

API Management / Gateway

Vendor Evaluation
April 2024

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1. **Supplier Evaluation**
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Supplier Shortlist | Executive Summary

Requirement	Scope of API Management Solution The API Management solution should provide the following features: (Developer Portal, API Analytics, API Security and API Gateway)		
Evaluation Methodology	<div>Functional</div> <div>50%</div> <div>+</div> <div>Technical</div> <div>30%</div> <div>+</div> <div>Vendor</div> <div>20%</div> <div>=</div> <div>FTV Score</div> <div>100%</div>		
Finalized Vendors			
FTV Score	94.59%	80.22%	61.41%
Reference Sites	  	 	Not provided



Bank Recommendation

- IBM scored the highest in FTV



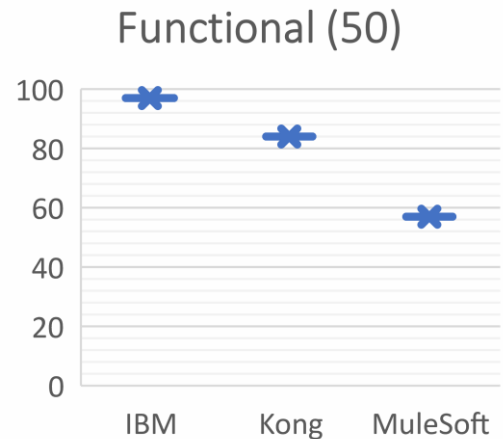
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1. Supplier Evaluation
2. **Appendix**



Functional Evaluation | Summary

IBM scored high in terms of functional fitment to Bank's requirement



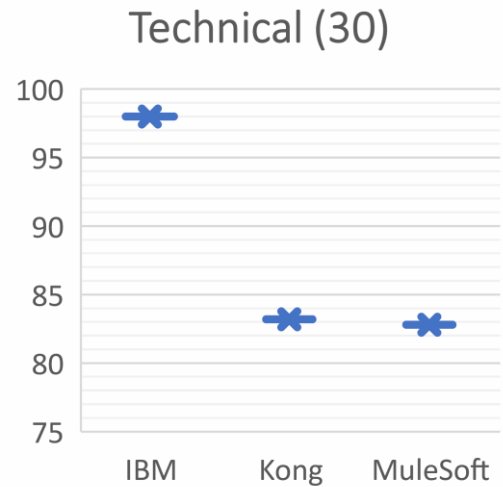
Criteria	Weight
Functional	50%
Technical	30%
Supplier	20%
Total	100%

#	Areas	Max Wt. Score	IBM	Kong	MuleSoft
1	API Mgt. Architecture	12%	12%	10%	7%
2	Design - Implementation	5%	5%	4%	3%
3	Security	21%	20%	18%	12%
4	Publish and Engage	23%	23%	19%	13%
5	Monitor and Manage	17%	14.62%	14%	9%
6	API Governance	12%	11.76%	10%	7%
7	API Analysis	10%	10%	8%	6%
Total Functional Score		100	97%	84%	57%



Technical Evaluation | Summary

IBM scored high in terms of technical fitment to Bank's requirement



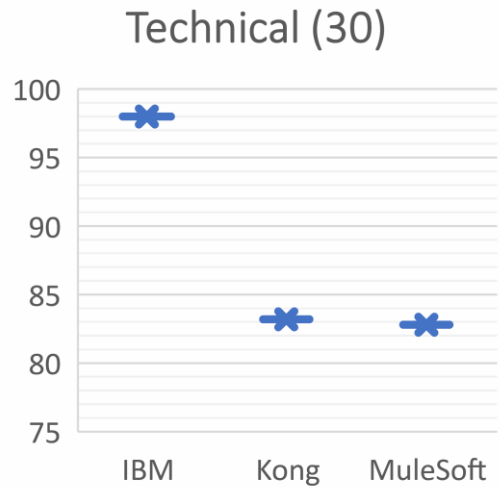
#	Area	Max Wt. Score	IBM	Kong	MuleSoft
1	Connecting an API Gateway upstream & Downstream	10%	8%	6%	6%
2	Rate Limiting	5%	5%	5%	5%
3	Authentication and Authorization	10%	10%	8%	8%
4	Request and Response Validation	5%	5%	5%	5%
5	Caching	5%	5%	5%	5%
6	Logging and Monitoring	5%	5%	5%	5%
7	Security Features	10%	10%	10%	10%
8	Error Handling	5%	5%	5%	5%
9	Transformation and Routing	10%	10%	6%	8%
10	Scalability and Load Balancing	5%	5%	5%	5%

Criteria	Weight
Functional	50%
Technical	30%
Supplier	20%
Total	100%



Technical Evaluation | Summary

IBM scored high in terms of technical fitment to Bank's requirement



#	Area	Max Wt. Score	IBM	Kong	MuleSoft
11	Integration with Other Services	5%	5%	5%	5%
12	Orchestration	12%	12%	7%	5%
13	API Monetization	3%	3%	3%	3%
14	Automated Documentation	5%	5%	3%	5%
15	Throughput Per Second	5%	5%	5%	3%
Total Technical Score		100	98%	83.2%	82.8%

Criteria	Weight
Functional	50%
Technical	30%
Supplier	20%
Total	100%



Functional Evaluation | Summary

IBM API Connect scored high in terms of functional fitment to Bank's requirement

		
<ul style="list-style-type: none">✓ Integration with Other Services – This can also be extended to JMS Queues, RabbitMQ, Kafka and other kind of Queues✓ Supports API Monetization✓ Strong integration capabilities with IBM Cloud and other IBM services.✓ Comprehensive API management features.✓ Good scalability and performance.	<ul style="list-style-type: none">✓ Integration: Kong supports integration with various systems and tools through its plugins and extensions. It provides a flexible and extensible platform for integrating with different backend services and systems. Lightweight and easy to deploy.✓ Strong focus on performance and scalability.✓ Good support for microservices architecture.✓ Active community and ecosystem.x Does not come with the capability to integrate to other kind of Queues apart from RabbitMQ. Further customization needed to achieve handshake with other kind of Queuesx Consent Management not available	<ul style="list-style-type: none">+ Supports API Monetization+ Comprehensive set of features for API management and integration.+ Strong support for standards like OAuth and JWT.+ Robust monitoring and analytics capabilities.+ Wide range of connectors for integration with various systems.x Integrates only to AnypointMQ. Requires further customization to integrate to other kind of Queuesx Can be complex to set up and configure.x Licensing costs can be high for larger deployments.x Requires expertise to leverage its full capabilities.x Automated Documentationx Orchestration (requires customization)x Consent Management not available



Technical Evaluation | Summary

IBM API Connect scored high in terms of technical fitment to Bank's requirement

		
<ul style="list-style-type: none">✓ Strong integration capabilities with IBM Cloud and other IBM services.✓ Comprehensive API management features.✓ Good scalability and performance.x Requires knowledge of IBM technologies and platforms.	<ul style="list-style-type: none">✓ Lightweight and easy to deploy.✓ Strong focus on performance and scalability.✓ Good support for microservices architecture.✓ Active community and ecosystem.x Limited out-of-the-box features compared to other platforms.x Advanced features may require additional plugins or customization.x Documentation can be lacking in some areas.	<ul style="list-style-type: none">✓ Comprehensive set of features for API management and integration.✓ Strong support for standards like OAuth and JWT.✓ Robust monitoring and analytics capabilities.✓ Wide range of connectors for integration with various systems.x Can be complex to set up and configure.x Licensing costs can be high for larger deployments.x Requires expertise to leverage its full capabilities.

PO/BO View

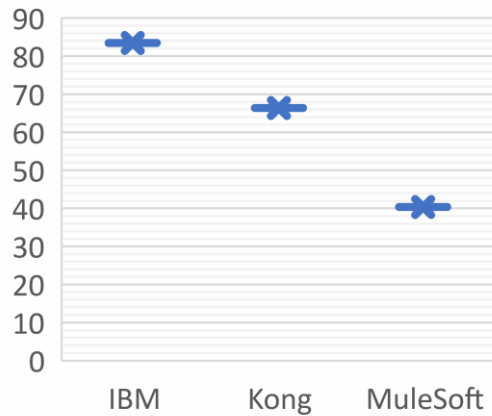
IBM API Connect has the best technical *capability*



Supplier Evaluation | Summary

IBM scored high in terms of supplier fitment to Bank's requirement

Supplier (20)



Criteria	Weight
Functional	50%
Technical	30%
Supplier	20%
Total	100%

Company Team, Revenue & Profits

References (Oman, ME, Global)

Solution & Innovation



- IBM in USA/ GBM in Oman
- Established in 1911/ GBM in 1990
- Positive revenue

- **Oman:** Oman Arab bank, Bank Muscat
- **MENA:** National Bank of Bahrain, Abu Dhabi Islamic Bank , Qatar National Bank, Mashreq Bank, RAK Bank
- **Global:** Dashen Bank , AXIS Bank, IBS Bulgaria

- 10% of Net Profit in R&D activities
- License On prem and cloud



- Headquartered in USA
- Established in 2013
- Positive revenue

- **Oman:** Oman investment Authority etc.
- **MENA:** Banque Saudi Fransi, First Abu Dhabi Bank etc.
- **Global:** London Stock Exchange, National Australia Bank etc.

- 20% of Net profit towards R&D activities
- License model is subscription.



- Headquartered in USA (San Francisco)
- Established in 2006
- Positive revenue

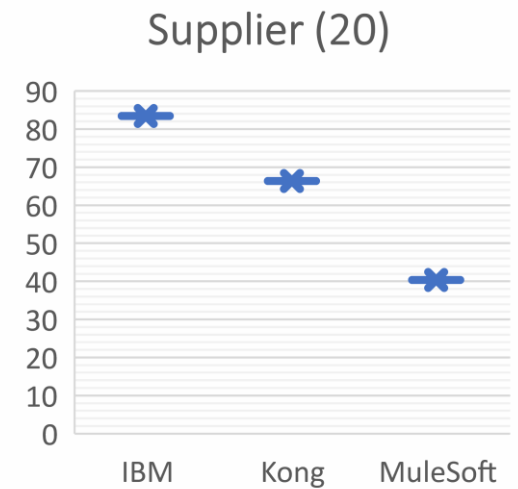
Not provided

- 20% of Net profit towards R&D activities
- On-premise/customer managed deployment (no CloudHub)



Supplier Evaluation | Summary

IBM scored high in terms of supplier fitment to Bank's requirement







Criteria	Weight
Functional	50%
Technical	30%
Supplier	20%
Total	100%

#	Area	Max Wt. Score	IBM	Kong	MuleSoft
1	Company & Team Info	7	7	2.31	2.31
2	Revenue & Profits	10	8.3	6.65	6.65
3	Solution & Innovation	9	6.3	7.64	7.64
4	Implementation	14	11.62	9.24	9.24
5	References (Oman, ME, Global)	30	30	23	4.62
6	Warranty & Support	23	17.9	15.18	9.9
7	Training & Change Mgmt.	7	2.3	2.31	0
Total Supplier Score		100	83.45	66.33	40.36







Reference Site Feedback | Summary

Supplier	Reference Sites	Feedback Summary	Supplier Rating
	<div>  </div>	Awaiting the reference call.	



Supplier Shortlist | Decision Summary

Options	 		
FTV Score	Overall – 94.59% (Func. – 48.5; Tech. – 29.4; Vendor – 16.69)	Overall – 80.22% (Func. – 42; Tech. – 24.96; Vendor – 13.22)	Overall – 61.41% (Func. – 28.5; Tech. – 24.84; Vendor – 8.07)
Imple. Timelines	6-9 Months	6-9 Months	
Pros	<ul style="list-style-type: none">✓ Integration with Other Services – This can also be extended to JMS Queues, RabbitMQ, Kafka and other kind of Queues✓ Strong integration capabilities with IBM Cloud and other IBM services.✓ Comprehensive API management features.✓ Good scalability and performance.	<ul style="list-style-type: none">✓ Lightweight and easy to deploy✓ Active community and ecosystem.	<ul style="list-style-type: none">✓ Strong support for standards like OAuth and JWT✓ Robust monitoring and analytics capabilities.
Cons	<ul style="list-style-type: none">x Requires knowledge of IBM technologies and platforms	<ul style="list-style-type: none">x Automated Documentationx Orchestration (requires customization)x Consent Management not availablex Does not come with the capability to integrate to other kind of Queues apart from RabbitMQ. Further customization needed to achieve handshake with other kind of Queues	<ul style="list-style-type: none">x Throughput Per Second is low (10s of thousand requests)x Orchestration (requires customization)x Consent Management not availablex Requires expertise to leverage its full capabilities.
Bank Comments	1	2	3

Legend



Selected Supplier

FTV – Functional, Technical & Vendor

Financial | Summary | 1st year



	IBM /GBM	Kong	Mulesoft
Subscription/License Model	Subscription	Subscription	Subscription
Vendor Project TimeLine	6-9 months	6-9 months	12 Months
Annual Subscription Fees/License Fees	116,781	25,025	72,941
Professional Services Fees/Implementation Fees (One Time) & Customization	69,300	4,427	24,101
Development / Customization fee	23,100	100,000	78,925
Annual Maintenance Cost	15,400	25,025	Included
Training Cost	12,705	4,000	Included
Stabilization Fees		57,000	3,850
<u>Net Total Cost of 1st Year</u>	237,286	215,477	179,817



Financial | Summary | 5 years



	IBM /GBM	Kong	Mulesoft
Subscription/License Model	Subscription	Subscription	Subscription
Vendor Project TimeLine	6-9 months	6-9 months	12 Months
Annual Subscription Fees/License Fees	217,428	138,279	364,705
Professional Services Fees/Implementation Fees (One Time) & Customization	69,300	4,427	24,101
Development / Customization fee	23,100	100,000	78,925
Annual Maintenance Cost	77,000	125,125	Included
Training Cost	12,705	4,000	Included
Stabilization Fees		57,000	3,850
<u>Net Total Cost of 1st Year</u>	399,533	428,831	471,580





Thank You

