

**Provision of Comprehensive Institutional Banking Services for the Global Biofuels Alliance (GBA)**

**Reference No:** GBA/RFP/2026/002

**Issuance Date:** 17 March 2026

**Closing Date:** 30 April 2026

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**1. Background and Context**

The Global Biofuels Alliance (GBA) is a premier international organization dedicated to advancing the global energy transition through the sustainable development and deployment of biofuels. Operating as a multilateral entity headquartered in India, the GBA manages complex global funding streams, international procurement, and a diverse, multi-national workforce.

To support its expanding global operations, the GBA is seeking proposals from highly reputable, customer-centric commercial banks to serve as its primary banking partner. The selected bank will facilitate seamless domestic and cross-border financial operations, ensuring absolute regulatory compliance, financial efficiency, and audit-readiness.

**2. Objective of the Request for Proposal (RFP)**

The objective of this RFP is to appoint a primary banking institution capable of providing customized, high-tier institutional banking services. The ideal partner must possess deep, hands-on expertise in navigating the unique financial, regulatory, and operational privileges and challenges associated with International Organizations operating within the Indian jurisdiction (e.g., organisations similar to GBA, under the UN Privileges and Immunities Act or specific host-country agreements).

**3. Scope of Services**

The selected banking partner will be required to provide a robust suite of services across the following core areas:

**3.1. International Organization (IO) Advisory & Account Management**

Provide bespoke banking structures suited for an IO, including the opening and maintenance of multi-currency accounts (INR, USD, EUR, GBP, etc.).

Assign a dedicated, senior-level Relationship Manager (RM) and a specialized service desk with direct experience handling multilateral agencies or diplomatic missions.

Advise and assist the GBA Secretariat proactively on Indian banking regulations (RBI guidelines) specific to IOs.

Facilitate rapid and streamlined individual bank account opening for all GBA staff in India, including non-resident expatriate employees, with minimal documentation burden and fast turnaround timelines.

**3.2. Foreign Exchange (Forex) & Cross-Border Transactions**

Execute complex inward and outward international remittances with highly competitive, transparent conversion rates and minimal correspondent banking fees.

Demonstrate specific expertise in handling the documentation and regulatory challenges of IO Forex transactions, ensuring smooth processing without the delays typically associated with standard corporate Foreign Exchange Management Act (FEMA) compliance (acknowledging IO exemptions where applicable).

Provide hedging instruments and advisory services to mitigate currency volatility risks related to international donor funding.

### **3.3. Expatriate Remuneration & International Payroll**

Facilitate a seamless, multi-currency global payroll system capable of executing simultaneous domestic and international salary transfers.

Provide specialized expat banking services for international staff relocating to India, including rapid account setup, international fund repatriation, and tailored wealth management services.

Navigate the nuances of tax-exempt salary transfers for eligible international civil servants.

Offer competitive deposit and savings yield rates for GBA staff in both USD and INR, covering fixed deposits, sweep accounts, and short-term placements, to support staff financial well-being.

### **3.4. Institutional Investment Management & Reporting**

Offer secure, high-yield, and highly liquid investment products (e.g., fixed deposits, sovereign bonds, or customized treasury products) for the management of surplus donor funds and operational reserves.

Provide real-time, customizable, and audit-ready financial reporting that aligns with international public sector accounting standards (IPSAS) or similar global frameworks.

Ensure full transparency in reporting investment yields, transaction histories, and consolidated global balances.

### **3.5. Compliance, Audit, and Digital Operations**

Deliver a state-of-the-art, highly secure corporate digital banking platform (with maker/checker multi-tier authorization matrixes) for seamless daily operations.

Ensure all banking services, data storage, and transaction trails are strictly compliance-driven and fully verifiable for international external audits.

Guarantee uninterrupted, user-friendly digital operations with 24/7 technical support.

## **4. Mandatory Eligibility Criteria**

To be considered for evaluation, bidding banks must meet the following minimum criteria:

**Regulatory Licensing:** Must be a scheduled commercial bank fully licensed and regulated by the Reserve Bank of India (RBI).

**Proven IO Experience:** Must demonstrate active or recent (within the last 5 years) provision of comprehensive corporate banking services to at least one (1) recognized International Organization, similar to the GBA headquartered or operating within India.

**Credit Rating:** Must possess a strong domestic and international credit rating (e.g., AAA domestic, or equivalent high investment grade from S&P, Moody's, or Fitch).

**Digital Infrastructure:** Must possess a robust, secure corporate internet banking platform capable of complex multi-currency routing and multi-layered approval workflows.

## 5. Proposal Submission Guidelines

Interested banks are required to submit a comprehensive proposal comprising:

**Technical Proposal:** Detailing the bank's operating model, specifically addressing all six (6) technical evaluation criteria: (1) IO Experience, (2) Forex & Cross-Border Capabilities, (3) Expat Remuneration & Payroll, (4) Digital Infrastructure & Audit Readiness, (5) Dedicated Account Management, and (6) Staff Account Opening & Deposit Yields. Must include case studies or references proving experience with IOs in India.

**Financial Proposal:** A transparent schedule of fees and rates, structured to address all three (3) financial evaluation criteria: (7) Forex Margins & Conversion Costs — specifying the spread/margin applied to major currency pairs (USD, EUR, GBP to INR and vice versa); (8) Transaction Fees & Account Maintenance — detailing all domestic and international wire transfer (SWIFT) charges, monthly account fees, and corporate card structures; and (9) Investment Yields — providing proposed interest rates on operational current/savings accounts and short-term fixed-yield institutional investments.

## 6. Evaluation Methodology

All proposals will be evaluated using a Cumulative Analysis methodology, with a total maximum score of 100 points. Evaluation is divided into two parts: a Technical Evaluation (maximum 70 points) and a Financial Evaluation (maximum 30 points). Bidders must achieve a minimum score of 50 out of 70 points on the Technical Evaluation in order to have their Financial Proposal opened and reviewed.

### 6.1. Technical Evaluation (70 Points)

The Technical Proposal will be assessed against the following six criteria and their respective maximum point allocations:

**Proven Experience with International Organizations (IOs):** 25 points (Core Requirement)

**Forex & Cross-Border Capabilities:** 15 points

**Expat Remuneration & Payroll:** 5 points

**Digital Infrastructure & Audit Readiness:** 10 points

**Dedicated Account Management:** 5 points

**Staff Account Opening & Deposit Yields:** 10 points

### 6.2. Financial Evaluation (30 Points)

The Financial Proposal will be scored across three criteria. The lowest-priced, technically compliant proposal will receive the maximum financial score. All other financial proposals will be scored using the formula: (Lowest Financial Bid / Bid Being Evaluated) x 30. The financial sub-criteria and their weightings are:

**Forex Margins & Conversion Costs:** 15 points

**Transaction Fees & Account Maintenance:** 10 points

**Investment Yields:** 5 points

Proposals must be submitted electronically to the GBA Procurement Secretariat at 30 April 2026.

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