

Brazil: Technical Assistance: Banpara Digital Modernization Project

✦ BUSINESS OPPORTUNITY OVERSEAS

The Grantee invites submission of qualifications and proposal data (collectively referred to as the “Proposal”) from interested U.S. firms that are qualified on the basis of experience and capability to execute Technical Assistance for Banpará to advance the modernization and expansion of its information and communications technology infrastructure.

Project Background

Banco do Estado do Pará (Banpará) is the state bank for the State of Pará, located in northern Brazil. Banpará plans to open 31 new branches by the end of 2021. As such, the bank is in the process of modernizing its IT infrastructure to support this expansion. The current COVID-19 pandemic further emphasizes the need for increased access to automated banking transactions. Banpará has requested USTDA assistance to define a modern and scalable IT architecture to meet the needs of its clients and to be prepared for anticipated growth.

The Technical Assistance would develop a digital implementation strategy to fully automate Banpará’s products and services, including deposits, loans, credit lines, and internal administrative processes such as payroll, training, and human resource management, as well as the storage of all transactions in an integrated database. The technical assistance would also provide a unified approach to upgrades to ensure that all of Banpará’s systems are interoperable and can support required cybersecurity technologies.

About the Grantee

Banpará was founded in 1959 and has grown more in the last seven years than in its entire history, increasing from 42 branches in 2011 to 121 branches in 2020. The bank’s network also includes 266 ATMs across all 144 municipalities in the state. Banpará offers its financial products to individual

customers, businesses, and government institutions. Banpará is the primary bank for Pará state government entities, serving as the main resource for the processing of state employee salaries, the collection of state taxes and fees, and the payment of pension benefits.

About the Technical Assistance

The U.S. firm selected will be paid in U.S. dollars from a \$617,670 grant to the Grantee from the U.S. Trade and Development Agency (USTDA).

As part of Banpará's digital transformation, they will upgrade their existing data management center and develop a new backup system. The technical assistance would provide recommendations for the modernization of Banpará's data center, cloud services, and the design for the new backup data center.

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Contact Us

U.S. Trade and Development Agency
1101 Wilson Blvd., Suite 1100
Arlington, VA 22209

General Information

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