

**Government of Pakistan
Revenue Division
Federal Board of Revenue

Islamabad, the 11th April, 2025

MINUTES OF THE PRE -BID MEETING

SUBJECT: AUTHORIZATION OF VENDORS FOR INSTALLATION AND MAINTENANCE OF VIDEO ANALYTICS SYSTEM FOR COTTON BALES COUNTING IN TEXTILE SECTOR

1. To authorize vendors for Installation and Maintenance of Video Analytics System for Cotton Bales Counting in Textile Sector, an advertisement was floated in Daily "Express" and daily, "Business Recorder" on 29.03.2024 (Saturday). The advertisement was also published on FBR and PPRA websites. The bidding documents were also uploaded on ePads and FBR websites. The VLC link was provided in the advertisement for the firms to participate in the meeting online. As per PPRA Rules, 2004, a pre-bid meeting (in person and online) in Committee Room No.358 was convened on 11.04.2025 at 10:00 am. Pre-bid meeting was attended by relevant officials from FBR.
2. Four (04) representatives of firms were present personally and (08) eight representatives attended the pre-bid meeting through the given VLC link. (Annex-A)
3. During the pre-bid meeting, the participants were briefed about the bidding process and document with the help of presentation and video. Representative of the firms asked various questions about installation of Cameras, their backup time, availability of videos, transmission of data to FBR etc. (Annex – B) and the same was responded during the meeting.
4. Firms and representatives were kindly requested to submit their queries and suggestions through email provided in the advertisement before 12:00 midnight today i.e. 11.04.2024 so that a written reply can be provided to them.


**(Hasham Khalid Malik)
(Secretary Admin)/
Secretary Procurement Committee**

Distribution:

- Members of Procurement Committee.
- Members of the Technical/Financial Evaluation Committee.

Annex-A

S.No.	Name of Firm	Name of Representative	Remarks
1.	M/s AJCL Pvt Limited	Muhammad Almas Almas.mujeeb@ajcl.com	Present
2.	M/s AJCL Pvt Limited	Abdul Moiz moiz.ahmed@ajcl.com	On-Line
3.	M/s Smart Neura Pvt Limited	Aqif Ali aqif@smatneura.com	Present
4.	M/s Authentix, Inc.	Zarrar Niazi & Haroon Ashraf haroon.ashraf@auhtetix.com zarrar.niazi@authentix.com	Present
5.	M/s Offload Digitals	Murtaza Arbab arbabrazi@gmail.com	Present
6.	M/s Data Pilot	Azka Asad	On-Line
7.	M/s Authentix	Haseeb Uddin	On-Line
8.		Ahmed	On-Line
9.		Asif Shuja	On-Line
10.		Najeeb	On-Line
11.		Aqeel Khan	Online
12.		Ilyas	Online

Integration Responsibility: Clarification was sought on whether vendors would be responsible for integrating the software and hardware components of the solution. It was clarified that the vendor will be responsible for delivering a fully functional, turnkey system, ensuring seamless hardware-software integration.

Spare Parts & Maintenance: Participants inquired about spare parts provisioning and associated timelines. It was confirmed that vendors will be responsible for ensuring the availability and timely replacement of critical hardware components.

Price Ceiling Mechanism: Vendors asked whether a price ceiling would be imposed. It was explained that FBR may provide a price ceiling.

Software Accuracy Measurement: Vendors requested clarification on how software accuracy would be evaluated. It was confirmed that accuracy will be measured using metrics such as F1 Score, with benchmarks to be further defined in the PoC phase.

Alerts and Dashboards: Participants inquired about requirements for real-time alerts and dashboard capabilities. It was noted that these features are mandatory components.

Access to Taxpayer Facilities: Vendors asked whether access to spinning facilities would be facilitated by FBR. It was affirmed that FBR will coordinate with field offices and taxpayer entities to enable necessary site access.

Expectations for 2nd Pre-Bid Meeting: It was clarified that vendors are expected to present preliminary solution concepts and demonstrate alignment with the technical requirements of the RFP during the second pre-bid meeting.

Cotton Bale Variation: Clarification was sought on whether variations in bale size would affect counting accuracy. It was explained that the system should be designed to accommodate reasonable variation as long as accuracy is maintained.

Contract Termination: Vendors inquired about contract termination clauses. It was stated that termination conditions are detailed in the contract and are aligned with PPRA guidelines.

Payment Plan Structure: Clarification was requested regarding the payment mechanism. It was stated that payments arrangement would be decided independently between the vendor and the manufacturer

Taxpayer Buy-in: The importance of taxpayer cooperation was discussed. It was confirmed that FBR is engaging with stakeholders to ensure taxpayer alignment and support for deployment. Furthermore, taxpayer has been legally mandated under the law to deploy the system only from the authorized vendors.

Cotton Bale Path Consistency: Vendors asked whether the path of cotton bales is standardized across units. It was clarified that while minor variations exist, the general process is consistent enough to allow standardization in the AI model.

Hardware Suitability and Customization: Questions were raised about hardware intensity and whether vendors could propose alternate configurations. It was confirmed that vendors may propose equivalent solutions that meet or exceed the required accuracy and benchmarks.