



**GOVERNMENT OF PAKISTAN
FEDERAL BOARD OF REVENUE
(PAKISTAN RAISES REVENUE PROGRAM)

Re. No. 2(4)/2025-Addl.Dir(P&F)

Islamabad, the 20th May, 2025

Subject: Minutes of The Pre-Bid Meeting - Procurement of Oracle ExaData [2(4)/2025-Addl.Dir(P&F)/ 475315]

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 8th May, 2025 at the Auditorium Hall, Federal Board of Revenue (FBR), FBR House, Constitution Avenue Islamabad, Pakistan.

2. The meeting was attended by the FBR officers and officials of Program Office, technical team of PRAL & 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 FBR team 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.

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:

(Kashif Younas)
Additional Director (P&F)

Sr#	RFB Section	Specifications as per RFB	Queries/Suggestion	Clarifications by FBR
1	Section III. Evaluation and Qualification Criteria (EQC) Qualification of Bidder (ITB 37)	(a) Financial Capability: The Bidder shall submit audited financial statements or, if not required by the law of the Bidder's country, other financial statements acceptable to the Purchaser, for the latest five (05) financial years prior to bid submission deadline, demonstrating the current soundness of the Bidder's financial position. These financial statements must include balance sheets, profit and loss accounts, assets and liabilities, investments and availability of financial resources to manage the contract. Average annual Turnover of the bidder / bidders should be at least Rs. 250 Million. in the last five years. For a joint venture, this requirement may be met by all members combined subject to the condition that each member meet at least 25% criteria and lead member to meet at least 50% of financial capability criteria.	We kindly request revising the participant eligibility criteria from 5 years to 3 years.	Incorporated in Amendment No. 01
2	Section V. Schedule of Requirements (SOR) List of Goods and Delivery Schedule	Training at OEM certified facilities /Learning and Experience Center for 2 personnel on the proposed models to be conducted by the manufacturer.	1. Training Requirements – Confirmation if the required training must be conducted internationally at Oracle OEM facilities, or if local Oracle Authorized Training Partners in Pakistan may also be considered.	Advance Level training of proposed model by the Manufacturer is required at OEM Certified facilities/Learning Experience Center for 2 Personnels.Including hands on Lab sessions and best practices implemntations/configurations globally for the deployment of proposed Model. All kind of necessary logistics Please note local Oracle authorized Training partners will not be acceptable by FBR.
3	Section V. Schedule of Requirements (SOR) List of Goods and Delivery Schedule	Training at OEM certified facilities /Learning and Experience Center for 2 personnel on the proposed models to be conducted by the manufacturer.	We request confirmation if this training must be conducted internationally at Oracle's official global training facilities, which would involve international travel and related logistics. We refer to Section 2.6 of the RFP, which states that "The Purchaser shall bear all costs of attendance including travel, boarding, and lodging for training conducted at OEM facilities."	The referred section 26 (GCC Sub-Clause 26.2, 26.3) belongs to Inspection & Test. However, FBR requires Training as mentioned in Section V. Schedule of Requirements (SOR), List of Goods and Delivery Schedule. Therefore, comply to the RFB requirement which is further calrified at Query Response Sr.No 01.

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4	Section VII - Schedule of Requirements - Technical Specifications	Technical Specifications	2. After-Sales Support & Services – Clarification on whether the required services fall under FBR’s existing Oracle CSS/BCA contract or if separate Exadata-specific services must be proposed.	The scope of work includes supply, installation, commissioning and maintenance of Exadata as per the BOQ with onsite support for a period of five (05) years (warranty and AMC included). However, CSS services will be part of Oracle CSS/BCA contract. (Also incorporated in Amendment-01)
5	Section V. Schedule of Requirements (SOR) Technical Specifications	5.1 Exadata Standard Software Installation (OSSI) Service. 5.2 Databases Deployment 5.3 Databases Disaster Recovery	The RFP mentions several services that fall within the scope of Oracle Customer Success Services (CSS), particularly in Sections 5.1, 5.2, and 5.3—including database deployment, OSSI, and DR/security services (e.g., AVDF). These services appear to overlap with those already covered under the existing Business Continuity Agreement (BCA) between FBR and Oracle CSS. Kindly confirm whether these services should be excluded from the current tender scope to avoid duplication of procurement and ensure clarity for all bidders.	CSS services will be part of Oracle CSS/BCA contract. (Also incorporated in Amendment-01). However, requirements listed at 5.1 & 5.2 are required in this scope of work.
6	Section V. Schedule of Requirements (SOR) List of Goods and Delivery Schedule	List of Goods and Delivery Schedule 08- 10 weeks from the Contract Signing date.	The tender stipulates a delivery timeline of 10 weeks. Given the current global shipping delays and flight disruptions, particularly for high-value IT infrastructure, we request that this timeline be extended to at least 14 weeks to accommodate potential logistical challenges while ensuring compliance and quality delivery.	Its mandatory requirement, Please comply to the RFB.
7	Section V. Schedule of Requirements (SOR) List of Goods and Delivery Schedule	Training at OEM certified facilities /Learning and Experience Center for 2 personnel on the proposed models to be conducted by the manufacturer.	Training at OEM certified facilities /Learning and Experience Center for 2 personnel on the proposed models to be conducted by the manufacturer. This can be done through Instructor LED online training or foreign training is required. Please clarify. If it’s the foreign training then do, we need to quote Tuition fee only or have to quote all the expenses like visa fee, Air Ticket and accommodation as well. Please clarify .	Advance Level training of proposed model by the Manufacturer is required at OEM Certified facilities/Learning Experience Center for 2 Personnels.Inclduing hands on Lab sessions and best practices implemntations/configurations globally for the deployment of proposed Model. All kind of necessary logistics must be included in the quoted proposal.

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8	Section V. Schedule of Requirements (SOR) Technical Specifications	Technical Specifications	Please clarify whether the successful bidder is required to provide a dedicated resident engineer for Exadata management and support, or if this function is expected to be delivered under the existing Oracle CSS BCA. Clear direction will help bidders price the offering accurately without duplicating existing support arrangements.	No Resident Engineer is required. However, CSS BCA services are not part of this procurement.
9	SCC 16.1	The payment(s) shall be made upon completion of delivery and successful installation, testing and commissioning (where/ if applicable) on DDP (Delivered Duty Paid) basis as per respective clauses of the Contract and verification/ acceptance/ sign-off of the Supplier's invoice(s) along with Documents for Payments by the Purchaser. A sign-off by Purchaser regarding successful delivery and subsequent installation, testing and commissioning (where/ if applicable) shall be a prerequisite before an invoice can be submitted by the Supplier.	Please refer to payment terms, we assume that payment will be made upon delivery, power-up and installation of Exadata and an acceptance certificate will be issued by FBR for release of payment. Migration, DR Drill will not impact the release of payment, please clarify.	FBR shall issue the Final Acceptance Certificate/Signoff after the successful delivery, installation, commissioning and testing of the EXADATA post to the verification of FBR Technical Team within one (01) month. Migration, DR Drill will not impact the payment.