


Sr #	IFL Clause	Query	REMARKS/ FBR RESPONSE
1	<p><b>Clause 4.4: Profile of the Applicant</b> FBR shall consider application only from Applicants who can ensure a secure generation facility and provide information about its name, location, equipment, annual volume of generation and contact person. The generating facility of the Applicant shall have, as minimum, the following valid certifications: ISO 9001, ISO 17025, ISO 17034, ISO 45001, and ISO 27001 or equivalent or more certifications.</p> <p><b>And Annex No.2, 2. Additional Mandatory Eligibility Requirements</b> 2.1 The Applicant shall have, as minimum, the following valid certifications: ISO 9001, ISO 17025, ISO 17034, ISO 45001, and ISO 27001 or equivalent or more certifications. 2.2 The Applicant shall have legal capacity to enter into a contract for procurement</p>	<p>The ISO 17025 is applicable to organizations performing laboratory activities and ISO 17034 is an ISO standard that covers the production of all reference materials used in inter laboratory comparisons and assessing laboratory proficiency; It is aligned with 17025. Thus, it is clear from the explanation that these two ISO certifications are not relevant to tax stamp production or information system software and hardware in any manner and consequently cannot be provided by the applicant since these are not applicable to their category of organization.</p> <p>Hence, in view of the above it is requested to please remove these requirements.</p>	<p>The IFL requirement is to propose digital mark with security features that includes the forensic feature as well. ISO/IEC 17025 and ISO 17034 can contribute significantly to the development, testing, and validation of a secure direct marking solution with forensic features. These standards ensure technical competence, validity of results, consistency in testing processes, and traceability to recognize standards, all of which are essential for ensuring the security and reliability of the marking of the solution.</p> <p>However, it is mentioned that applicant can provide equivalent of that as well.</p>
2	<p><b>Contradictory Clause</b></p> <p><b>Clause 4.3 Profile of the Applicant</b> Pursuant to above point 4.2, FBR shall consider applications only from Applicants who can demonstrate current engagements in track and trace solutions. The Applicant must demonstrate, on the date of</p>	<p>Kindly confirm the following:</p> <ol style="list-style-type: none"> <li>1) If the required contracts are considered for Government &amp; Corporate both or only for Government.</li> <li>2) If volume of provided UIDs is 02 Billion per annum or 01 billion in last three years?</li> </ol>	<p>1- The requirement specifies the need for a minimum of three effective contracts for Government Track &amp; Trace or similar solutions in three different countries for FMCGs or other such goods as mentioned in Clause (a) of Para 4.3 of the IFL.</p> <p>2. The Clause (b) of Para 4.3 of the IFL clearly mentions the capacity of</p>

<p>submission of the application:  a) Current or recent engagement in at least 3 effective contracts for government track and trace or similar solutions in 3 different countries, for fast moving consumer or other goods such as, but not limited to, tobacco products, alcoholic products, non-alcohol beverages, pharmaceuticals, cosmetics, fuel, sugar, cement, fertilizers and other FMCGs  b) Provides, for execution of the above solutions, at least 2 billion USDs per annum.</p> <p><b><i>Annex No.2 APPLICANTS' ELIGIBILITY REQUIREMENTS, Clause 1.4</i></b></p> <p>The Applicant shall demonstrate that he currently or has recently provided track and trace solution. For this reason, the Applicant must prove that he:  a) Has or has had at least 3 effective contracts for government/corporate track and trace or similar solutions in 3 different countries over the past five years, for fast moving consumer or other goods such as, but not limited to, tobacco products, alcoholic products, non-alcohol beverages, pharmaceuticals, cosmetics, fuel, sugar, cement, fertilizers and other FMCGs.</p>		<p>execution of at least 2 billion USDs per annum.</p> <p style="text-align: right;">①</p>
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	b) Provides or has provided, for execution of the above solutions, at least 1 billion Stamps per annum over the past three years.		
3	<p><b>ANNEX No 5 - EVALUATION CRITERIA</b></p> <p><b>Clause No. 1: Evaluation of Technical Proposal</b></p> <p><b>Sub-point 3.3:</b></p> <p>Ordering and management of production process of UID is enabled by MIS via the following MIS functionalities:</p> <p>a) Registration of local manufacturers.  b) In case of paper-based stamps or digital marking solution, On-line and secure placing of orders for UID by manufacturers.  c) On-line and secure review and approval or rejection of such orders by FBR.</p>	<p>Kindly Confirm:</p> <p>Are both digital marking and paper based UID allowed?</p>	<p>Only a digital marking solution is acceptable. Any physical tax stamps solutions are not acceptable.</p>
4	<p><b>Clause No. 6: Eligibility and Responsibilities of the Licensee.</b></p> <p><b>6.2)</b> The Licensee shall implement the System within a time frame of 3 months since the Effective Date. In case the Licensee:</p> <p>a) Cannot implement the System within this period; or  b) Is unable to operate the System during the term of the License in accordance with</p>	<p>Kindly Confirm the following:</p> <p>1) Please kindly consider extending the implementation timeline from 3 months to 6 months to adequately fulfill the project requirements effectively.</p> <p>2) Please provide details regarding the existing infrastructure, including hardware and networking components.</p>	<p>1-The implementation timeline is set for three months initially, with the possibility of extension up to six months.</p> <p>2- All necessary technical infrastructure, encompassing hardware and networking components, required for the implementation of the solution as outlined in the requirements are to be provided by the Bidder.</p>



	<p>provisions of the License agreement between FBR and the Licensee; the Guarantee shall be forfeited.</p> <p><b>6.7)</b> The Licensee shall be responsible for end-to-end installation and operation of the System. This shall include ensuring that there will be effective connectivity between the FBR central control room, regional hubs, production lines and factory premises and import stations. The Licensee must ensure that all software, equipment and infrastructure components of the System to be installed and operated, must be integrated into the production lines in a manner which would have minimal impact on established production processes.</p>	<p>3) Does the FBR provide the primary site premises?</p>	<p>3- While the Federal Board of Revenue (FBR) may offer to provide certain space at their data center, applicants are advised to factor in the cost of hosting the infrastructure at a compliant and secure data center within their overall costing.</p> 
<p><b>5</b></p>	<p><b>Clause 1.4: Introduction</b> The applicant who will be awarded the License (the "Licensee") shall implement and operate the System containing digital marking solutions designed specifically for the System and combined with state-of-the-art electronic monitoring and tracking system.</p> <ul style="list-style-type: none"> <li>• <b>Clause 3.5: Key Technical Requirement for the system</b> UIDs shall contain the security features as delineated in Para-3.7</li> <li>• <b>Clause 3.7: Key Technical Requirement for the system</b></li> </ul>	<p>As per clause 1.4, Digital Marking Solutions are requested. However, clauses 3.5, 3.7, 3.9, 3.10, and 3.16(h) specifically mention the use of physical UID. Therefore, there appears to be a contradiction between these clauses. If digital UID is required, then clauses 3.5, 3.7, 3.9, 3.10, and 3.16(h) may not be applicable.</p> <p>Kindly confirm the same.</p>	<p>The requirement is to provide the digital marking with the security features, therefore all these clauses shall remain applicable.</p> <p>The delivery of UIDs here means the delivery of digital codes to be marked on the products requiring the security features as explained under Para 3.7 of the IFL.</p>




	<p>UIDs shall contain, as the minimum, the following security features:</p> <ul style="list-style-type: none"><li>a) One overt security feature visible by naked eye.</li><li>b) One semi-overt security feature visible through a simple and very low-cost device.</li><li>c) One covert security feature by smart phone application, which will be utilized by the FBR Authorities and representatives of other duly authorized Pakistan Government agencies.</li><li>d) One forensic security feature to unequivocally assist laboratorial analysis and legal procedures.</li><li>e) One digital/IT security feature readable by the System dedicated smart phone application.</li></ul> <ul style="list-style-type: none"><li>• <b>Clause 3.9: Key Technical Requirement for the system</b> The Applicant shall, in his application for the License, provide specimens of UID, as mentioned in point 3.8 above, with detail and full description of the security features stipulated in sub-points (a) to (e) of above point 3.7.</li><li>• <b>Clause 3.10: Key Technical Requirement for the system</b></li></ul>		
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	<p>The Licensee shall be responsible for secure provision of UIDs to the concerned manufacturers and importers within the territory of Pakistan. For this reason, the Applicant shall, in his applications for the License, provide detailed description of the secure provision process of UIDs proposed for the System. The Applicant shall also provide specific proposals for the format of UIDs delivery and the minimum number of UIDs placed in each unit of such delivery formats.</p> <ul style="list-style-type: none"> <li>• <b>Clause 3.16 (h): Key Technical Requirement for the system</b> (h) Solution should be other than the paper based UIDs.</li> </ul>		
6	<p><b>Annex No.3: FORM FOR PRESENTATION OF FINANCIAL PROPOSAL</b></p> <p>Price Schedule for per 1000 UID</p>	<p>As digital marking solution is required in the RFP as per clause 1.4 whereas the bidder is required to propose cost per 1000 UID. therefore, please clarify.</p>	<p>The applicant to propose a price for every 1000 digital marks.</p>
7	<ul style="list-style-type: none"> <li>• <b>ANNEX No 5 – 1. Evaluation of Technical Proposals</b> <b>Sub-Point:</b> 3.4 UID utilize core material which is made of an anti-tampering substrate/ink, as the case may be, so that any attempt to tamper with, remove UID or</li> </ul>	<p>Same query as per Sr # 1 (May not be applicable in case digital marking solution)</p>	<p>Please refer to response at Para 5. The response on other points is as under:</p> <p>3.4 The core material here means the security inks. 3.6 refer query response 05. 3.7 digital markings compatible with the industries requirements.</p>

	<p>crumble a portion of UID is clearly and immediately recognized in case the offered UID differs in features / characteristics; identical security levels to be maintained.</p> <p><b>3.6</b> UID contain as the minimum, the following security features:</p> <ul style="list-style-type: none"><li><b>a)</b> One overt security feature visible by naked eye.</li><li><b>b)</b> One semi-overt security feature visible through a simple and low-cost device.</li><li><b>c)</b> One covert security feature, verifiable by smart phone application, which will be utilized by the FBR inspectors and representatives of other duly authorized Pakistan Government agencies.</li><li><b>d)</b> One forensic security feature to unequivocally assist laboratorial analysis and legal procedures.</li><li><b>e)</b> One digital/IT security feature readable by the System dedicated smart phone application.</li></ul> <p><b>3.7 (b)</b> Compatible with the all the possible speed variations of label application equipment used in the cement industry.</p> <p><b>3.8</b> Quality of security features of each type of proposed UID (real</p>		<p>3.8 Specimen of digital mark to be provided with security features.</p> <p>3.9 Secure delivery here means the provision of secure coding of the digital marks.</p> <p style="text-align: right;"><i>De</i></p>
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	<p>specimens have to be presented with detail and full description of the security features).</p> <p><b>3.9</b> Capacity of the System to undertake for the secure delivery or provision of UID to the concerned manufacturers and importers of the Goods within the territory of Pakistan.</p>																				
<b>8</b>	<ul style="list-style-type: none"> <li><b>ANNEX No 7 -THE REGULATIONS</b></li> <li><b>8.</b> Recommended standards and guidelines for compliance by the UID Printing Facility: <ul style="list-style-type: none"> <li><b>a.</b> ISO 9001, ISO 17025, ISO 17034, ISO 45001, and ISO 27001 or equivalent or more certifications.</li> </ul> </li> </ul>	<p>Same query as per Sr#1 (The guideline may not be applicable in case digital marking solution)</p>	<p>Please refer to the query at Para 1 above.</p> 																		
<b>9</b>	<p><b>Annex No. 10- Evaluation of Criterium 3.4</b> <i>5 points</i></p> <p>Detecting damaged UIDs</p> <table border="1"> <thead> <tr> <th>UID attribute</th> <th>Score</th> </tr> </thead> <tbody> <tr> <td>Demonstrable non-usability of UID</td> <td><b>2</b></td> </tr> <tr> <td>Procedure to identify and notify about damaged/non-usable UIDs</td> <td><b>1</b></td> </tr> <tr> <td>Procedure to attend to and resolve non-usable UIDs</td> <td><b>2</b></td> </tr> <tr> <td><b>Total</b></td> <td><b>5</b></td> </tr> </tbody> </table>	UID attribute	Score	Demonstrable non-usability of UID	<b>2</b>	Procedure to identify and notify about damaged/non-usable UIDs	<b>1</b>	Procedure to attend to and resolve non-usable UIDs	<b>2</b>	<b>Total</b>	<b>5</b>	<p>Same query as per Sr#1 (May not be applicable in case digital marking solution)</p>	<p>Please consider the <b>Criterium 3.4 as below.</b></p> <table border="1"> <thead> <tr> <th>UID attribute</th> <th>Score</th> </tr> </thead> <tbody> <tr> <td>Demonstrable non-re usability of Digital code associated with each digital mark/UID</td> <td><b>2</b></td> </tr> <tr> <td>Procedure to identify and notify about damaged packing at production line (after marking associated with digital code).</td> <td><b>1</b></td> </tr> <tr> <td>The procedure for addressing and resolving digital codes linked to</td> <td><b>2</b></td> </tr> </tbody> </table>	UID attribute	Score	Demonstrable non-re usability of Digital code associated with each digital mark/UID	<b>2</b>	Procedure to identify and notify about damaged packing at production line (after marking associated with digital code).	<b>1</b>	The procedure for addressing and resolving digital codes linked to	<b>2</b>
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**Evaluation of Criterium 3.6**

5 points

Security features:

Factor	Score
One overt material security feature visible by naked eye.	1
One semi-overt material security feature visible through a simple and very low-cost smart phone application	1
One covert security feature verifiable by smart phone application used by the FBR inspectors and representatives of other duly authorized Pakistan Government agencies.	1
One forensic security feature to unequivocally assist laboratorial analysis and legal procedures	1
One digital/IT security feature readable by a smart phone application	1
<b>Total</b>	<b>5</b>

**Evaluation of Criterium 3.8**

30 points

**a. Security features of UID: 20 points**

digital marks/UIDs of damaged packaging.	
<b>Total</b>	<b>5</b>

**Criterium**

**3.6**

shall be read as

Security features:

Factor	Score
<ul style="list-style-type: none"><li>One overt security feature visible by naked eye.</li></ul>	1
One semi-overt security feature visible through a simple and very low-cost device.	1
One covert security feature verifiable through Special handheld device/Tool kit or smart phone application, which will be utilized by the FBR Authorities and representatives of other duly authorized Pakistan Government agencies.	1
One forensic security feature to unequivocally assist laboratorial analysis and	1

Types of features	Proof of Quality	Effectiveness and Efficiency in usage	Total
Visible overt	2	2	4
Semi-overt, smart phone application readable	2	2	4
Covert, smart phone application readable	2	2	4
Covert, laboratory required	2	2	4
Digital smart phone application readable	2	2	4
<b>Total</b>	<b>10</b>	<b>10</b>	<b>20</b>

legal procedures (with details of testing mechanism).	
One digital/IT security feature readable by a smart phone application	<b>1</b>
<b>Total</b>	<b>5</b>

**Evaluation of Criterium 3.8**

Shall be read as


30 points


**a. Security features of UID: 20 points**

Types of features	Proof of Quality	Effectiveness and Efficiency in usage	Total
Visible overt	2	2	4
Semi-overt, visible through a simple and very low-cost device.	2	2	4
Covert, authentication through Special handheld device or smart phone application	2	2	4
Covert, laboratory	2	2	4



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<b>10</b>	Application of UIDs on Tiles & Tile Boxes	<p>As the structure of the tile is uneven therefore it would be challenging to print the UID on the surface of the tile. Kindly clarify the same.</p> <p>Moreover, the environment of the factory premises may not be dust free and would lead to issues in printing the digital UID.</p>	A visit will be arranged for comprehensive demonstration of how the digital marking will be implemented.												
<b>11</b>	<ul style="list-style-type: none"> <li><b>ANNEX No 2. Mandatory documents and information to be provided by the Applicant.</b></li> <li><b>(e)</b> For requirement as per sub-point 1.5: Information about secure printing/generating facility: name, location, printing/generating equipment, scope of production/generation, annual volume of production/generation and contact person. The Applicant shall provide copies of the following valid certifications of the above secure printing facility: ISO 9001, ISO 17025, ISO 17034, ISO 45001, and</li> </ul>	This clause may not be applicable since the tender requires a digital marking solution and the stated requirement is for secure printing of physical UID.	<p>Instead of printing The applicant is required to demonstrate the capabilities of generating and printing secure codes.</p> <p>However the other requirements shall remain the same as are already explained in detail.</p> <p style="text-align: right;"><i>OK</i></p>												

	<p>ISO 27001 or equivalent or more certifications. The Applicant shall sufficiently demonstrate that such facility does have a capacity to provide additional volume of at least 1 billion UID within 06 months after the date of the submission of application.</p> <ul style="list-style-type: none"><li>• <b>ANNEX No 2. 1. Mandatory Eligibility Requirements as Defined in Point 4 of the Instructions - "Profile of the Applicant"</b> <b>1.5</b> The Applicant shall ensure secure printing/generating facility and provide information about its name, location, printing equipment, annual volume of production and contact person. The Applicant shall demonstrate that such facility does have, as minimum, the following valid certifications: ISO 9001, ISO 17025, ISO 17034, ISO 45001, and ISO 27001 or equivalent or more certifications; and a capacity to provide additional volume of at least 1 billion UID within 06 months after the date of the submission his application.</li><li>• <b>ANNEX No 2. Mandatory documents and information to be provided by the Applicant.</b></li></ul>		
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	<p>(e) For requirement as per sub-point 1.5: Information about secure printing/generating facility: name, location, printing/generating equipment, scope of production/generation, annual volume of production/generation and contact person. The Applicant shall provide copies of the following valid certifications of the above secure printing facility: ISO 9001, ISO 17025, ISO 17034, ISO 45001, and ISO 27001 or equivalent or more certifications. The Applicant shall sufficiently demonstrate that such facility does have a capacity to provide additional volume of at least 1 billion UID within 06 months after the date of the submission of application.</p> <ul style="list-style-type: none"> <li>• <b>ANNEX No 4 -APPLICATION OPENING CHECKLIST</b></li> </ul> <p>7. Information about secure printing/generating facility: name, location, printing equipment, scope of production/generation, annual volume of production/generation and contact person. The Applicant shall sufficiently demonstrate that such facility does have a capacity to provide additional volume of at least 1.0 billion UID within 06 months after the date of the submission his application.</p>		
12	<b>Bid Security</b>	FBR must consider mandating all the bidders to furnish a bank guarantee as bid security with the	No Bid security is required at the time of submission of the Bids.



	There is no bid security required in the tender from bidders to participate.	bid proposal submission as this will allow only serious bidders to participate who have the requisite capacity & expertise to perform the same.	
<b>13</b>	1.2 The System shall cover Cement,etc. and Tiles manufactured and imported into Pakistan for domestic sales and for export.	This document relates to both locally manufactured and imported goods. For the goods that are imported, where is the importation station(s) located or do they need to be established? Is this location a controlled environment and what handling of the goods takesplace in this facility (e.g. are goods unpackaged before distribution in the local market)?	The existing import stations are as notified by the Pakistan Customs.  Applicants are expected to calculate their pricing based on marking each tile as well as boxes at the import stations.
<b>14</b>	2.1 Cement and 'Auxiliary Products'	Would FBR please elaborate on what it means by Auxiliary Products? For these auxiliary products, would FBR provide annual volume of each product type, format of packaging and packaging size?	The auxiliary products are e.g., tile bond and wall Patti manufactured at the Cement manufacturing units. The quantity mentioned includes the Auxiliary products as well.
<b>15</b>	2.1 Cement and 'Auxiliary Products'	How will bulk shipments of Cement and/or imported cement be handled under TTS?	The current scope does not include marking bulk quantities of the cement product. However, the solution should be future-proof to accommodate handling bulk quantities.
<b>16</b>	2.1 Cement and 'Auxiliary Products'	The Cement product category is a duplication of a previous IFL awarded for the TTS. Would FBR please specify the difference, how the overlap will be managed and confirm if there will be an integration required with the existing TTS system?	The scope of this IFL is completely different from the already awarded license. There will be no overlap and integration requirements.
<b>17</b>	2.1 Cement and 'Auxiliary Products' /Tiles	The number of lines provided are approximate and the IFL states that the site and lines may vary during the contract:	Please refer to the footnote provided in the IFL document on page no 4.


		<ul style="list-style-type: none"> <li>- What will be the treatment of additional lines, if any?</li> <li>- Will there be a change order management available to cover for additional costs if any?</li> </ul>	
<b>18</b>	2.1 Cement and 'Auxiliary Products' /Tiles	Will the License awarded under the IFL be exclusive for the sector(s) specified?	Please refer to the response at Para 16 above.
<b>19</b>	2.1 Locally manufactured Cement for domestic sale & export Tiles locally Manufactured & Imported	<p>The volume provided is approximate and the IFL states that actual production volumes may vary during the contract:</p> <ul style="list-style-type: none"> <li>- What will be the treatment more or less volume during the contract, if any?</li> <li>- Will there be a change order management available to cover significant variations?</li> </ul>	The FBR cannot guarantee a specific volume limit due to fluctuations caused by various economic factors.
<b>20</b>	2.2 Tiles locally Manufactured & Imported, Single Tiles & Boxes	Would FBR please specify the breakout of the 750 million products per year between boxes vs. Single Tiles? For the Single Tiles, do these also come in a box or will it be required of the Licensee to apply the UID directly on the tile itself? Is Licensee required to mark the packaging? What requirements for applying UIDs are needed at the import stations and does this differ from the local manufacturing facilities?	750 million is a cumulative number of single tiles plus boxes. Marking requirement is for both on single tile and boxes as well.
<b>21</b>	2.2 Tiles locally Manufactured & Imported, Single Tiles & Boxes	Are companies required to bid on both Cement and Tiles, or can a bidder only bid on one of the Categories?	It is mandatory for the Applicant to bid for overall IFL requirement any segment specific bid shall not be acceptable.
<b>22</b>	3.1 (g) Verification of UID's in national distribution chain stakeholders and final customers/general public.	What information availability (both similarities and differences) are required between verification of UIDs by national distribution chain stakeholders versus customers/general public?	Information availability for verification of UIDs in national distribution chain, stakeholders may include the status of handshake and exchange of a digital invoice between national distribution chain stakeholders. As far as the information availability for verifications

			of UID's by customers/general public is concerned, it may include authentication of UIDs to help consumers identify illicit items.
23	<p>3.8 Minimum UID size shall be 20 x 60mm.</p> <p>The applicant shall, in his application for the License, provide specimens of the UIDs.</p>	<p>Given the size and specimen submission requirements, would FBR please confirm that it truly intends to not accept physical-based UIDs?</p>	<p>As per IFL, FBR is seeking a Digital marking solution which marks each item with unique dynamic QR code. Only Digital marking will be acceptable. It will be the responsibility of The Applicant to capture all the required data within the digital mark, irrespective of the size.</p>
24	<p>3.15 The System will show these products as earmarked for export or duty free.</p>	<p>Please clarify the meaning of the word 'earmarked' and if the UID must visually indicate whether the product is for export or duty free or if only the data contained in the UID must contain this information.</p>	<p>The data within the UID must have the capability to discern whether the product is intended for export, duty-free, or domestic use only.</p>
25	<p>3.16(a) Solution must meet the requirements of all the possible speeds of production lines.</p>	<p>What are the minimum and maximum speed lines? Please confirm if all lines are automated.</p>	<p>A visit will be scheduled to demonstrate these parameters.</p>
26	<p>3.16(c) Solution must be equipped with video analytics monitoring.</p>	<p>Would FBR please elaborate on the requirement for video analytics monitoring and the Key Performance Indicators it expects the Licensee to capture and report?</p>	<p>The licensee shall be required to have and demonstrate ability to provide a solution with high security and efficiency for electronic monitoring of production and video analytics on real time basis. The video analytics solution offered by the vendor must have the following features, namely: -</p> <p>(a) the solution shall have high definition video camera and sensor that can record and count the production; (b) the solution</p>




			<p>shall have ability to weigh the product contained in bags; (c) the solution shall have ability to integrate with the software recommended by FBR which will be used for transmission of data to central control room; (d) the solution will conduct video analytics and communicate results thereof to CCR; (e) the solution will report any unauthorized stoppages of production through generation of appropriate alarm; (f) the system should have sixty days remotely retrievable local, on-site, and at place, specified by the Board, off-site, data storage at each site; (g) the CCR should have a central data storage capacity capable of storing and retrieving data on long term basis up to five years; and (h) the system equipment must be stable, fault-tolerant, secure and accessible only by username and password as authorized by the Board.</p>
27	3.16(g) Solution must be able to populate FBR tax documents in realtime.	Would FBR please provide specific requirements for the specified tax documents it requires populated, including samples.	The Tax documents required to populate in real-time may include Invoice Management Systems.
28	3.16(h) Solution should be other than the paper based UIDs.	This requirement seems to conflict with requirements in Section 3.8, Annex No. 5 (3.7). Would FBR please clarify?	As per response contained in Para/Query 5.



29	6.1 The licensee shall implement the system within a time frame of 3 months.	Will Licensee be provided with site/line information in advance to assist with meeting the required timeline?	Details as are already provided in Annexure 08 and 09.
30	6.1 The licensee shall implement the system within a time frame of 3 months.	Would FBR consider facilitating a visit to tile factor(ies) and the import site location(s) as part of the tendering process for due diligence purposes?	Site visits will be scheduled by the FBR.
31	Annex 3: 2. The Fee presented in this Price Schedule/the Fee Form is quoted in PKR (: Pakistan Rupees) for 1,000 of UIDs.	The IFL requires the price to be quoted in PKR. We would recommend that the works PKR be changed to USD\$. However, in case the pricing must be expressed in Pakistan Rupees, would FBR please provide confirmation that the price will be protected against inflation and foreign exchange fluctuations, during the contract period, by means of appropriate inflationary increases and US\$ indexation?	The price to be quoted will be in PKR only.
32	Annex 5: 3.15 Capacity of the System to address and undertake for serialization/identification of products packaging aggregation and distribution chain tracking.	To support the requirement for aggregation, would FBR please provide information on each packaging level of goods before shipment. Please also supply each packaging level for imported goods. Any detail on how packaging and/or aggregation is currently performed is required to properly specify the solution.	It will be further demonstrated during the industry visit. 
33	Cover page: Proposals must be delivered by or before 1500 hours (PST) on Thursday, 25th April, 2024.	Given the scope of the tender requirements, we respectfully request an extension of the proposal due date until 31 May 2024 to prepare a comprehensive proposal response.	Any extension in deadline will be subject to approval of the competent authority.
34	<b>Clause 2.3</b> Monitor production activities of the concerned production lines, and track and trace cement and tiles throughout the country from factory premises and import stations to retail level on real time basis as per Rule 150ZL Sub Rule (4) Clause (b) of Chapter XIV-B of the Sales Tax Rules 2006	We want to understand the supply chain network of both industries. Does FBR require traceability only at two stages; production line and market or the products will pass through different stages of scanning and entire supply chain traceability is required when the product is scanned by the inspector in the market?	The current scope involves implementing marking at the production level to enable real-time monitoring of production and authenticate the digital mark at any point in the post-production supply chain.


35	<p><b>Clause 2.4</b> The system shall include a secure, dedicated smart mobile phone application enabling duly authorized representatives of FBR and of other Pakistan Government agencies automatic authentication of a UID and capturing traceability information in both offline and online modes.</p>	Approximately, how many FBR /other Govt representatives are to be considered?	Further details will be provided at a later stage, considering the filed force enforcement structure.
36	<p><b>Clause 2.7</b> Prior to implementation of the System, FBR will issue a regulation establishing: 1. The date from when the cement bags and tiles will be manufactured /imported only with duly attached UID. The date as of from when all goods without duly attached UID must be removed from the domestic distribution chain.</p>	Manufacturing date is mandatory to encrypt into the QR/DM code. For Imported items which date is to be considered?	Clause 2.7 clearly states that the date from when the cement bags and tiles will be manufactured/imported only with duly attached UID.
37	<p><b>Clause 3.1 (a)</b> Dedicated IT platform/management information system (MIS) for secure management, execution and control of functioning of all modules and deliverables of the System as outlined in sub- points (b) to (g) of this point 3.1</p>	A repository is required by Govt of Pakistan. What is the plan of FBR to arrange secure data warehouse? Will it be in-house data center or cloud-based solution and whether or not that is part of the scope under this IFL?	The IFL has been designed with full consideration of all regulations and data security compliance requirements set forth by the Government of Pakistan. Moreover, dedicated IT platform/management information system (MIS) means both software and hardware components including a secure data warehouse.
38	<p><b>Clause 3.8</b> Minimum UID size shall be 20 x 60 mm. UIDs shall be compatible with the standard high-speed automated equipment used by the industry.</p>	Need to evaluate this dimension vis-a-vis the contents. Hope a slight upside variation will be acceptable to ensure a viable size of UID that meets all safety and specifications requirements	Please refer to the response at Query No. 23.




39	For products manufactured in Pakistan for export or for sale under duty-free customs regime standard UIDs will still be required. The system will show these products as earmarked for exportor duty-free.	What will be the process for production lines to inform the licensee team about export items? Will the manufacturers use a separate production line or separate production time for export items or it may come in mix? Need further clarity to determine the functionality of the system.	The manufacturer will be responsible for classifying the items being produced on the production lines according to the requirements specified under Rules as contained in relevant Sales Tax Rules.
40	<b>Clause 3.16 (c)</b> Solution must be equipped with video analyticsmonitoring.	The parameters for video analytics must be spelled out so that a uniform video analytics system can be quoted by all bidders.	Please refer to the response at Query No. 26.
41	<b>Clause 4.5</b> FBR shall consider applications only from Applicants who can demonstrate an annual turnover of at least USD 50 million in each of the last 3 Tax/Assessment years. <b>Annex No. 1 – Clause 4</b> Audited financial statements for last three taxyears with min average turnover of USD 50 million for each entity	In the profile of the applicant USD 50 million is from the Applicant, which in case of JV, shall be the joint JV applicant. However, in the Applicant’s information sheet it is mentioned as USD 50 million for each entity of the JV.  This requirement is against standard practices as JVs are usually formed to combine the capabilities of different entities to be able to meet evaluation criteria, hence USD 50 million for each entity should be deleted and it should remain for the Applicant, as being done by other major Government agencies like NHA, PWD, C&W, CAA etc.	It is mandatory for the JV (cumulatively of all applicants) to have an annual turnover of at least USD 50 million in each of the last 3 Tax/Assessment years. 
42	<b>Annex-10 – Evaluation Criteria 3.4</b> Detecting damaged UIDs	This section pertains to physical UIDs so needs to be revised to make it relevant and specific to digital UIDs.	Please refer to the response at Query No. 09.
43	<b>Payment Terms</b>	The IFL doesn’t contain any information about how the licensee shall be paid against its services rendered during a certain payment period. What will be invoice raising time and	The terms and conditions will be established with the successful licensee upon signing the contract as per stipulations contained under the Sales Tax Rules, 2006.

		how long it will take for the licensee to get paid? Furthermore, the invoice will be addressed to FBR or the concerned factory?	
44	<b>Foreign Currency Fluctuation</b>	<p>Pakistan has a history of high currency fluctuation which on one side causes inflation and raises the cost of doing business but on the other side makes it uncertain for foreign bidders/partners to ensure their sustainable costs and revenues.</p> <p>There is no such clause to cover/adjust the currency fluctuation factor which will lead to foreign bidders to factor such impacts at a higher level making their overall bids highly expensive for FBR. We suggest to include a provision based on certain criteria so that bidders will not have to worry about such impact and they don't raise their prices with a higher safety cushion that may never happen.</p>	Please refer to the response at Query No. 31.
45		<p><b>Challenges with Digital Printing Solutions</b></p> <p><b>Surface Texture Compatibility:</b></p> <ul style="list-style-type: none"> <li>• Printing unique information with barcodes on various surfaces, even textured ones, is necessary for production line efficiency.</li> <li>• Polywoven bags, now common in cement packaging, create a challenge for digital printers due to their rough surface.</li> </ul> <p>Conventional digital printers like TIJ or laser printers struggle to make clear barcodes on these textured bags.</p>	The requirements of the IFL are with consideration of all environmental factors within the production environment.



		<p><b>Incompatibility with Defined Feature Requirements:</b></p> <ul style="list-style-type: none"> <li>• The tender requires specific security features for tracking and authentication, which digital printing can't handle well.</li> <li>• These features include overt (easily seen), semi-overt (seen with simple tools), covert (hidden and verified secretly), and forensic (for lab analysis) markers.</li> <li>• Digital printers can't incorporate these varied security features effectively.</li> </ul> <p>In comparison, physical tax stamps naturally include these features, meeting the tender requirements better.</p>	
46		<p><b>Advantages of Physical Tax Stamps</b></p> <p><b>Security Features:</b></p> <ul style="list-style-type: none"> <li>• <b>Overt Security Features:</b> Visible to the naked eye, offering instant verification.</li> <li>• <b>Semi-Overt Security Features:</b> Can be checked with simple tools, ensuring authenticity without complex equipment.</li> <li>• <b>Covert Security Features:</b> Hidden attributes accessible via smartphone apps for discreet</li> </ul>	<p>The requirements of the IFL are with consideration of all environmental factors within the production environment.</p> 

		<p>authentication.</p> <ul style="list-style-type: none"> <li>• <b>Forensic Security Features:</b> Markers aiding in lab analysis and legal procedures, providing solid evidence of authenticity.</li> <li>• <b>Compatibility with Packaging Materials:</b> <ul style="list-style-type: none"> <li>• <b>Versatility:</b> Physical tax stamps work well on diverse packaging materials, including polywoven bags.</li> <li>• <b>Readability and Durability:</b> They adhere effectively and remain readable, even on textured surfaces, ensuring long-lasting authentication.</li> </ul> </li> </ul>	
47	<p>UIDs shall contain, as the minimum, the following security features:</p> <ol style="list-style-type: none"> <li>One overt security feature visible by naked eye;</li> <li>One semi-overt security feature visible through a simple and very low-cost device;</li> <li>One covert security feature by smart phone application, which will be utilized by the FBR Authorities and representatives of other duly authorized Pakistan Government agencies;</li> <li>One forensic security feature to unequivocally assist laboratorial analysis and legal procedures;</li> <li>One digital/IT security feature readable by the System dedicated smart phone application.</li> </ol>	<p>UIDs shall contain, as the minimum, the following security features:</p> <ol style="list-style-type: none"> <li>One overt security feature visible by naked eye;</li> <li>One covert security feature by smart phone application, which will be utilized by the FBR Authorities and representatives of other duly authorized Pakistan Government agencies;</li> </ol> <p>One digital/IT security feature readable by the System dedicated smart phone application.</p> <p>These 5 security features mentioned are more suited for a physical stamp and not for a digital secure mark regime.</p> <p>Although, in a perfectly controlled setting these five security features can be achieved with a digital stamp via inkjet printing, however, there are serious challenges in</p>	<p>The requirements of the IFL are with consideration of all environmental factors within the production environment.</p> <p style="text-align: right;">M</p>

		<p>printing them on the production line in a dusty environment using inkjet technology.</p> <p>There are special requirements for the substrate for inkjet technology to print on, which is not fulfilled by the type of PolyPropylene (PP) used for making cement bags.</p> <p>Inkjet security printing is ideal for special coated paper which is flat and smooth, and doesn't let the ink to smudge on the surface. These conditions can never be met by PP cement bags. The number of features hence should be reduced to allow digital only features which can be printed without any challenges during production and should be pre-defined. The digital security features are highly secure, easy to implement/print and low cost.</p> <p>Most importantly, there is no precedent of such a solution implemented anywhere in the world on such a large scale on a cement bag.</p>	
48	<p>FBR shall consider application only from Applicants who can ensure a secure generation facility and provide information about its name, location, equipment, annual volume of generation and contact person. The generating facility of the Applicant shall have, as minimum, the following valid certifications: ISO 9001, ISO 17025, ISO 17034, ISO 45001, and ISO 27001 or equivalent or more certifications. The</p>	<p>FBR shall consider application only from Applicants who can ensure a secure generation facility and provide information about its name, location, equipment, annual volume of generation and contact person. The generating facility of the Applicant shall have, as minimum, the following valid certifications: ISO 9001, ISO 45001, OHSAS 18001 and ISO 27001 or equivalent or more certifications. The Applicant shall also demonstrate that such facility does have a capacity to provide</p>	<p>Please refer to the responses at Query No. 01 and 08.</p>


	Applicant shall also demonstrate that such facility does have a capacity to provide additional volume of at least 1 billion UIDs within 6 months after the date of the submission of his application.	<p>additional volume of at least 1 billion UIDs within 6 months after the date of the submission of his application.</p> <p>ISO 17025 and ISO 17034 favors only one bidder who uses them for Laboratory Analysis requirements in the Fuel marking business.</p> <p>This is not applicable or used anywhere for Government Revenue Protection/Track &amp; Trace systems</p>	
49	Line Items 2.1 to 2.9 compliance	Points/questions for clarification: 2.4 - lists capturing traceability information in both offline and online modes, can you define what traceability information is expected to be captured? An authentication use case is clear, but other use cases are not. kindly elaborate.	Please refer to the response at Query No. 34.
50	Item 3.1 to 3.16	<p>Points/questions for clarification: 3.1.g) - what is the process to be used for the final customer / general public to verify UIDs, will they require access to a Mobile App?</p> <p>3.2 - Having reviewed the technical and commercial feasibility of this it is not a path we can realistically consider. The need to establish completely new SLA provisions and an entire team dedicated to managing a single deployment for this project and to managing parallel product upgrade paths are undertakings that can only be taken in edge cases where no alternative is viable. In this case, the requirement for on-premise is based on misinformation or a false/outdated understanding of the system and data security of cloud-based systems. Vendor deploys its system in some of the most demanding IT environments in the world, with 10 of the world's top 20 global pharmaceutical companies demanding the highest levels of data security and system integrity and our proven enterprise cloud offering is well established in</p>	<p>3.1 Please refer to the response at Query No. 05.</p> <p>3.2 The IFL has been designed with full consideration of all regulations and data security compliance requirements.</p> <p>3.3 to 3.13 Please refer to the response at Query No. 05.</p> <p>3.16 The IFL requirements are incorporated considering the international best practices. Moreover, the deployment of the entire equipment on the Production lines and at import stations will be the responsibility of the Licensee.</p>



		<p>that context. We would recommend sharing examples of deployments as a reference point.</p> <p>3.5/3.7 - considered to be N/A for digital solution approach - these features are associated only with Paper base stamping. Digital solutions have their security features which can be defined and incorporated. please confirm.</p> <p>3.6 - considered to be N/A for digital solution approach - no impact on digital marking. please confirm</p> <p>3.8 - considered to be N/A for digital solution approach - digital market size depends on security feathers to be added. please confirm</p> <p>3.9 - considered to be N/A for digital solution approach - as explained in above points 3.7-3.8.</p> <p>3.10 - considered to be N/A for digital solution approach - Digital UID can be delivered electronically only. please confirm.</p> <p>3.12 - considered to be N/A for digital solution approach - is this correct?</p> <p>3.13.d) - what is the process to be used for the final customer / general public to verify UIDs, will they require access to a Mobile App? Please confirm</p> <p>3.16.a) - Manufacturing lines are different types and speeds in industries and require a different type of hardware for marking, we are proposing a model where the FBR scope is for L5 NOT where the Licensee is responsible for complete L1-L5 it is recommended to allow manufacturers to install marking and scanning equipment according to their production lines as per given specs by vendors and licensee</p>	
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		<p>will responsible to integrate the systems. Also, generic aspects pertaining to cement and tile production environments, it is not sufficient as a basis to determine a set of requirements for every facility and upward of 100 production lines, each of which will have variations (however small). Each facility and each line therein needs to be seen and surveyed in order to provide estimates as to the systems required and associated costs.</p> <p>As stated above, Line-level systems should be left to the manufacturers to determine the most suitable and economically viable for each on its own merits on the proviso that they are compliant with the specifications defined and mandated by FBR. please confirm.</p>	
<b>51</b>	Item 4.1 to 4.8 Eligibility Criteria	Points/questions for clarification: 4.4 - considered to be N/A for digital solution approach - please confirm	The requirement pertains to a secure digital marking solutions, and the eligibility of applicants is aligned accordingly.
<b>52</b>	The Licensee shall implement the System within a time frame of 3 months since the Effective Date.	<p>3 months is completely unrealistic - it may be possible to get an initial system up and live within 3 months but unlikely that it will include ALL functionality, particularly in the case of any custom developments and for any custom integrations these will need to be developed and then tested before being validated with volume of data.</p> <p>Furthermore, it is inconceivable that any manufacturer or vendor will be able to implement any form of serialization printing and commissioning system within 3 months if it requires new hardware and/or systems to be specified, procured and installed.</p> <p>Standing up the L5 to a basic functioning level may be possible in 3-6 months but to achieve connections to all facilities across the industry</p>	Please refer to the response at Query No. 04.


		and for those individual plants to equip themselves with the necessary systems will require at least 24 months – with projects of this nature more typically taking 3+ years as part of a phase deployment and roll-out.	
53	FBR Employees training on the product to be provided	We will provide Training as part of the implementation on a "Train the Trainer" basis.	It is Licensee's responsibility to structure the training program in consultation with FBR.
54	To provide list of technical resources for smooth execution of the Project	Details of personnel to be allocated to the project can be provided in due course	The licensee is required to furnish technical resources details demonstrating their capability to manage such a project.
55	ISO 9001, ISO 17025, ISO 17034. ISO 45001, and ISO 27001 or equivalent or more certifications; and a capacity to provide additional volume of at least 1 billion UID within 06 months after the date of the submission his application.	Relevant ISO certifications are to be supplied separately.  The system is optimized for scale deployments - such as up to 10+ bn items per annum - and as such the proposed solution will be deployed appropriately sized for the Pakistan cement and tile product volume requirements.	Please refer to the response at Query No. 01 and 08.
56	Prior to formal and final award of the License, the Licensee shall arrange for an unconditional bank guarantee amounting to PKR 100 million (the "Guarantee") in favor of FBR	It seems there is no earnest money to be submitted with the proposal. This 100M guarantee is to be submitted only by the selected bidder as PG until the project is completed, please confirm.	Only the successful bidder shall arrange for an unconditional bank guarantee amounting to PKR 100 million (the "Guarantee") in favor of FBR
57	Audited financial statements for the last three Tax/Assessment years with a minimum average turnover of USD50,000,000 (Fifty million) for each entity.	In the case when multiple parties are bid in JV then collective financial strength is normally acceptable, like project reference and technical strength kindly confirm. We request to consider the financials of JV partners instead of individual parties.	Please refer to the response at Query No. 41.
58	Support SLA	Please define onsite and remote support SLA, resolution time, warranty replacement, resident engineers on each side etc. Also, no information regarding 24x7 internet connectivity	The details will be incorporated in the Service Level Agreement with the successful bidder.

<p>59</p>	<p>Annexure No.3 - Exchange rate protection over the period of contract</p>	<p>Query: The Expected quantity should be 1.75B stamps (1B+750M) and not 1.0B. Please clarify</p> <p>Query: Ref: T&amp;C #1: We shall submit the price in PKR with a validity of 90 days. In case FBR concludes agreements within validity, for year 1 the price in PKR remains unchanged. However, for the subsequent 4 years, the USD price quoted by the bidder will be locked and the USD to PKR conversion rate at the start of the year will be applied and the PKR price for 1000 stamps will be locked for every year.</p> <p>Example: Price per 1000 stamp quoted is X on 25 April 2024 valid for 90 days i.e. upto 25 Jul. The USD to PKR conversion is 280. Assuming FBR concludes agreements within 25 Jul, the price for Y1 is locked at price X per 1000 stamp. The USD Price for Subsequent years is locked with the following formula:</p> <p><math>X \text{ divided by } 280 = Y</math></p> <p>Y is locked for 4 subsequent years.</p> <p>PKR price for Y2 will be Y multiplied by USD to PKR conversion rate on 25 Jul 2025 or Starting month of Y2.</p> <p>PKR price for Y3 will be Y multiplied by USD to PKR conversion rate on 25 Jul 2026 or Starting month of Y3.</p> <p>PKR price for Y4 will be Y multiplied by USD to PKR conversion rate on 25 Jul 2027 or Starting month of Y4.</p> <p>PKR price for Y5 will be Y multiplied by USD to PKR conversion rate on 25 Jul 2028 or Starting month of Y5.</p>	<p>The bidder is requested to provide a quotation considering 1.75 billion digital marks. These figures are approximate as the FBR cannot commit to exact numbers.</p> <p>Please refer to the response at Query No. 31.</p> 
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		Kindly confirm/clarify the above understanding. Also, what will be the mechanism of \$ fluctuations within the year?	
60		<p>Query: We checked and found no payment terms are defined.</p> <p>We would need clarity as to Who will make the payment to the Licensee. Is it FBR or Manufacturer?</p> <p>We would appreciate a 50% payment of the forecasted stamp quantities at the start of the contract and then the first month of every subsequent year.</p> <p>Balance 50% in net 30 days of delivery of stamps. Any balance quantities (deliveries not taken) at the end of the year will be invoiced to the Manufacturer before the start of the subsequent year.</p> <p>Forecast requirements can be shared with the Licensee by FBR and the Licensee will invoice for 50% to each Manufacturer.</p> <p>Forecast quantities have to be in line with Annex 3 and Clause 2.2 of the IFL whichever is higher. Any differences in Quoted for and Invoiced quantities of stamps will be invoiced to FBR or Manufacturer whatever the case may be. kindly confirm</p>	Please refer to the response at Query No. 43.
61	The proposed Fee excludes the all taxes payable on local supplies/services in Pakistan, if such is to be applicable	Please clarify the Quoted prices will be excluding sale tax.	The proposed fee must include all applicable taxes, duties etc.
62	IFL, General Requirements for the System Category of the Goods: Cement and auxiliary products	Can the FBR clarify what are auxiliary products?	Please refer to the response at Query No. 14.
63	IFL, Section 6.10, 6.12 and 8.2	Could you please explain the definition of System data in more detail?	It incorporate all the system data required in monitoring production and authentication of the product.


64	IFL, General Requirements for the System Category of the Goods: Cement and auxiliary products	Could the FBR clarify whether cement has been excluded from the scope of work of the previous licensee, as it was already included in the license issued in 2021	This IFL solution requirements are entirely different from the previous license.
65	IFL, General Requirements for the System Category of the goods	Could you please clarify if tiles are also commercialized as singles tiles, and as such should be marked individually and in which cases?	The requirement is to mark each single tile and boxes as well.
66	IFL, General Requirements for the System Category of the goods	If tiles are packaged in a secondary package (box), could we consider the mark to be applied only on the secondary package?	Each individual tile must be marked, along with the boxes containing them. However, in certain specific scenarios such as importation, the licensee may only need to mark the boxes. Nonetheless, the mark on the box should contain all the necessary information regarding the products enclosed within.
67	IFL, General Requirements for the System Section 2.2	Referring to the 750 million tiles indicated in the IFL, could FBR please specify the quantities of both singles tiles and boxes separately. What's the split of the 750 million units?	The 750 is a commutative quantity of both tiles and boxes.
68	3- Key Technical Requirements for the System Point 3.2	Could FBR clarify who will be responsible for providing the internet connectivity to FBR at the manufacturer site?	The Licensee to provide the connectivity. 
69	3- Key Technical Requirements for the System Point 3.2	Could FBR clarify who will be responsible for providing the power at the manufacturer site?	The manufacturer will be responsible to provide the required Power arrangements.
70	3- Key Technical Requirements for the System Point 3.16 (c)	Could the FBR provide further details on the expectations for video analytics monitoring?	Please refer to the response at Query No. 26.
71	3- Key Technical Requirements for the System Point 3.16 (e)	Kindly share the list of all types of bags, boxes and sizes for both cement, auxiliary products and tiles.	Arrangements will be made for a visit to provide all the details.
72	3- Key Technical Requirements for the System Point 3.16 (f)	Could you please confirm which are the parent-child relations expected to be captured in the aggregation of cement?	Aggregation marking is not required for cement marking.

73	3- Key Technical Requirements for the System Point 3.16 (f)	Could you please confirm which are the parent-child relations expected to be captured in the aggregation of tiles? Please also provide quantity of each.	The relation between tiles and their parent boxes should be captured through aggregation.
74	3- Key Technical Requirements for the System Point 3.16 (f)	Could you please clarify who is responsible for capturing the supply chain movements, aggregation and re aggregation in the supply chain?	Please refer to the response at Query No. 34.
75	3- Key Technical Requirements for the System	Could you please clarify who is responsible for generating the unique IDs of the upper-level packaging in parent-child relations?	The Licensee
76	3- Key Technical Requirements for the System Point 3.16 (h)	Regarding the requirement: "Solution should be other than the paper-based UIDs". Could FBR clarify what is the expectation?	The IFL requirement is to provide a digital marking solution without any physical tax stamp.
77	3- Key Technical Requirements for the System Point 3.16 (i)	Could you please provide a tentative date for the demonstration?	Every bidder will be allocated a time slot during the technical evaluation phase. 
78	3- Key Technical Requirements for the System Point 3.16 (h)	Would it be acceptable to offer a paper-based UID if we are able to demonstrate its suitability in these markets based on real experience?	The IFL requirement is to provide a digital marking solution without any physical tax stamp.
79	General Query	Could the FBR confirm whether the cement manufacturing factories have ATEX (Explosive atmospheres) requirements? And in which areas?	Arrangements will be made for a visit to provide all the details.
80	General Query	In order to properly assess the technical requirements of the cement and tiles industries, would it be possible for FBR to arrange site visits to these industries?	Arrangements will be made for a visit to provide all the details.
81	3- Key Technical Requirements for the System Point 3.7 (c)	Could you please confirm if an external device connected wirelessly to a Smartphone App would be acceptable as the tool for field auditors to authenticate the Covert security feature of the UID?	Please refer to the response at Query No. 05.




82	2.2 General Requirements for the System	Could you please confirm if cement commercialized in bulk is also part of the scope, or if it's limited to only bags?	Please refer to the response at Query No. 15.
83	General Query	We understand that hard copy issuance of IFL document paying any fee is not required. Please validate this understanding.	There is no requirement to obtain a hard copy by paying any fee.
84	6.1 Eligibility and Responsibilities of the Licensee	We understand that only the finally selected licensee for award of license shall arrange an unconditional bank guarantee amounting to PKR 100 million (the "Guarantee") in favour of FBR. There is no bank guarantee required at the time of submission of application by all applicants. Please validate this understanding.	Please refer to the response at Query No. 56.
85	2.2 General Requirements for the System	Could the FBR please specify how excise tax for tiles and auxiliary products is computed.	The taxation mechanism as contained under the Sales Tax Act, 1990 shall be applicable.
86		<p>a. The RFP lacks clarity regarding the requirement for video analytics (Clause 3.16).</p> <p>b. The RFP does not specify the requirement for digital marking, particularly in the cement manufacturing industry. Given the dusty environment in cement manufacturing, it is advisable to mark the tags on bags before production begins.</p>	<p>a- Please refer to the response at Query No. 26.</p> <p>b- The requirements of markings are in consideration of industry dynamics and best practices.</p> <p>c. Arrangements will be made for a visit to provide all the details.</p> <p>d- The system does not require any specific integration requirements.</p> <p>e- Arrangements will be made for a visit to provide all the details.</p>



		<p>c. In the tiles industry, the RFP seeks clarification on how to print digital marks on rough surfaces. It is important to note that the rough surface is typically on the underside during manufacturing. This may necessitate alterations to the manufacturing process, including controlled speed on conveyor belts, as the speed is typically high.</p> <p>d. The RFP does not mention APIs, necessitating clarification on their inclusion.</p> <p>e. Additionally, specifications are needed regarding the tiles and cement manufacturing processes where the proposed system will be deployed.</p> <p>Recommendations:</p> <ul style="list-style-type: none"><li>a. We recommend seeking clarification from the issuing authority regarding the necessity and scope of video analytics within the project.</li><li>b. Given the challenging environment in cement manufacturing, it is advised to incorporate digital marking on bags before production commences to ensure visibility and durability.</li><li>c. For printing digital marks on rough surfaces in the tile industry, alterations to the manufacturing process may be required, including controlling conveyor belt speed to accommodate the rough surface. A detailed guide on these alterations should be provided.</li></ul>	
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<p>87</p>	<p><b>IFL Clause 1.4: Introduction</b>  The applicant who will be awarded the License (the "Licensee") shall implement and operate the System containing digital marking solutions designed specifically for the System and combined with state-of-the-art electronic monitoring and tracking system.</p> <p><b>Clause 3.5: Key Technical Requirement for the system</b>  UIDs shall contain the security features as delineated in Para-3.7</p> <p><b>Clause 3.7: Key Technical Requirement for the system</b>  UIDs shall contain, as the minimum, the following security features:</p> <p>a) One overt security feature visible by naked eye.</p> <p>b) One semi-overt security feature visible through a simple and very low-cost device.</p> <p>c) One covert security feature by smart phone application, which will be utilized by the FBR Authorities and representatives of other duly authorized Pakistan Government agencies.</p> <p>d) One forensic security feature to unequivocally assist laboratorial analysis and legal procedures.</p> <p>e) One digital/IT security feature readable by the System</p>	<p>Clause 1.4 says to provide Digital Marking Solutions. But in other parts of the document, as mentioned below, it requires using physical UID for track and trace.</p> <p>Can you please let us know if digital stamps/codes are to be provided or physical stamps?</p> <hr/>	<p>The IFL requirement is to provide a digital marking solution without any physical tax stamp.</p> <p>Please refer to the response at Query No. 05.</p>
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	<p>dedicated smart phone application.</p> <p><b>Clause 3.9: Key Technical Requirement for the system</b> The Applicant shall, in his application for the License, provide specimens of UID, as mentioned in point 3.8 above, with detail and full description of the security features stipulated in sub-points (a) to (e) of above point 3.7.</p> <p><b>Clause 3.10: Key Technical Requirement for the system</b> The Licensee shall be responsible for secure provision of UIDs to the concerned manufacturers and importers within the territory of Pakistan. For this reason, the Applicant shall, in his applications for the License, provide detailed description of the secure provision process of UIDs proposed for the System. The Applicant shall also provide specific proposals for the format of UIDs delivery and the minimum number of UIDs placed in each unit of such delivery formats.</p> <p><b>Clause 3.16 (h): Key Technical Requirement for the system</b> <b>(h)</b> Solution should be other than the paper based UIDs.</p>		
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<p>88</p>	<ul style="list-style-type: none"> <li>• <b>ANNEX No 5 – 1. Evaluation of Technical Proposals</b>  <b>Sub-Point:</b>  <b>3.4</b> UID utilize core material which is made of an anti-tampering substrate/ink, as the case may be, so that any attempt to tamper with, remove UID or crumble a portion of UID is clearly and immediately recognized in case the offered UID differs in features / characteristics; identical security levels to be maintained.  <b>3.6</b> UID contain as the minimum, the following security features:  <b>a)</b> One overt security feature visible by naked eye.  <b>b)</b> One semi-overt security feature visible through a simple and low-cost device.  <b>c)</b> One covert security feature, verifiable by smart phone application, which will be utilized by the FBR inspectors and representatives of other duly authorized Pakistan Government agencies.  <b>d)</b> One forensic security feature to unequivocally assist laboratorial analysis and legal procedures.</li> </ul>	<p>Clause 1.4 says to provide Digital Marking Solutions. But in other parts of the document, as mentioned below, it requires using physical UID for track and trace.</p> <p>Can you please let us know if digital stamps/codes are to be provided or physical stamps?</p>	<p>The IFL requirement is to provide a digital marking solution without any physical tax stamp.</p> <p>Please refer to the response at Query No. 05.</p>
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	<p>e) One digital/IT security feature readable by the System dedicated smart phone application.</p> <p><b>3.7 (b)</b> Compatible with the all the possible speed variations of label application equipment used in the cement industry.</p> <p><b>3.8</b> Quality of security features of each type of proposed UID (real specimens have to be presented with detail and full description of the security features).</p> <p><b>3.9</b> Capacity of the System to undertake for the secure delivery or provision of UID to the concerned manufacturers and importers of the Goods within the territory of Pakistan.</p>		
89	<p><b>Annex No. 10- Evaluation of Criterium 3.4</b> 5 points Detecting damaged UIDs</p> <p><b>Evaluation of Criterium 3.6</b> 5 points Security features:</p> <p><b>Evaluation of Criterium 3.8</b> 30 points <b>a. Security features of UID: 20 points</b></p>	<p>Clause 1.4 says to provide Digital Marking Solutions. But in other parts of the document, as mentioned below, it requires using physical UID for track and trace.</p> <p>Can you please let us know if digital stamps/codes are to be provided or physical stamps?</p>	Please refer to the response at Query No. 09.

<p>90</p>	<p><b>ANNEX No 2.</b></p> <p>(e) For requirement as per sub-point 1.5: Information about secure printing/generating facility: name, location, printing/generating equipment, scope of production/generation, annual volume of production/generation and contact person. The Applicant shall provide copies of the following valid certifications of the above secure printing facility: ISO 9001, ISO 17025, ISO 17034, ISO 45001, and ISO 27001 or equivalent or more certifications. The Applicant shall sufficiently demonstrate that such facility does have a capacity to provide additional volume of at least 1 billion UID within 06 months after the date of the submission of application.</p> <p><b>1.5</b> The Applicant shall ensure secure printing/generating facility and provide information about its name, location, printing equipment, annual volume of production and contact person. The Applicant shall demonstrate that such facility does have, as minimum, the following valid certifications: ISO 9001, ISO 17025, ISO 17034, ISO 45001, and ISO 27001 or equivalent or more certifications; and a capacity to provide additional volume of at least 1 billion UID within 06 months after the date of</p>	<p>This part might not fit because the tender is about a digital marking solution, but the requirement mentioned is for printing physical UID securely.</p>	<p>Please refer to the response at Query No. 10.</p> 
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	<p>the submission his application.</p> <p><b>91 • ANNEX No 4 -APPLICATION OPENING CHECKLIST</b></p> <p>7. Information about secure printing/generating facility: name, location, printing equipment, scope of production/generation, annual volume of production/generation and contact person. The Applicant shall sufficiently demonstrate that such facility does have a capacity to provide additional volume of at least 1.0 billion UID within 06 months after the date of the submission his application.</p> <ul style="list-style-type: none"> <li>• <b>4.5</b> FBR shall consider applications only from Applicants who can demonstrate an annual tum over of at least USD 50 million in each of the last 3 Tax/Assessment years.</li> </ul> <p><b>Annex No 2 1.6</b> The Applicant shall demonstrate that his annual tum over has been at least USD 50 million in each of the last 3 Tax/Assessment years.</p> <p><b>Annex No 1 4-1</b> Audited financial statements for last three Tax Assessment years with minimum average tum over of USD50, 000,000 (Fifty million) for each entity.</p>	<p>USD 50 Million in each of last 3 years or each entity, Please clarify.</p>	<p>It is mandatory for the JV (cumulatively of all applicants) to have an annual turnover of at least USD 50 million in each of the last 3 Tax/Assessment years.</p> 
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Following the clarification of the aforementioned queries, the evaluation criteria 3.9 shall be revised as follows.

**The Secure supply chain of security inks**

<b>Operational Factor</b>	<b>Action</b>	<b>Score</b>
Secure supply chain of security inks (Production to marking) (Provide complete process steps with controls)	Secure Production	04
	Secure Dispatch (Production to marking site)	02
	Secure marking	04
<b>Total</b>		<b>10</b>

And Evaluation of Criterium 3.5 shall be revised as

**Environmental endurance factor of security inks used for digital marking**

<b>Factor</b>	<b>Proof of Quality</b>	<b>Score</b>
Temperature	Test Data	2
Humidity	Test Data	2
Sunlight	Test Data	2
Appropriateness of test data to operating conditions in target sectors		2
Plan to improve environmental endurance of Security Inks for digital marks		2
<b>Total</b>		<b>10</b>

The expected quantity as mentioned in Annex No. 3 of the IFL may be read as quantities mentioned under Clause 2.2 of the IFL i.e., 1.750 Billion.

**The clarification of the above queries should be regarded as an integral part of the IFL document.**



