PUNJAB INFORMATION TECHNOLOGY BOARD
(PITB)

INVITATION TO BID

Punjab Information Technology Board (PITB), Government of the Punjab, invites proposals for **Technical Consultancy for Establishing a Government AI cloud to enable Advanced Digital Technologies through Electronic Data Management (EDM) & AI - Driven Digital Services.**

LOT No.	Description	QTY	Estimated Total Cost
1	**Technical Consultancy for Establishing a Government AI cloud to enable Advanced Digital Technologies through Electronic Data Management (EDM) & AI.**	01	9,500,000

2. The procurement shall be completed in accordance with the Punjab Procurement Rules 2014, on Single Stage - Two Envelope Bidding Procedure.
3. The RFP Documents are also available at www.pitb.gov.pk and www.ppra.punjab.gov.pk and may be downloaded free of cost.
4. Technical and Financial Separate Proposals, duly completed, signed, stamped, and in complete conformity with RFP Document must be **Submitted at PITB** till **1100 hours** on **17th August, 2026** and proposals shall be opened at **1130 hours** on the same date, as per PPRA Rules, 2014.
5. A pre proposal session has also been arranged as on **5th August, 2026** at **1100** Hours at the 11th floor, PITB.
6. Proposals that are incomplete, not signed and stamped, late, or submitted by other than a specified mode will not be considered.
7. Income/Sales tax registration certificate and other documents as mentioned in TOR's must accompany the proposals.

Note: PITB management may reject all bids or proposals at any time prior to the acceptance of a bid or proposal, as provided under Rule-35 of Punjab Procurement Rules, 2014.

Director (Development & Procurement)

Punjab Information Technology Board

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RFP#131072026-1

TERMS OF REFERENCE (ToRs)

Technical Consultancy for Establishing a Government AI cloud to enable Advanced Digital Technologies through Electronic Data Management (EDM) & AI - Driven Digital Services

Purpose:

To engage a qualified and experienced consultancy firm to develop a robust technical architecture for establishing a secure, scalable, vendor-neutral, and sovereign Government AI Cloud that serves as the foundational AI computing framework for enabling advanced digital technologies through Electronic Data Management (EDM) and AI-driven digital services across the Government of Punjab.

Issued by:

Punjab Information Technology Board (PITB) Lahore.

1. BACKGROUND AND RATIONALE

Punjab has already demonstrated early readiness for Artificial Intelligence adoption through successful pilots of Large Language Models (LLMs) on government datasets, along with English/Urdu voice interface testing. These pilots have validated the practical potential of AI-enabled governance use cases such as intelligent search, conversational interfaces, document processing, data insights, multilingual service delivery, and decision support.

Despite this progress, Punjab faces a critical constraint in scaling advanced digital technologies across government due to the absence of high-performance sovereign compute infrastructure. Particularly absence of AI resources required to support modern Electronic Data Management (EDM), Artificial Intelligence (AI), Machine Learning, and LLM workloads at enterprise scale.

Conventional government IT infrastructure is not designed for compute-intensive AI workloads such as model training, inferencing, predictive analytics, workflow automation, speech processing, or real-time data intelligence. At the same time, sensitive government data cannot be routinely processed on foreign cloud platforms due to sovereignty, security, privacy, regulatory, and compliance considerations.

Currently, Punjab does not possess government-owned AI compute infrastructure or equivalent local AI capability, secure sandbox environments for controlled experimentation, enterprise-grade LLM hosting platforms, or on-demand sovereign compute services for departments. Without such infrastructure, many promising AI initiatives risk remaining fragmented pilots rather than maturing into production-grade systems that can create measurable impact.

There is therefore a clear strategic need to establish a Government AI Cloud as Punjab's sovereign AI backbone. The Government of Punjab, through the Punjab Information Technology Board (PITB), is implementing a key initiative to establish Government AI Cloud. This will provide secure, scalable, and high-performance local compute capacity to enable EDM & AI adoption across departments, support local language AI solutions, integrate with government central data platforms, provide unified voice/text interfaces, strengthen predictive governance, reduce reliance on foreign AI cloud services. The project has been designed as a five-year phased program so that datacenter infrastructure will be established/enhanced to provision high compute AI cloud. The project envisages establishment of a comprehensive AI Platform that will provide secure hosting, deployment, and lifecycle management of Large Language Models (LLMs) and other AI

models within government-controlled infrastructure. To accelerate innovation while maintaining governance and security, the AI Cloud will provide AI Sandbox environments for Government departments, academia, research institutions, and startups. The platform will progressively host multiple AI and LLM services while integrating with the Government's digital ecosystem, including OSSP, and other shared digital platforms to enable secure AI-enabled analytics and data-driven governance.

2. OBJECTIVE OF THE ASSIGNMENT

To develop a robust technical architecture for establishing a secure, scalable, vendor-neutral, and sovereign Government AI Cloud that serves as the foundational AI computing framework for enabling advanced digital technologies through Electronic Data Management (EDM) and AI-driven digital services across the Government of Punjab.

3. SCOPE OF WORK

a) Develop end-to-end a vendor-neutral, scalable, and sovereign reference architecture (compute, storage, cluster orchestration, monitoring), based on established open source technology stacks.

b) Define performance KPIs and scalability benchmarks.

c) Prepare procurement-ready technical specifications and technical bid document for onboarding of related firms and service providers.

4. DELIVERABLES

Timeline	Deliverable	Key Outputs
Week 1	**Inception Report**	Inception report covering methodology, work plan, stakeholder engagement strategy, data requirements, consultation plan, and implementation schedule.
Week 4	**Comparative Market Analysis**	Market Analysis of Leading Hardware and Software Platforms and Models that can be deployed locally to establish a Sovereign AI Cloud – highlighting strengths, weaknesses, and typical deployment-cost for each option, quoting credible global sources such as IDG, Gartner etc.
Week 6	**Government AI Cloud Reference Architecture Document**	Generic, vendor-neutral AI Hardware and Software reference architecture (based on international best practices and relevant industry consultation), for the Government AI Cloud, covering: a) High-performance compute, storage, virtualization, cloud platform, scalability, manageability, cybersecurity and high availability.

Timeline	Deliverable	Key Outputs
		b) Large Language Models (LLMs), Vision AI, Speech AI, Multimodal AI, and other AI/ML workload, including key aspects of scalability, manageability, cybersecurity and high availability. c) Assessment of current compute capacity, integration capability, and reusability of existing tools and platforms.
Week 8	**Procurement-Ready RFP**	Complete implementation roadmap, capacity sizing, vendor-neutral technical specifications, Bills of Quantities (BoQs), acceptance criteria, evaluation methodology based on Total Cost of Ownership (TCO) Analysis, and PPRA-compliant RFP (including draft SLAs/contracts).
Week 12	**Guidelines and SOPs**	a) Develop draft SOPs for deployment, maintenance, optimization and enhancement of the AI cloud infrastructure. b) Define model hosting, security, and fine-tuning guidelines and SOPs for Large Language Models (LLMs), Vision AI, Speech AI, Multimodal AI, and other AI/ML workload. Define AI sandbox framework, and model lifecycle management along with SOPs for deployment, maintenance and optimization of recommended models.
Week 12	**Support for Bids Evaluation**	The selected consultant will provide support for bids evaluation during the subsequent procurement process for the selection turnkey implementation vendor.

Ideal Firm Profile:

AI Cloud Consultancy firm with global footprint, Affiliates with expertise in cloud and high-performance computing (HPC) architecture, with a track record in planning and deploying AI use cases, including Large Language Models (LLMs), Speech AI, Vision AI, Multimodal AI and AI Sandboxes. Strong analytical and documentation skills required, with ability to produce procurement-ready specifications, SOPs, and evaluation frameworks. The firm shall include a dedicated team of senior cloud/HPC architects and consulting experience.

DURATION OF THE CONTRACT

The duration of the contract will be for 3 (three) months from the issuance date of the Work order and may be extended for another 3 months.

ESTIMATED COST OF THE ASSIGNMENT:

The total estimated cost for the said assignment is up to Rs. 9.5 Million.

EXECUTION SCHEDULE

The consultant shall complete the deliverables as per scope of work & expected outputs, as per mentioned timelines in deliverables section (section 4) above (from the issuance of the Work Order).

LIQUIDATED DAMAGES

If the Consultant fails / delays in performance of any of the obligations, under the work order / violates any of the provisions of the work order / commits breach of any of the terms and conditions of the work order, the Purchaser may, without prejudice to any other right of action / remedy it may have, deduct from the work order Price, as liquidated damages, a sum of money @0.25% of the total work order Price which is attributable to such part of the Services / the Works, in consequence of the failure / delay, be put to the intended use, for every week between the scheduled delivery date(s), with any extension of time thereof granted by the Purchaser, and the actual delivery date(s). Provided that the amount deducted shall not exceed, in the aggregate, 10% of the work order Price.

Intellectual Property Rights

All intellectual property rights will rest with PITB/Government of Punjab.

Confidentiality and compliance with government data protection policies are mandatory. All source code, AI/ML models, and documentation must be handed over to the PITB.

5. ELIGIBILITY REQUIREMENTS:

CRITERIA FOR SELECTION

Only consultant firms meeting the following technical evaluation criteria would be considered for the financial evaluation:

Category	Requirement
Legal (Mandatory)	1. Firm must be registered with relevant tax authorities with valid certification for at least last 3 years. 2. Valid Provincial Sales Tax (PST) Registration (Status = Active with relevant authority) **Single undertaking covering following aspects:** 1. Submission of undertaking that the firm is not blacklisted by the procuring agency or PPRA-Punjab. 2. Compliance to the scope of services mentioned under TORs of this document. 3. In full compliance of the Execution Schedule and Delivery Period mentioned in this document. 4. Must have demonstrated experience of delivering similar assignments

	in global market.

Business Age	**Minimum 3 years of operational history**
Financial Standing	Cumulative **revenue ≥ PKR 100 million** in last 3 years.
Sector Experience	The participating consultancy firms shall demonstrate substantial experience and technical expertise (vide a detailed presentation as well as documentary evidences as part of proposal) in: • Planning, designing, architecture, or implementation support for AI/ High-Performance Computing (HPC) cloud or enterprise cloud infrastructure projects. • Developing reference architectures based on open source AI and Large Language Model (LLM) platforms, and evaluating the advantages, limitations, scalability, security, performance, and suitability of open-source and proprietary models.

SCOPE OF FINANCIAL PROPOSAL AND PAYMENT SCHEDULE

Financial proposals of consultants fulfilling the above evaluation criteria will be considered for financial evaluation and the consultant will be selected on least cost selection method as per PPRA Rules, 2014. The price schedule is required as per below table;

Price Schedule

Sr. #	Description	1	2	3
		QTY	Unit Cost (incl. all taxes) PKR	Total Cost (incl. all taxes) PKR
1	Technical Consultancy for Establishing a Government AI cloud to enable Advanced Digital Technologies through Electronic Data Management (EDM) & AI.	1	A	B
Total Cost			AB	

PAYMENT PLAN

Timeline	Deliverable	Payment
Week 1	**Inception Report**	**10%**
Week 4	**Comparative Market Analysis**	**20%**
Week 6	**Government AI Cloud Reference Architecture Document**	**20%**
Week 8	**Procurement-Ready RFP**	**20%**
Week 12	**Guidelines and SOPs**	**20%**
Week 12	**Support for Bids Evaluation**	**10%**

Payment will be made upon successful delivery of each deliverable as per the schedule detailed above in Section No 4.

I. The agreed consultancy fee includes all charges and expenses related to the scope and deliverables.

II. No payment other than the agreed consultancy fee shall be made under this contract. The consultancy firm shall not be entitled to claim any additional charges, reimbursements, or incidental expenses beyond the agreed fee.

PROPOSAL SUBMISSION

The firms are required to submit proposals in a single package consisting of two separate envelopes, containing separately the technical and financial proposals, the envelopes shall be marked as "**Technical Proposal**" and "**Financial Proposal**" – no later than 1100 Hours, 17th August, 2026. A pre proposal session is scheduled as on 5th August at 1100 Hours. In the first instance, the "Technical Proposal" shall be opened and the envelope marked as "Financial Proposal" shall be retained unopened in the custody of the procuring agency and subsequently, the financial proposals of technically qualified consultants will be opened and considered for financial evaluation.

Note:

The awarded consultancy firm shall not be eligible to participate, either individually or as part of a consortium or joint venture, in any subsequent procurement/deployment phase of the project "Establishment of Government GPU Based Cloud Infrastructure