



Financial Proposal - Standard Forms

Form C1. Financial Proposal submission form

Form C2. Summary of costs

Form C3. Breakdown of Major CAPEX & OPEX.

Form C4. Breakdown of Remuneration of Proposed Team Members (Regular & Part Time/on Call)

Form C5. Detailed itemized breakup (including what kind of expenses will be charged to each sub head to avoid any kind of misclassification issues) of each CAPEX and OPEX head as mentioned in Form C-3.



C1. – FINANCIAL PROPOSAL SUBMISSION FORM (ON BIDDER’S LETTER HEAD)

[Location, Date]

To:

Manager Procurement

IGNITE – National Technology Fund

3rd Floor, TF Complex, 7 Mauve Area, G-9/4,

Islamabad, Pakistan

Tel: +92-51- 910 7441 - 46

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Email: procurement@ignite.org.pk

Sir,

We, the undersigned, offer to provide services for the **Design, Deployment, Operations, and Maintenance of Sovereign National AI Infrastructure under the National AI Innovation Hub (NAIIH)** in accordance with your Request for Proposal dated [ADVERTISEMENT DATE] and our Proposal (Technical and Financial Proposals). Our attached Financial Proposal is for the sum of [Amount in words and figures]. This amount is inclusive of all the local taxes, duties, fees, levies and other charges applicable on our company, our sub-Successful Bidders and collaborations under the Pakistani law.

Our Financial Proposal shall be binding upon us subject to the modifications resulting from Contract negotiations, up to expiration of the validity period of the Proposal, which is 180 calendar days from the date of advertisement.

Though included in the above-mentioned fee, Commissions and gratuities, if any, paid or to be paid by us to agents relating to this Proposal and Contract execution, if we are awarded the Contract, are listed below:

Yours sincerely,

Authorized Signature:

Name and Title of Signatory:

Name of Firm:

Address:



C2. – SUMMARY OF COSTS

This summary must reconcile exactly with the detailed breakdowns in Form C3. All amounts are in Pakistani Rupees (PKR) and inclusive of all applicable taxes.

Particulars	Amount (PKR, incl. all taxes)
A. CAPEX — AI Hardware, Networking, Storage, Software Stack & Co-location Setup	
A1. AI Compute Hardware (Accelerators, CPUs, Memory)	
A2. High-Speed Networking & Interconnect	
A3. High-Performance Storage Systems	
A4. Sovereign AI Language Model	
A5. AI Software Stack & Licensing (if any)	
A6. Co-location Facility Setup, Rack Installation & Cabling (Primary +DR)	
A7. Commissioning, Testing & Acceptance Activities	
A8. User-facing Access Portal & AI Innovation Marketplace Development	
A9. Contingencies (CAPEX)	
A10. Any Other Items (please specify in Form C5)	
Sub-Total CAPEX (A)	
B. OPEX — Operations Support Period (up to 36 months from commissioning)	
B1. Co-location Charges (Power, Cooling, Rack Space, Physical Security)	
B2. AI Infrastructure Management Team — Salaries & Benefits	
B3. Platform Operations, Monitoring & Maintenance	
B4. Sovereign AI Language Model — Ongoing Operations	
B5. Security, Vulnerability Management & Compliance	
B6. Capacity Building, Training & Knowledge Transfer	
B7. Workload Onboarding & Stakeholder Technical Enablement	
B8. User-facing Access Portal & AI Innovation Marketplace — Operations & Maintenance	
B9. Insurance (Equipment, Transit, Operational Risk)	
B10. Professional Fees (Internal Audit, Legal, Tax)	
B11. Management Fee (not to exceed 20% of annual OPEX)	
B12. Contingencies (OPEX, max 5%)	
B13. Any Other Items (please specify in Form C5)	
Sub-Total OPEX (B)	
GRAND TOTAL OF FINANCIAL PROPOSAL (A + B)	PKR



Notes: (1) All amounts must be in PKR inclusive of all applicable taxes. (2) Management fee and profit must not exceed 20% of annual OPEX. Management fee payments will be proportional to the percentage of KPIs achieved in the relevant period. (3) No costs will be payable for budget heads where N/A is stated in Form C3. (4) The Grand Total above must match Form C1 exactly.

C3. – BREAKDOWN OF MAJOR CAPEX & OPEX

Please include all Capital and Operational expenditures in their respective tables.

Include all capital and operational expenditures in their respective tables. Amounts in PKR inclusive of all applicable taxes. All costs must relate directly to the NAIIH AI Infrastructure TOR scope.

CAPEX — Capital Expenditure

CAPEX Item	Deploy Phase (PKR)	Y1 (PKR)	Y2 (PKR)	Y3 (PKR)	Y4 (PKR)	Total (PKR)
A1. AI Compute Hardware						
AI Accelerators (GPUs / NPUs / equivalent)						
CPU Compute Nodes						
Host Memory (DRAM)						
A2. High-Speed Networking & Interconnect						
Interconnect Fabric (InfiniBand, HCCS, or equivalent high-bandwidth fabric)						
Top-of-Rack & Spine Switches						
Cabling & Connectors						
A3. High-Performance Storage Systems						
Storage Tier 0 — Inference Context & Model Serving Store (NVMe/flash, high-IOPS)						
Storage Tier 1 — Active Fine-Tuning Working Set (NVMe/flash, high-throughput)						
Storage Tier 2 — Staged Dataset & Model Registry (shared parallel file / object)						
Storage Tier 3 — Cold Archive, Compliance & DR (cold storage + DR replication)						
A4. Sovereign AI Language Model (including inference service stand-up)						
Base model deployment & initial configuration						
Fine-tuning & continued pre-training services						
Urdu corpus acquisition, cleaning & tokenisation						
Model evaluation, alignment & benchmark validation						
Reproducibility package development & delivery						
Inference service stand-up (≥20 open-weight models, parallel deployment)						
A5. AI Software Stack						



CAPEX Item	Deploy Phase (PKR)	Y1 (PKR)	Y2 (PKR)	Y3 (PKR)	Y4 (PKR)	Total (PKR)
Cluster Orchestration & Management Platform						
Air-gap tooling: offline container registry & model artifact distribution						
Licences / Support Subscriptions (if any)						
A6. Co-location Setup & Physical Installation						
Rack / Cluster Installation, PDU & Power Cabling (power per B3 commitment, kW stated)						
Co-location Initial Setup / Site Preparation						
A7. Commissioning, Testing & Acceptance						
System Integration & Configuration						
Benchmarking, Stress Testing & Acceptance Validation						
A8. User-facing Access Portal & AI Innovation Marketplace Development						
Portal Design, Development & Deployment						
AI Innovation Marketplace Design, Development & Deployment						
A9. Contingencies (CAPEX, max 5%)						
Contingency provision — must not be used for asset purchases without prior written approval						
A10. Any Other Items (please specify in Form C5)						
Describe in Form C5						
SUB-TOTAL CAPEX						
Note: All amounts in PKR inclusive of all applicable taxes. CAPEX spans the deployment phase and may include multi-year hardware refresh provisions. Y1–Y4 columns cover hardware warranty renewals, software subscription renewals, and any planned capital refresh items.						

OPEX — Operational Expenditure (Initial Operations Support Period, up to 36 months from commissioning)

OPEX Item	Deploy Phase (PKR)	Year 1 (PKR)	Year 2 (PKR)	Year 3 (PKR)	Year 4 (PKR)	Total (PKR)
OPEX covers the Initial Operations Support Period of up to 36 months from commissioning. The Deployment Phase column covers costs incurred before commissioning. Year 1, 2, and 3 cover the 36-month operations period. Bidders must confirm Year 4 costs are N/A unless a contractual extension is proposed.						
B1. Co-location Charges						
Rack Space / Cabinet Rental						
Power Capacity & Distribution Charges (state kW committed; separate/dedicated metering mechanism required)						
Cooling Charges						



OPEX Item	Deploy Phase (PKR)	Year 1 (PKR)	Year 2 (PKR)	Year 3 (PKR)	Year 4 (PKR)	Total (PKR)
Physical Security & Access Management						
Remote Hands & Smart Hands Services						
Cross-Connect & Carrier Access Charges						
Co-location Partner Management Overhead (if charged separately — declare basis in C5 B1)						
B2. AI Infrastructure Management Team						
Salaries & Allowances (see Form C4 for breakdown)						
Employer Contributions (EOBI, PESSI, etc.)						
Staff Benefits & Allowances						
B3. Platform Operations, Monitoring & Maintenance						
Monitoring Tools & Observability Platform (incl. FinOps metering & chargeback tooling — name platform in C5 B3)						
System Administration & Operations						
Hardware Maintenance & Spare Parts						
Firmware, Driver & Software Updates						
B4. Sovereign AI Language Model — Ongoing Operations						
Periodic fine-tuning / continued pre-training runs						
Model evaluation, benchmarking & safety monitoring						
Inference serving operations & model governance						
Inference tier access management & quota enforcement (4-tier RBAC — Academia, Startups, Public Sector, Private Sector)						
B5. Security, Compliance & Vulnerability Management						
Cybersecurity Tools & Licences						
Periodic Vulnerability Assessments & Penetration Testing						
Compliance & Audit Support						
B6. Capacity Building, Training & Knowledge Transfer						
Training Programme Delivery (ToT, Staff, technical resources etc.)						
Certification-Based National Training Programmes						
Knowledge Transfer & Documentation						
B7. Workload Onboarding & Stakeholder Enablement						
Technical Onboarding Support for Ecosystem Users						



OPEX Item	Deploy Phase (PKR)	Year 1 (PKR)	Year 2 (PKR)	Year 3 (PKR)	Year 4 (PKR)	Total (PKR)
Workshops, Demonstrations & Technical Seminars						
Travel & Logistics (Onboarding & Liaison Activities)						
B8. User-facing Access Portal & AI Innovation Marketplace — Operations & Maintenance						
Hosting, updates & security patching						
User support and helpdesk for portal / marketplace						
Feature enhancements & iterative improvements						
B9. Insurance						
Equipment Insurance (hardware at co-location)						
Transit Insurance (hardware import and delivery)						
Operational Risk & Liability Insurance						
B10. Professional Fees						
Internal Audit						
Legal & Regulatory Consultancy						
Tax Consultancy						
B11. Management Fee (not to exceed 20% of annual OPEX)						
Management fee — basis of calculation must be stated in Form C5						
B12. Contingencies (OPEX, max 5%)						
Contingency provision — basis for percentage applied must be stated						
B13. Any Other Items (please specify in Form C5)						
Describe in Form C5						
SUB-TOTAL OPEX						
GRAND TOTAL (CAPEX + OPEX)						

Notes: (1) All amounts in PKR inclusive of all applicable taxes. (2) Management fee must not exceed 20% of annual OPEX and will be paid proportionally to KPIs achieved. (3) No cost will be allowed for heads marked N/A. (4) Contingencies must not be used for asset purchases without prior written approval of the Company. (5) Utility charges will be based on actual usage — bidders must propose a verifiable measurement mechanism (separate/dedicated meter, sub-meter, or equivalent).



C4. – BREAKDOWN OF REMUNERATION OF PROPOSED TEAM MEMBERS (REGULAR & PART TIME/ON CALL)

This remuneration breakdown must correspond to the team structure and key personnel proposed in Form B11. All amounts in PKR per calendar month. Regular (full-time) team members must be 100% dedicated to this project.

#	Role / Position	Name of Proposed Staff Member	Engagement (FT / PT)	Hours / Week	Per Month Gross (PKR)	Annual Gross (PKR)	Remarks / Benefits
A — Regular (Full-Time) Staff 100% dedicated to this project							
1	AI / HPC Architect <i>Lead architect; infrastructure design & scaling</i>						
2	AI Platform Lead <i>AI software stack management & deployment</i>						
3	LLM / Foundation Model Lead <i>Foundation model deployment, fine-tuning & optimization</i>						
4	Infrastructure Engineer — Compute <i>Accelerator, CPU & memory systems</i>						
5	Infrastructure Engineer — Storage & Network <i>Storage systems & network fabric</i>						
6	Infrastructure Engineer — MLOps & Monitoring <i>Monitoring, observability & MLOps tooling</i>						
7	Capacity Building & Training Lead <i>Training programme delivery & KT coordination</i>						
8	[Add rows as required]						
B — Part-Time Staff							
1	[Position]						
2							
3							
C — On-Call / Specialist Consultants							
1	Disaster Recovery & BCP Specialist <i>On-call; engaged as needed</i>						



2	AI Safety & Alignment Specialist <i>On-call; model governance support</i>						
3	Legal & Regulatory Consultant <i>For compliance, contracts & IP matters</i>						
4	[Add rows as required]						
D — Co-location Partner Personnel —(If the co-location partner charges personnel costs separately, list staff here. If included in facility fees, state 'Included in B1 co-location charges' and mark all cells N/A.)							
1	[Co-location partner role]						
2	[Co-location partner role]						
GRAND TOTAL — ANNUAL TEAM COST							

Notes: (1) This remuneration must be based on the team proposed in Form B11. (2) Full-time staff must be 100% dedicated to this project and may not work on any other assignment during the contract period. (3) For part-time staff, hours per month must be stated and compensation calculated accordingly. (4) Provide a detailed breakdown of benefits (EOBI, PESSI, medical, transport, etc.) in Form C5. (5) In case of vacancy in any approved position, the Successful Bidder must fill the position within two (2) months with staff of equivalent technical strength.



C5. – ALL OPERATIONAL EXPENSES (ITEMIZED LIST)

Provide a detailed itemised breakup for each CAPEX and OPEX head listed in Form C3, specifying exactly what expenses will be charged under each sub-head. The purpose of this form is to prevent misclassification and ensure full transparency. All amounts in PKR inclusive of all applicable taxes.

Ref.	Cost Head / Sub-Head	Description of What Is Included	Basis of Estimation	Amount (PKR)	Remarks / Justification
Provide a detailed itemised breakup for every CAPEX and OPEX head listed in Form C3. Specify exactly what expenses will be charged under each sub-head. The purpose of this form is to prevent misclassification and ensure full transparency. All amounts in PKR inclusive of all applicable taxes. References match Form C3 exactly.					
CAPEX — Capital Expenditure					
A1	AI Compute Hardware				
A1	AI Accelerators	Make, model, quantity, unit cost, warranty period, OEM authorisation reference			
A1	CPU Compute Nodes	Make, model, core count, quantity, unit cost			
A1	Host Memory	Type (DDR5 or equivalent), capacity per node, quantity, unit cost			
A2	High-Speed Networking & Interconnect				
A2	Interconnect Fabric	Technology (InfiniBand, HCCS, or equivalent), switch model, port count, cables, unit cost; confirm vendor-neutral designation			
A2	Top-of-Rack & Spine Switches	Model, quantity, unit cost			
A2	Cabling & Connectors	Type, quantity, unit cost			
A3	High-Performance Storage Systems				
A3	Storage Tier 0 — Inference Context & Model Serving Store	OEM model, usable vs raw capacity, IOPS, latency spec, redundancy scheme, support scope, total cost and recurring annual cost if any			
A3	Storage Tier 1 — Active Fine-Tuning Working Set	OEM model, usable vs raw capacity, performance profile, backup policy, total cost and recurring annual cost if any			
A3	Storage Tier 2 — Staged Dataset & Model Registry	OEM model, usable capacity, retention policy, RPO/RTO alignment, total cost and recurring annual cost if any			
A3	Storage Tier 3 — Cold Archive, Compliance & DR	OEM model, archive capacity, retention period, retrieval policy, compliance provisions, DR replication method, total cost; recurring annual cost if any			
A4	Sovereign AI Language Model				
A4	Base Model Deployment & Initial Configuration	Model name, parameter count, licence type, compute hours for deployment, configuration effort (person-days)			
A4	Fine-Tuning & Continued Pre-Training Services	Training compute hours, data volume (tokens), infrastructure used, person-days, tooling costs			
A4	Urdu Corpus Acquisition, Cleaning & Tokenisation	Corpus sources, total token volume, acquisition cost, processing and tooling cost			
A4	Model Evaluation, Alignment & Benchmark Validation	Benchmark suite used, compute hours, evaluation cost, safety alignment methodology cost			



Ref.	Cost Head / Sub-Head	Description of What Is Included	Basis of Estimation	Amount (PKR)	Remarks / Justification
A4	Reproducibility Package Development & Delivery	Contents of package: training scripts, config files, data pipelines, environment specs; delivery milestone and effort			
A4	Inference Service Stand-Up (≥20 open-weight models, parallel deployment)	Number of models, compute hours for deployment, integration effort (person-days), API layer build cost, timeline relative to contract start — must demonstrate parallel track with sovereign model training			
A5	AI Software Stack				
A5	Cluster Orchestration & Management Platform	Platform name, licence type (open-source / proprietary), annual subscription cost if any			
A5	Air-Gap Tooling: Offline Container Registry & Model Artifact Distribution	Tool/platform name, licence type, one-time setup cost, annual maintenance cost if any; confirm no runtime dependency on external public-cloud services			
A5	Other Licences / Support Subscriptions	List each component; confirm open-source or proprietary; annual cost if any			
A6	Co-location Setup & Physical Installation				
A6	Rack / Cluster Installation, PDU & Power Cabling	Architecture, PDU config, cabling, setup charge; confirm cluster or standard rack			
A6	Site Preparation	Any facility-side preparation agreed with data centre provider; one-time charge			
A7	Commissioning, Testing & Acceptance				
A7	System Integration & Configuration	Person-days, tooling, milestone-linked deliverables			
A7	Benchmarking, Stress Testing & Acceptance Validation	Tools, test scope, acceptance criteria reference (Form B5 minimum standards)			
A8	User-facing Access Portal & AI Innovation Marketplace Development				
A8	Portal Design, Development & Deployment	Technology stack, development approach, person-days, delivery milestone			
A8	AI Innovation Marketplace Design, Development & Deployment	Technology stack, development approach, person-days, delivery milestone			
A9	Contingencies (CAPEX, max 5%)				
A9	CAPEX Contingency Provision	Basis for percentage applied; must not exceed 5% of Sub-Total CAPEX			
A10	Any Other CAPEX Items				
A10	Other CAPEX Items	Describe in full; confirm TOR alignment; reference section of TOR			
OPEX — Operational Expenditure					
B1	Co-location Charges				
B1	Co-location — Space	Monthly rack/cabinet/suite charge, number of racks or equivalent, term; confirm committed vs burstable			
B1	Co-location — Power & Cooling	kW committed, rate per kW, redundancy tier; metering mechanism			



Ref.	Cost Head / Sub-Head	Description of What Is Included	Basis of Estimation	Amount (PKR)	Remarks / Justification
B1	Co-location — Physical Security & Access	Included in SLA or charged separately; per-incident or monthly retainer			
B1	Co-location — Remote / Smart Hands	Monthly retainer or per-incident rate; SLA terms			
B1	Cross-Connect & Carrier Access	Per carrier, monthly recurring charge, one-time setup			
B1	Co-location Partner Management Overhead	State basis of charge (% of facility fee or fixed monthly fee); if included in facility charges above, write 'Included — no separate line'. Disclosure is mandatory under the consortium prime accountability requirement.			
B2	AI Infrastructure Management Team				
B2	Management Team — Salaries	See Form C4; aggregate and breakdown by staff category			
B2	Management Team — Employer Contributions	EOBI, PESSI, medical, transport — itemise each			
B3	Platform Operations, Monitoring & Maintenance				
B3	Platform Ops — Monitoring Tools	Platform name, licence model, annual cost			
B3	Platform Ops — Hardware Maintenance	Spare parts budget, AMC/warranty basis, annual estimate			
B3	Platform Ops — Software Updates	Patching schedule, tooling, person-hours per cycle			
B4	Sovereign AI Language Model — Ongoing Operations				
B4	Periodic Fine-Tuning / Continued Pre-Training	Frequency, compute hours per run, estimated annual cost			
B4	Model Evaluation & Benchmarking	Benchmark frequency, compute hours, evaluation tooling cost			
B4	Inference Serving Operations	Serving infrastructure costs, scaling events, annual estimate			
B4	Model Governance & Safety Monitoring	Tools, person-hours, annual cost			
B4	Inference Tier Access Management & Quota Enforcement (4-tier RBAC)	Tools/platform supporting RBAC enforcement for the four access tiers (Academia, Startups, Public Sector, Private Sector) mandated in Form B6 Section D; annual licence cost if separate from orchestration stack; person-hours for tier administration			
B5	Security, Compliance & Vulnerability Management				
B5	Security — Cybersecurity Tools	Tool names, licence model, annual cost			
B5	Security — Vulnerability Assessments	Frequency, scope, provider, per-assessment cost			
B5	Security — Compliance & Audit Support	Annual audit scope, external auditor cost if any			
B6	Capacity Building, Training & Knowledge Transfer				



Ref.	Cost Head / Sub-Head	Description of What Is Included	Basis of Estimation	Amount (PKR)	Remarks / Justification
B6	Capacity Building — (Staff, ToT, technical resources)	Curriculum scope, number of trainees, delivery cost per cohort			
B6	Capacity Building — National Training Programme	Certification tracks, lab costs, assessment costs, participant count			
B6	Knowledge Transfer — Documentation	Technical manuals, SOPs, runbooks; delivery milestones and effort			
B7	Workload Onboarding & Stakeholder Enablement				
B7	Stakeholder Enablement — Onboarding Support	Per-organisation cost estimate, number of organisations per year			
B7	Stakeholder Enablement — Workshops & Seminars	Frequency, venue, materials, travel, annual cost			
B8	User-facing Access Portal & AI Innovation Marketplace — Operations & Maintenance				
B8	Portal O&M — Hosting, Updates & Security Patching	Hosting model (cloud/on-prem/co-located), patch frequency, annual cost			
B8	Portal O&M — User Support & Helpdesk	Support model, FTE equivalent or per-ticket cost, annual estimate			
B8	Portal O&M — Feature Enhancements	Development hours per year, tooling, annual cost			
B9	Insurance				
B9	Equipment Insurance	Insured value (hardware), premium, coverage type, insurer			
B9	Transit Insurance	Coverage scope for hardware import and delivery, premium			
B9	Operational Risk & Liability Insurance	Coverage scope, premium, renewal basis			
B10	Professional Fees				
B10	Internal Audit	Annual estimated cost, scope, frequency			
B10	Legal & Regulatory Consultancy	Annual estimated cost, retainer or per-matter basis			
B10	Tax Consultancy	Annual estimated cost, scope			
B11	Management Fee				
B11	Management Fee	Basis of calculation; confirm does not exceed 20% of annual OPEX; year-by-year breakdown			
B12	Contingencies (OPEX, max 5%)				
B12	OPEX Contingency Provision	Basis for percentage applied; must not exceed 5% of annual OPEX			
B13	Any Other OPEX Items				
B13	Other OPEX Items	Describe in full; confirm TOR alignment; reference section of TOR			
Attach additional sheets as necessary. Each additional sheet must reference the Form C5 cost head and the bidder's name and proposal reference number. All items in Form C3 must have a corresponding row in Form C5.					