



Risk-Based Pricing Framework

RFP Reference Number: REF: GICHF:

GIC Housing Finance Ltd 14, 6th Floor, J. Tata
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1. Introduction

1.1 About the Company

GIC Housing Finance Ltd (GICHFL) herein after called as the Company, one of the leading Housing Finance Company, has a network of 84 offices spread throughout the country as on date. GICHFL is a company registered under Section 25 of the Companies Act, 2013 with its Registered Office at National Insurance Building, 6th Floor, 14, J. Tata Road, Churchgate, Mumbai – 400020.

Our Promoters are General Insurance Corporation of India, The New India Assurance Company Ltd, United India Insurance Company Ltd, The Oriental Insurance Company Ltd and National Insurance Company Ltd.

1.2 Purpose Of RFP

The primary objective of this RFP is to select a vendor or consultancy capable of designing, developing, and deploying an automated **Risk-Based Pricing (RBP) Framework** for the Credit Department while on boarding the loan. The framework is required to identify risk parameters and produce scientific price housing loans based on individual borrower risk profiles, ensuring profitability while complying with all relevant regulatory frameworks (e.g., Fair Practice Codes and underwriting guidelines). Post Disbursement, Periodic Review to be conducted based on Risk Profile of Applicant.

1.3 Scope of Work

The selected vendor will be expected to deliver the following core components specifically for the housing loan portfolios:

S. No	Workstream	Activities	Deliverables
1	Data gathering and modelling methodology finalization	Identify horizon of internal data to be utilized for the purpose of modelling	1. Functional model design concept note 2. Draft data input templates
		Identify external data sources that can be utilized as proxy for modelling (if applicable)	
		Assess feasibility of proposed modelling methodologies for the given portfolio and business use	

RFP for Procurement of Automated Risk-Based Pricing Engine

		<p>Assess feasibility of possible expert judgement parameters and scoring criteria that might be utilized for the purpose of modelling</p> <p>Document the assessed modelling methodologies</p> <p>Create the data input templates and methodology for modelling of Credit application scorecard</p> <p>Identify horizon of internal data to be utilized for the purpose of modelling</p> <p>Identify external data sources as proxy that can be utilized for modelling if required due to lack of horizon of internal data</p>	
2	Model segmentation	<p>Assess the population data to determine if segmentation of the data is required for better estimates</p> <p>Perform segmentation of the population dataset if required</p> <p>Assess feasibility of the proposed modelling methodologies for the segmented cohorts</p> <p>Assess feasibility of possible expert judgement parameters and scoring criteria that might be utilized for the purpose of modelling for each segment</p> <p>Document the assessed modelling methodologies per segment</p> <p>Finalize the input templates and modelling methodology of Credit application scorecard.</p>	<p>1. Final model segmentations</p> <p>2. Finalised data input Templates</p>

RFP for Procurement of Automated Risk-Based Pricing Engine

3	Model development and calibration	<p>Derive optimal expert judgement parameters for application scorecard</p> <p>Perform feature engineering to derive input variables using data sources for the model.</p> <p>Perform feature selection using the following statistical measures:</p> <ul style="list-style-type: none"> - Univariate analysis - Multi-correlation analysis - Information value (IV) - Weight of Evidence (WoE) <p>Calibrate logistic regression scorecard model and scale model to enable score output.</p> <p>Conduct expert overrides on model if necessary</p> <p>Post selection and combination of independent variables, evaluate alternative models to arrive at the final optimum model, based on qualitative and quantitative criteria.</p> <p>Develop a model risk management policy</p>	<ol style="list-style-type: none"> 1. Scorecard model framework 2. Calibrated credit application scorecard for housing and non-housing loan borrowers 3. Model risk management policy
4	Model Performance Assessment and Quantitative Testing	<p>Assess that the model methodology is reliable to generate results based on portfolio suitability & data availability</p> <p>Analysis of cases of manual override used for inclusion / exclusion of variables</p> <p>Test the model using current sample of applications and hypothetical test cases</p> <p>Validate the model discrimination power using Gini coefficient, KS statistic, and AUC-ROC curve to measure the predictive power of the model</p> <p>Validate assumptions that are utilized for modelling and performing statistical tests</p> <p>Benchmark adherence of the model development, validation and governance process to industry best practices</p>	<ol style="list-style-type: none"> 1. Model performance testing results 2. Model back-testing report
5	Model documentation, post go-live assistance and knowledge transfer	<p>Document end-to-end model development process - model methodology, assumptions, data sources, performance testing and manual overrides applied (if any)</p> <p>Ensure model documentation's adherence to company's internal guidelines</p> <p>1 day Knowledge-transfer session with the stakeholders on the model development procedures and ongoing usage of the model for the company's business processes</p> <p>Assist the company in periodic re-calibration of the scorecard model post go-live</p>	<ol style="list-style-type: none"> 1. Detailed model documentation 2. Knowledge transfer sessions with the company 3. Post-go live support
6	Periodic Review	<p>Post Disbursement, Periodic review to be triggered as per the Risk Profile of customer.</p>	<p>Post Disbursement Activity.</p>

1.4. Functional Requirements

The proposed Framework/ Model must possess the following features:

- **Configurability:** Credit officers must have the ability to manually tweak parameters (within board-approved limits) to adjust risk premiums dynamically.
- **Scenario Modeling:** Allow credit teams to simulate different economic scenarios and assess the impact on portfolio default rates and revenue.

1.5. Vendor Evaluation Criteria

Proposals will be evaluated by the Credit and Risk Committees based on a weighted scoring model:

- **Technical & Functional Fit (50%):** Does the vendor fully address the specific, localized challenges of housing finance and credit grading?
- **Pricing & ROI (25%):** Total Cost of Ownership (TCO), including setup, licensing, and annual maintenance.
- **Vendor Viability & Support (25%):** Prior experience implementing RBP platforms in the housing/mortgage industry, along with SLA terms for ongoing support.

1.6. Submission Guidelines:

- **Proposal Format:** Bidders must submit a Technical Bid (Part 1) and a Commercial Bid (Part 2) in separate, sealed documents.
- **Validity Period:** Proposals and commercial quotes must remain valid for a minimum of 5 days from the submission deadline.

1.7. Timelines & Evaluation:

Particulars	Details
Tender Number	REF: GICHF:2026-2027:1 Dt 26-06-2026
Tender Title	Risk-Based Pricing (RBP) Framework
RFP Release Date	26-06-2026
Last Date for submission of Bids	03-07-2026
Bid Opening Date	06-07-2026

RFP for Procurement of Automated Risk-Based Pricing Engine

Bid Validity	90 Days
Contact Persons for any clarifications	Nandkishor Waghmode
Contact Email ID	nandkishor.waghmode@gichf.com
Place of Opening of Bids	GIC Housing Finance Ltd 14, 6th Floor, J. Tata Road, Churchgate, Mumbai, 400020

Subsequently, the company will evaluate the Technical Bids, and the bidders shall be suitably intimated about their technical bid after evaluation.

1.8. Costs to be borne by bidders

All costs and expenses incurred by Bidders in any way associated with the development, preparation, and submission of their responses to the RFP, including but not limited to attendance at meetings, discussions, presentations, demonstrations, etc. and providing any additional information required by the Company, will be borne entirely and exclusively by the Bidder.

1.9. Legal Relationship

No binding legal relationship will exist between any of the Bidders and the Company until execution of a contractual agreement.

1.10 Disqualification

Any form of canvassing/lobbying/influence/cartelization, etc. by the Bidder may result in disqualification of such Bidder

1.11 Recipients' Obligation to Inform Itself

It is the Recipient's responsibility to conduct all necessary investigations and analysis regarding any information contained in the document and the meaning and impact of that information.

1.11.1 Evaluations of Offers

Each Recipient acknowledges and accepts that the Company may, at its sole and absolute discretion, apply whatever criteria it deems appropriate in the selection of bidder, not limited to those selection criteria set out in this document. The issuance of documents is merely an invitation to offer and must not be construed as any agreement or work order or arrangement nor would it be construed as material for any investigation or review to be carried out by a Recipient. The Recipient unconditionally acknowledges by submitting its response to this document that it has not relied on any idea, information, statement, representation, or warranty given in this document.

1.11.2 Errors and Omissions

Each Recipient should notify the Company of any error, omission, or discrepancy found in this document. Notification should be made to the address found in proposal related details.

1.11.3 Acceptance of Terms

The purpose of the RFP is to provide necessary information to the potential Bidders who qualify and intend to submit their response to the RFP. Although the RFP has been prepared with sufficient care and diligence with an endeavour to provide all required information to the potential Bidders, Company acknowledges the fact that the potential Bidders may require more information than what has been provided in the RFP. Accordingly, in such cases, the potential Bidder(s) may seek additional information/clarification required from Company. Company reserves the right to provide such additional information/ clarification at its sole discretion. In order to respond to the RFP, if required, and with the prior permission of Company, each Bidder may conduct their own study and analysis, as may be necessary, at their own cost and expense ensuring they adhere to the timelines mentioned in the RFP. No additional time will be provided to Bidders to undertake any analysis or study.

Company makes no representation or warranty and shall incur no liability, whatsoever, under any law, statute, rules or regulations on any claim the potential Bidder may make in case of failure to understand the requirement and respond to the RFP.

Company may, in its absolute discretion, but without being under any obligation to do so, update, amend or supplement the information given in the RFP and specify additional user

RFP for Procurement of Automated Risk-Based Pricing Engine

requirements or cancel the RFP at any time without assigning any reason thereof and without any notice.

While due care has been taken in the preparation of this document, Company will not be held responsible for any inaccuracy in the information provided herein. The recipient of the RFP must apply its judgment, care and conduct its own investigation and analysis regarding any information contained in the RFP document including but not limited to the scope of work, deliverables and timelines, etc.

It is the Bidder's responsibility to:

- Properly understand and examine the RFP.
- Examine all other information available on reasonable inquiry relevant to the risks, contingencies and circumstances affecting its response.
- Satisfy itself as to the completeness, correctness and sufficiency of its response.

A recipient will, by responding to the Company's RFP document, be deemed to have accepted the terms as stated in this RFP document. Employees, agents, contractors, or advisers' 8gives any representation or warranty, express or implied, as to the accuracy or completeness of any information or statement given or made in this document.

1.12 For Respondents Only

The document is intended solely for the information of the party to whom it is issued herein after called as "Recipient" or "Respondent" or "Bidder".

1.13 Confidentiality

The invitation document and the information contained in this RFP are strictly confidential. The Recipient (Bidder) shall not disclose, reproduce, transmit, or make the invitation document available to any other person or party not involved in responding to the RFP, nor to other potential Bidders. By receiving this RFP, the Bidder agrees to maintain the confidentiality of the document and all information provided by the Company. The Company may update or revise the document or any part of it, and the Bidder acknowledges that any such revised or amended document will be subject to the same confidentiality obligations. Furthermore, the information in the RFP, whether provided verbally or in writing, shall be subject to the terms and conditions outlined in the RFP and any additional terms under which the information is

RFP for Procurement of Automated Risk-Based Pricing Engine

provided. The Recipient shall not disclose or discuss the contents of the document with any officer, employee, consultant, director, agent, or other person associated with the Company or its customers or suppliers without the prior written consent of the Company.

1.13.1 RFP disclaimer

This Request for Proposal (RFP), including Annexures and any subsequent Addenda and Corrigenda (hereinafter referred to as the RFP or Tender), has been prepared solely for the purpose of enabling the Company to select a Service Provider for the, including interfaces and connectivity to various GICHFL applications located at different locations, as per the specifications, terms and conditions, and scope defined in this RFP. The Bidder is expected to be innovative, capable, and committed to extending all necessary resources and services to meet the Company's expectations in delivering the required services.

This RFP document does not constitute a recommendation, offer, or invitation to enter into a contract, agreement, or any other arrangement regarding the supply and services as per the scope of the RFP. It is an invitation for Vendor responses, and no contractual obligation shall arise from the invitation process unless and until a formal Purchase Order/Work Order is signed and executed by duly authorized officials of the Company and the selected Bidder.