



**GOVERNMENT OF PAKISTAN  
FEDERAL BOARD OF REVENUE  
(PAKISTAN RAISES REVENUE PROGRAM)  
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Re. No. 2(1)/2025-Addl.Dir(P&F)/471724

Islamabad, the 11<sup>th</sup> April, 2025

**Subject: Minutes of the Pre-Bid Meeting - Procurement of (Enterprise-Grade) Rack Mount Servers for FBR Datacenter [RFB Reference No: 2(1)/2025-Addl.Dir(P&F)/471724]**

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 24<sup>th</sup> March, 2025 at the Skylight Arena Conference Room, Federal Board of Revenue (FBR), FBR House, Constitution Avenue Islamabad, Pakistan.

2. The meeting was chaired by the Additional Director (Procurement & Finance), Pakistan Raises Revenue Project (PRRP) and was attended by the technical team of PRAL, officials of Program Office & representatives of the prospective Bidders (in person as well as online/virtually). The purpose of the Pre-bid Meeting was to provide clarifications on queries/questions raised by the representatives of the prospective bidders on the Bidding Document for subject procurement activity, to facilitate them in preparation of effective technical and financial bids.

3. The Additional Director (Procurement & Finance) gave a brief overview of the World Bank Procurement Guidelines and apprised on the structure of the Bidding Documents. The prospective bidders' representatives were thereafter invited to share their queries for clarification. In view of the queries raised by the bidder's representative during the meeting, the FBR team clarified the same in the light of the relevant clauses of the bidding document. and FBR system requirements.

4. 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. 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](http://www.fbr.gov.pk/tenders).

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:

Sr#	RFB Section	Specifications as per RFB	Query Realted to Server Category	Bidder Queries/Suggestion	Clarifications by FBR
1	Section VII - Schedule of Requirements - Technical Specifications	Boot flash card 960 GB or higher	Category-A	This clause appears to be tailored to a specific OEM, restricting fair competition. Since the boot flash is used for the OS/Hypervisor, a 480GB capacity is sufficient. Kindly revise the requirement to "2 x 480GB M.2 drives or higher" to allow broader participation.	Incorporated in the ammendment 1 to RFP
2	Section VII - Schedule of Requirements - Technical Specifications	Operating System Support Support for the latest version of all operating systems from Microsoft (x86), Linux, Ubuntu, Solaris Intel, RHEL, SUSE, VMware/Citrix/Oracle/Open, Hypervisors	All Categories	Operating System Support: Remove Solaris	Incorporated in the ammendment 1 to RFP
3	Section VII - Schedule of Requirements - Technical Specifications	4 TB memory DDR5 per server or higher. Each server Must have the capacity to be scalable up to 6 TB with Required Expansion Modules/Hardware or more additional hardware (apart from DIMM's). without any	All Categories	4 TB memory DDR5 per server or higher. Each server Must have the capacity to be scalable up to 6 TB with Required Expansion Modules/Hardware or more without any additional hardware (apart from DIMM's).	Installed Memory should be 4TB in each server and scalable to 6TB. If any OEM provides a Server with upgradable RAM to 8 TB, FBR has no objection.
4	Section VII - Schedule of Requirements - Technical Specifications	1.5 TB memory DDR5 per server or higher. Each server Must have the capacity to be scalable up to 3 TB with Required Expansion Modules/Hardware or more without any additional hardware (apart from DIMM's).	All Categories	1.5 TB memory DDR5 per server or higher. Server should support 8 TB memory	Installed Memory should be 1.5 TB in each server and scalable to 3 TB. If any OEM provides a server with upgradable RAM to 8 TB, FBR have no objection.
6	Section VII - Schedule of Requirements - Technical Specifications	<b>Hard Drives</b> SSD (NVME) 2 x 960 GB for OS and 5 x 1 TB or higher SAS, RAID 5 for Data	Category-B, Category-C,D, E& F	please specify whether SAS HDDs or SATA/SAS SSDs are required	Incorporated in the ammendment 1 to RFP
7	Section VII - Schedule of Requirements - Technical Specifications	SD (NVME) 2 x 960 GB or higher, Hard Disk Drive hot swappable	Query applies to All Categories of Servers	Why you need Speicically NVME SSD Can we quote either SATA SSD or SAS SSD	Its mandatory requirement, Please comply to the RFB requirement
8	Section VII - Schedule of Requirements - Technical Specifications	SSD (NVME) 2 x 960 GB or higher for OS and 10 x 3.84 TB SSD RAID 5 for Data.	Category E	Why you need Speicically NVME SSD Can we quote either SATA SSD or SAS SSD With Same Capacities or at least 10 x 3.84 please allow to quote SATA OR SAS- SSDs. As per technical specs on Page # 100 of RFP document it is mentioned 10 x 3.84TB SSD, kindly correct	As per RFB eequirement, FBR will accept SAS SSD Hard Drive with 3.84 TB capacity. However, if Higher capacity SAS SSD is offered, then FBR has no objection.

9	Section VII - Schedule of Requirements - Technical Specifications	KVM along with allied accessories Remote management solution Out of band management with licenses and Hardware Based KVM with keyboard for Console Management.	Query applies to All Categories of Servers	8 Port KVM (IP Based) required for 8 Servers each to be installed in each 42U cabinet , so total 12x8 Port KVM required for 94 servers ( 94/8)=11.75 . Double confirm it.	8 Servers will be installed per Rack basis according to Site location along with 8-Port KVM matching with Server brand having Digital & IP Ports including all accessories ( LCD, integrated Keyboard,mouse, cables or any other converters if required). Distribution of servers in Racks is according to location basis, as 67 are Servers on Site A, 06 Servers on Bunker Site B and 21 Servers on DR site. Therefore, KVMs should be quoted accordingly.
10	Section VII - Schedule of Requirements - Technical Specifications	KVM along with allied accessories Remote management solution Out of band management with licenses and Hardware Based KVM with keyboard for Console Management.	Query applies to All Categories of Servers	Please confirm if Racks are also required against each category or FBR have the racks already only KVM required ?	Server RACK are not required in any category of servers. Only KVM with all accessories is required as stated on Serial No.09.
11			Query applies to All Categories of Servers	What is the power per rack?	05 Kilowatt Power Per RACK
12	Section VII - Schedule of Requirements - Technical Specifications		Query applies to All Categories of Servers	Any software licenses required?	Server Management software for management port licences are required if applicable on OEM.
13	Section VII - Schedule of Requirements - Technical Specifications	Dual OPTICAL 2 x 25 Gbps Ethernet Protocol interface (with SFP fully populated) auto-negotiate to 1Gbps.	Query applies to All Categories of Servers	For 25Gbps, an SFP28 module is required, which only supports backward compatibility to 10Gbps. Kindly review this clause, as achieving auto-negotiation to 1Gbps would require an SFP+ module, which does not support 25Gbps. Please revise the requirement to “auto-negotiate to 10Gbps.”	Incorporated in the amendment 1 to RFP
14	Section VII - Schedule of Requirements - Technical Specifications	<b>Hard Drives</b> SSD (NVME) 2 x 960 GB for OS and 5 x 1 TB or higher SAS, RAID 5 for Data	Category A,B,C,D, E & F Servers	As per RFB, there is requirement for NVME SSD, Can we quote either SATA SSD or SAS SSD. Please advise.	Its mandatory requirement, Please comply to the RFB requirement
15	Section VII - Schedule of Requirements - Technical Specifications	All ports must be fully populated and all required converters / cables must be provided by the supplier/bidder.	Query applies to All Categories of Servers	We understand that site readiness complete in all respect will be responsibility of FBR i.e Power, UPS, Cooling, Rack, Power till rack, PDUs etc. will be provided by FBR onsite.	Yes, FBR will provide ready Datacenter Facility.

16	Section IX – Special Conditions of Contract GCC 28.3	The period of validity of the Warranty shall be: 05 Years from the date of issuance of Final Acceptance Certificate.	Query applies to All Categories of Servers	Please confirm the timelines for acceptance of servers after installation, as discussed in the pre-bid meeting session.	FBR will provide final acceptance certificate /letter after 60 days post to confirmation of FBR technical team regarding the supply of equipment (all BOQ, required Items) and successful installation/comissioning/te sting of all servers.
17	Section VII - Schedule of Requirements - Technical Specifications	All ports must be fully populated and all required converters / cables must be provided by the supplier/bidder.	Query applies to All Categories of Servers	Provision of Data Center facility, Server Racks, AC Power, 2 x 32Amp PDU each rack is FBR responsibility	Yes, As the data center faciltiy will be ready , FBR will provide the Server Rack and AC Power PDU in rach Rach.
18	Section VII - Schedule of Requirements - Technical Specifications	All ports must be fully populated and all required converters / cables must be provided by the supplier/bidder.	Query applies to All Categories of Servers	Compatible rack for servers is to be provided by FBR	Yes, As the data center faciltiy will be ready with allied infrastructure. FBR will provide the Server Racks
19	Section VII - Schedule of Requirements - Technical Specifications	All ports must be fully populated and all required converters / cables must be provided by the supplier/bidder.	Query applies to All Categories of Servers	Provision of 25G Network switches, 32GB SAN Switches and 1G-T switches is FBR responsivity	Yes
20	Section VII - Schedule of Requirements - Technical Specifications	The installation & configuration should be carried out by certified engineers from the supplier. <b>Operating System Support</b> Support for the latest version of all operating systems from Microsoft (x86), Linux, Ubuntu, Solaris Intel, RHEL, SUSE, VMware/Citrix/Oracle/Open, Hypervisors	Query applies to All Categories of Servers	Scope of work covers proposed hardware integration, rack mounting, power up and firmware installation only. It does not cover OS/Hypervisor installation and configuration. Please confirm this understanding else please share detail.	The quoted brand must ensure the feature set for support of list OS/Hypervisor. However, it is responsibility of FBR technical to install the OS/hypervisor and its configuration.
21	ITB 15.1 & ITB 15.2	Bid prices shall be quoted and payments are made entirely in PKR	ITB Requirements	Allow to quote Bid prices in USD	Its Mandatory requirement. Please comply to the RFB requirement stated in relevant ITB Section
22	Section VII - Schedule of Requirements - Technical Specifications	<b>Install Media</b> Non-licensed Bootable media/ISO Files for latest version Windows and of ESXI with embedded drivers for server Hardware including, HBA, Network and Raid	Query applies to All Categories of Servers	Could you please elaborate on the exact requirement in “Non-licensed Bootable media/ISO Files for latest version Windows and of ESXI with embedded drivers for server Hardware including, HBA, Network and Raid”	For the Hypervisor, the list of OS includes Microsfot, Vmware, Xen, proxmox,Oracle Virtual Box etc
23	Section VII - Schedule of Requirements - Technical Specifications	<b>Server RAID</b> System should have integrated RAID 1, 5, 6 and 10 with on-board RAID controllers or PCIE Card based, with Online Expansion, and Hot Swappable Drives	Category-A	Please confirm if EU will deploy vSAN in CAT A Virtualization Servers as this will help to select RAID Card. if customer is deploying vSAN than RAID card must be compatible with vSAN as in vSAN there is not a RAID configuration between disks	Please comply with the RFB requirements, However, RAID card must have compaticbility for Hypervisor vSAN feature.

24	Section VII - Schedule of Requirements - Technical Specifications	<b>Training</b>	Category-A & Category-B	Advance level training is mentioned in multiple server categories. Since this is a turnkey solution, Could you please confirm the total number of participants which will be trained. And Also confirm that training will be conducted in one batch or mutiple batches.	The training will be conducted in multiple batch separately for Category A & B respectively.
25	Section III – Evaluation and Qualification Criteria (ITB 32.1) Technical Evaluation (ITB 32.4)	The bidder must be registered with SECP and relevant Tax Authorities in Pakistan. Relevant documentation must be attached with the bid.	GCC, SCC clauses of the RFB	Reference RFB section Technical Evaluation (ITB324) Page 50 para 2, SECP registration is required. It is stated that our firm is an Association of Person (AOP) and we are registered with the Registrar of Firms. And the SECP registration is not needed for an AOP as per law. We are registered with Registrar of Firms, FBR and have valid Sales Tax and Income Tax registration and also files respective return for compliance. Yearly audits are conducted by the audit firms and audited reports of previous ones are also available.	As per rules, SECP registration is applicable to Companies (Private Ltd., SME PVT LTD, LLPS). So, as an AOP registration with Tax authorities & Registrar of Firms is acceptable. However, the bidder mut be fully complaint in terms of valid Sales Tax and Income Tax registration and also have filed respective returns and remains in ATL . Third party Audited reports of last five years must be provided as per RFB requirement in compliance to (ITB 32.1) (a) Financial Capability clasue
26	Section III – Evaluation and Qualification Criteria (ITB 32.1) Technical Evaluation (ITB 32.4)	The bidder must be registered with SECP and relevant Tax Authorities in Pakistan. Relevant documentation must be attached with the bid.	GCC, SCC clauses of the RFB	We are already doing business with various government departments including FBR for more than 20 years, we would request you to reconsider this clause and allow us being an AOP/Firm with valid FBR registration and on FBR ATPL to participate in the bidding process	Agreed and allowed bid submission
27	Section III – Evaluation and Qualification Criteria (ITB 32.1) Technical Evaluation (ITB 32.4)	Qualification Criteria (ITB 32.1)	GCC, SCC clauses of the RFB	We have reviewed the RFP and found no specific criteria for OEM selection, allowing any OEM to participate in the bid. We recommend establishing criteria for OEMs as well, given the scale of this project, to ensure that only quality products are considered. Without such criteria, there is a risk that substandard products may be offered to FBR	Incorporated in the ammendment 1 to RFP

28	Section VII - Schedule of Requirements - Technical Specifications	1.5 TB memory DDR5 per server or higher. Each server Must have the capacity to be scalable up to 3 TB with Required Expansion Modules/Hardware or more without any additional hardware (apart from DIMM's).	Category-A & D	Based on discussing during the meeting, what is the required memory capacity+ Additionally, the expansion memory should match the same size, with part numbers aligned to the following categories of RAM.,	Installed Memory should be as per RFP in each server and scalable to as per RFP. For expansion, Server should be upgradable with same Memory DIMM.
29	Section VII- Technical Specifications Rack Mount Server	Hard Drives	Query applies to All Categories of Servers	As discussion during Prebid disks will not <b>return after faulty so every vendor to keep disk retention in BOQ</b> proposal, Clarify it.	Incorporated in the ammendment 1 to RFP
30	Section VII- Technical Specifications Rack Mount Server	Installation Media	Query applies to All Categories of Servers	Clarify Length & QTY of FC & ethernet cables against each category of server you required ?	Incorporated in the ammendment 1 to RFP
31	Section III – Evaluation and Qualification Criteria Qualification Criteria (ITB 32.1)	Qualification Criteria (ITB 32.1) (a) Financial Capability: (b) Specific Experience:	GCC & SCC Compliance of the RFB	Since FBR is large organization and has huge computational requirement, however, normally the organization requires 15-20 servers to run their IT infrastructure. The requirement of 50 Rack servers in single purchase order or 300Million value may Please be relaxed to 15-20 Servers in single PO or 200 Million value for a better competition.	Incorporated in the ammendment 1 to RFP