
REQUEST FOR PROPOSALS (RFP): ASSESSMENT OF INSTANT PAYMENT SYSTEM BLUEPRINT & SCHEME RULES FOR LEVEL-ONE PRINCIPLES ALIGNMENT & DEVELOPMENT OF A BUSINESS CASE AND PRICING MODEL

Project Background

Aligned with the Government's vision to boost electronic payment transactions, Rwanda is actively implementing the Rwanda National Digital Payment System (RNDPS) to establish an interoperable retail payment system among financial service providers. This implementation aligns with the RNDPS blueprint adopted by the financial industry in 2018.

In May 2022, the first use case was launched, facilitating person-to-person transfers between the two telecom operators in Rwanda, a key priority outlined in the RNDPS blueprint. Subsequently, additional financial institutions joined the platform, enabling seamless transfers for customers across different financial entities.

RSwitch, serving as the scheme operator and manager, is tasked with delivering on this strategic initiative, poised to revolutionize Rwanda's financial ecosystem. To expedite access to financial services, it is crucial to design a reliable, efficient, inclusive platform that provides value for all stakeholders.

This consultancy aims to engage a firm that will assist Rswitch and AfricaNenda in evaluating the effectiveness of the scheme rules governing this initiative, with a specific focus on level-one principles and other relevant standards for benchmarking.

Level One Principles Project

The Bill & Melinda Gates Foundation initiative, the Level One Project is dedicated to achieving financial inclusion for low-income individuals, merchants, and the Digital Financial Service Providers (DFSPs) that serve them. The project's focus revolves around creating real-time retail payment systems designed to meet the specific needs of low-income consumers. The Level One Project Design Principles serve as a guiding framework for countries, regions, or commercial organizations involved in this mission to create a digital financial services system designed to meet the needs of low-income consumers.

Objectives

The primary objective of this engagement is to:

1. Evaluate the rules of the existing RNDPS instant payment system scheme with its annexes i.e., P2P API Specifications, P2P/P2M operational rules, User Journey, Business Requirements, and Dispute Resolution.
2. Assess and validate the alignment of the scheme rules with Level-One principles.
3. Identify areas of improvement and incorporate proposed recommendations in the scheme rules,
4. Provide actionable steps for Level-One alignment.
5. Develop and deliver a business case for an open-source IIPS project for the senior management that incorporates a detailed breakdown of the IPS platform associated costs, revenue projection analysis to ascertain the timeline for ROI/break-even point.
6. Develop and deliver a pricing model for merchant use case.

Scope of Work

The consulting firm will work closely with RSwitch and AfricaNenda to assess alignment with level-one principles and make recommendations that can improve implementation.

1. Scheme Rule Book:

- Evaluate and update the existing framework of rules for clarity, comprehensiveness, and alignment with Level-One principles.
- Ensure that the scheme rules promote inclusivity and promotion of an open access regime for all participants.
- Evaluate the existing governance framework to ensure transparency.
- Evaluate compliance with standard operating procedures.
- Review effectiveness and compliance with operational rules and adherence to regulatory frameworks.
- Verify prioritization of consumer protection.
- Examine the efficiency and inclusivity of onboarding processes:
- Address each Level-One principle, providing insights into alignment and support.
- Identify areas of misalignment, improvement opportunities, and specific recommendations.
- Review all corresponding scheme rule book annexes such as P2P/P2M operational rules, user experience guidelines, business requirements and Dispute Resolution.
- Review and update processes that ensure scheme reliability and compliance with regulations.

2. Business Models:

- Develop a business case and pricing model framework for the P2B (merchant payment and bill payment) use case factoring in long-term impacts on social and economic aspects.
- Assess the long-term sustainability and scalability of the business model for the deployed P2P use case, considering factors such as market dynamics, competition, and potential future use cases.

3. Collaboration with External Technical Advisor:

- Collaborate with any external technical advisors or consultants engaged by RSwitch or AfricaNenda for related initiatives.
- Share insights, data, and findings.
- Coordinate efforts to avoid duplication with existing consultants and enhance overall alignment.

4. Deliverables:

- Prepare a detailed report with findings, analysis, and recommendations on level one alignment.
- An updated scheme rule book with corresponding updated sections that address any gaps identified
- A cost-revenue financial model for Rswitch for the open-source IIPS implementation.
- A business case
- Pricing framework that includes pricing recommendations for priority use cases.

Budget:

Provide a detailed breakdown, including consultant fees, travel expenses, and any other related costs.

Evaluation Criteria:

Proposals will be evaluated based on experience, understanding of Level-One principles, budget, and track record of similar work.

Technical Criteria	
Experience of the Consultancy Firm	Experience of the firm: demonstrate ability to achieve the required levels of quality based on experience in similar assignments.
Quality of Team	Quality of Team Leader: demonstration of domain knowledge
	Quality of the proposed team: skills, knowledge, and expertise of team; capacity to deliver; team structure
Methodology & Approach	Demonstration of approach to TOR and methodology focused on results
	Quality of management systems to deliver and quality assure the work
	Ability to manage stakeholder relations and quality of communications
Workplan	Workplan Detailing Methodology and approach

Proposal Submission:

Interested firms should submit proposals by 14th May 2024 to info@africanenda.org