19. Proposal Requirements Mapping

19.1 Overview

To simplify evaluation, we have mapped each standard proposal requirement against the sections of this document. This ensures full transparency and demonstrates that **no requirement has been overlooked**.

<diagram: Traceability table visual — client requirements in left column, our proposal sections on right column with checkmarks>

19.2 Requirement Coverage Matrix

Client Requirement	Where Addressed in Proposal	Highlights
Company Profile	Section 1 (Executive Summary), Section 18 (Case Studies)	Accredited Access Provider & SI in Nigeria; deployments in 8+ countries
Project Team & Key Personnel Qualifications	Section 10 (Onboarding Support), Section 11 (Delivery Methodology)	Dedicated Solution Architect, Integration Engineers, Finance Liaison, Compliance Lead
Detailed Project Approach & Methodology	Section 11 (Delivery and Implementation Methodology)	Phased, milestone-driven, with accelerators and governance model
Integration Architecture Diagram	Section 7 (Integration Capabilities) & Section 8 (Submission Methods)	Multi-channel architecture converging into SmartAPI; diagrams provided
Project Plan, Timeline & Milestones	Section 11 (Delivery Methodology) & Section 16 (Cutover Plan)	10–12 week delivery, rehearsed cutover, 2-week hypercare
Risk Management Approach	Section 15 (Risk Management)	Heat map, top risks, mitigations, playbooks
Security Framework	Section 5 (Security Architecture)	TLS 1.3, mTLS, PKI, WORM archive, SIEM integration, ISO 27001 alignment
Systems Requirements & Compatibility	Section 4 (Systems Requirements) & Section 14 (By Option)	SAP ECC, S4, Oracle, Dynamics, Legacy, SaaS, Email, Capture supported
Data Mapping & Schema	Section 6 (Data Mapping and Schema)	Canonical model, mapping libraries, versioning, validation rules

Client Requirement	Where Addressed in Proposal	Highlights
Ability to Integrate with ERP	Section 7 (Integration Capabilities)	SmartAPI, BlueBox, Email Connector, BlueInvoice cover all scenarios
Methods of Receipt Processing & Submission	Section 8 (Submission to FIRS)	Full lifecycle from pre-validation to clearance receipts
Tracking, Monitoring & Audit	Section 9 (Tracking, Monitoring, Audit)	Dashboards, reconciliation, evidence bundles, alerts
Onboarding Support	Section 10 (Onboarding)	Step-by-step plan, technical support, troubleshooting
Scope of Work	Section 12 (Scope of Work)	Requirements, design, development, testing, deployment, training, support
Key Technical Requirements	Section 13 (Technical Coverage)	IRN, QR, encryption, HS codes, TIN mapping, hosting, SLA
Delivery & Implementation Methodology	Section 11 (Delivery)	Discovery → Blueprint → SIT → UAT → Cutover → Hypercare → Steady State
Case Studies	Section 18 (Case Studies)	National tax authority deployments, cross-sector enterprise clients, high throughput
Detailed Cost Proposal	Provided as separate **Commercial Proposal** document	One-time services + subscription tiers + support SLA pricing

19.3 Why This Matters to Evaluation Committees

- **Clarity** – every RFP requirement is directly traceable to a section in this document.
- **Efficiency** – evaluators can cross-check easily without ambiguity.
- **Confidence** – demonstrates maturity and discipline, proving Softrust and Bluelight operate at enterprise consulting level.
- **Completeness** – no gaps, no vague promises — everything is explicitly covered.