

**GOVERNMENT OF PAKISTAN  
FEDERAL BOARD OF REVENUE  
[Customs Wing]**

Office of the Project Director-ITTMS  
Project Management Unit - Integrated Transit Trade Management System (ITTMS)  
Central Asian Regional Economic Cooperation – Regional Improving Borders Program  
1<sup>st</sup> Floor, Federal Arcade, Jinnah Avenue, Chakshahzad, Islamabad  
Off: (051) 9450009; Fax : (051) 9450006  
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C.No. 1(55)Cus-Project/ITTMS/Admin Corr/2887

Islamabad, the 24<sup>th</sup> February, 2025

**Subject: Minutes of the Pre-Bid Meeting - Procurement of Office & IT Equipment for Border Crossing Point Terminals at Torkham & Chaman on Complete Package basis**

A Pre-bid Meeting for subject procurement activity was held on 20<sup>th</sup> February 2025 at Conference Room of Project Management Unit (PMU), Federal Arcade, 1<sup>st</sup> Floor, Kurree Road, Jinnah Avenue, Islamabad. The meeting was chaired by the Project Director, Central Asia Regional Economic Cooperation – Regional Improving Borders Services (CAREC-RIBS) Project of Federal Board of Revenue and was attended by the officials of PMU & 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 Bidding Document for subject procurement activity, and to educate and facilitate them in preparation and submission of responsive bids.

2. The proceedings started with the welcome remarks, followed by introduction of the participants. At the outset of the proceedings, the Chair explained the scope of the bidding process and the requirements that had been prescribed in the bidding document. The prospective bidders were thereafter invited to share their queries for clarification by PMU. In this regard, it was clarified that PMU would respond to all the queries of the prospective bidders in the form of Minutes of the Pre-bid Meeting, disregarding any repetitive query by more than one bidder, and not disclosing the identities of the bidders in the responses. The Minutes of the 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 e-Pak Acquisition & Disposal System (e-PADS) portal (<https://eprocare.gov.pk>) and on the website of the Federal Board of Revenue ([www.fbr.gov.pk/tenders](http://www.fbr.gov.pk/tenders)) for wider dissemination.

3. Accordingly, the following table provides all queries by the prospective bidders and replies thereof by PMU:

S. #.	Nature/ Relation of Query	Clarification Required	Replies
1	Commercial	The Bid Security shall be in the form of CDR, Bank Draft, Pay Order or Banker's Cheque in favour of "Project Director", PMU, CAREC-RIBS Project Islamabad.  <b>Query:</b> Please allow Bid security in the form of a BANK GUARANTEE as well.	Please follow the requirements specified in the bidding document. Beyond that, no alternates shall be acceptable.
2	Commercial	On Pre-shipment Inspection: The Procuring Agency shall pay the Supplier 20% of the Contract Price of the Goods, upon execution of Pre-shipment physical inspection of the goods/products to be supplied, by the	All the related requirements are explicitly mentioned at Special Conditions of Contract Clause 12 under the heading Inspections and Tests (GCC 11).

		designated representatives/committee of the Procuring Agency, confirming their acceptance in the form of “Pre-shipment Inspection Report” as per the process specified at SCC Clause 11 viz.  <b>Query:</b> Kindly elaborate the pre-shipment inspection, the inspection will be done by a committee of the Procuring Agency at which site/Location?																
3	Commercial	The delivery time will be between 6-8 weeks <b>Query:</b> Please extend the delivery timelines to atleast 14-16 Weeks.	The delivery timelines have been defined keeping in view the needs of Federal Board of Revenue. It is underpinned to comply with the given timelines without any deviation.															
4	Commercial	Please share the delivery location(s) with quantity for each site.	The delivery locations are given hereunder along with the quantities to be delivered thereupon: <b>QUANTITIES</b> <table border="1"> <thead> <tr> <th>Item</th> <th>Chaman</th> <th>Torkham</th> </tr> </thead> <tbody> <tr> <td>Desktop Computers (All in one)</td> <td>280</td> <td>280</td> </tr> <tr> <td>Printers (Laser Jet Printer-Duplex)</td> <td>120</td> <td>120</td> </tr> <tr> <td>Smart LED TV 75-Inch</td> <td>6</td> <td>6</td> </tr> <tr> <td>Photocopy Station (All in One)</td> <td>12</td> <td>12</td> </tr> </tbody> </table>	Item	Chaman	Torkham	Desktop Computers (All in one)	280	280	Printers (Laser Jet Printer-Duplex)	120	120	Smart LED TV 75-Inch	6	6	Photocopy Station (All in One)	12	12
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5	Technical	A better proposition from cost effective standpoint is to procure a Desktop with LED, Desktop is better than AIO in terms of Price, technicality and availability. In AIO, if anything happens with LED or any part of CPU, the complete unit needs to be replaced which will result in hurdles during work.	The Federal Board of Revenue has worked out its requirements, considering efficiency and efficacy of available systems in the market, as per its necessity.  Moreover, in the bidding document, the Board has made provisions for pre-bid meeting for the ease of bidders to ask clarifications on the bidding document. Unfortunately, it has not invited suggestions from the bidder.															
6	Technical	Why require Q chipset in AIO? The Q Chipset support VPro technology which is used for remote connectivity & management and has the possibility to be Hacked easily, hence increased security risk and quite costly than other normal chipset like H Chipset or B chipsets. Customer can mention Intel Chipset which is easier for all OEMS to participate.	The chipset requirements have been made more market realistic in the Amendment No. 1 (attached with the Minutes as Annex – II) which may be perused and the bids should be submitted according to the revised/updated specifications mentioned therein.															
7	Technical	Procure agency must ask for Gartner report of AIO / Desktop to avoid low-cost Chinese manufacturing, due to lack of service and support in remote locations like Torkham and Chaman.	The requirements have been made more efficient in the Amendment No. 1 ( <b>attached with the Minutes as Annex – II</b> ) which may be perused and the bids should be submitted according to the revised/updated specifications mentioned therein.															
8	Technical	Why FBR require 38PPM or higher in Laser printer whereas the price of printer and its	The Federal Board of Revenue has worked out its requirements, considering efficiency and															

		tonner will be quite high, we suggest HP 2502DW, 20PPM and its tonner cost is around Rs.8,000/= or below. and easily available in market to avoid local refilling / Counterfeit of tonner which reduce overall life of printer.	efficacy of available systems in the market, as per its necessity.  Moreover, in the bidding document, the Board has made provisions for pre-bid meeting for the ease of bidders to ask clarifications on the bidding document. Unfortunately, it has not invited suggestions from the bidder.
9	Technical	Kindly write OEM Verifiable along with MS Windows 11 Professional 64-Bit OEM Preinstalled to get original software and avoid risk of corrupt software.	The requirements have been made more efficient in the Amendment No. 1 (attached with the Minutes as Annex – II) which may be perused and the bids should be submitted according to the revised/updated specifications mentioned therein.
10	Commercial	FBR has to inaugurate the locations on 15 <sup>th</sup> May, which is quite short time for delivery, Delivery time should be 10-12 weeks after contract however if FBR require early delivery then ask for By Air shipment instead of By Sea shipment, the price difference between them will be 5% - 6%. Delivery by air will take 2 weeks less than delivery by sea.	Defining delivery is an exclusive prerogative of the procuring entity i.e., Federal Board of Revenue.  The bidders are requested to prepare their bids, exploring all the options through which they could manage the delivery within defined timelines, covering all their risks.
11	Commercial	Kindly give an option of Bank Guarantee along with CDR, Pay order for Bid Security and performance guarantee.	Please follow the requirements specified in the bidding document. Beyond that, no alternates shall be acceptable.
12	Commercial	For any RMA Claim of the faulty equipment, the procure agency has to send the equipment to our office like From Chamman to Karachi, From Torkham to Islamabad and we will send back the replacement by our courier service.	This is not a query therefore it is not being responded.
13	Commercial	Procure Agency must ask for 90 days Bid validity & Bid Security instead of 120 days and 148 days respectively from bid submission date, which is post June 2025.	Please follow the requirements specified in the bidding document.  In the bidding document, the Board has made provisions for a pre-bid meeting for the ease of bidders to ask clarifications on the bidding document. Unfortunately, it has not invited suggestions from the bidder.
14	Technical	Reference to our pre-bid meeting today, we have raised the following points regarding Package B: Office Equipment. The changes outlined below will lead to more generic specifications for photocopy stations (All-in-One), which may encourage wider, healthier, and more transparent competition.	The Federal Board of Revenue has worked out its requirements, considering the efficiency and efficacy of available machines in the market, as per its necessity. The board is certain that the specifications are generic and do not support any specific brand/model.  Moreover, in the bidding document, the Board has made provisions for pre-bid meeting for the ease of bidders to ask clarifications on the bidding document. Unfortunately, it has not invited suggestions from the bidder.
15	Technical	Currently the published specifications appear to be for single brand Ricoh Model IM 5000. (Brochure attached) which may reduce competition and decrease competitiveness.	The claim of the bidder is untrue.  The Federal Board of Revenue has worked out its requirement, considering efficiency and efficacy of available machines in the market, as per its necessity. Board is certain that the

		<table border="1"> <thead> <tr> <th colspan="2">Department Specifications</th> <th>Our Suggestion</th> </tr> </thead> <tbody> <tr> <td>First Output Time</td> <td>2.7 Seconds or less</td> <td>4 Seconds or less</td> </tr> <tr> <td>Continuous Output Speed</td> <td>50 PPM</td> <td>45-50 PPM</td> </tr> <tr> <td>HDD</td> <td>320 GB HDD</td> <td>256 GB SSD minimum or higher</td> </tr> <tr> <td>Paper Output Standard</td> <td>500 Sheets</td> <td>250 Sheets or higher</td> </tr> <tr> <td>Toner Life</td> <td>Minimum 37,000</td> <td>24,000 or above</td> </tr> <tr> <td>Memory</td> <td>2 GB</td> <td>4 GB (Minimum)</td> </tr> </tbody> </table>	Department Specifications		Our Suggestion	First Output Time	2.7 Seconds or less	4 Seconds or less	Continuous Output Speed	50 PPM	45-50 PPM	HDD	320 GB HDD	256 GB SSD minimum or higher	Paper Output Standard	500 Sheets	250 Sheets or higher	Toner Life	Minimum 37,000	24,000 or above	Memory	2 GB	4 GB (Minimum)	<p>specifications are generic and are not supporting any specific brand/model.</p> <p>It is very hapless that the bidder has not captured the specifications which Board has defined in the bidding document. This can be construed that the bidder is attempting to influence the procurement process by giving false references which are evident from the following and trying to manipulate the specifications which would be supportive for the brands they deal with:</p> <table border="1"> <thead> <tr> <th colspan="2">Bidders referred Department Specifications</th> <th>Actual as per bidding document</th> </tr> </thead> <tbody> <tr> <td>Continuous Output Speed</td> <td>50 PPM</td> <td>Min 50 ppm or higher (Black &amp; White)</td> </tr> <tr> <td>HDD</td> <td>320 GB HDD</td> <td>Min 320GB or higher</td> </tr> <tr> <td>Paper Output Standard</td> <td>500 Sheets</td> <td>Min 500 sheets or above</td> </tr> <tr> <td>Toner Life</td> <td>Minimum 37,000</td> <td>Min 37,000 prints or higher @ 6%</td> </tr> <tr> <td>Memory</td> <td>2 GB</td> <td>Min. 2GB or higher</td> </tr> </tbody> </table> <p>Moreover, it may be noted that the Board has made provisions for pre-bid meeting for the ease of bidders to ask clarifications on the bidding document. Unfortunately, it has not invited suggestions from the bidder.</p>	Bidders referred Department Specifications		Actual as per bidding document	Continuous Output Speed	50 PPM	Min 50 ppm or higher (Black & White)	HDD	320 GB HDD	Min 320GB or higher	Paper Output Standard	500 Sheets	Min 500 sheets or above	Toner Life	Minimum 37,000	Min 37,000 prints or higher @ 6%	Memory	2 GB	Min. 2GB or higher
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16	Commercial	<p>What is the earnest money for this tender? Is it fixed as mentioned in the tender documents?</p>	<p>The relevant details are explicitly available at Page 45, Special Conditions of Contract Clause 16, and the same should be adhered with.</p> <p>For the ease, the provisions are reproduced hereunder:</p> <p>The amount of Bid Security, in respective of each Package, shall be:</p> <p><b>(i) Package A: Pak. Rs. 6,000,000/-</b>  <b>(ii) Package B: Pak. Rs. 1,050,000/-</b></p> <p>If a bidder is participating in more than one package, separate bid and bid security, shall be required, for respective Package.</p>																																							
17	Technical	<p>Min Intel 14<sup>th</sup> generation or latest (reason being that 13<sup>th</sup> gen is going to deplete and 15<sup>th</sup> Gen is launching). Most Vendors have the 14<sup>th</sup> Gen available).</p>	<p>The Federal Board of Revenue has worked out its requirement, considering efficiency and efficacy of available models/brands in the market, as per its necessity. Board is certain</p>																																							

			that the specifications are generic and are not supporting any specific brand/model.
18	Technical	DDR5 RAM expandable to 64GB	<p>The Federal Board of Revenue has worked out its requirement, considering efficiency and efficacy of available models/brands in the market, as per its necessity.</p> <p>Also, this is a suggestion which unfortunately Federal Board of Revenue has not invited from the bidders by allowing a pre-bid meeting.</p>
19	Commercial	Separate the Package 1 into Only Desktop PCs (AIO) that will be easy for all the Participating Vendors to design the Compatible solution as most vendors don't have expertise in both the required Equipment i.e. Desktop PCs (AIO) and Printers.	<p>This claim is not maintainable. No other bidder has objected to the packages. Moreover, the Board has done the packaging after exploring the market and strengths of the bidder.</p> <p>The bidders are requested to prepare their bids, adhering to the bidding document's terms &amp; conditions.</p>

4. The meeting ended with a vote of thanks by the Project Director, CAREC-RIBS Project re-assuring the integrity of the bidding process.

  
**(Muhammad Ali Raza)**  
 Project Director

**Copy to:**

1. The Member Customs (Operations) Federal Board of Revenue, Islamabad
2. The Chief Accounts Officer, PMU-ITTMS, FBR, Islamabad
3. The Monitoring & Evaluation Officer, PMU-ITTMS, FBR, Islamabad
4. File.

**LIST OF PARTICIPANTS**

<b>S.#</b>	<b>Names of Representatives/Officials</b>	<b>Designation</b>	<b>Officials/ Prospective Bidders</b>
1.	Mr. Muhammad Ali Raza	Project Director, ITTMS, FBR	ITTMS-FBR
2.	Mr. Faisal Pervaiz	CAO, ITTMS, FBR	ITTMS-FBR
3.	Mr. Azam Dil Khan	M&E Officer, ITTMS, FBR	ITTMS-FBR
4.	Syed Faisal Iqbal	BDM	M/s Futureage Computers
5.	Mr. Ahmed Raza	Marketing Executive	M/s Office Automation Group
6.	Mr. Muhammad Usman	Manager	M/s Office Automation Group
7.	Mr. Hamood Najam	Representative	M/s Transworld Business Machines
8.	Mr. Waqqas Khan	Representative	M/s DWP Technologies
9.	Mr. Adil Hafeez	Representative	M/s Awais International
10.	Mr. Hassan Munir	Representative	M/s CNS Engineering
11.	Mr. Jauhar Zaidi	Representative	M/s CNS Engineering

AMENDMENT NO. 1

**Subject: Bidding Document - Procurement of IT and Office Equipment for Border Crossing Terminals at Torkham & Chaman on Complete Package basis**

This Amendment No. 1 is issued with reference to the Bidding Document published on the websites of the Federal Board of Revenue and the Public Procurement Regulatory Authority's (PPRA) e-PADS portal for executing e-procurement related to the subject procurement activity.

2. Through this Amendment No. 1, the specifications for the item "**Desktop Computers (All-in-One)**" under **Package A – IT Equipment**, as outlined on **Page 60** of the published bidding document, are hereby deleted and replaced with the following:

<b>Name of Item/ Specifications</b>
<b>Desktop Computers (All in one)</b> Business/Professional Models only. Options available for bidding: <ul style="list-style-type: none"><li>• Dell OptiPlex Series, HP Elite one Series, Lenovo Idea Center Series (Any other internationally recognized brand with equivalent specifications may be accepted, provided that the brand is ranked within the top five (5) in the Gartner Report for AIO)</li><li>• Processor Intel Corei5, 13 gen or higher</li><li>• Chipset Intel Chipset (H or B)</li><li>• Memory 32GB DDR4</li><li>• Storage 512GB PCIe SSD</li><li>• Ethernet Integrated 1Gbps</li><li>• WLAN Integrated Dual Band Wi-Fi6 802.11a/b/g/n/ac/ax</li><li>• Bluetooth Integrated 5.0 or higher</li><li>• Display 23" or higher</li><li>• Display Must have feature for high adjustment and forward/backward tilt</li><li>• Graphics Integrated UHD Graphics Intel</li><li>• Audio Standard Audio w/ 3.5mm multi jack</li><li>• Webcam Integrated 1080p HD Cam w/ mic</li><li>• Mouse Wireless Optical (same brand and colour)</li><li>• Keyboard Wireless (same brand and colour)</li><li>• Ports HDMI 1.4, 4x USB 3.1, 1 Gig Ethernet RJ-45</li><li>• Warranty 3 years comprehensive on-site warranty &amp; support</li><li>• Colour White/Silver/Grey/ Black (in order of preference)</li><li>• Software OEM Verifiable Genuine Microsoft Windows 11 Professional (64-bit) OEM pre-installed</li></ul>
<b>Terms and Conditions</b> <ol style="list-style-type: none"><li>1. The warranty and onsite support of the proposed hardware is required for a period of three years</li><li>2. The replacement of faulty components is required within three business days.</li><li>3. The delivery time will be between 6-8 weeks</li></ol>

3. Except the amendments made hereinabove, the rest of the terms & conditions of the bidding document shall remain the same.

  
**(Muhammad Ali Raza)**  
Project Director