



**GOVERNMENT OF PAKISTAN
REVENUE DIVISION
FEDERAL BOARD OF REVENUE
(PAKISTAN RAISES REVENUE PROJECT)**

C. No. 1(13)DD(P&CM)/2024

Islamabad, the 14th May 2024

Subject: Minutes of the Pre-Bid Meeting - Procurement of Airport Luggage X-Ray Cabinet Scanners - PK-FBR-373370-GO-RFB

A Pre-bid Meeting for subject procurement activity, as was pre-fixed in the Request for Bids' Specific Procurement Notice (SPN) published in leading national dailies, was held on 6th February 2024 at Room No. 574, 5th Floor of Federal Board of Revenue (FBR), FBR House, Constitutional Avenue, Islamabad. The meeting was chaired by the Member, Reforms and Modernization Wing/ Project Director, Pakistan Raises Revenue Project of Federal Board of Revenue and was attended by the Officers of Customs and Reforms & Modernization Wings, officials of Program Office & representatives of the prospective Bidders as per list attached at **Annex – I**. The purpose of the Pre-bid Meeting was to provide clarifications on queries/questions raised by the participating representatives of the prospective bidders on the Procurement Document for subject procurement activity, to facilitate them in preparation of effective technical and financial bids.

2. The proceedings started with welcome remarks by the Director (Program Office), followed by introduction of the participants. At the outset of the proceedings, Director (Program Office) explained the objective of the project and relation of the intended procurement with it. He further elucidated the importance of the procurement activity & delivery timelines, which would contribute in bringing efficiency in the operations & functions of Pakistan Customs. Subsequently, the Procurement Specialist, Pakistan Raises Revenue Project elucidated the salient features, sections of the Procurement Document & the requirements defined therein. In addition, Director Directorate of National Nuclear Detection Architecture (NNDA) also enlightened the participants about the technical & functional requirements of the Airport Luggage Scanners. It was emphasized that the documentation requirements given therein the various sections of the Procurement Document, including the Technical Evaluation Factors defined at ITB 32.4 of Section II – Bid Data Sheet and Section III – Evaluation and Qualification Criteria, must be complied with.

3. The prospective bidders were thereafter invited to share their queries for clarification. In addition, the representatives were also given two (02) days' time, to share their queries in writing also, enabling avoiding any confusion. In this regard, it was clarified that the Federal Board of Revenue would reply all the queries of the prospective bidders in the form of Minutes of Pre-bid Meeting, while disregarding any repetitive query by more than one bidder, however, pursuant to Clause 7: Clarification of the Bidding Document of Section 1 viz. Instructions to Bidders at Page 12 of the Procurement Document, the identities of the bidders would not be disclosed in the responses. The Minutes of Pre-bid Meeting would be shared with all the prospective bidders who have participated in the Pre-Bid Meeting and/or would have asked for

clarifications subsequent to the Meeting. Besides, the Minutes would also be uploaded on the website of the Federal Board of Revenue www.fbr.gov.pk/tenders.

4. Moreover, after the sites visits, on the request of the potential bidders, a following meeting was also held on 26th April 2024. All the potential bidders who had either participated in the Pre-bid Meeting and/or had confirmed their interest while downloading the Request for Bids/Procurement Document from the website, were duly informed about the holding of follow-up meeting. In addition, the related notification/information was also made public by placing it on the website of the Federal Board of Revenue (FBR).

5. Accordingly, the following table provides all queries either asked during Pre-bid and/or Follow Meeting, or made in writing, by the prospective bidders and replies thereof by FBR:

S. #.	Nature/ Relation of Query	Clarification Required	Replies
1	Commercial	Kindly clarify the Incoterm of the bid.	The incoterms that shall be followed during the bidding and contract administration process, are explained at Clause GCC 13.1, Section IX viz. Special Conditions of Contract, Page No. 160, of the Procurement Document.
2	Commercial	Please confirm if Purchaser will bear the cost of insurance as per the standard practice or Supplier will the cost of insurance @ 110% in their bid.	The incoterms shall be governed by the rules prescribed in the Incoterms Edition 2020 (primary manufacturers), published by the International Chamber of Commerce. It is advised that the same may be explored and understood comprehensively wherein the insurance coverage is explained explicitly.
3	Commercial	It is requested to review and reduce the Bid Bond value as US\$ 105,000. It is too high.	It is unfortunate that the Federal Board of Revenue cannot accede to the request mindful of the fact that such kind of requirements are not changed during a competitive bidding process avoiding any misunderstanding of favouring a particular bidder.
4	Commercial	It is requested to consider PBG 5% instead of 10% as per general practices.	Response at Sr. No. 3, is referred.
5	Commercial	Please confirm whether the original bidding documents, specifically the financial and technical bids should be originally signed and stamped on each page?	In the bidding process, it is nowhere required to submit a signed copy of the bidding document (RFB/ Procurement Document) with the Bid. Kindly note that each and every page of Original Technical & Financial Parts of the Bid, are signed and stamped by the authorized person, having the authority as per the requirement defined ITB 20.3 Section II viz. Bid Data Sheet (BDS).

6	Commercial	With reference to the bidding document Section II - Bid Data Sheet (BDS), ITB # 21.2, it states that one (1) original and three (03) copies of the original bid are required. Could you please confirm whether the three (03) copies set of the original bidding document should require for both financial & technical bid as well? And should it be originally signed and stamped on each page or we can submit photocopies set of the original signed and stamped bidding documents?	As replied above, it is reiterated that submission of signed of bidding document (RFB/ Procurement Document) with the bis is not required.
			Whereas, three (03) copies of each Technical & Financial Parts of the Bids, duly prepared from the original respective parts of the bid signed & stamped by the authorized person, are mandated to be submitted with the Original respective Technical & Financial Parts of the Bid. Please ensure that no copy of Financial Part of the Bid, is enclosed in the envelope of Technical Part of the Bid.
7	Commercial	If any JV partner is ISO certified, is it compliance to the bid requirement or the Manufacturer/OEM must be ISO 27000 (ISO 27001) certified?	At ITB 11.2 of Section II – Bid Data Sheet (BDS) of the Procurement Document, it is mandated that the offered product must be Cyber Security accredited such as ISO 27000 (ISO 27001) or equivalent. It is understood that the Manufacturer/ OEM would be having the required ISO certification.
8	Commercial	Please explain payment procedure of 10% advance and 10% on acceptance, will it be paid directly to supplier (OEM) or to local partner as 80% payment will be made via LC with supplier (OEM).	It may please be understood all the payments according to the contract shall be made by the Purchaser i.e., FBR in the name of the Supplier, only. A payment cannot happen to any third party.
9	Commercial	What will be the currency of the Contract?	The contract will be denominated in the currency(ies) of the Bid.
10	Commercial	What are the requirements spare parts' listing information, to be provided with the Bid, prices of optional parts or recommended list only?	The following provisions of the Procurement/ Request for Bids (RFB) Document, are reiterated: <i>“The Bidder shall also furnish a list giving full particulars, including available sources and current prices of spare parts, special tools, etc., necessary for the proper and continuing functioning of the Goods during the required aftersales period specified in the BDS following commencement of the use of the goods by the Purchaser”</i>

11	Commercial	<p>Letter of Credit: If local authorized partner/distributor is submitting bid, please confirm can the payment through LC will be transfer to the manufacturer/OEM bank account directly or there should be foreign bank account of bidder/JV partner outside Pakistan is required for the goods.</p>	<p>Response at Sr. No.6, is referred.</p> <p>It is further added to kindly understand the locus standi that a bidder (including a JV) submits a bid and when it is happened to be the Most Advantageous Bidder (or a JV) as result of a bidding process, the parties to the contract are; the Purchaser & successful Bidder (or a JV) which is named as Supplier.</p> <p>If Manufacturer/OEM is not a bidder, it is a third party and as per contract, no payment can happen to party which is not a signatory (party) the contract.</p>
12	Commercial	<p>Please explain the following requirement defined in Section III – Evaluation and Qualification Criteria; Technical Part – Qualification Criteria:</p> <p>(c) Documentary Evidence: The Bidder shall furnish documentary evidence to demonstrate that the Goods it offers meet the following usage requirement.</p> <p>(i) The bidder shall furnish a third-party test and inspection report confirming the technical specifications of items,</p> <p>(ii) The bidder shall furnish documentary evidence testifying that all the spare parts and other accessories confirm their actual requirements and are of standard quality.</p>	<p>Third Party Inspection (TPI), refers to the actions that the inspection company takes to monitor the production process and the product. There are qualified third-party inspection companies in the international market which performs various types of inspections before, during and after production, and even during the loading of shipping containers.</p> <p>It is envisaged that the Original Equipment Manufacturer (OEM) does secure or in possession of such inspection/validation/certification in relation to the production of their equipment as well as the spare parts and other accessories for the satisfaction of the purchasers confirming that an independent organization has reviewed the manufacturing process of a product and has independently determined that the final product (equipment, spare parts, accessories) complies with specific standards for safety, quality or performance as per the OEM's claimed technical specifications.</p> <p>If the bidder/OEM is not possession of such certification, it is impressed upon that the required inspection/ validation/ certification should be achieved as this documentary requirement is fundamental for the technical compliance of the offered bid.</p>
13	Commercial	<p>Since OEM is part of Joint Venture (JV) will its experience and project be counted for eligibility?</p>	<p>The Technical Qualification Criteria is explicitly defined at Section III viz. Evaluation and Qualification Criteria of the Procurement Document are having related explanations. The criteria in which each Joint Venture Partner will be</p>

			evaluated independently, are explained therein.
14	Commercial	<p>Below requirement can be met by any Joint Venture (JV) member:</p> <ul style="list-style-type: none"> The Bidder shall have at least ten (10) years of prior experience of executing similar contracts, for supply, installation commissioning, and maintenance, prior to the bid submission deadline? 	It is to be ensured that all the JV partners should have satisfactory experience of supply, installation, commissioning and maintenance of similar goods / equipment of the relevant products.
15	Commercial	In case of Joint Venture (JV), Letter of Bid should be printed on whose letterhead (JV Leader)?	<p>Yes, in case of Joint Venture, the Technical & Financial Bids' Forms should be printed on the letterhead of Lead Partner of the JV. However, the names of all JV Partners must be written in the form. Moreover, a power of attorney from each JV Partner should be furnished in the of the person who will be signing those forms besides the bids, on behalf of the JV, as per ITB 20.3.</p> <p>Furthermore, the requirements with regards to a Joint Venture mentioned at ITB 11, should be adhered to.</p>
16	Commercial	Can the bidder present (ISO 9001, ISO 14001, ISO 27001 and ISO 18001) or equivalent certifications exhibiting the application of process being followed in manufacturing or same are required?	If "or equivalent" liberty is given in the procurement document with regards to required certifications, the equivalent certification(s) shall be accepted, otherwise, the eligible bidder should be complying with the specific certifications requirements.
17	Commercial	Can anyone of the JV partners submit the Bid Security or this must come from Lead JV Partner?	The provisions at ITB 19.8 of Section I viz. Instructions to Bidders (ITB) (Page # 22) are referred for clarity.
18	Commercial	Can a bidder quote cost of works/services that are required for installation & Commissioning, in local currency?	Yes.
19	Commercial	<p>Requirement:</p> <p>The Bidder shall demonstrate that it has successfully and substantially completed at least two (02) contracts, that are similar in nature and complexity to the Goods and Related Services under the Contract and each one has worth of at least US \$ 1,000,000/- within the last five (05) years prior to bid submission deadline. For a</p>	

		<p>joint venture, this requirement may be met by all members combined.</p> <p>Query/Comment:</p>	
		<p>(i) Specific experience restricts only the bidder to have completed similar projects of specific value.</p>	<p>There is not restriction. The bidder can be a primary manufacturer/O.E.M or any other party having authorization from the primary manufacturer/O.E.M. However, the who so ever is a bidder, it has to fulfill the experience criteria, as the Federal Board of Revenue intends to procure goods from a reliable source.</p>
		<p>(ii) We would like to point out that a company may be in this field for 30 years + and have executed hundreds of contracts worth millions of dollars in the security scanning field, but not specifically 2 x \$1m + worth project in last 5 years. This would restrict them from bidding and in turn would be a loss for FBR to have an experienced bidder in the field. Hence this case, it is requested to allow OEM experience to count as well, or extend the timelines to last 10 – 15 years instead of 5.</p>	<p>The criteria have been defined very meticulously and It is unfortunate that the Federal Board of Revenue cannot accede to the request mindful of the fact that such kind of requirements are not changed during a competitive bidding process avoiding any misunderstanding of favouring a particular bidder.</p>
20	<p>Commercial</p> <p>Section II - Bid Data Sheet (BDS)</p> <p>C. Preparation of Bids</p>	<p>Requirement:</p> <p>ITB 11.2 (i) & 11.3 (d)</p> <p>(ii) Training Plan along with copies of all training material (in hard and soft format), presentations and lessons.</p> <p>Query/Comment:</p> <p>Could you kindly confirm if you require all the training material and presentation to be submitted with the tender? We believe a training plan and syllabus be enough at the bidding stage?</p>	<p>The requirement is self-explanatory and should be adhered to.</p>
21	Commercial	<p>Requirement:</p> <p>ITB 14.7. The incoterms editions is: Primary manufacturers 2020.</p> <p>Query/Comment:</p> <p>Please advise what this means. We could not find such an incoterm.</p>	<p>The Incoterms or International Commercial Terms are published by the International Chamber of Commerce (ICC). The latest edition Incoterm 2020 may be obtained from ICC website.</p>

22	Commercial	<p>Requirement:</p> <p>ITB 15.1 the Bidder “is” required to quote in the currency of the Purchaser’s Country the portion of the Bid price that corresponds to expenditures to be incurred in that currency.</p> <p>Query/Comment:</p> <p>Please confirm if this means that the civil works should be quoted in local currency in case manufacturer is prime bidder? How can the bidder be protected in case of price changes or currency fluctuations?</p>	<p>An International bidder can quote the cost of civil works and/or related items whose expenditures shall be incurred in the currency of the Purchaser’s Country, in foreign currency, however, the evaluation of bids’ prices shall be made as per the provisions of ITB 36.1 of Section II viz. Bid Data Sheet (BDS)</p>
23	Commercial	<p>Requirement:</p> <p>ITB 17.2 (a) Manufacturer’s authorization is: Required and its submission is essential with the Technical Part of the Bid.</p> <p>Query/Comment:</p> <p>Is the Manufacturer’s authorization for a local company still required if the prime bidder is the manufacturer itself? If not, is an authorization required to submit the bid and attend the tender opening?</p>	<p>If a prime manufacturer/OEM itself is submitting the bids, in such case the Manufacturer’s Authorization is not applicable.</p> <p>However, if a bidder (whether local or foreign) who is not a prime manufacturer/OEM is submitting bids, that bidder must submit Manufacturer’s Authorization as per the prescribed format provided in the Procurement Document.</p> <p>Moreover, if a bid prepared by a prime manufacturer/OEM, is being submitted by their local representative, the local representative must be in possession of an authority for submission of bids besides attending the Bids’ Opening, from the prime manufacturer/OEM.</p>
24	Commercial Section IV – Bidding Forms	<p>Requirement:</p> <p>Letter of Bid – Technical Part</p> <p>(a) No reservations: We have examined and have no reservations to the bidding document, including addenda issued in accordance with Instructions to Bidders</p>	

		<p>(ITB 8).</p> <p>Query/Comment:</p> <p>Section “A” of this letter obliges the bidder to accept all terms of the bid and contract with capability of discussion with the purchaser. Please advise if the bidder have the possibility of discussing certain contract terms in case of a successful bid??</p>	<p>Complete compliance with the formats of bids, including Letter of Bid, without introducing any change, is must.</p> <p>In case of any change in the prescribed formats of bids’ submission, shall lead the bid for non-responsiveness.</p> <p>Moreover, the contractual terms & conditions are not subject to any negotiation.</p>
25	<p>Commercial</p> <p>Section III - Evaluation and Qualification Criteria – Technical Part</p> <p>Point # (e) (Page # 53)</p>	<p>Requirement:</p> <p>The Bidder/OEM shall demonstrate that it has cyber security experience, practice and track record during last five (05) years, including having relevant Cyber security accreditation such as ISO 27000 (ISO 27001) or equivalent.</p> <p>Query/Comment:</p> <p>We follow all processes and practices required to safeguard against daily evolving threats in today’s landscape and for that we hold current ISO 27001 certification (2024). This certification was achieved after detailed audits of our previous projects, which can also be demonstrated.</p> <p>So, holding latest ISO 27001 certification and ability to demonstrate adherence to security practices in past will comply with above point?</p>	<p>The qualification requirement is self-explanatory and shall be evaluated accordingly.</p>
26	<p>Commercial</p> <p>Section VII - Schedule of Requirements</p>	<p>Required Delivery Date:</p> <p>Please confirm if required delivery date of equipment is 120 days from contract or 120 days from LC.</p>	<p>Date of Delivery is accrued from the date of signing of contract.</p>
27	<p>Technical Specifications</p>	<p>Section II BDS and Section VII 2. mention 4 local control rooms, whereas Section VII 3. Mentions 5 local control rooms. Please confirm which is required?</p>	<p>Please understand that in the tables mentioned at ITB 14.8 of Section II biz. Bid Data Sheet, establishment of additional local Control Room (RIAC) alongwith software provisioning, at each airport (total 04 airport sites) has been requisitioned which makes the tally as four (04).</p> <p>The above requirement must not be confused with the number of local control</p>

			rooms that the bidder/supplier shall furnish at each airport site, as per the requirements defined in Section VII viz. Schedule of Requirements, Part # 3: Technical Specifications, which are five (05) in number at each airport including Islamabad Airport.
28	Technical A.5 Remote image analysis	How many additional software shall be provided with regards to local RIAC?	<p>The following requirements, defined in the Procurement/RFB Document are to be revised as follows:</p> <p><i>“Three (03) image analysis workstations (02 x Operators & 01 x Recheck Officer are to be installed at each airport site, to provide sufficient capacity”</i></p> <p>Therefore, it is clear that each image analysis workstation will be equipped with required IT Solution including Scanning Operations Software.</p> <p>The related revision is also covered in Addendum to RFB placed at FBR’s website.</p>
29	Technical A.5 Remote image analysis	Will the bidder be required to execute the networking of local RIAC integrated with overall network of Airport?	Yes. Networking is required with integration for the scanners only. Integration with Airport Network is not required.
30	Technical A.7 Scanner conveyor & A.8 Input/output conveyor	During Sites’ Visits, it has been informed that due to change of location of scanners i.e., from Passenger Section to AFU (Cargo Section), the scanner conveyor is not required. Please clarify and also share updated drawings of all airports.	<p>Scanners are to be installed at AFUs (cargo section) hence no BHS extension is required. Stainless steel Carousels with rollers at both sides of the scanners would be required.</p> <p>The related revision is also covered in Addendum to RFB placed at FBR’s website.</p>
31	Technical/ Administrative	<p>Requirement:</p> <p>The images produced by the x-ray cabinet scanners to be installed at four International Airports under this project as well as x-ray cabinet (3) scanners already installed at Islamabad International Airport shall be stored on respective sites at suitable location provided by Civil Aviation Authority (CAA)/Pakistan Customs Services (PCS), analyzed and processed at a workstation located in an operator cabin installed next to the scanner and in the Local Control Rooms to be established inside the Lounges.</p>	

		<p>Query/Comment:</p> <p>Referring to above para please clarify following:</p>	<p>The required clarifications are provided hereunder in seriatim manner:</p>
		(a) Islamabad Airport has 3 existing xray machines, these need to be connected to a server.	Yes. Local server at Site.
		(b) is this server an existing server?	To be provided by the bidder.
		(c) Does each Airport require a separate server?	Yes
		(d) Should Islamabad staff be included in the training requirement?	Yes. To be included.
		(e) Workstations are required in the remote operator rooms.	Yes
		(f) Does this include Islamabad?	Yes
32	Technical	<p>Control Rooms Construction:</p>	
		a) Please specify if the control rooms already exist at Each Airport or Civil Construction is required.	a) Control rooms are to be established within the close vicinity of the scanner in the same premises which may include required civil, MEP and air-conditioning etc. works.
		b) If already exist do we need to add the furniture of the control room.	c) Already exist OR Newly Constructed, Furniture including desks, chairs, filing shelves etc. to be provided as per the requirement.
		d) Details of site preparation will be identified during site survey.	b) Site survey are already conducted.
33	Technical	<p>Control Rooms Construction: We need sample workflow to be provided which includes the following:</p>	
		a) Where will the image interpretation be actually done, inside the operator cabin or the RIAC established at the airport.	a) Image interpretation to be done at the image operator console and cross-interpretation will be done at the RIAC established at the same premises.
		b) Will the operator in the cabin mark initial decision and recheck to be carried out by RIAC or both may be able to mark the suspected baggage based on operator availability (either at cabin or RIAC):	b) Operator mark initial decision and recheck to be carried out by RIAC

	(i) Will there be any integration needed with customs software? If so, then communication will be 1 way or 2 ways?	(i) Provisioning for the external integration may be made available, if required at the later stage.
	(ii) Total number of workstations at the RIAC?	(ii) Answered above.
	(iii) Storage to be provided on machines + server or just the server/machine? (In case of storage on server we will need a CIDA).	(iii) Storage to be provided on Server, to be placed/installed inside RIAC. Storage capacity should be sufficient for 6 months (initially) image data and must be upgradable / expandable. The related revision is also covered in Addendum to RFB placed at FBR's website.
	(iv) Details of complete integration desired (RIAC-RIAC, RIAC-HQ Customs) etc., Preferably in a drawing format	(iv) Integration should be done on a standardized and open data transfer protocols.
	(v) Since the scanners are planned to be placed beside the carousel this would mean an extension of the BHS system (including the conveyor turn). The RFB does not include any part of BHS. Need clarification if any BHS vendor has been engaged for extension since we need the OEM details to check for integration with the scanning machine.	(v) The installation is required at the AFUs (cargo sections), therefore, no BHS extension in terms of conveyor turn / diverters are required. Bidders should carefully study the requirement as per the surveys conducted and provide best solution as per the requirements. The related revision is also covered in Addendum to RFB placed at FBR's website.
	(vi) Do we have dedicated network availability at airports? (Through separate secured VLANs if possible)	(vi) Separate and dedicated network is to be provided which may include fiber optic and Ethernet cables and all required active/passive equipment for data transmission & storage. Vendors may utilize existing cable ducts/trenches and/or cable trays, if available.

34	Technical	During the Sites' Visits, it has been briefed that the scanners shall be placed/ installed at AFUs (Cargo Section) rather than the Passenger Section as per the requirements given in RFB/Procurement Document. Please clarify.	<p>Yes.</p> <p>The Scanners shall be installed at AFU (Cargo Section) instead of Passenger Section, at the airports. In this regard, there is no change in the specifications/ requirements. However, if there would be anything to be made clear, all such details shall be covered in Addendum that will be made public, shortly.</p>
35	Technical	Due to the change of scanning site i.e., from Luggage Section to AFU (Cargo Section), will the scanning scope and vessel size, be changed like scanning of Pallets etc.	<p>No.</p> <p>At AFU (Cargo Section), the scope of scanning shall remain the Cargo Packages Scanning, and hence, no change in the specifications / requirements is anticipated.</p> <p>Nonetheless, if there would be anything to be made clear, all such details shall be covered in Addendum that will be made public, shortly.</p>
36	Technical	During the Peshawar Airport's Site Visit, it has been observed that the space that is available at AFU (Cargo Section) is insufficient for installation of two (02) scanning machines at the section. Please clarify as to what installation planning has been made by FBR in this regard?	Appropriate space shall be provided at the time of installation.
37	Technical	<p>Control Room Workflows:</p> <p>What are the Operational procedures at the screening equipment concerning the loading and offloading of the luggage?</p> <p>How does the end user anticipate the remote screening to the function in relation to the local screening?</p> <p>We need sample flow to the provided which includes the following:</p> <p>(i) Where will the image interpretation be actually done, inside the operator cabin or the RIAC established at the airport?</p> <p>(ii) Will the operator in the cabin mark initial decision and recheck to be carried out by RIAC or both may be able to mark the suspected baggage based on operator availability (either at cabin or RIAC):</p>	<p>Bidders to propose best possible and internationally adopted procedures.</p> <p>Bidders to provide efficient solution.</p> <p>(i) Answered above</p> <p>(ii) Answered above</p>

		<p>(a) Will there be any integration needed with customs software? If so, then communication will be 1 way or 2 ways?</p>	<p>a) Answered above</p>
		<p>(b) Total number of workstations at the RIAC?</p>	<p>b) Answered above</p>
		<p>(c) Are workstations required in the remote operator rooms?</p>	<p>c) Yes</p>
		<p>(d) Storage to be provided on machines + server or just the server/machine? (In case of storage on server we will need a (Central Image Depository Archive-CIDA)</p>	<p>d) on Server. Bidders to propose best storage solution.</p>
		<p>(e) Details of complete integration desired (RIAC-RIAC, RIAC-HQ Customs) etc. Preferably in a drawing format.</p>	<p>e) Answered above.</p>
		<p>(f) Is there any restriction on the size of operator console monitors, limiting them to 19"? Can we quote 24" monitors?</p>	<p>f) 24" plus are preferred with micro-form factor PCs.</p>
		<p>(g) Since the scanners are planned to be placed beside the carousel this would mean an extension of the BHS system (including the conveyor turn). The RFB does not include any part of BHS. Need clarification if any BHS vendor has been engaged for extension since we need the OEM details to check for integration with the scanning machine. For example, BHS Speed, other technical parameters, Brand etc., (If scanners are required to integrate with the Baggage Handling System (BHS), otherwise a standard machine will be quoted).</p>	<p>g) Scanners are to be installed at AFUs (cargo section) hence no BHS extension is required.</p> <p>The related revision is also covered in Addendum to RFB placed at FBR's website.</p>
		<p>(h) Do we have dedicated network availability at</p>	<p>h) Answered above</p>

		airports? (Through separate secured VLANs if possible).	
		(i) What Is Passenger through put for the required equipment anticipated to be for each location? e.g., Lahore, Karachi, Multan, Peshawar.	i) Scanners are to be installed at AFUs (cargo section) hence no BHS extension is required. The related revision is also covered in Addendum to RFB placed at FBR's website.
		(j) Is the image analysis from any machine to any remote workstation restricted to each airport based on the scope of supply for that specific airport?	j) Local image analysis is required. However, provision for remote viewing should be available.
		(k) What is the rationale behind storing images for 3 years? The industry standard typically ranges from 30 to 90 days?	The intention of going for large data storage is to eventually move towards machine learning (ML) and AI, reducing thereby the human intervention for decision on images. Initially 6 months of storage (expandable) is required. The related revision is also covered in Addendum to RFB placed at FBR's website.
		(l) Please specify Operational hours in a day?	The Operational Hours shall be 24/7.
38	Technical C.2 Consignment ID/radioscopic image Association	Does the bidder require to offer complete barcode installation solution? Will the integration of barcode scanning with Airway Bill be required?	The requirements defined in the Procurement/RFB Document, are reiterated as follows: a) A bar code reader must be installed on the conveyor to capture consignment ID. b) Consignment ID is automatically associated with the consignment radioscopic image in a single file. As per the requirements, the scanner should be capable of inbuilt barcode scanning. The matter related to integration can be managed during installation, as it does not entail any cost factor.
39	Technical	UPS: Is the required UPS an external UPS? What are the expectations regarding the UPS that is requested?	Scanner machine should be equipped with an adequate capacity internal Online-Double Conversion UPS. For workstations and network/other

			<p>equipment, a separate Online-Double Conversion UPS should also be provided.</p> <p>The related revision is also covered in Addendum to RFB placed at FBR's website.</p>
40	Technical/ Administrative	<p>Inspection & Testing:</p> <p>Kindly clarify that Bidder will the cost of FAT and Third-Party Inspection both in the bid?</p> <p>Please be aware that the Factory Acceptance Test has already been incorporated. Given this, do you still deem it necessary to conduct Third Party Inspection of the goods? We have to add additional cost of Third-Party Inspection.</p>	<p>It is already clarified in the respective requirement that FBR will bear the costs of the participation of its own four (04) representatives.</p> <p>Moreover, the cost of Third Party Inspection (TPI) at the time of delivery of equipment, will also be borne by the Purchaser.</p> <p>Please note that the above requirement FAT & TPI, must not be confused with the requirements that have been defined in Section III – Evaluation and Qualification Criteria; Technical Part – Qualification Criteria; at sub-section (c) Documentary Evidence. The said requirement is a pre-requisite for the bidding process and the bidder has to confirm the provision of related Third Party Inspection Certificates confirming the technical compliance of their bid to the Technical Qualification Criteria.</p>
41	Technical/ Administrative	<p>Training:</p> <p>The Bidder will include the training of the following personnel on each airport site, and should include training programme and related details & costs in the Technical & Financial Parts of the Bid:</p> <p>(i) System and image operators – 10 trainees</p> <p>(ii) Maintenance Operators (Advanced Level) – 5 trainees.</p>	<p>Requirements of the Procurement Document are to be followed.</p>
		<p>(a) Referring to above clauses of the tender, please note that we provide Equipment operation training.</p>	<p>(a) The bidder is required to provide the related information, in their bid. This is not the stage where the bidder wishes to indicate any of its notes.</p>
		<p>(b) Image analysis training is not covered in our scope. Whereas in Pakistan ASF conduct these trainings.</p>	<p>(b) It is mandatory that the bidder will provide the training to the Purchaser's System and Image Operators on the usage,</p>

			complete in all aspects, of their provided equipment.
		(c) Technical/Maintenance training is limited to partners/distributors only.	(c) Technical/Maintenance Training to the Purchaser's operators is mandatory.
		(d) Moreover, please specify if the operator training is required local or foreign.	(d) Local
42	Technical A.5: Remote Image Analysis:	<p>Requirement:</p> <p>a) Image analysis should also be possible from a remote image analysis workstation, located at a designated area within the International Arrival Lounge of airport.</p> <p>Five (5) image analysis workstations are to be installed at each airport site, to provide sufficient capacity.</p> <p>Query/Comment:</p> <p>Please specify how much is the distance from machine to remote Work Station? Just Like in Karachi; FBR requires 03x Scanners/Machines for JIAP, so a total number of 15x workstations are required for Karachi? Please confirm.</p>	<p>Requirements of the Procurement Document are to be followed.</p> <p>Distances should have been checked and verified during the site surveys.</p> <p>Number of required workstations are already explained above. The related revision is also covered in Addendum to RFB placed at FBR's website.</p>
43	Technical A.5: Remote Image Analysis:	<p>Requirement:</p> <p>a) Image analysis should also be possible from a remote image analysis workstation, located at a designated area within the International Arrival Lounge of airport.</p> <p>Five (5) image analysis workstations are to be installed at each airport site, to provide sufficient capacity.</p> <p>b) The Supplier will supply all necessary image interpretation and integration software to allow remote operation.</p> <p>c) With connectivity to the relevant server allowing image analysis of any machine with any of the workstations. Bidder may quote related hardware/ software i.e., Servers etc., for integration.</p>	

		<p>Query/Comment:</p> <p>Please confirm in above point are we required to install Five (5) image analysis workstations at each Airports (Karachi, Lahore, Multan & Peshawar) or one at each?</p>	<p>Number of required workstations are already explained above. The related revision is also covered in Addendum to RFB placed at FBR's website.</p>
44	<p>Technical</p> <p>A.5: Remote Image Analysis: & C.3: Xray Image Transfer to remote image work station</p>	<p>Query/Comment:</p> <p>a) Please inform how the 5 remote image analysis stations will be installed at each airport. Will all machines at each airport be connected to all the 5 remote stations?</p> <p>b) How far is the location of these remote stations?</p> <p>c) What is the project traffic expected in the 3 years' time period? This will help in identifying the storage capacity.</p>	<p>a) All the machines shall be connected through a local area network, to be installed by the bidder.</p> <p>b) Related information has been provided during the site surveys.</p> <p>c) Storage to be provided on Server, to be placed/installed inside RIAC. Storage capacity should be sufficient for 6 months (initially) image data and must be upgradable / expandable. 2The related revision is also covered in Addendum to RFB placed at FBR's website.</p>
45	<p>Technical</p> <p>A.8: Input/output Conveyor:</p>	<p>Query/Comment:</p> <p>Since the machines will be integrated with the baggage handling system, please inform how the input and motorized conveyors will be set-up. When our team did site surveys, the on-site FBR Team could not confirm where the scanners will be placed for Karachi & Lahore Airports.</p>	<p>The installation is required at the AFUs (cargo sections), therefore, no BHS extension in terms of conveyor turn / diverters are required.</p> <p>Bidders should carefully study the requirement as per the surveys conducted and provide best solution as per the requirements.</p> <p>The related revision is also covered in Addendum to RFB placed at FBR's website.</p>
46	<p>Technical</p> <p>A.8: Input/output Conveyor:</p>	<p>Requirement:</p> <p>c) Both the input & output conveyors shall be surrounded by stainless steel.</p> <p>Query/Comment:</p> <p>This should be deleted as the manufacturer has their own standard and</p>	<p>The installation is required at the AFUs (cargo sections), therefore, no BHS</p>

		<p>design. This cannot be altered due to a customized requirement.</p> <p>Requirement:</p> <p>d) Both the input & output conveyors along with scanner shall be placed parallel to the existing carousel.</p> <p>Query/Comment:</p> <p>Please indicate the height of existing carousel/Existing Baggage Belt? Because our machine has Conveyor Height of 30 cm (12") from floor. And in the tender, there is nothing mentioned for height of carousel.</p>	<p>extension in terms of conveyor turn / diverters are required.</p> <p>Bidders should carefully study the requirement as per the surveys conducted and provide best solution as per the requirements.</p> <p>The related revision is also covered in Addendum to RFB placed at FBR's website.</p> <p>As per the revised requirement, scanners are to be installed at AFUs, so no baggage belt issue is present.</p> <p>The related revision is also covered in Addendum to RFB placed at FBR's website.</p>
47	<p>Technical</p> <p>A.12 Mechanical construction:</p>	<p>Requirement:</p> <p>e) Stainless steel shall be utilized at the top and sides of the tunnel and outer corners of entire system.</p> <p>Query/Comment:</p> <p>These should be removed as the manufacturer has their own standard and design. This cannot be altered due to a customized requirement.</p> <p>Requirement:</p> <p>f) Minimum protection standard: IP20 for system and IP43 for keyboard.</p> <p>Query/Comment:</p> <p>The complete system including of Keyboards are designed according to the international standards.</p>	<p>Answered above.</p> <p>Standards mentioned in the Procurement Document are to be followed.</p>

48	<p>Technical</p> <p>B.3 Material discrimination:</p>	<p>Requirement:</p> <p>g) The system must be able to provide a function that supports operator to detect organic substances with relative atomic numbers 7, 8 or 9 one after another. By pressing a single key, it must be possible to toggle between the atomic numbers 7, 8 or 9. The image becomes a black and white image and only the image parts representing materials with the selected atomic number will be displayed in red.</p> <p>Query/Comment:</p> <p>It should be amended as: The system must be able to provide a function that supports operator to detect organic substances with relative atomic numbers 7, 8 or 9. The additional requirement is irrelevant.</p>	<p>Requirements of the Procurement Document are to be followed.</p>
49	<p>Technical</p> <p>B.7 Programmable function keys:</p>	<p>Requirement:</p> <p>h) Must allow for simple reprogramming through drop down menu without the assistance of factory personnel.</p> <p>Query/Comment:</p> <p>This should be removed.</p>	<p>Requirements of the Procurement Document are to be followed.</p>
50	<p>Technical</p> <p>C.2 Consignment ID/radioscopic image association:</p>	<p>Requirement:</p> <p>i) A bar code reader must be installed on the conveyor to capture consignment ID.</p> <p>j) Consignment ID is automatically associated with the consignment radioscopic image in a single file</p> <p>Query/Comment:</p> <p>Please elaborate above point and clarify by ID you mean it for real or just air ticket or its for courier packages.</p>	<p>Answered above.</p>
51	<p>Technical</p> <p>C.2 Consignment</p>	<p>Query/Comment:</p>	<p>The requirements defined in the Procurement/RFB Document, are reiterated as follows:</p>

	ID/radioscopic image association:	<p>a) Please confirm type of barcode, is required? Will it be fixed or hand-held</p> <p>b) Is there currently a barcode reader installed? If so, how is it being used?</p>	<p>a) A bar code reader must be installed on the conveyor to capture consignment ID. Consignment ID is automatically associated with the consignment radioscopic image in a single file.</p> <p>b) No.</p> <p>As per the requirements, the scanner should be capable of inbuilt barcode scanning.</p> <p>The matter related to integration can be managed during installation, as it does not entail any cost factor.</p>
52	Technical H.2. Standards:	<p>Requirement:</p> <p>The standards used shall be:</p> <ul style="list-style-type: none"> • General Measurement: Metric • Radiation safety: ICRP 103 (updated ICRP 60) or equivalent • Electrical: Pakistan Electricity standards • Electrical and mechanical: EC standard or equivalent • Electromagnetic compatibility: EC standard or equivalent <p>Query/Comment:</p> <p>We need clarification on these standards.</p>	<p>These are internationally accepted standards and Federal Board of Revenue shall be procuring equipment which will be having international standards and usage.</p>
53	Technical H.2. Standards:	<p>Requirement: E1:</p> <p>Query/Comment:</p> <p>Please specify Operational hours in a day.</p>	<p>The Operational Hours shall be 24/7.</p>
54	Technical/ General	<p>Is integration with carousel belt required?</p>	<p>No integration with BHS is required since the scanners are to be installed at the cargo areas.</p> <p>The related revision is also covered in Addendum to RFB placed at FBR's website.</p>
55	Technical/ General	<p>Is a new belt part of this tender scope?</p>	<p>As above</p>
56	Technical/ General	<p>How will the bag move from the machine conveyor to the carousel?</p>	<p>As above</p>

57	Technical/ General	Tender does not mention any airport related international certifications of scanning machines such as US Transport Security Administration (TSA). Please confirm if this is required?	Standards mentioned in the Procurement Document are to be followed.
58	Technical/ General	Pease confirm if a downs-hooter scanning machine is required?	Requirements of the Procurement Document are to be followed.
59	Technical/ General	Which clarify as to whether FBR has desired the international standards/ certifications with regards to specifications of scanners?	The related requirements have been clearly defined in Section VII - Schedule of Requirements, of the Procurement/ Request for Bids Document.

6. The bidders requested for time extension in due date for submission of bids as they would be exploring best deals with the Original Equipment Manufacturers, based on the requirements defined in the procurement document, sites' visits, and the clarifications to their queries that the Federal Board of Revenue would be providing in the Minutes of Pre-bid Meeting and/or to any additional clarification asked within the timelines given in the procurement document, and all these processes would require/consume certain time. The Federal Board of Revenue acceded the request and the potential bidders were advised to keep visiting the website of FBR in this regard. The extension in due date for submission of bids would be made public in the same manner through which the Specific Procurement Notice was advertised i.e., publication in newspapers, FBR and UN Development Business Websites.

7. The meeting ended with a vote of thanks by the Chair.

MUHAMMAD KHALID JAMIL
DIRECTOR (PROGRAM OFFICE),
PAKISTAN RAISES REVENUE PROJECT,
Room No. 574, 5th Floor,
Federal Board of Revenue,
FBR House, Constitutional Avenue,
Sector G - 5/2,
Postal Code: 44000
Islamabad, Pakistan.
(Off): +92 (51) 9219649
Fax No. +92 (51) 9202673
Email: director.prr@fbr.gov.pk

LIST OF PARTICIPANTS

S.#	Names of Representatives	Designation	Officials/ Prospective Bidders
1.	Mr. Ardsher Saleem Tariq	Member (Reforms & Modernization)/ Project Director	Federal Board of Revenue
2.	Mr. Ali Raza	Project Director	CAREC-RIBS Project, FBR
3.	Mr. Junaid	Chief (Reforms & Modernization)	Federal Board of Revenue
4.	Muhammad Khalid Jamil	Director (Program Officer)	PRR Project, FBR
5.	Dr. Rahmatullah Vistro	Director AEES	Federal Board of Revenue
6.	Mr. Naveed Ilahi	Director Technology Services	Federal Board of Revenue
7.	Mr. Kashif Younas	Addl. Director (P&F)	PRR Project, FBR
8.	Mr. Ubaid	Secretary (Reforms & Modernization)	Federal Board of Revenue
9.	Mr. Noman Siddiqui	ICT & Security Specialist	CAREC-RIBS Project, FBR
10.	Mr. Awais Saleem	Procurement Specialist	PRR Project, FBR
11.	Mr. Salim Ahmed	Director	M/s Evosol Solutions
12.	Muhammad Mehboob	Sale Tech	M/s SageTech
13.	Mr. Sajid	Manager	M/s Vital International
14.	Mr. Ding Zhichan	Director Business Development	M/s Dahur Technologies
15.	Mr. Sajjad Ali	Director	M/s Business Excellence (Pvt.) Ltd.
16.	Mr. Zaheer Mehmood	Business Development Manager	M/s Business Excellence (Pvt.) Ltd.
17.	Ms. Shahida Mukhtar	General Manager Business Development	M/s Karsaz (Pvt.) Ltd.