

**Government of Pakistan
Revenue Division
Federal Board of Revenue

Islamabad, the 14th April, 2025

MINUTES OF THE PRE -BID MEETING

**SUBJECT: AUTHORIZING VENDORS FOR INSTALLATION AND MAINTENANCE
OF PRODUCTION COUNTING SYSTEM IN BEVERAGES SECTOR**

To authorize vendors for Installation and Maintenance of Production Counting System in Beverages Sector, an advertisement was floated in Daily "Jang" and daily, "Express Tribune" 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 14.04.2025 at 10:00 am. Pre-bid meeting was attended by relevant officials from FBR.

2. Eight (08) representatives of firms were present personally and (16) sixteen representative attended the pre-bid meeting through the given VLC link. (Annex-A)

3. During the pre-bid meeting, the representative of the firms were briefed about the bidding process and document. Representative of the firms asked questions about SKUs, procedure of counting them and other questions about the procedure of production monitoring etc. and the same were responded (attached as Annexure B). The representative of the firms were requested to kindly submit their queries and suggestions through email provided in the advertisement before 12:00 midnight today i.e. 14.04.2024 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 61101-7005051-3 Almas.mujeeb@ajcl.com	Present
2.	M/s AJCL Pvt Limited	Abdul Moiz moiz.ahmed@ajcl.com	On-Line
3.	M/s Authentix, Inc.	Asif Shuja 42101-4985482-7 Asif@authentix.com 0301-8221752	Present
4.	M/s Authentix, Inc.	Zarrar Niazi zarrar.niazi@authentix.com 0321-5337344	Present
5.	M/s Authentix, Inc.	Haroon Ashraf 37405-3497363-3 haroon.ashraf@auhtetix.com 0313-5148588	Present
6.	M/s Authentix, Inc.	Haseeb Uddin Chief Technology Officer	On-Line
7.	M/s CMC	Abdul Manan 33303-7855489-9 Abdul.dev.manan@gmail.com 0321-5623524	Present
8.	M/s CMC	Azhar Nascem 61101-4445330-7 azharnaem@gmail.com 0333-5621112	Present
9.	M/s Reliance Corp.	Ammara Shafi 61101-1495389-2 amara@reliancecorp.pk 0333-0163875	Present
10.	M/s Reliance Corp.	Zoya Shafique 37405-9269495-4 zoya@reliancecorp.pk 0330-9978893	Present
11.	M/s Arwentech	Nauman Ahmed Nauman.ahmed@arwentech.com 0333-5536175	On-Line
12.	M/s Arwentech	Irfan Aslam Khan Irfan.aslam@arwebtech.com 0328-8512020	On-Line
13.	M/s Emerg Tech. Soutions	Osama Tayeb osama@emergtechsolutions.com 0301-8221117	On-Line
14.		Sohail Minhas	On-Line

15.	M/s Shandur Pakistan	Tariq Saeed	On-Line
16.	M/s Excellence Delivered	Ziaullah Mughal Ziaullah.mughal@exdnow.com 0310-2295393	On-Line
17.		Riffat Ejaz	On-Line
18.	M/s Maxxam-V International	Bisma Mansoor	On-Line
19.		Haroon	On-Line
20.		Ejaz	On-Line
21.		Ahmed	On-Line
22.		Ahmad	On-Line
23.	M/s All Soft Corp	Micheal mike@allsoftcorp.com	On-Line
24.		Adnan Jabbar	On-Line

Annex-B

Proposal submission: It was inquired whether vendors may submit proposals for hardware only. It was clarified that proposals must cover end-to-end solution, including both hardware and software.

Highest speed of beverages line: In response to inquiries regarding the highest speed of beverages production and bottling lines in Pakistan, it was clarified that the fastest operational line currently functions at an approximate capacity of 45,000 bottles per hour. Furthermore, it was reaffirmed that the RFP specifies that the proposed solution must be compatible with high-speed production lines operating within a range of approximately 40,000 to 60,000 bottles per hour.

Barcode positioning and printing on SKUs: Participants inquired about implementing barcode scanning on glass bottles, which currently do not carry barcodes, and whether bottles/cans rotate post-labelling. It was clarified that:

- a) FBR may mandate barcode printing on glass bottles; however, vendors can also submit proposals for solutions which cover all packaging types.
- b) Bottles and cans do rotate on production/filling lines after labelling.

Participation of international vendors: International participants inquired about eligibility to enter the bidding process. It was clarified that international bidders may participate through a joint venture arrangement.

Pricing of solution: Participants sought clarification on pricing terms. It was confirmed that the quoted indicative price must cover all components required for implementing the end-to-end solution at a single installation point, as defined in the RFP. However, Payment terms will be mutually agreed upon by the taxpayers and vendors during contract finalization.

Solution ownership: Participants inquired about the ownership of solution, including data. The solution ownership will be with taxpayer. However, the taxpayer will not have access to change, modify or tamper any hardware or software component. Any change or modification shall only be made with prior consent of the FBR. However, FBR will have sole ownership over data. Limited read-only access may be provided to the taxpayer as per discretion of the FBR.

Price Ceiling Mechanism: Vendors inquired about the possibility of a price ceiling. It was clarified that FBR may impose a price ceiling at the time of authorization or at any later date.

Stage 1 and 2 participation: Participants inquired whether new vendors may enter at Stage 2. It was clarified that only vendors who participate in Stage 1 are eligible for Stage 2, as stated in the RFP.

Availability of sites for testing: Vendors inquired about access to manufacturing sites for testing prior to the PoC. It was clarified that vendors may submit a written request, and FBR will make best efforts to facilitate access to beverage sites.