk associated with the bond.

### CLARIFICATION

In accordance with Clause 5.6 of the Request for Proposals, any changes to the Invitation, including an extension of the submission deadline, may only be made up to five calendar days before the proposal submission date. Implementing a change would result in an approximate 30-day delay (the new proposal submission deadline should be the same as initial tender duration), which is unfortunately not feasible in view of the overall project timeline. Therefore, the submission deadline will remain unchanged, and the procurement process will proceed according to the original schedule.

With reference to the invitation (Ref. No. CBA-2025-048), if the bid security is provided in the form of a bank guarantee, **it is essential to provide confirmation through an authenticated SWIFT message**, which serves as the standard method for verifying the issuance of a guarantee.

***SWIFT (BIC) code: CBRAAM22***

There is a need to ensure that the bank guarantee is received before the submission deadline specified in the invitation.

## 8. QUESTION FOR CLARIFICATION

**Business Continuity - Monitoring and Alerts:** On page 76, the tender document indicates "The Vendor must ensure that the System is fully compatible with CBA's existing monitoring and SIEM tools by exposing the necessary logs, metrics, and APIs for integration." There is a need to clarify which are the monitoring and SIEM tools used by CBA?

### CLARIFICATION

The proposed system must provide the capability to transmit Sysmon/Rsysmon standard messages to the log collection server using UDP/TCP port 514.

## 9. QUESTION FOR CLARIFICATION

If the solution proposed include a collection of third-party, leading software products, will CBA prefer to license directly these software solutions directly with the vendors after the implementation?



## CLARIFICATION

As outlined in the RFP under “Ownership and Licensing”, the Vendor shall be responsible for providing and maintaining all required third-party software licenses as part of the proposed solution. CBA does not intend to enter into direct licensing agreements with third-party software providers.

### 10. QUESTION FOR CLARIFICATION

Whether is it acceptable to CBA for the proposal to be submitted on a subject to contract basis?

## CLARIFICATION

Proposals must be submitted in accordance with the requirements outlined in the Invitation (Ref. No. CBA-2025-048). Submissions that are conditional or subject to further contract negotiation will not be considered compliant. All terms and conditions governing the contract are as specified in the RFP documentation.

### 11. QUESTION FOR CLARIFICATION

Will CBA be open for the implementation to be done on premise but with team members working on hybrid mode, part remote, part locally? If remote, would it be acceptable for these resources to be located outside Armenia (e.g. In Europe, elsewhere)?

## CLARIFICATION

CBA recognizes that implementation teams may operate in a hybrid model, combining local and remote work. This approach may be acceptable depending on the specific case and activity involved.

If the implementation work requires access to CBA’s internal systems, data, or infrastructure, such activities must be performed within Armenia, and remote operation from outside the country would not be acceptable due to security and confidentiality considerations.



However, if the remote work does not involve direct access to CBA's systems or sensitive information, and working hours are aligned with CBA's schedule (i.e., no requirement for CBA teams to work outside standard hours for coordination), then such arrangements may be acceptable to CBA.

All remote collaboration remains subject to compliance with CBA's information security and communication policies.

## **12. QUESTION FOR CLARIFICATION**

Can the training be delivered remotely? Do you prefer in person, on-site training?

### **CLARIFICATION**

As indicated in the RFP under "Training and Knowledge Transfer", CBA accepts remote, on-site, or hybrid training delivery, depending on the content and training objectives.

In general, on-site, in-person sessions are preferred for hands-on and administrative training to ensure practical engagement and effective knowledge transfer. However, remote or hybrid formats may be acceptable for theoretical or presentation-based sessions, provided that the quality, interactivity, and scheduling fully meet CBA's requirements.

## **13. QUESTION FOR CLARIFICATION**

Do you envisage combining survey, files and data sourced through the API with data from your current internal data sources at CBA, such as financial information from supervised entities, SAR reports? If so, can you provide a list or a high-level description?

### **CLARIFICATION**

According to RFP p 26-28, yes, CBA envisages that the proposed system will have the capability to combine, analyze, and report data collected through surveys, files, and APIs with selected internal data sources of the Central Bank, such as supervisory and statistical datasets.

At this stage, description of reports cannot be provided.



#### **14. QUESTION FOR CLARIFICATION**

There is a need to engage a strategic partner. Would that be acceptable?

#### **CLARIFICATION**

Regarding the possibility of engaging a strategic partner to fully satisfy the requirements of the Invitation, such engagement is allowed under the conditions outlined in Clause 2.6 of the Request for Proposal. In

such a case, please ensure that all requirements applicable to joint ventures (consortiums) are duly taken into account and reflected in your proposal.

#### **15. QUESTION FOR CLARIFICATION**

Is a hybrid solution possible, where cloud capabilities are used while securely connecting to and running data on the Bank's on-premises servers via a gateway.

#### **CLARIFICATION**

As mentioned in the RFP under "IMPLEMENTATION LOCATION" the expected system must be deployed within the internal infrastructure (on-premises) of the Central Bank, as cloud-based solutions are not acceptable. The scenario where data is stored on the Bank's on-premises infrastructure but operations occur in the cloud is also unacceptable.

#### **16. QUESTION FOR CLARIFICATION**

Would it be possible to obtain a waiver of the 5% bid security requirement outlined in the RFP, or to consider any alternative solutions (bid securing declarations or corporate undertakings)?



## CLARIFICATION

The requirement for a bid security is a mandatory condition for all participants, as established under the Law on Procurement of the Republic of Armenia.

Each participant is required to submit a bid security together with the Proposal, in accordance with Clause 7 of the CBA-2025-048 Invitation.

*The Secretary of the Tender Committee of the Central Bank of the Republic of Armenia:  
Siran Yeganyan*

***Purchaser: The Central Bank of the Republic of Armenia***