

FINAL EVALUATION REPORT

1. Name of Procuring Agency Federal Board of Revenue (HQ)
2. Method of Procurement Single Stage One Envelope
3. Title of Procurement ***AUTHORIZED VENDORS FOR INSTALLATION AND MAINTENANCE OF PRODUCTION COUNTING SYSTEM IN PACKAGED TEA SECTOR (THREE YEARS FROM AUTHORIZATION)***
4. Tender Inquiry No. 7(3)/IR/TDU/2026
5. PPRA Ref. No. (TSE). TS0000010426E
6. Date & Time of Bid Closing 27th August, 2026 02:00 PM
7. Date & Time of Bid Opening 27th August, 2026 02:30 PM
8. No of Bids Received 08
9. Criteria for Bid Evaluation Criteria laid down in Bidding Documents
10. Details of Bid(s) Evaluation Bids were evaluated in accordance with the criteria laid down in the Bidding Documents

Name of Bidder	Marks/ POCs compliance			Total Score	Rule/Regulation/SBD*/Policy/Basis of Rejection/Acceptance
	Technical	POC/Review Outcome	Financial		
M/s Tollink Pakistan Pvt Ltd.	49/60	POC: 100% Preferred	-	49	Qualified post-POC; Recommended for authorization, subject to applicable approvals/conditions.
M/s Obsidian Technologies	43/60	POC: 100% Preferred	-	43	Qualified post-POC; Recommended for authorization, subject to applicable approvals/conditions.
M/s Dwise Tech Pvt Ltd.	15/60	N/A	-	15	Not Qualified; not recommended for authorization
M/s AJCL Pvt. Ltd	45/60	POC: 100% Preferred	-	45	Qualified post-POC; recommended for authorization, subject to bringing the POC recorded partially compliant hardware items into conformity with section V at deployment
M/s NRTC	48/60	POC: >=99% Preferred	-	48	Qualified post-POC for barcode scanning/counting solution; recommended for authorization for that solution only, serialized security-stamp component excluded as outside bidding scope
M/s Excellence Delivered (ExD) Pvt Ltd.	46/60	POC: 100% Preferred	-	46	Qualified post-POC; Recommended for authorization, subject to applicable approvals/conditions.

M/s ISSM Labelling Solutions Pvt Ltd.	48/60	POC: 100% Preferred	-	48	Qualified post-POC; Recommended for authorization, subject to applicable approvals/conditions.
M/s Nature Tech Pvt Ltd.	15/60	N/A	-	15	Not Qualified; not recommended for authorization

11. Any other additional/supporting information, the procuring agency may like to share.

Signature: _____


Farrukh Amir Sial
 Secretary (Administration)
 Federal Board of Revenue
 Islamabad

Official Stamp: _____

***Standard Bidding Documents (SBD).**

Invitation to Bid (ITB)

COMBINED TECHNICAL, INDICATIVE FINANCIAL AND PROOF OF CONCEPT (POC) EVALUATION REPORT (FINAL / POST-POC STAGE)

Request for Proposal Reference No.	F. No. 7(3)/IR/TDU/2026
Request for Proposal Title	Authorized Vendors for Installation and Maintenance of Production Counting System in <u>Packaged Tea Sector</u>
RFP Issuance/ Publishing Date	28 th July, 2026
Corrigendum-01 (Extension in Bid Submission Date)	20 th August, 2026
Pre-Bid meeting Date	5 th August, 2026
Proposal Submission Date (Original)	20 th August, 2026
Proposal Submission Date (Revised)	27 th August, 2026
Publishing	National Press (two leading national daily newspapers – One English and One Urdu) Website(s): FBR & PPRA
Procurement Method/ Process	Single Stage – One Envelope Bidding Procedure– Open Competitive Bidding Process
Date of Technical Assessment	09th September, 2026
Published Pre-POC Combined Evaluation Report Date	22nd September, 2026
Proof of Concept (POC) Dates	25th September, 2026 and 13th October, 2026
Final / Post-POC Evaluation Report Signing Date	21/10/2026

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1. Project Background

The Federal Board of Revenue (FBR) invites proposals from eligible vendors for the deployment, maintenance, and operational support of a barcode scanning and counting system, including industrial barcode scanners and unit counting sensors if. The system will provide real time, accurate production counts for Packaged Tea. The selected vendor will be responsible for installing a production count and SKU management solution through a robust application that is capable of capturing unique SKU values against a preloaded SKU database (to be provided by FBR), and count individual units under capturing and transmitting data to an Industrial PC via a Programmable Logic Controller for SKU identification and count recording.

The vendor will also integrate the solution with FBR's system, mapping SKUs through barcodes or unique identifiers for all Packaged Tea manufacturers. To validate performance, vendors must conduct a testing demonstration, ensuring compliance with functional and operational requirements. Additionally, vendors will provide ongoing technical support, maintenance, and periodic updates to ensure system efficiency, timely troubleshooting, and compatibility with FBR's evolving specifications. Pricing proposals must align with FBR's prescribed requirements. The procurement process shall be conducted in accordance with the Public Procurement Regulatory Authority (PPRA) Rules under the Single Stage – One Envelope Bidding Procedure. Locations: Nationwide manufacturers and bottlers of Packaged Tea FBR intend to cover all Packaged Tea lines in Pakistan by 31st December 2026 Commencement date for delivery: Vendors must commence installation of system within 2 weeks of receiving Purchase Order from manufacturers.

2. Business Objectives of the FBR

The FBR is undertaking a significant digitalization initiative aimed at enhancing its tax collection capabilities and addressing structural gaps in Pakistan's tax system. As part of this transformation, FBR seeks to deploy a production counting system at all Packaged Tea facilities in Pakistan to improve tax compliance and prevent revenue leakage within the Packaged Tea sector, particularly in the handling of filled and packed tea units at Packaged Tea manufacturing facilities in Pakistan. As part of the agreement, selected vendors will be responsible for providing and installing barcode scanning and unit counting systems. Vendors will also be responsible for providing post installation maintenance and tech support services to the procuring client.

FBR recognizes the critical role of technology in tackling the challenges of tax evasion, unreported production, and discrepancies in Packaged Tea production data. This production counting project aims to deliver real-time visibility into total production of Packaged Tea. The solution will enable FBR to monitor the production count of Packaged Tea ensuring accurate reporting, transparent audits, and correct tax payments. A panel of multiple authorized vendors will provide manufacturers access to a pool of competitive vendors.

3. Business Requirements to be Met by the Information System

The solution specified in the RFP will scan barcodes from packaged tea units, including packs, pouches, tins, (covering loose/dry tea, tea bags, and ready-to-drink tea), recognize each unique SKU, count individual units and report key metrics including but not limited to number of units for each SKU and type (e.g. brand) produced in Packaged Tea (Note: System should be able to expand coverage of SKU types through a user-friendly SKU management interface). It will then store the recorded data and transmit to FBR's system. FBR will access the data and should have access to an interactive dashboard. The user should be able to filter across multiple indicators including by SKU, time frame and information of the company (e.g., site, production line). The user can analyze data and compare it to reported quantities by the manufacturer.

4. **Functional Performance Requirements of the Information System**

The system must maintain an uptime of 99% on daily basis to ensure seamless real-time transfer of data from manufacturer to FBR for live production monitoring.

Pre-Award Viability:

The bidder must conduct a viability and capability demonstration test at a designated FBR-approved site (e.g., a Packaged Tea plant) to validate that the proposed solution meets the operational and technical specifications. This test will form a prerequisite for final award approval.

5. **General Technical Requirements**

Language Support: All information technologies with the Barcode scanning and counting system must provide support for English language. Specifically, all display technologies and software must support the ISO 639-1 EN character set and perform sorting according to ISO/IEC 14651

Dates: All information technologies MUST properly display, calculate, and transmit date data, including, but not restricted to 21st-Century date data.

Electrical Power: All active (powered) equipment must operate on 220v +/- 20v, 50Hz +/- iv. 2Hz for V AC. For DC, power must be supplied by an industrial Power Supply Source for 24V or 12 V, depending on the hardware required as IPC, sensors, industrial switch, etc. All active equipment must include power plugs standard in Pakistan.

Environmental: All equipment must comply with food industry standards. Specifically, jigs fixing the sensors, cables, enclosures and electrical cabinets must use connectors and buttons made of stainless steel or food-grade, approved plastics. The equipment must be robust enough to meet IP66.

6. **Brief Terms of Request for Proposal Document**

Schedule for requirement	FBR intends to cover a 100% of Packaged Tea lines in Pakistan by 31 st December 2026. The production counting system shall cover all Packaged Tea categories, including loose/dry tea, tea bags, and ready-to-drink tea. The solution shall remain the same across all categories, i.e., barcode scanning and counting through scanners and sensors as specified in this RFP. Authorized vendor(s) should have all required equipment (hardware and software) readily available to be able to deploy the required barcode scanning and counting system across Packaged Tea manufacturing facilities in Pakistan.
Commencement date for delivery:	Vendors must commence installation of system within 2 weeks of receiving Purchase Order from manufacturers.
Proposal Validity from proposal opening	The Proposal Validity period shall be 120 days or extendable as mutually agreed.
Bid Security	The amount of Bid Security shall be PKR 1,000,000/-
Performance Guarantee	The Performance Guarantee shall be applicable and will be set at fixed amount of PKR 5,000,000 only. Note: This limit may be revised and lowered.

Liquidated Damages: Liquidated Damages:	• Rate: A penalty of 0.2% of the total performance guarantee per day of non-compliance for each affected site. • Maximum Deduction: The cumulative penalty shall not exceed the value of the performance guarantee submitted by the vendor.
Currency for Evaluation of Proposals	Pak Rupees (PKR)

7. Technical/ Financial Evaluation Committee

Following Technical/ Financial Evaluation Committee was designated for the evaluation of the subject Request for Proposal (RFP):

Sr. No	Name	Designation	Role
1.	Mr. Zubair Bilal	Member (IR-Operations), FBR	Chairman/ Convener
2.	Mr. Ashhad Jawwad	Member (Customs Policy)	Member
3.	Dr. Najeebullah	Chief (Tax Reforms)	Member
4.	Dr. Muhammad Khurram	Chief (Mgt/HR-IR)	Member
5.	Mr. Rizwan Salabat	Chief (Mgt/HR-Customs)	Member
6.	Mr. Amjad-ur-Rehman	Chief (F&C) – Customs	Member
7.	Mr. Waqas Ahmed Langah	Secretary (Budget & Expenditure)	Member/Secretary
8.	Faisal Sattar	Chief Executive Officer	Member

8. Procurement Process

The procurement process for the subject activity is **Single Stage – One Envelope Bidding Procedure** – Invitation to Bid – Open Competitive Bidding Process. Invitation to Bid notification was published in national press (two leading national daily newspapers – One English and One Urdu) on **28th July, 2026 (Annexure-I)** as well as uploaded on FBR (<https://www.fbr.gov.pk/>) and PPRA (<https://www.ppra.gov.pk>) websites. Following table mentions the publication of corrigendum, addendums and other aspects of the procurement process.

Request for Proposal Reference No.	F. No. 7(3)/IR/TDU/2026
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Pre-Bid meeting Date	5 th August, 2026
Proposal Submission Date (Original)	20 th August, 2026
Proposal Submission Date (Revised)	27 th August, 2026
Publishing	National Press (two leading national daily newspapers – One English and One Urdu) Website(s): FBR & PPRA

Procurement Method/ Process	Single Stage – One Envelope Bidding Procedure – Open Competitive Bidding Process
Technical Evaluation Report Signing Date	15th September, 2026
Combined Technical and Indicative Financial Evaluation Report Signing Date	21/10/26

9. Proposal(s) Received

On the proposal submission date and time 27th August, 2026 at 2:00 p.m., following proposals were received:

Sr. No	Proposer	Submission of Proposal
1.	M/s Tollink Pakistan Pvt Ltd	Yes
2.	M/s Obsidian	Yes
3.	M/s Dwisetech (Pvt) Ltd	Yes
4.	M/s AJCL (Pvt) Ltd	Yes
5.	M/s NRTC	Yes
6.	M/s Excellence Delivered (ExD) Pvt Ltd	Yes
7.	M/s ISSM Labelling	Yes
8.	M/s Naturetech (Pvt) Ltd	Yes

10. Proposals Opening

In accordance with the Single Stage – One Envelope Bidding Procedure, the bids were opened publicly on the same date immediately after the bid submission deadline at FBR House by the Technical/ Financial Evaluation Committee in the presence of authorized representatives of participating firms. The completeness of the bids and availability of the required bid security were checked in the presence of the bidders' representatives. As the bidding document required the technical proposal to include an indicative price per installation point and a breakdown of price per component, no separate financial envelope or subsequent financial opening formed part of the prescribed procedure.

- (i) the name of the Bidder and, where applicable, details of the Joint Venture/Consortium; and
- (ii) availability and amount of the bid security and other particulars required to be announced at bid opening.

The bid opening statement is placed at Annexure-III.

11. Preliminary Examination

Preliminary examination of the technical proposals was carried out. The examination included verification/ review of technical proposal submission form, completeness of the proposal, eligible countries, proposal validity confirmation and availability of proposal security as per requirement of the Request for Proposal. The finding(s) from preliminary examination is summarized below:

Proposer	Proposal Form	Eligible Country	Proposal Validity	Proposal Security	Acceptance for detailed Examination
1. M/s Tollink Pakistan Pvt Ltd	Yes	Pakistan	Yes	Yes	Yes
2. M/s Obsidian	Yes	Pakistan	Yes	Yes	Yes

Proposer	Proposal Form	Eligible Country	Proposal Validity	Proposal Security	Acceptance for detailed Examination
3. M/s Dwisetech (Pvt) Ltd	Yes	Pakistan	Yes	Yes	Yes
4. M/s AJCL (Pvt) Ltd	Yes	Pakistan	Yes	Yes	Yes
5. M/s NRTC	Yes	Pakistan	Yes	Yes	Yes
6. M/s Excellence Delivered (ExD) Pvt Ltd	Yes	Pakistan	Yes	Yes	Yes
7. M/s ISSM Labelling	Yes	Pakistan	Yes	Yes	Yes
8. M/s Naturetech (Pvt) Ltd	Yes	Pakistan	Yes	Yes	Yes

12. Detailed Technical Evaluation

The mandatory requirements and marking criteria for evaluation of proposals advertised in the Request for Proposal along with detailed proposal's evaluation, are submitted at **Annexure-III**. The summary of evaluation is mentioned below:

Sr.	Proposer	Compliance with Mandatory Criteria	Technical Score/ Marks (Maximum marks 60)
1.	M/s Tollink Pakistan Pvt Ltd	Compliant/ Technically qualified	49
2.	M/s Obsidian	Compliant/ Technically qualified	43
3.	M/s Dwisetech (Pvt) Ltd	Non-Compliant/ Non-Technically qualified	15
4.	M/s AJCL (Pvt) Ltd	Compliant/ Technically qualified	45
5.	M/s NRTC	Compliant/ Technically qualified	48
6.	M/s Excellence Delivered (ExD) Pvt Ltd	Compliant/ Technically qualified	46
7.	M/s ISSM Labelling	Compliant/ Technically qualified	48
8.	M/s Naturetech (Pvt) Ltd	Non-Compliant/ Non-Technically qualified	15
Note: The minimum technical score (St) required to pass is: Forty-Two (42) points / marks being 70% of total marks of 60 points/marks.			

13. Indicative Financial / Cost Analysis

The Bidding Document adopts a Single Stage - One Envelope procedure and requires the technical proposal to include an indicative price per installation point together with the component-wise price breakdown. The commercial submissions have therefore been reviewed as indicative cost information accompanying the technical proposals. The table below consolidates the quoted one-time and recurring cost structures of all eight bidders for transparency and record. Financial information of bidders found technically non-qualified is shown for record only and is not carried forward for POC, authorization, financial ranking or award.

For recurring charges, the three-year authorization period has been used solely for arithmetic consolidation: annual charges are multiplied by 3 and monthly charges by 36. Variable charges linked to SKU volume, security labels or production units cannot be fully quantified at this stage. The calculated aggregates are therefore indicative

arithmetic totals only and shall not be treated as normalized evaluated bid prices or used to rank the bidders, because the quoted commercial structures and cost inclusions/exclusions are not uniform.

Sr. No.	Bidder / Firm	Estimated One-Time Cost (PKR)	Estimated Recurring Cost (PKR)	Calculated 3-Year Aggregate*	Remarks / Calculation Basis
1	M/s Obsidian	PKR 2,455,000/- Hardware: PKR 1,155,000/- Deployment: PKR 500,000/- Software: PKR 800,000/-	PKR 6,000,000/- Annual SLA: PKR 2,000,000/-	PKR 8,455,000/-	Annual SLA: PKR 2,000,000 x 3 years = PKR 6,000,000. • Pricing is exclusive of shipment, on-site installation and applicable taxes. • Quoted tentative prices are subject to successful POC; final pricing may vary after POC depending on equipment configuration, performance validation and finalized scope.
2	M/s AJCL Pvt. Ltd.	PKR 9,591,771/-	PKR 19,808,568/- Monthly Maintenance per Line: PKR 550,238/- Per SKU Charge: PKR 1/-	PKR 29,400,339/- + PKR 1/- per SKU (actual)	Monthly maintenance: PKR 550,238 x 36 months = PKR 19,808,568. • Per-SKU charge will be costed as per actual. • Pricing is exclusive of all applicable taxes.
3	M/s DwiseTech	PKR 4,573,000/- Hardware: PKR 2,673,000/- Replacement Components: PKR 800,000/- Software Platform: PKR 800,000/- Installation & Commissioning: PKR 300,000/-	PKR 1,500,000/- Annual Support Agreement: PKR 500,000/-	PKR 6,073,000/- (Record only - technically non-qualified)	Annual support: PKR 500,000 x 3 years = PKR 1,500,000. • Pricing is exclusive of shipment and applicable taxes. • Quoted figures are indicative and contingent on successful POC; however, the bidder is technically non-qualified and is not carried forward.
4	M/s National Radio and Telecommunication Corporation (NRTC)	PKR 8,385,012/- Production Line Equipment per line: PKR 4,992,084/- Premises Equipment per site: PKR 3,392,928/-	PKR 4,173,120/- PKR 1,391,040/- per year per premises for a single line PKR 4.05 per security label	PKR 12,558,132/- + PKR 4.05 per security label (actual)	One-time: PKR 4,992,084 + PKR 3,392,928 = PKR 8,385,012. Recurring: PKR 1,391,040 x 3 years = PKR 4,173,120. • All prices are exclusive of applicable taxes; BDS 12 referred. • Three-year comprehensive warranty on hardware and software is included in one-time cost. • Security label cost cannot be fully quantified at this stage.

No.	Bidder / Firm	Estimated One-Time Cost (PKR)	Estimated Recurring Cost (PKR)	Calculated 3-Year Aggregate*	Remarks / Calculation Basis
5	M/s Excellence Delivered (ExD) Pvt. Ltd.	PKR 2,905,000/- Hardware: PKR 1,305,000/- One-Time Deployment: PKR 650,000/- Software: PKR 950,000/-	PKR 7,500,000/- Annual SLA: PKR 2,500,000/-	PKR 10,405,000/-	Annual SLA: PKR 2,500,000 x 3 years = PKR 7,500,000. • Pricing is exclusive of shipment and on-site installation. • Prices are exclusive of applicable taxes.
6	M/s ISSM Labeling Solutions Pvt. Ltd.	PKR 9,565,000/- inclusive of applicable taxes as quoted. PKR 8,105,932/- exclusive of GST as calculated. Separate amounts quoted for optional/additional components.	PKR 7,800,000/- Annual SLA: PKR 2,600,000/-	PKR 17,365,000/- (using quoted tax-inclusive one-time amount + 3-year SLA as quoted)	Annual SLA: PKR 2,600,000 x 3 years = PKR 7,800,000. • One-time ex-GST working: PKR 9,565,000 / 1.18 = PKR 8,105,932 (rounded). • Quoted rates are stated to be inclusive of applicable taxes. • Prices valid for 90 days. • Optional/additional components remain outside the aggregate unless actually required.
7	M/s Naturetech Pvt. Ltd.	PKR 2,000,000/- Equipment and Goods Cost	Minimum PKR 36,000,000/- per production line PKR 0.25/- per unit produced, subject to minimum monthly charge of PKR 1,000,000/- per production line, whichever is higher	Minimum PKR 38,000,000/- per production line (Record only - technically non-qualified; actual may be higher)	Minimum recurring: PKR 1,000,000 x 36 months = PKR 36,000,000 per production line. • Indicative prices; actual may vary. • Tax inclusion/exclusion is not stated. • Bidder is technically non-qualified and is not carried forward.
8	M/s Tollink Pakistan Pvt. Ltd.	PKR 7,408,427/- Hardware & Software: PKR 4,559,420/- Infrastructure: PKR 2,514,518/- Installation, Testing & Commissioning: PKR 334,489/-	PKR 4,798,872/- Monthly support per line: PKR 133,302/-	PKR 12,207,299/-	One-time: PKR 4,559,420 + PKR 2,514,518 + PKR 334,489 = PKR 7,408,427. Recurring: PKR 133,302 x 36 months = PKR 4,798,872. • Prices are exclusive of Sales Tax and quoted per line item. • Prices are based on current forex rates and taxes; changes will be adjusted accordingly.

*Calculated three-year aggregates are arithmetic consolidations of the displayed one-time and recurring amounts only. They do not represent evaluated/normalized bid prices and exclude variable or unquantified elements identified in the remarks.

Technical qualification treatment of financial information: The indicative commercial information of M/s DwiseTech and M/s Naturetech Pvt. Ltd. is reproduced for record only. Since both bidders failed the technical threshold, their prices have no bearing on the subsequent POC/authorization process. The remaining six technically qualified bidders proceed on the basis of technical qualification, not price ranking.

14. Combined Evaluation Status (Pre-POC)

The technical evaluation and indicative cost review result in the following pre-POC status. No bidder is ranked as Lowest or Most Advantageous Bid at this stage. Commercial information is retained to support transparency, reasonableness review and any subsequent determination of an upper price restriction/maximum fee, while progression to POC is governed by technical qualification.

Sr. No.	Bidder	Technical Score / 60	Technical %	Pre-POC Status
1	M/s Tollink Pakistan Pvt Ltd	49	81.67%	Technically Qualified - Proceed to POC
2	M/s Obsidian	43	71.67%	Technically Qualified - Proceed to POC
3	M/s DwiseTech	15	25.00%	Non-Technically Qualified - No further consideration
4	M/s AJCL Pvt. Ltd.	45	75.00%	Technically Qualified - Proceed to POC
5	M/s NRTC	48	80.00%	Technically Qualified - Proceed to POC
6	M/s Excellence Delivered (ExD) Pvt. Ltd.	46	76.67%	Technically Qualified - Proceed to POC
7	M/s ISSM Labeling Solutions Pvt. Ltd.	48	80.00%	Technically Qualified - Proceed to POC
8	M/s Naturetech Pvt. Ltd.	15	25.00%	Non-Technically Qualified - No further consideration

Note: The minimum technical score required to qualify is 42 marks out of 60 (70%). The POC is the next prescribed stage for technically qualified bidders. Indicative costs are not used to eliminate or rank technically qualified bidders at this pre-POC stage.

15. Pre-POC Evaluation Outcome, Recommendations and Publication

- M/s Tollink Pakistan Pvt Ltd, M/s Obsidian, M/s AJCL Pvt. Ltd., M/s NRTC, M/s Excellence Delivered (ExD) Pvt. Ltd. and M/s ISSM Labeling Solutions Pvt. Ltd. be declared technically qualified and invited to the Proof of Concept (POC) stage in accordance with Section V of the Bidding Document.
- M/s DwiseTech and M/s Naturetech Pvt. Ltd. be treated as technically non-qualified and not carried forward to POC/authorization. Their indicative financial information in this report is for record/transparency only.
- The indicative one-time and recurring cost structures, together with the three-year arithmetic consolidations above, be retained as commercial reference information without financial ranking. Variable charges (including per-SKU, security-label and per-unit charges), taxes, shipment/installation exclusions, optional components and site/line-specific cost bases shall be verified and normalized only if required for any subsequent price-cap/maximum-fee determination.
- Successful completion of the prescribed POC, including achievement of the minimum required solution accuracy of 95%, shall be a prerequisite for recommendation for authorization.
- Any final commercial terms/authorized fee or upper price restriction shall be determined/processed in accordance with the Bidding Document, the applicable statutory framework and approval of the competent forum, after reconciliation of the bidders' original price schedules, applicable taxes and the finalized configuration/scope following POC.
- Subject to the above compliances, FBR may issue none or more than one authorization.

The above pre-POC evaluation outcome and recommendations were finalized in the Combined Technical and Indicative Financial Evaluation Report dated 22nd September, 2026 and published for transparency. The published position identified six bidders as technically qualified for progression to the POC stage, while M/s DwiseTech and M/s NatureTech Pvt. Ltd. remained technically non-qualified with 15/60 marks each. The indicative commercial information was retained for record and transparency without financial ranking or declaration of a Lowest/Most Advantageous Bid.

1. Proof of Concept (POC) Proceedings and Results

Following publication of the pre-POC evaluation, Proof of Concept (POC) demonstrations were conducted at designated Packaged Tea manufacturing facilities in accordance with Section V (Scope of Work), Sub-section E(2) of the Bidding Document. The prescribed Solution Accuracy criterion required a minimum accuracy of 95% for passing; accuracy of 99% or above was rated "Preferred", accuracy from 95% to below 99% was rated "Satisfactory", and accuracy below 95% was rated "Unsatisfactory".

The POC record covers the six bidders that had been declared technically qualified in the published pre-POC evaluation. M/s NatureTech Pvt. Ltd. did not proceed to POC; its grievance/reconsideration proceedings are recorded separately in Section 17 below.

Sr.	Bidder / Firm	POC Date / Facility	Count Reconciliation / Accuracy	POC Result	Observation / Status
1	M/s Tollink Pakistan Pvt. Ltd.	13.10.2026 Islamabad Tea Company, Hattar	Manual 35 / System 35 100%	Pass - Preferred (100%)	Successfully qualified POC.
2	M/s Obsidian Technologies	13.10.2026 Islamabad Tea Company, Hattar	Manual 620 / System 620 100%	Pass - Preferred (100%)	Successfully qualified POC.
3	M/s DwiseTech (Pvt.) Ltd.	N/A	N/A	N/A	Technically non-qualified (15/60)
4	M/s AJCL (Pvt.) Ltd.	13.10.2026 Islamabad Tea Company, Hattar	Manual 349 / System 349 100%	Pass - Preferred (100%)	Successfully qualified POC. Hardware items recorded as partially compliant (Sr. 4 and 7 of POC report) to be brought into conformity with Section V at deployment.
5	M/s NRTC	25.09.2026 TAPAL Tea (Private) Limited	POC report records correct count against correct SKU of >=99%	Pass - Preferred (>=99%)	Successfully qualified POC for barcode scanning/counting solution only. Serialized security-stamp component is outside the Bidding Document and cannot be authorized under this procurement.
6	M/s Excellence Delivered (ExD) Pvt. Ltd.	13.10.2026 Islamabad Tea Company, Hattar	Manual 512 / System 512 100%	Pass - Preferred (100%)	Successfully qualified POC.
7	M/s ISSM Labelling Solutions Pvt. Ltd.	13.10.2026 Islamabad Tea Company, Hattar	Manual 10 / System 10 100%	Pass - Preferred (100%)	Successfully qualified POC.
8	M/s NatureTech Pvt. Ltd.	N/A	N/A	N/A	Technically non-qualified (15/60)

POC outcome: all six bidders that were technically qualified at the pre-POC stage successfully met the prescribed Solution Accuracy threshold and achieved the "Preferred" rating.

17. Grievance / Review Proceedings - M/s NatureTech Pvt. Ltd.

After publication of the pre-POC evaluation, M/s NatureTech Pvt. Ltd. submitted a formal grievance by email dated 26th September, 2026. Although the subject referred to review of the Pre-POC Financial Evaluation Report, the substance of the grievance challenged the technical evaluation of NatureTech, including its score of 15/60 marks, and requested criterion-wise observations, reconsideration of the technical proposal, an opportunity for clarification/demonstration, and processing of the grievance in accordance with the applicable procedure.

Date	Proceeding / Record	Evaluation Effect / Disposition
22.09.2026	Pre-POC Combined Technical and Indicative Financial Evaluation Report finalized/published. NatureTech recorded as non-technically qualified with 15/60 marks.	Baseline published evaluation.
26.09.2026	NatureTech submitted formal grievance seeking review/reconsideration of its technical evaluation and an opportunity to clarify/demonstrate technical capability.	Matter referred to grievance process.
05.10.2026	FBR Grievance Redressal Committee (GRC) heard NatureTech and reviewed the available record. The GRC unanimously recommended another opportunity by referring the case to the Technical Evaluation Committee for reconsideration and an opportunity to demonstrate technical capability as per Rules.	Reconsideration opportunity directed.
06.10.2026	An affidavit sworn by a Director of NatureTech was submitted listing customers/projects against Technical Evaluation Criteria Nos. 1, 2 and 3.	Placed before Technical Committee for examination.
15.10.2026	Technical Committee examined the affidavit against the Bidding Document and recorded that it was a self-declaration rather than the prescribed client-issued PO/contract or experience certificate; certain listed projects were described in future terms; and verification particulars were missing. Nevertheless, in deference to the GRC decision, NatureTech was afforded three working days to furnish prescribed client-issued supporting evidence for projects already included in its original technical bid, together with deployment dates/scope and client verification contacts.	Opportunity to substantiate original-bid claims provided; Committee letter stated that if the requisite documents were not received, 15/60 marks would stand finalized and submission would not itself create a right to qualification/POC.
19.10.2026	NatureTech expressly withdrew its grievance by email, stated that it did not wish to pursue the matter further, and requested that the matter be treated as closed. The prescribed supporting documents requested by the Committee were not furnished.	Grievance closed; no evidentiary basis arose to revise the technical evaluation.

Accordingly, the reconsideration opportunity directed by the GRC was operationalized by the Technical Committee through examination of the material placed on record and by affording NatureTech a further opportunity to provide the specific supporting documents prescribed in the Bidding Document. NatureTech did not furnish the requested client-issued supporting evidence and instead withdrew the grievance on 19th October, 2026. Consequently, the previously recorded technical evaluation of NatureTech - 15/60 marks and Non-Compliant / Non-Technically Qualified - remains unchanged and final for purposes of this procurement, and the bidder does not qualify for the POC/authorization stage.

1. Final Combined Evaluation Status (Post-POC)

The final post-POC position is derived from the published technical and indicative financial evaluation, the subsequent POC reports, and the completed grievance/reconsideration record. The indicative financial information remains as published at the pre-POC stage and is not used to rank bidders or to determine a single Lowest/Most Advantageous Bid. Final progression is based on technical qualification and successful POC, subject to the specific conditions recorded below.

Sr.	Bidder / Firm	Technical Evaluation	POC / Review Outcome	Final Post-POC Status
1	M/s Tollink Pakistan Pvt. Ltd.	49/60 Technically Qualified	POC: 100% - Preferred	Qualified post-POC; recommended for authorization, subject to applicable approvals/conditions.
2	M/s Obsidian Technologies	43/60 Technically Qualified	POC: 100% - Preferred	Qualified post-POC; recommended for authorization, subject to applicable approvals/conditions.
3	M/s DwiseTech (Pvt.) Ltd.	15/60 Non-Technically Qualified	N/A	Technical evaluation remains 15/60. Not qualified; not recommended for authorization.
4	M/s AJCL (Pvt.) Ltd.	45/60 Technically Qualified	POC: 100% - Preferred	Qualified post-POC; recommended for authorization, subject to bringing the POC-recorded partially compliant hardware items into conformity with Section V at deployment.
5	M/s NRTC	48/60 Technically Qualified	POC: >=99% - Preferred	Qualified post-POC for barcode scanning/counting solution; recommended for authorization for that solution only. Serialized security-stamp component excluded as outside bidding scope.
6	M/s Excellence Delivered (ExD) Pvt. Ltd.	46/60 Technically Qualified	POC: 100% - Preferred	Qualified post-POC; recommended for authorization, subject to applicable approvals/conditions.
7	M/s ISSM Labelling Solutions Pvt. Ltd.	48/60 Technically Qualified	POC: 100% - Preferred	Qualified post-POC; recommended for authorization, subject to applicable approvals/conditions.
8	M/s NatureTech Pvt. Ltd.	15/60 Non-Technically Qualified	N/A	Technical evaluation remains 15/60. Not qualified; not recommended for authorization.

19. Technical/ Financial Evaluation Committee - Final Recommendations

- a) M/s Tollink Pakistan Pvt. Ltd., M/s Obsidian Technologies, M/s AJCL (Pvt.) Ltd., M/s NRTC, M/s Excellence Delivered (ExD) Pvt. Ltd. and M/s ISSM Labelling Solutions Pvt. Ltd. have satisfied the technical threshold and successfully qualified the prescribed POC. They may therefore be recommended for the subsequent authorization process, subject to fulfillment of the Bidding Document, applicable statutory/regulatory requirements and approval of the competent forum.
- b) M/s DwiseTech (Pvt.) Ltd. and M/s NatureTech Pvt. Ltd. remain technically non-qualified with 15/60 marks, and are not qualified for authorization.
- c) The indicative one-time, recurring and three-year arithmetic cost information already published at the pre-POC stage shall remain on record for transparency and commercial reference only. No financial ranking or Lowest/Most Advantageous Bid determination is made among the successfully qualified vendors because the procurement is structured for authorization of multiple vendors and the commercial structures are not uniform.
- d) Any authorized fee, upper price restriction/maximum fee or other commercial safeguard, if required, shall be determined separately in accordance with the Bidding Document and applicable statutory framework after reconciliation of the original quoted cost structures, taxes, exclusions, variable charges and the final deployment configuration. Successful POC does not, by itself, alter the bidders' quoted commercial obligations or create entitlement beyond the authorization approved by the competent forum.
- e) Subject to the above, the final/post-POC evaluation may be approved and the six successfully qualified vendors may be processed for authorization in accordance with the applicable procedure.

Re: AUTHORIZED VENDORS FOR INSTALLATION AND MAINTENANCE OF PRODUCTION COUNTING SYSTEM IN PACKAGED TEA SECTOR EXAMINATION OF AFFIDAVIT DATED 06.10.2026 SUBMITTED IN PURSUANCE OF THE DECISION OF THE GRIEVAIICE REDRESSAL COMMITTEE

Zeshan <zeshan@naturetech.ltd>

Mon 10/19/2026 1:53 PM

To: Muhammad Ali Khan <secretaryexpenditure@fbr.gov.pk>;

Cc: Abdur Rehman <abdur.rehman@fbr.gov.pk>;

1 attachments (1 MB)

Image_005.pdf;

Dear Sir,

With reference to our grievance regarding the technical evaluation of our bid for **"Authorized Vendors for Installation and Maintenance of Production Counting System in Packaged Tea Sector"** (F. No. 7(3)/IR/TDU/2026), we hereby respectfully **withdraw our grievance and do not wish to pursue the matter further.**

We appreciate the opportunity provided by the Grievance Redressal Committee and FBR to present our position and thank the Committee for its time and consideration.

Kindly treat the matter as closed from our side.

Regards

Zeshan Ahmed

GM - Business, HR & Technology

NatureTech Ltd. | Plot 36, F Street 36, Block 6 P.E.C.H.S Karachi. | 0321 2663002

From: Muhammad Ali Khan <secretaryexpenditure@fbr.gov.pk>

Sent: Thursday, October 15, 2026 1:27 PM

To: Zeshan <zeshan@naturetech.ltd>

Subject: AUTHORIZED VENDORS FOR INSTALLATION AND MAINTENANCE OF PRODUCTION COUNTING SYSTEM IN PACKAGED TEA SECTOR EXAMINATION OF AFFIDAVIT DATED 06.10.2026 SUBMITTED IN PURSUANCE OF THE DECISION OF THE GRIEVAIICE REDRESSAL COMMITTEE

Please refer to the subject and find enclosed letter issued in this regard.

**GOVERNMENT OF PAKISTAN
REVENUE DIVISION
FEDERAL BOARD OF REVENUE

F. No. 7(3)/IR/TDU/2026/117091-R

Islamabad, the 15th October, 2026

M/s NatureTech (Private) Limited,
Attn: Mr. Muhammad Farhan Siddiqui, Director,
2nd Floor, S-41 A, Main Cantt Bazar,
Malir Cantt., Karachi.

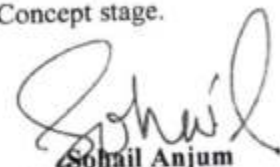
**Subject: AUTHORIZED VENDORS FOR INSTALLATION AND MAINTENANCE
OF PRODUCTION COUNTING SYSTEM IN PACKAGED TEA SECTOR —
EXAMINATION OF AFFIDAVIT DATED 06.10.2026 SUBMITTED IN
PURSUANCE OF THE DECISION OF THE GRIEVANCE REDRESSAL
COMMITTEE**

1. I am directed to refer to your grievance against the technical evaluation of your bid under Bid No. 7(3)/IR/TDU/2026, and afford you another opportunity in the light of the decision of the Grievance Redressal Committee (GRC) taken in its meeting held on 05.10.2026 and the affidavit sworn by Director of M/s NatureTech (Private) Limited on 06th October, 2026 listing customers/projects against Technical Evaluation Criteria No. 1, 2 and 3.
2. The affidavit has been examined by the Technical Committee with reference to the Bidding Document and the Public Procurement Rules, 2004, and the following position is conveyed:
 - (a) Section V, Sub-section D(01) of the Bidding Document prescribes the supporting documents for Criteria No. 1, 2 and 3 as "Previous clients' PO or experience certificate mentioning total number of projects". An affidavit sworn by the bidder's own Director is a self-declaration and not a client-issued purchase order or experience certificate; it therefore does not constitute the evidence prescribed in the Bidding Document.
 - (b) The affidavit was executed on 06th October, 2026, after the bid submission deadline of 20th August, 2026. In terms of ITB 27.1, responsiveness is determined on the contents of the bid itself, and under ITB 26.3, 27.5 and Rule 31 of the Public Procurement Rules, 2004, information that alters the evaluation of a bid or affects the ranking of bidders cannot be introduced after the opening of bids.
 - (c) The particulars of Customer/Project 2 and 3 under Criterion No. 3 (Fatima Board and Paper Mill; Bikiya Industries) and Customer/Project 3 under Criterion No. 1 (Aroma Perfumes) describe the intended scope in future terms ("will support", "will record", "will monitor"), whereas the criteria require projects in which the applicant "has deployed" the solution.

9/10/26
DA Taw

Abdullah

- (d) None of the projects listed carries the date, duration, value, location or client contact details required for verification under Section V (Item 6) of the Bidding Document. Confidentiality arrangements with customers do not relieve a bidder of the documentary requirements of the Bidding Document, which your firm accepted without reservation in its Letter of Bid.
3. Accordingly, the affidavit cannot be accepted as supporting evidence for the award of marks under Criteria No. 1, 2 and 3.
4. However, in deference to the decision of the GRC, your firm is hereby afforded an opportunity, limited strictly to such of the listed projects as were mentioned in your original technical bid submitted on or before 20th August, 2026, to submit the following within three (03) working days of the issuance of this letter:
- (a) a copy of the client's purchase order or contract (commercial terms may be redacted), or an experience certificate issued by the client on its letterhead, for each such project;
- (b) evidence that each such document was issued, and the deployment completed or operational, before 20th August, 2026, with the relevant dates;
- (c) the scope of the deployment, indicating the production line(s), counting technology and cloud/data-transmission component, as applicable to the relevant criterion; and
- (d) the name, designation, telephone number and e-mail address of an authorized representative of each client, to enable FBR to verify the document directly with the client.
5. Documents relating to any project not mentioned in your original technical bid, any new or additional information, or any modification of your technical proposal or indicative price will not be considered. All documents received shall be subject to independent verification by FBR, and any document found to be incorrect or misleading shall be dealt with in accordance with the Bidding Document and the Public Procurement Rules, 2004.
6. In case the requisite documents are not received within the stipulated time, the technical evaluation of your bid (15/60 marks) shall stand as finalized. The submission of documents shall not, by itself, create any right to qualification or to the Proof of Concept stage.



Sohail Anjum
Secretary, Technical Committee
Bid No. 7(3)/IR/TDU/2026, FBR, Islamabad

Copy for information to:

1. Chairman, Grievance Redressal Committee, FBR, Islamabad.
2. Chief (TDU), FBR, Islamabad.
3. Members, Technical Committee, Bid No. 7(3)/IR/TDU/2026.

Chief (TDU)
574

AUTHORIZED VENDORS FOR INSTALLATION AND MAINTENANCE
OF PRODUCTION COUNTING SYSTEM IN PACKAGED TEA SECTOR
EXAMINATION OF AFFIDAVIT DATED 06.10.2026 SUBMITTED IN
PURSUANCE OF THE DECISION OF THE GRIEVANCE REDRESSAL
COMMITTEE

Muhammad Ali Khan

Thu 10/15/2026 1:27 PM

To: zeshan@naturetech.ltd <zeshan@naturetech.ltd>;

1 attachments (1 MB)

Image_005.pdf;

Please refer to the subject and find enclosed letter issued in this regard.

Proof of Concept Report — Packaged Tea

Date: 13th October 2026

Vendor: M/s Excellence Delivered (ExD) (Pvt.) Ltd.

Facility: Islamabad Tea Company, Hattar

PoC Status: Successful

PoC Conducted by:

1. Mr. Shiraz Ali Khan, Secretary (TDU)
2. Mr. Abdur Rehman, Second Secretary (TDU)
3. Ms. Alishba, Second Secretary (TDU)

Objective:

The primary objective of this exercise was to evaluate the solution demonstrated by M/s Excellence Delivered (ExD) (Pvt.) Ltd. (hereinafter, 'the Vendor'). This Proof of Concept (POC) for the barcode scanning, sensor and counting solution for Packaged Tea was conducted on one installation point — the tea packing line of Islamabad Tea Company, Hattar (hereinafter, 'the manufacturer') — in adherence to the Proof of Concept Tests specified in Section V (Scope of Work), Sub-section E(2) of the Bidding Document (Bid No. 7(3)/IR/TDU/2026).

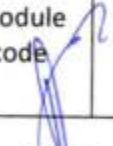
Vendor's Bid and Compliance with the RFP:

The Vendor submitted its Technical Proposal dated 20th August 2026 under the Single Stage – One Envelope procedure and was declared technically qualified in the Combined Technical and Indicative Financial Evaluation Report with a technical score of 46/60 (76.67%). The Vendor's proposal is aligned with the solution prescribed in Section V of the Bidding Document, as summarised below:

Sr.	RFP Requirement (Section V)	Vendor's Proposal	Status
1	Barcode scanning at labelling stage, cross-validated with SKU on the conveyor	Fixed-mount industrial barcode scanners (1D/2D/multi-code, 40,000–60,000 units/hour) at labelling stage and along the line, with a verification module	Compliant
2	Unit counting through object-detection sensors with cross-validation	Photoelectric / ultrasonic / laser / retro-reflective sensors after the labelling stage, with dual-sensor cross-validation	Compliant
3	Camera at scanning site, NVR with minimum one-month retention	Industrial IP cameras (1080p, 30 fps) and encrypted NVR with one-month video retention per line	Compliant
4	IPC/PLC with minimum two months' local data storage	Industrial PC (Core i7, 1TB SSD) with PLC; local storage of two months per line	Compliant
5	SKU registration and management module	SKU registration and management module for categories, brands, SKUs and barcode types	Compliant


Shiraz Ali
Secretary


Abdur Rehman
Second Secretary


Alishba
Second Secretary

Sr.	RFP Requirement (Section V)	Vendor's Proposal	Status
6	Alerts for malfunction, obstruction, outage and unidentified SKU	Configurable alert management covering all prescribed categories	Compliant
7	Secure transmission to FBR, back-up connectivity, 99% uptime	Encrypted VPN / REST API with TLS to FBR Cloud; vendor back-up connectivity; 99% daily uptime	Compliant
8	Electrical cabinet IP66/IP67, UPS backup	Lockable IP66/IP67 electrical cabinet; UPS with minimum 2-hour backup	Compliant

Solution Topology:

For the purpose of this POC, the Vendor installed its fixed-mount barcode scan module at the scanning point of the manufacturer's tea packing line, together with an object-detection sensor for unit counting, connected to the Vendor's edge processing unit. As each tea pack passed the scanning point, the system read the barcode printed on the pack to identify the product (SKU), detected the physical passage of the unit, and counted it against the identified SKU.

The captured production data was transmitted to the Vendor's web-based dashboard, where the facility (Islamabad Tea, Hattar) was registered as a monitored site with one production lane and the registered SKU, and the cumulative count of manufactured units was displayed in real time.

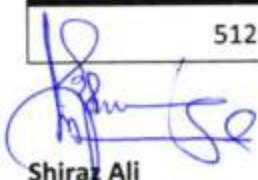
POC Results

The POC was evaluated against the criteria defined under Proof of Concept Tests in Section V (Scope of Work), Sub-section E(2) of the Bidding Document, reproduced below with the result obtained:

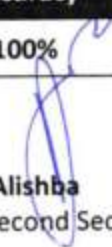
Sr. No.	Metric	Requirement	Qualification Criteria	Result
1	Solution Accuracy	Correctly detect and dynamically identify SKU for packs, pouches, tea bags, plastic bottles, change in SKU, and count number of units against the relevant SKU on a running production line.	Pass: 95% (or higher percentage) correct count of units against correct SKU. ≥ 99%: Preferred ≥ 95% & < 99%: Satisfactory < 95%: Unsatisfactory	Pass Preferred (100%)

Count Reconciliation:

Manual Count	Units Counted by System	Accuracy
512	512	100%


Shiraz Ali
Secretary


Abdur Rehman
Second Secretary


Alishba
Second Secretary

Test Observations:

(a) Barcode reading and SKU identification: The Vendor's fixed-mount barcode scan module consistently read the barcodes on the tea packs passing the scanning point on the running line and identified the product (SKU) without manual intervention. The scanner's performance during the test was excellent.

(b) Count against the relevant SKU: Each scanned unit was counted against the identified SKU. The Vendor's dashboard recorded 512 units manufactured against the registered SKU on the single production lane during the test window, which matched the manual count of 512 units exactly, giving a correct count of 100%. No unit was missed or counted twice.

(c) Data transmission and dashboard: Production data was transmitted from the installation point to the Vendor's web-based dashboard, which displayed the site, SKU, lane and cumulative production count, with options to view detected frames and network/device logs.

(d) Running production line: The test was carried out on the manufacturer's running production line under normal operating conditions, without any modification to the manufacturer's packing or conveying equipment.

POC Images



Image 1 — The Vendor's fixed-mount barcode scan module reading packs at the scanning point of the tea packing line


Shiraz Ali
Secretary


Abdur Rehman
Second Secretary


Alishba
Second Secretary

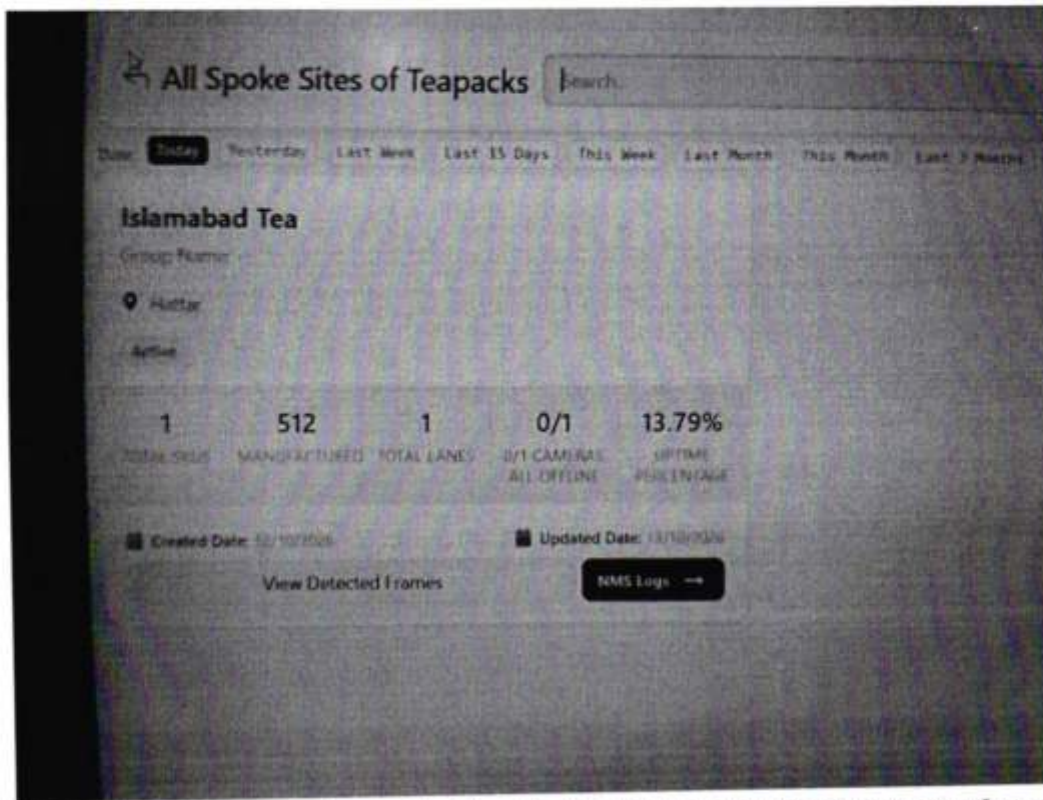


Image 2 — The Vendor's dashboard showing the Islamabad Tea (Hattar) site with 512 units manufactured against the registered SKU

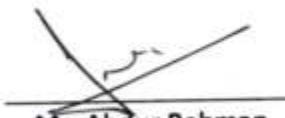
Conclusions

The POC demonstrated that the Vendor's barcode scanning and counting solution correctly reads the barcode on each tea pack on a running production line, identifies the SKU, counts the units against the relevant SKU, and transmits the production data to a web-based dashboard, in line with the solution prescribed in Section V of the Bidding Document and the Vendor's Technical Proposal.

Against the 'Solution Accuracy' metric, the system count of 512 units matched the manual count of 512 units, giving a correct count of units against correct SKU of 100%, and the solution is accordingly rated 'Preferred' ($\geq 99\%$).

Based on the above, M/s Excellence Delivered (ExD) (Pvt.) Ltd. has successfully qualified the Proof of Concept for the Packaged Tea sector, with a 'Preferred' rating (100%) under the Solution Accuracy criterion.


Mr. Shiraz Ali Khan
 Secretary, TDU


Mr. Abdur Rehman
 Second Secretary, TDU


Ms. Alishba
 Second Secretary, TDU


Shiraz Ali
 Secretary


Abdur Rehman
 Second Secretary


Alishba
 Second Secretary

Proof of Concept Report — Packaged Tea

Date: 13th October 2026

Vendor: M/s ISSM Labelling Solutions (Pvt.) Ltd.

Facility: Islamabad Tea Company, Hattar

PoC Status: Successful

PoC Conducted by:

1. Mr. Shiraz Ali Khan, Secretary (TDU)
2. Mr. Abdur Rehman, Second Secretary (TDU)
3. Ms. Alishba, Second Secretary (TDU)

Objective:

The primary objective of this exercise was to evaluate the solution demonstrated by M/s ISSM Labelling Solutions (Pvt.) Ltd. (hereinafter, 'the Vendor'). This Proof of Concept (POC) for the barcode scanning, sensor and counting solution for Packaged Tea was conducted on one installation point — the tea packing line of Islamabad Tea Company, Hattar (hereinafter, 'the manufacturer') — in adherence to the Proof of Concept Tests specified in Section V (Scope of Work), Sub-section E(2) of the Bidding Document (Bid No. 7(3)/IR/TDU/2026).

Vendor's Bid and Compliance with the RFP:

The Vendor submitted its Technical Proposal dated 20th August 2026 under the Single Stage – One Envelope procedure, in technical partnership with M/s WorkCycle Technologies, and was declared technically qualified in the Combined Technical and Indicative Financial Evaluation Report with a technical score of 48/60 (80.00%). The Vendor proposes its Digital Eye production counting platform, currently deployed for FBR in other sectors, and is an authorized vendor of FBR for the barcode scanning and counting solution in the Beverages sector. The Vendor's proposal is aligned with the solution prescribed in Section V of the Bidding Document, as summarised below:

Sr.	RFP Requirement (Section V)	Vendor's Proposal	Status
1	Barcode scanning at labelling stage, cross-validated with SKU on the conveyor (Scanner #1 / #2)	Dual industrial barcode scanners at the labelling stage and conveyor; Scanner #2 cross-validates the SKU read of Scanner #1, with dynamic SKU-change detection	Compliant
2	Unit counting through object-detection sensors with cross-validation	Dual object/unit sensors (through-beam ultrasonic, laser or photoelectric, IP67) cross-checking counts, reinforced by a computer-vision model	Compliant
3	Camera at scanning site, NVR with minimum one-month retention	IP camera per installation point; NVR with two months' video retention as standard, AES encryption	Compliant


Shiraz Ali
Secretary


Abdur Rehman
Second Secretary


Alishba
Second Secretary

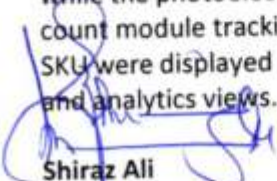
Sr.	RFP Requirement (Section V)	Vendor's Proposal	Status
4	IPC/PLC with minimum two months' local data storage	GPU-accelerated Industrial PC (Core i7-class, 1 TB SSD, RAID-1) with PLC (14/10 I/O)	Compliant
5	SKU registration and management module	Self-service SKU management — new SKUs added by scanning a reference barcode, without vendor intervention	Compliant
6	Alerts for malfunction, obstruction, outage, unidentified SKU and discrepancies	Alert framework covering obstruction, connectivity loss, unidentified SKU, scanner and sensor mismatch and zero production, with response SLAs	Compliant
7	Secure transmission to FBR, back-up connectivity, 99% uptime	Outbound-only VPN / TLS 1.3 transmission with local buffering; cellular back-up connectivity at every site; 99% daily uptime	Compliant
8	Electrical cabinet IP66/IP67 (food-grade), UPS backup	IP66/IP67 food-grade stainless-steel cabinet; UPS with 2-hour backup for all on-premises devices	Compliant

Solution Topology:

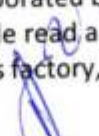
For the purpose of this POC, the Vendor installed a fixed-mount industrial barcode reader at the packing machine of the manufacturer's tea packing line, connected to its Digital Eye 'Package Tea' application, in which two deployments were running — a packet count module and a barcode read module. Unit counting was performed through a photoelectric counting sensor installed on the line, which registers the physical passage of each pack, and was corroborated by the packet count module, which uses a camera over the outfeed of the flow-wrap packing machine with an object tracker and a defined counting region and counting line. The barcode reader used in the POC has the following specifications:

Parameter	Specification
Barcode reader model	MV-IDC005X-12MW
Lens / sensor	1.3 megapixel
Resolution	1280 × 1024
Read speed	40 reads per second

As each pack passed the reading point, the reader detected the barcode label on the pack (marked by a bounding box on the live view), decoded it and identified the SKU against the registered SKU database, while the photoelectric sensor counted each pack passing the counting point, corroborated by the packet count module tracking each pack across the counting line. The live view, last barcode read and identified SKU were displayed in real time on the Vendor's web dashboard, which also provides factory, deployment and analytics views.


Shiraz Ali
Secretary


Abdur Rehman
Second Secretary


Alishba
Second Secretary

POC Results

The POC was evaluated against the criteria defined under Proof of Concept Tests in Section V (Scope of Work), Sub-section E(2) of the Bidding Document, reproduced below with the result obtained:

Sr. No.	Metric	Requirement	Qualification Criteria	Result
1	Solution Accuracy	Correctly detect and dynamically identify SKU for packs, pouches, tea bags, plastic bottles, change in SKU, and count number of units against the relevant SKU on a running production line.	Pass: 95% (or higher percentage) correct count of units against correct SKU. ≥ 99%: Preferred ≥ 95% & < 99%: Satisfactory < 95%: Unsatisfactory	Pass Preferred (100%)

Count Reconciliation:

Manual Count (verified)	Units Counted by System	Accuracy
10	10 (count 777 → 787)	100%

Test Observations:

(a) **Barcode reading and SKU identification:** The Vendor's MV-IDC005X-12MW barcode reader consistently detected and decoded the barcode on the packs passing the reading point on the running line. The last barcode read (8964000752913) was correctly identified on the dashboard as the SKU '6g Leaf Blend', without manual intervention.

(b) **Count against the relevant SKU:** During the test window, the packet count on the Vendor's dashboard advanced from 777 to 787 as packs exited the flow-wrap packing machine, i.e. 10 packs counted by the system through the photoelectric counting sensor and the packet count module. The packs were counted manually by the POC committee over the same window, and the system count matched the manually verified count of 10 packs exactly, giving a correct count of 100%. No unit was missed or counted twice.

(c) **Live monitoring and dashboard:** The Vendor's Digital Eye dashboard displayed, in real time, the live view of the counting point at 10 fps with each tracked pack boxed and the counting line and region marked, the running packet count with date and time zone, and the live view of the reading point with each detected label boxed, the last barcode read and the identified SKU. Both the packet count and barcode read deployments were shown as running.

(d) **Running production line:** The test was carried out on the manufacturer's running production line under normal operating conditions, without any modification to the manufacturer's packing equipment.


Shiraz Ali
Secretary


Abdur Rehman
Second Secretary


Alishba
Second Secretary

POC Images



Image 1 — The Vendor's Digital Eye dashboard with packet count and barcode read deployments running, showing last barcode 8964000752913 identified as SKU '6g Leaf Blend'



Image 2 — Live view from the barcode reader with the detected barcode label boxed on the pack (frame from POC video)


Shiraz Ali
Secretary


Abdur Rehman
Second Secretary


Alishba
Second Secretary



Image 3 — Photoelectric counting sensor installed on the line for unit counting

Packet count

Live at 10 fps — the rate this camera sends — with the tracker's boxes drawn over it. The dotted area is outside the counting region.



COUNT
777
2026-10-13 14:00:00

Image 4 — Packet count module at the start of the test window — count 777, with tracked packs and counting line on the flow-wrap machine outfeed


Shiraz Ali
Secretary


Abdul Rehman
Second Secretary


Alishba
Second Secretary

Packet count

Live at 10 fps — the rate this camera sends — with the tracker's boxes drawn over it. The demand area is outside the counting region.

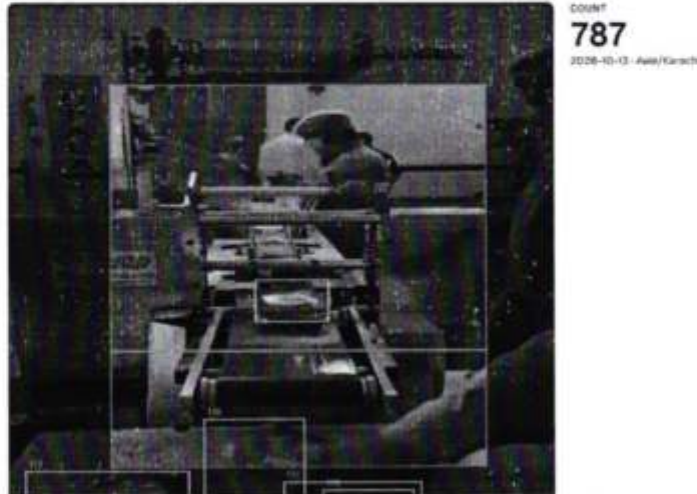


Image 5 — Packet count module at the end of the test window — count 787 (10 packs counted), matching the manual count

Conclusions

The POC demonstrated that the Vendor's barcode scanning and counting solution correctly reads the barcode on each tea pack on a running production line, identifies the SKU, counts the units against the relevant SKU through its photoelectric counting sensor, and transmits the production data to a web-based dashboard, in line with the solution prescribed in Section V of the Bidding Document and the Vendor's Technical Proposal.

Against the 'Solution Accuracy' metric, the system count of 10 packs matched the manually verified count of 10 packs, giving a correct count of units against correct SKU of 100%, and the solution is accordingly rated 'Preferred' ($\geq 99\%$).

Based on the above, M/s ISSM Labelling Solutions (Pvt.) Ltd. has successfully qualified the Proof of Concept for the Packaged Tea sector, with a 'Preferred' rating (100%) under the Solution Accuracy criterion.

Mr. Shiraz Ali Khan
Secretary, TDU

Mr. Abdur Rehman
Second Secretary, TDU

Ms. Alishba
Second Secretary, TDU

Shiraz Ali
Secretary

Abdur Rehman
Second Secretary

Alishba
Second Secretary

Proof of Concept Report — Packaged Tea

Date: 13th October 2026

Vendor: M/s AJCL (Pvt.) Ltd.

Facility: Islamabad Tea Company, Hattar

PoC Status: Successful

PoC Conducted by:

1. Mr. Shiraz Ali Khan, Secretary (TDU)
2. Mr. Abdur Rehman, Second Secretary (TDU)
3. Ms. Alishba, Second Secretary (TDU)

Objective:

The primary objective of this exercise was to evaluate the solution demonstrated by M/s AJCL (Pvt.) Ltd. (hereinafter, 'the Vendor'). This Proof of Concept (POC) for the barcode scanning, sensor and counting solution for Packaged Tea was conducted on one installation point — the tea packing line of Islamabad Tea Company, Hattar (hereinafter, 'the manufacturer') — in adherence to the Proof of Concept Tests specified in Section V (Scope of Work), Sub-section E(2) of the Bidding Document (Bid No. 7(3)/IR/TDU/2026).

Vendor's Bid and Compliance with the RFP:

The Vendor submitted its Technical Bid dated 20th August 2026 under the Single Stage – One Envelope procedure and was declared technically qualified in the Combined Technical and Indicative Financial Evaluation Report with a technical score of 45/60 (75.00%). The Vendor is the local member of the consortium operating FBR's Track and Trace System for the Tobacco, Cement, Sugar and Fertiliser sectors, and has also successfully demonstrated the Proof of Concept of the barcode scanning and counting solution in the Beverages sector, in which it is an authorized vendor. The Vendor's proposal against the requirements of Section V of the Bidding Document is summarised below:

Sr.	RFP Requirement (Section V)	Vendor's Proposal	Status
1	Industrial barcode scanning at the labelling stage with SKU identification	Fixed-mount industrial barcode/QR/Data Matrix reader at the labelling point capturing category, brand, SKU, line and timestamp, with duplicate and unreadable-code flagging	Compliant
2	Object-detection sensors for unit counting, cross-validated against scanner reads	Object-detection and counting sensor providing an independent physical count, cross-referenced against the barcode-scan count	Compliant
3	Camera at scanning site, NVR with minimum one-month retention	AI video analytics camera with edge AI unit (NVIDIA Jetson Orin-class) and NVR for evidence retention	Compliant


Shiraz Ali
Secretary


Abdur Rehman
Second Secretary


Alishba
Second Secretary

Sr.	RFP Requirement (Section V)	Vendor's Proposal	Status
4	Industrial PC (Core i7 or higher, minimum 1 TB SSD) and PLC	Industrial edge PC (Core i5, 8 GB RAM) for local capture, buffering and encryption	Partially compliant
5	SKU registration, dashboard and secure integration with FBR	Role-based web dashboard with SKU registration; TLS-encrypted API integration with FBR's Control Center; primary and DR sites	Compliant
6	Alerts and technical support	Exception, reconciliation-variance and device-health alerts; 24/7 support with 15-minute response and on-site technician within 2 hours for critical issues	Compliant
7	Electrical cabinet IP66/IP67, UPS with 2-hour backup	Industrial enclosure; 1 kVA online UPS with minimum 30-minute backup	Partially compliant

The partially compliant items (Sr. 4 and 7) are hardware specifications that the Vendor shall bring in conformity with Section V of the Bidding Document at the time of deployment.

Solution Topology:

For the purpose of this POC, the Vendor installed a Cognex DataMan fixed-mount industrial barcode scanner and a Fotek A3R-1MX photoelectric product sensor at the scanning point of the manufacturer's tea packing line, together with a Dahua surveillance camera covering the line. The devices were connected to the Vendor's 'Production Monitor' application running on an edge computer, with live status of the scanner, sensor, camera, database and network displayed on screen.

As each pack passed the scanning point, the photoelectric sensor registered the physical passage of the unit (trigger count), while the barcode scanner read the barcode printed on the packs to identify the SKU against the registered SKU — 47gm Islamabad Tea (barcode 8964001085065). The application maintained a product-wise count summary, a live event log, continuous surveillance recording, and transmitted the data to the Vendor's web dashboard with an alerts registry.


Shiraz Ali
Secretary


Abdur Rehman
Second Secretary


Alishba
Second Secretary

POC Results

The POC was evaluated against the criteria defined under Proof of Concept Tests in Section V (Scope of Work), Sub-section E(2) of the Bidding Document, reproduced below with the result obtained:

Sr. No.	Metric	Requirement	Qualification Criteria	Result
1	Solution Accuracy	Correctly detect and dynamically identify SKU for packs, pouches, tea bags, plastic bottles, change in SKU, and count number of units against the relevant SKU on a running production line.	Pass: 95% (or higher percentage) correct count of units against correct SKU. ≥ 99%: Preferred ≥ 95% & < 99%: Satisfactory < 95%: Unsatisfactory	Pass Preferred (100%)

Count Reconciliation:

Manual Count (verified)	Units Counted by System (Product Sensor)	Accuracy
349	349	100%

Test Observations:

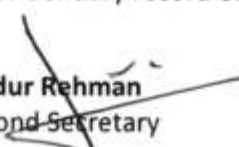
(a) Unit count: The packs passing the scanning point during the test were counted manually by the POC committee. The Vendor's photoelectric product sensor recorded a trigger count of 349 products, which matched the manually verified count of 349 packs exactly, giving a correct unit count of 100%. No unit was missed or counted twice.

(b) Barcode reading and SKU identification: In the Vendor's solution, the role of the barcode scanner is to read the barcode and identify the SKU, while the counting of units is performed by the photoelectric product sensor. The Cognex scanner read the barcode 8964001085065 on the packs and correctly identified the SKU as '47gm Islamabad Tea' against the registered SKU database, and the units counted by the sensor were attributed to this SKU. The Cognex scanner had additionally been configured to keep its own tally of reads; this was not required, as the count of record was obtained from the product sensor, and the scanner's tally was therefore not used for evaluation.

(c) Cross-validation and alerts: The system continuously cross-validates the sensor count against the scanner reads. On the Vendor's dashboard, a 'Sensor Count Divergence' alert was raised as critical when the sensor count increased without a corresponding scanner read, with a recommended corrective action (inspect barcode print / align scanner optics) and an acknowledgement option, demonstrating the alert mechanism required under Section V of the Bidding Document.

(d) Live monitoring and evidence: The application displayed the live status of the scanner, sensor, camera, database and network, a time-stamped event log for each unit, and continuous surveillance recording of the line from the Dahua camera, providing an evidentiary record of production.


Shiraz Ali
Secretary


Abdur Rehman
Second Secretary


Alishba
Second Secretary

(e) **Running production line:** The test was carried out on the manufacturer's running production line under normal operating conditions, without any modification to the manufacturer's packing or conveying equipment.

POC Images



Image 1 — The Vendor's Cognex DataMan fixed-mount barcode scanner installed at the scanning point



Image 2 — Dahua surveillance camera installed by the Vendor on the production floor

Shiraz Ali
Secretary

Abdur Rehman
Second Secretary

Alishba
Second Secretary

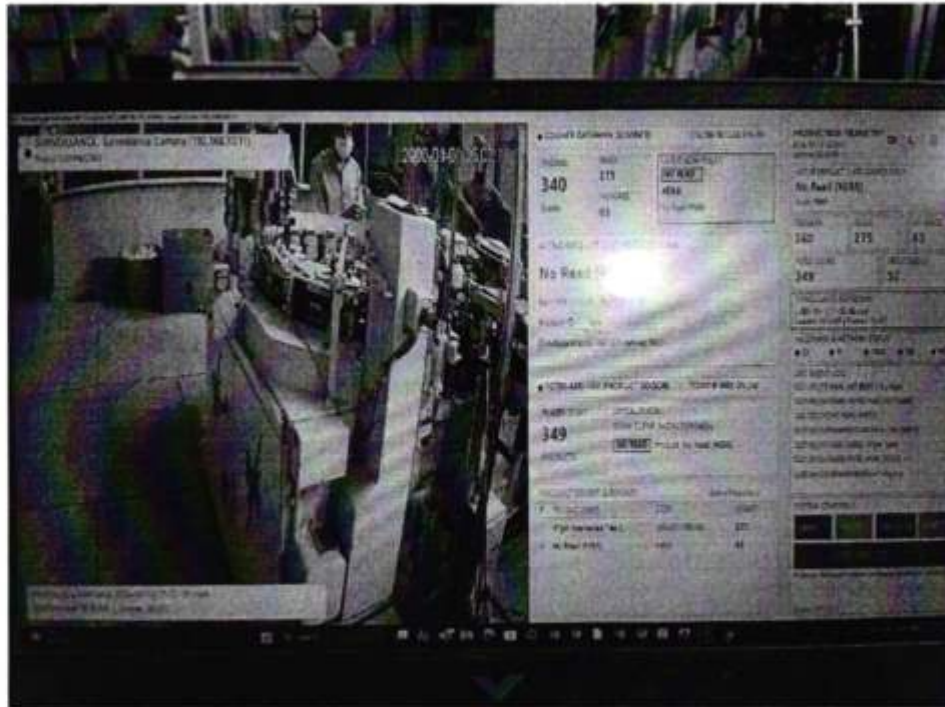


Image 3 — Vendor's Production Monitor showing live surveillance feed, scanner and sensor status, and production telemetry



Image 4 — Product sensor trigger count of 349 products (count of record), SKU identification and live event log


Shiraz Ali
 Secretary


Abdur Rehman
 Second Secretary


Alishba
 Second Secretary



Image 5 — Critical 'Sensor Count Divergence' alert on the Vendor's dashboard with recommended corrective action

Conclusions

The POC demonstrated that the Vendor's barcode scanning and counting solution counts every unit on a running production line through its photoelectric product sensor, correctly identifies the SKU by reading the barcode on the packs, cross-validates sensor counts against scanner reads with automated alerts, and transmits the production data to a web-based dashboard, in line with the solution prescribed in Section V of the Bidding Document and the Vendor's Technical Proposal.

Against the 'Solution Accuracy' metric, the system count of 349 units matched the manually verified count of 349 units, giving a correct count of units against the correct SKU of 100%, and the solution is accordingly rated 'Preferred' ($\geq 99\%$).

Based on the above, M/s AJCL (Pvt.) Ltd. has successfully qualified the Proof of Concept for the Packaged Tea sector, with a 'Preferred' rating (100%) under the Solution Accuracy criterion.


Mr. Shiraz Ali Khan
Secretary, TDU


Mr. Abdur Rehman
Second Secretary, TDU


Ms. Alishba
Second Secretary, TDU


Shiraz Ali
Secretary


Abdur Rehman
Second Secretary


Alishba
Second Secretary

Proof of Concept Report — Packaged Tea

Date: 13th October 2026

Vendor: M/s Tollink Pakistan (Pvt.) Ltd.

Facility: Islamabad Tea Company, Hattar

PoC Status: Successful

PoC Conducted by:

1. Mr. Shiraz Ali Khan, Secretary (TDU)
2. Mr. Abdur Rehman, Second Secretary (TDU)
3. Ms. Alishba, Second Secretary (TDU)

Objective:

The primary objective of this exercise was to evaluate the solution demonstrated by M/s Tollink Pakistan (Pvt.) Ltd. (hereinafter, 'the Vendor'). This Proof of Concept (POC) for the barcode scanning, sensor and counting solution for Packaged Tea was conducted on one installation point — the tea packing line of Islamabad Tea Company, Hattar (hereinafter, 'the manufacturer') — in adherence to the Proof of Concept Tests specified in Section V (Scope of Work), Sub-section E(2) of the Bidding Document (Bid No. 7(3)/IR/TDU/2026).

Vendor's Bid and Compliance with the RFP:

The Vendor submitted its Technical Proposal and Indicative Price dated 25th August 2026 under the Single Stage – One Envelope procedure, in technical partnership with M/s All Soft Corp, and was declared technically qualified in the Combined Technical and Indicative Financial Evaluation Report with a technical score of 49/60 (81.67%). The Vendor is also an authorized vendor of FBR for the barcode scanning and counting solution in the Beverages sector. The Vendor's proposal is aligned with the solution prescribed in Section V of the Bidding Document, as summarised below:

Sr.	RFP Requirement (Section V)	Vendor's Proposal	Status
1	Industrial barcode scanners at labelling stage and conveyor, cross-validated (Scanner #1 / #2)	Two Keyence SR-1000W industrial 1D/2D barcode readers per line with two Keyence LR-W70C trigger sensors	Compliant
2	Object-detection sensors for unit counting after the labelling stage	Keyence PZ-V72P photoelectric counting sensor per line	Compliant
3	PLC and Industrial PC for data ingestion, timestamping and local storage	Keyence KV-5000 PLC with KV-L20 unit and HMI (supports two barcode readers); industrial-grade PC as per FBR specifications	Compliant
4	Camera at scanning site, NVR with minimum one-month retention	Hikvision 6 MP CCTV camera and NVR with HDD for 24/7 site monitoring	Compliant


Shiraz Ali
Secretary


Abdur Rehman
Second Secretary


Alishba
Second Secretary

Sr.	RFP Requirement (Section V)	Vendor's Proposal	Status
5	SKU registration, dashboard and integration with FBR	Cloud-based Production Counting System software (FBR version) with on-site 43-inch LED display and workstation	Compliant
6	Secure network and connectivity	Industrial Ethernet switch, PoE switch and Fortinet FortiGate 40F hardware firewall	Compliant
7	Electrical cabinet, protective guards, UPS with 2-hour backup	Electrical cabinet, safety guards and mounting kits, 1.5 kVA UPS with battery bank for 2-hour backup of all on-premises devices	Compliant
8	Indicative price per installation point with component-wise breakdown	Itemised per-line and per-site price schedule (hardware, software, site infrastructure and installation) submitted with the bid	Compliant

Solution Topology:

For the purpose of this POC, the Vendor installed its barcode scanning and counting point on the manufacturer's tea packing line, comprising an industrial barcode reader and a photoelectric counting sensor mounted on the line, connected to the Vendor's processing unit and an on-site display running the Vendor's 'Production Monitoring and Tracking System' application.

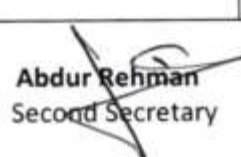
Before the run, the SKU under test — Islamabad Tea Leaf Blend 47g (SKU name 'ITC 47g', barcode 8964001085065) — was set in the system as the expected SKU. As each pack passed the scanning point, the system read the barcode printed on the pack, matched the read code against the set SKU code, detected the physical passage of the unit through the counting sensor, and incremented the count against that SKU on the display.

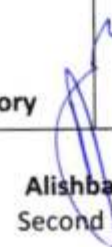
POC Results

The POC was evaluated against the criteria defined under Proof of Concept Tests in Section V (Scope of Work), Sub-section E(2) of the Bidding Document, reproduced below with the result obtained:

Sr. No.	Metric	Requirement	Qualification Criteria	Result
1	Solution Accuracy	Correctly detect and dynamically identify SKU for packs, pouches, tea bags, plastic bottles, change in SKU, and count number of units against the relevant SKU on a running production line.	Pass: 95% (or higher percentage) correct count of units against correct SKU. ≥ 99%: Preferred ≥ 95% & < 99%: Satisfactory < 95%: Unsatisfactory	Pass Preferred (100%)


Shiraz Ali
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Abdur Rehman
Second Secretary


Alishba
Second Secretary

Count Reconciliation:

Test	Manual Count (verified)	Units Counted by System	Accuracy
Test 1	20	20	100%
Test 2	15	15	100%
Total	35	35	100%

Test Observations:

(a) **Barcode reading and SKU identification:** The Vendor's barcode reader read the barcode on each Islamabad Tea Leaf Blend 47g pack passing the scanning point. The read code (8964001085065) matched the set SKU code on the display in every instance, confirming correct identification of the SKU without manual intervention.

(b) **Count against the relevant SKU:** On the Vendor's display, the 'Starting Count' field records the unit (pack) count. It showed 0 at the start of the test; a total of 20 packs were then run through the scanning point, and the pack count advanced to 20 against the SKU 'ITC 47g', exactly matching the manual count of 20 packs (Test 1). A second run of 15 packs was then carried out (Test 2), in which the system again recorded 15 packs against the same SKU. The packs in both tests were counted manually by the POC committee, and the system counts were verified against these manual counts. Across both tests, 35 of 35 packs were counted correctly, giving a correct count of 100%. No unit was missed or counted twice.

(c) **Cloud dashboard:** The production data of Test 2 was transmitted from the installation point (IPC line ID 01) to the Vendor's web-based production monitoring dashboard ('Linecount'), which displayed the facility (Islamabad Tea), the line (Packet Tea Box), the SKU currently in production (Packaged Tea Box 47g, barcode 8964001085065), a total product count of 15 units matched to the registered SKU, and 0 unknown products (0.0% unregistered barcodes).

(d) **Dual-scanner cross-validation and alert:** The Vendor's system reads each pack at two points — the start of line (labelling stage) and the end of line (conveyor) — and displays both reads separately. The cross-validation function was tested during the POC by passing a pack without a valid read at the start-of-line scanner. The end-of-line scanner read the code 8964001085065, the start-of-line read was shown as 'ERROR', and the system immediately raised a 'CODES MISMATCH' alert on the display. This demonstrates cross-validation between Barcode Scanner #1 and Barcode Scanner #2 and the discrepancy alert required under Section V of the Bidding Document.

(e) **Aggregate carton count:** The 'Ending Count' field on the display is meant for aggregation of packs into cartons. Aggregate carton counting is not within the scope of the RFP, which requires counting of units against the relevant SKU; this field was therefore not evaluated, and its value of 0 has no bearing on the result of this POC.

(f) **Counting sensor:** The photoelectric counting sensor mounted on the line detected the passage of each pack and registered it in synchronisation with the barcode read.



Shiraz Ali
Secretary



Abdur Rehman
Second Secretary



Alishba
Second Secretary

(g) **Running production line:** The test was carried out on the manufacturer's running production line under normal operating conditions, without any modification to the manufacturer's packing or conveying equipment.

POC Images



Image 1 — The Vendor's photoelectric counting sensor mounted on the tea packing line

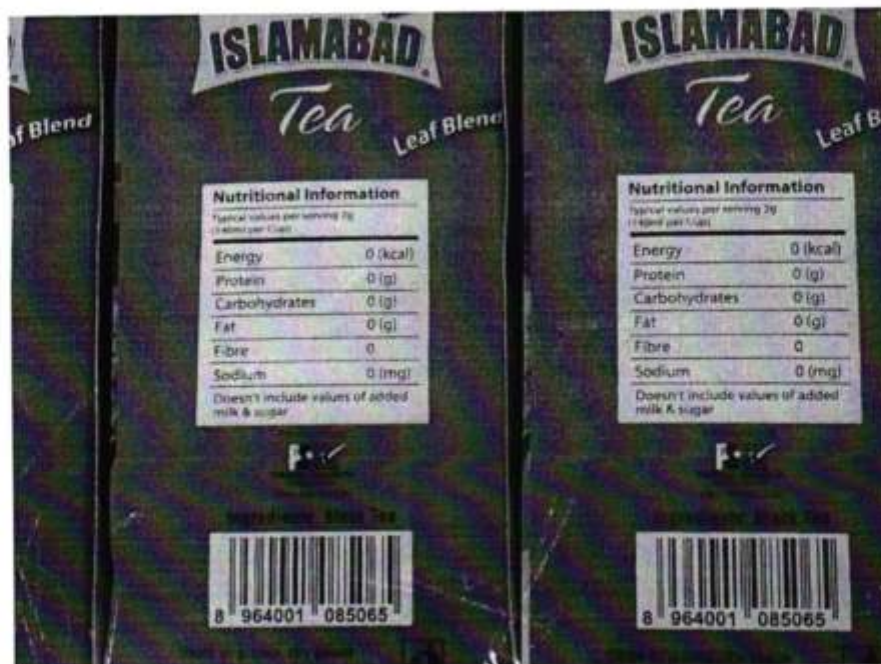
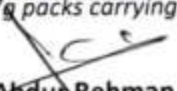
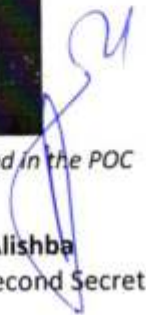


Image 2 — Islamabad Tea Leaf Blend 47g packs carrying barcode 8964001085065 used in the POC


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Second Secretary


Alishba
Second Secretary

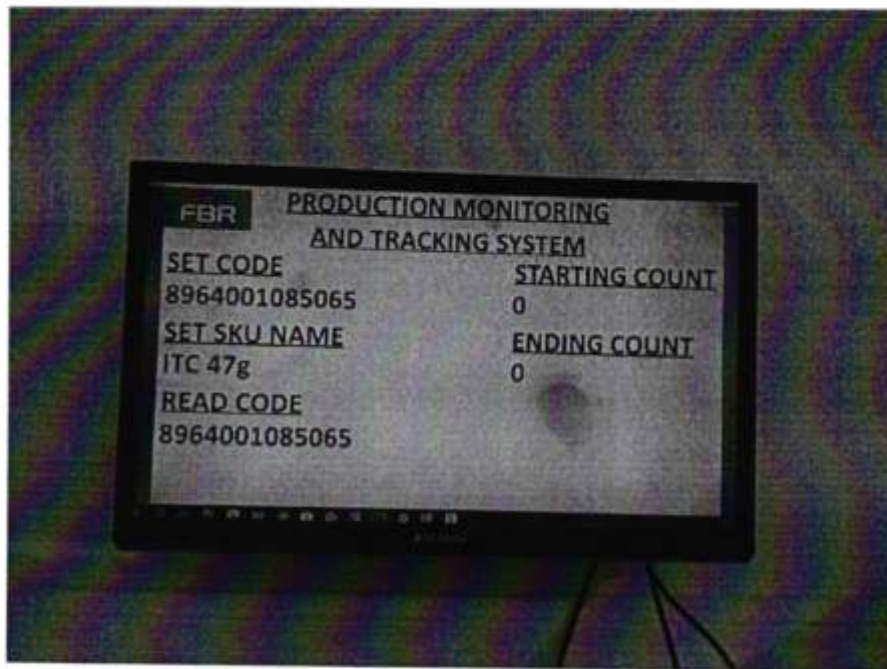


Image 3 — System display at the start of the test — set SKU 'ITC 47g', read code matched, pack count ('Starting Count') 0

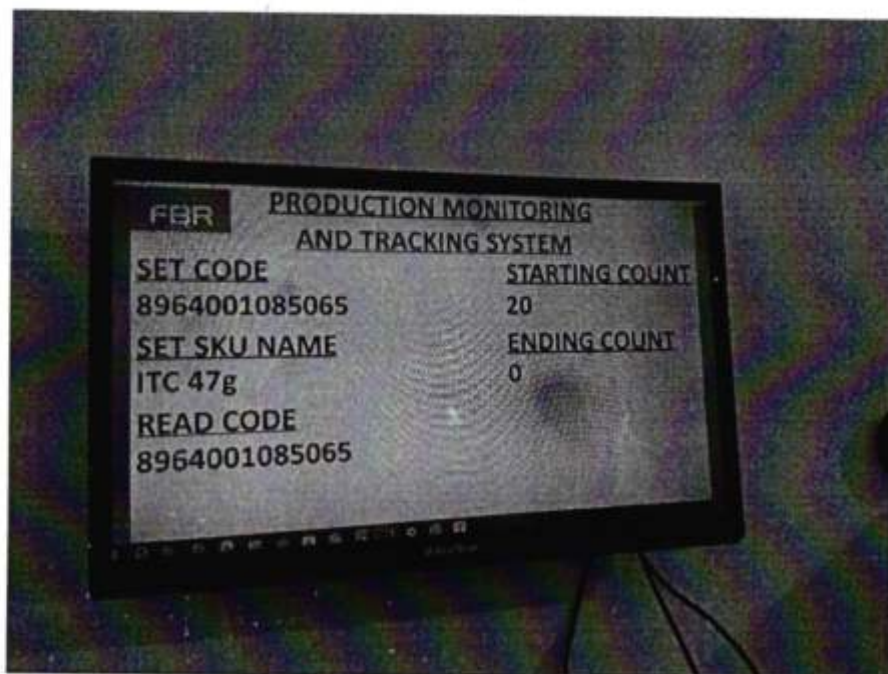


Image 4 — System display after Test 1 — read code matched with the set code and pack count ('Starting Count') of 20 recorded


 Shiraz Ali
 Secretary


 Abdur Rehman
 Second Secretary


 Alishba
 Second Secretary

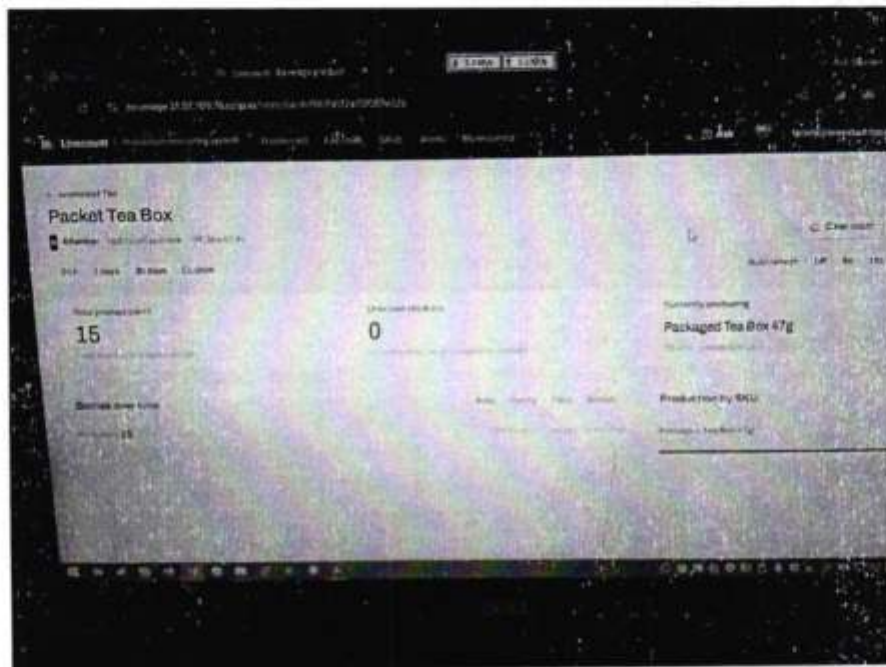


Image 5 — Vendor's cloud dashboard after Test 2 — 15 units matched to the registered SKU 'Packaged Tea Box 47g', 0 unknown products



Image 6 — On-site display after Test 2 — pack count of 15 and 'Codes Mismatch' alert on cross-validation between start-of-line and end-of-line reads

Conclusions

The POC demonstrated that the Vendor's barcode scanning and counting solution correctly reads the barcode on each tea pack on a running production line, matches it against the set SKU, cross-validates the reads at the start and end of the line with a mismatch alert, counts the units against the relevant SKU

Shiraz Ali
Secretary

Abdur Rehman
Second Secretary

Alishba
Second Secretary

through its counting sensor, and transmits the data to a web-based dashboard, in line with the solution prescribed in Section V of the Bidding Document and the Vendor's Technical Proposal.

Against the 'Solution Accuracy' metric, the system count matched the manually verified count in both tests (20 of 20 and 15 of 15 packs; 35 of 35 in total), giving a correct count of units against correct SKU of 100%, and the solution is accordingly rated 'Preferred' ($\geq 99\%$).

Based on the above, M/s Tollink Pakistan (Pvt.) Ltd. has successfully qualified the Proof of Concept for the Packaged Tea sector, with a 'Preferred' rating (100%) under the Solution Accuracy criterion.



Mr. Shiraz Ali Khan
Secretary, TDU



Mr. Abdur Rehman
Second Secretary, TDU



Ms. Alishba
Second Secretary, TDU



Shiraz Ali
Secretary



Abdur Rehman
Second Secretary



Alishba
Second Secretary

Proof of Concept Report — Packaged Tea

Date: 25th September 2026

Facility: TAPAL Tea (Private) Limited

Attendees:

1. Mr. Abdur Rehman, Second Secretary (TDU)
2. Mr. Ali Saeed, Second Secretary (TDU)
3. Ms. Syeda Maimoona, Second Secretary (TDU)
4. Mr. Farhan, Assistant Director (TTS)

Objective:

The primary objective of this exercise was to evaluate the solution demonstrated by M/s National Radio and Telecommunication Corporation (NRTC) (hereinafter, 'the Vendor'). This Proof of Concept (POC) for Packaged Tea production monitoring was conducted on the carton sealing/end-of-line conveyor of TAPAL Tea (Private) Limited (hereinafter, 'the manufacturer'), in adherence to the Proof of Concept Tests specified in Section V (Scope of Work), Sub-section E(2) of the Bidding Document (Bid No. 7(3)/IR/TDU/2026).

The Bidding Document invites bids for authorization of vendors to install and maintain a barcode scanning and counting system (Clause 1.1 of the Instructions to Bidders), and Section V (Scope of Work), Part A provides that the solution shall remain the same across all Packaged Tea categories, i.e., barcode scanning and counting through scanners and sensors. At the POC, the Vendor demonstrated two elements together: (i) barcode scanning and counting, through reading of the manufacturer's printed carton code on the running line; and (ii) a serialised security stamp, read and activated at the same inspection point.

As the Bidding Document does not provide for a stamp-based solution, the stamp component cannot be authorized under this procurement and is recorded in this report for information only. The evaluation and the result recorded below relate to the Vendor's barcode scanning and counting solution, which was demonstrated successfully and may be authorized.

SKU Tested:

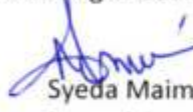
Packaged Tea — sealed shipper cartons of TAPAL Family, TAPAL Mezban and TAPAL Danedar (120 units per carton), counted at the end-of-line conveyor after the carton sealer.

Solution Topology:

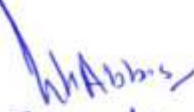
The Vendor's proposed solution (ASY Security Label System), as submitted in its bid, combines barcode scanning and counting with a serialised, tamper-evident security stamp. As proposed in the bid, the architecture comprises five stations — a barcode scanner at final packing, a laser through-beam counting sensor, an in-line FBR label applicator (25×40 mm serialised security label), a QR read-back/activation scanner and a retro-reflective second counting sensor — reconciled in real time on an industrial PC, with each stamp serial resolved and activated through the Vendor's ASYun application. The five measurements of the same physical event are required to agree within tolerance, so that no single device can be tampered with to force agreement. Duplicate-serial scans are automatically flagged to FBR, and no modification to the manufacturer's existing filling, cartoning or sealing equipment is required.


Abdur Rehman
Second Secretary — TDU


Ali Saeed
Second Secretary


Syeda Maimoona
Second Secretary


Alisha
Second Secretary


Farhan Abbas
Assistant Director (TTS)

For the purpose of this POC, an inspection camera and a fixed-mount code reader were installed on a gantry over the conveyor downstream of the carton sealer, operating in multi-camera, dual-view anti-miss scanning mode. As each carton passed the inspection point, the system (i) read the manufacturer's printed carton code to identify the product (SKU) and count the carton against it, and (ii) read the QR code of a pre-applied serialised stamp (white QR label) affixed to the carton, to capture its unique serial number and activate the stamp. Each record — serial number, inbound time, status, carton bar code, product name, weight and quantity — was written to the Vendor's database and displayed in real time on the ASY Warehouse Management dashboard, with a running progress counter (Total / Success / Fail) and a time-stamped error log for every carton on which a code was not read.

POC Results

The POC was evaluated against the criteria defined under Proof of Concept Tests in Section V (Scope of Work), Sub-section E(2) of the Bidding Document, reproduced below with the result obtained:

Sr. No.	Metric	Requirement	Qualification Criteria	Result
1	Solution Accuracy	Correctly detect and dynamically identify SKU for packs, pouches, tea bags, plastic bottles, change in SKU, and count number of units against the relevant SKU on a running production line.	Pass: 95% (or higher percentage) correct count of units against correct SKU. ≥ 99%: Preferred ≥ 95% & < 99%: Satisfactory < 95%: Unsatisfactory	Pass Preferred (≥ 99%)

Test Observations:

(a) Detection and SKU identification: The inspection camera read the manufacturer's printed carton code on each carton on the running line and correctly identified the SKU from the product master, recording the product name, weight and quantity (120 units per carton) against each carton without manual intervention.

(b) Dynamic change in SKU: Cartons of three different SKUs — TAPAL Family, TAPAL Mezban and TAPAL Danedar — were passed through the line in mixed sequence. The system identified each change in SKU dynamically and recorded every carton against its correct SKU.

(c) Count against the relevant SKU: Each carton was counted against the SKU identified from its carton code and time-stamped (25-09-2026). The count of units against correct SKU met the 'Preferred' threshold (≥ 99%). In addition, the unique serial of the pre-applied stamp on each carton was read, set to 'Activated' and linked to the carton code.

(d) Exception logging: The dashboard maintained a running progress counter (Total / Success / Fail) and a time-stamped error log in which every read exception ('No code read by scanner') was recorded individually, so that no carton passed the inspection point without an audit record.

(e) Real-time reporting: Activation records were written to the Vendor's database in real time, with the database connection live throughout the exercise and zero cached (unsynchronised) codes. The ASY

Abdur Rehman
Second Secretary – TDU

Ali Saeed
Second Secretary

Syeda Maimoona
Second Secretary

Alishba
Second Secretary

M. Abbas
Factory Admin
Assistant Director
(TTS)

Warehouse Management dashboard displayed live records, camera status (multi-camera mode) and order- and product-wise filters.

(f) Stamp security features (not part of the evaluation): The Vendor presented the FBR-branded security stamp carrying overt features (FBR/Federal Board of Revenue branding, security-print background, unique printed serial, linear barcode and a QR code verifiable through the ASYun application) and covert features, in line with the security-feature set specified in its bid (rainbow printing, UV fibres, micro-text, anti-strip die-cut and unique serialisation). This component falls outside the solution provided for in the Bidding Document and is recorded for information only.

POC Images



Image 1 — End-of-line conveyor at TAPAL Tea with the Vendor's inspection gantry installed downstream of the carton sealer


Abdur Rehman
Second Secretary – TDU


Ali Saeed
Second Secretary


Syeda Maimoona
Second Secretary


Alishba
Second Secretary


Faheem Abbas
Assistant Director – TIS



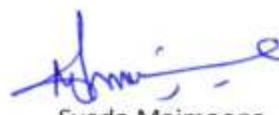
Image 2 — Inspection camera and fixed-mount code reader mounted on the gantry for stamp and carton-code reading



Image 3 — Carton showing the pre-applied serialised stamp (white QR label), the FBR security stamp with overt features, and the manufacturer's printed carton code


 Abdur Rehman
 Second Secretary – TDU


 Ali Saeed
 Second Secretary


 Syeda Maimoona
 Second Secretary


 Alishba
 Second Secretary


 Farhan Abbasi
 Assistant Director
 TTS

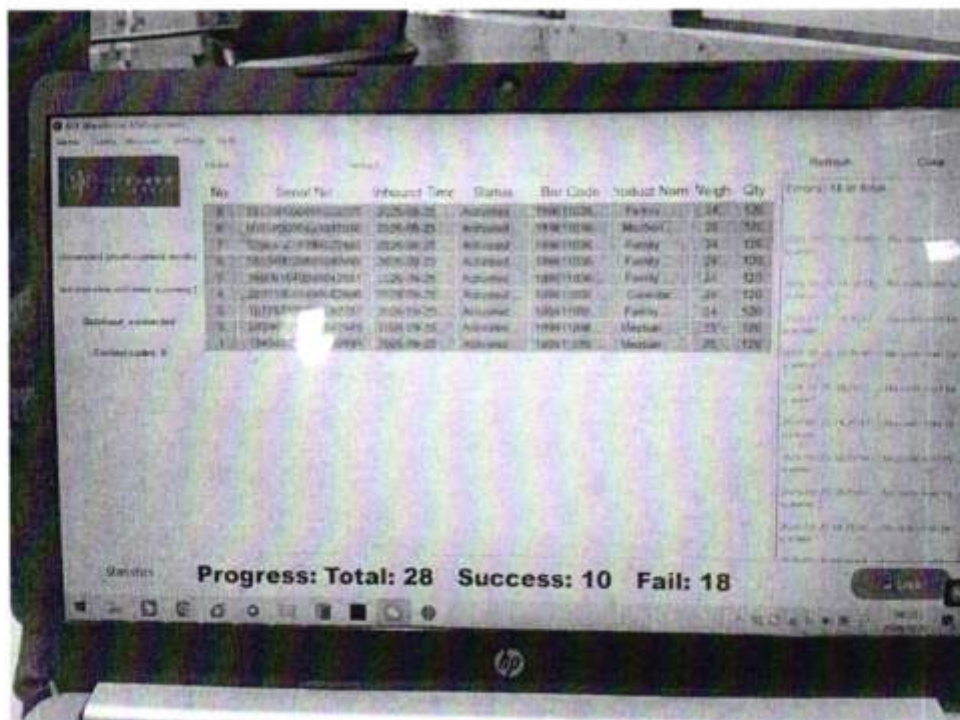


Image 4 — ASY Warehouse Management dashboard showing activated stamp records by SKU, the running progress counter and the time-stamped exception log

Conclusions

The POC demonstrated that the Vendor's barcode scanning and counting solution correctly detects cartons on a running production line, dynamically identifies the SKU from the manufacturer's printed carton code (including changes in SKU), counts units against the relevant SKU, and transmits a time-stamped record to a central database in real time.

Against the 'Solution Accuracy' metric, the Vendor's barcode scanning and counting solution achieved a correct count of units against correct SKU of $\geq 99\%$ and is accordingly rated 'Preferred'.

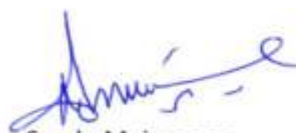
The Vendor also demonstrated a serialised security stamp carrying overt and covert features, read and activated at the same inspection point. The Bidding Document provides for a barcode scanning and counting system through scanners and sensors (Clause 1.1 of the Instructions to Bidders; Section V, Part A) and does not provide for a stamp-based solution. The stamp component therefore cannot be authorized under this procurement and has not been taken into account in the result above.

At the time of deployment, the Vendor's installation shall conform to the barcode scanning and counting configuration specified in Section V (Scope of Work) of the Bidding Document, without the stamp component.

Based on the above, M/s NRTC has successfully qualified the Proof of Concept for the Packaged Tea sector in respect of its barcode scanning and counting solution, with a 'Preferred' rating ($\geq 99\%$) under the Solution Accuracy criterion, and may be authorized for that solution. The stamp-based solution cannot be authorized under the Bidding Document.


Abdur Rehman
Second Secretary – TDU


Ali Saeed
Second Secretary


Syeda Maimoona
Second Secretary


Alishba
Second Secretary


Faisal Abbas
Assistant Director – TTS

Proof of Concept Report — Packaged Tea

Date: 13th October 2026

Vendor: M/s DwiseTech (Pvt.) Ltd.

Facility: Islamabad Tea Company, Hattar

PoC Status: Unsuccessful

PoC Conducted by:

1. Mr. Shiraz Ali Khan, Secretary (TDU)
2. Mr. Abdur Rehman, Second Secretary (TDU)
3. Ms. Alishba, Second Secretary (TDU)

Objective:

The primary objective of this exercise was to evaluate the solution demonstrated by M/s DwiseTech (Pvt.) Ltd. (hereinafter, 'the Vendor'). This Proof of Concept (POC) for the barcode scanning, sensor and counting solution for Packaged Tea was conducted on one installation point — the tea packing line of Islamabad Tea Company, Hattar (hereinafter, 'the manufacturer') — in adherence to the Proof of Concept Tests specified in Section V (Scope of Work), Sub-section E(2) of the Bidding Document (Bid No. 7(3)/IR/TDU/2026).

Vendor's Bid and Technical Evaluation:

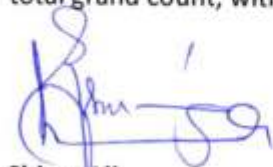
The Vendor submitted its Technical Proposal (Version 1.0, August 2026) under the Single Stage – One Envelope procedure, describing a barcode scanning and counting solution based on dual barcode scanners and dual counting sensors, structured against Section V of the Bidding Document.

In the finalized technical evaluation, the Vendor scored 15 out of 60 marks (25%), against the minimum technical threshold of 42 out of 60 marks (70%) prescribed for qualification to the Proof of Concept stage, and was accordingly declared technically non-qualified and not eligible to proceed to the POC. The Vendor's demonstration at the manufacturer's facility, recorded in this report, does not alter its technical evaluation status.

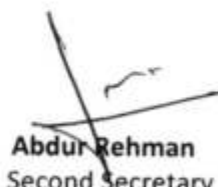
Solution Topology:

For the purpose of this POC, the Vendor installed its fixed-mount industrial barcode reader at the scanning point of the manufacturer's tea packing line, mounted on a bracket over the conveyor, together with unit counting at the same installation point, connected to the Vendor's edge processing unit. The system was intended to read the barcode printed on each pack to identify the product (SKU) and count the unit against the identified SKU.

The captured production data was transmitted to the Vendor's web-based DwiseTech dashboard, where the facility (Islamabad Tea, Teapacks, Hattar) was registered as an active site. The dashboard displayed the SKU-wise total ('SKU Total Overview'), the cumulative production over time ('Time vs Total') and the total grand count, with date-range filters and data export.



Shiraz Ali
Secretary



Abdur Rehman
Second Secretary



Alishba
Second Secretary

POC Results

The POC was evaluated against the criteria defined under Proof of Concept Tests in Section V (Scope of Work), Sub-section E(2) of the Bidding Document, reproduced below with the result obtained:

Sr. No.	Metric	Requirement	Qualification Criteria	Result
1	Solution Accuracy	Correctly detect and dynamically identify SKU for packs, pouches, tea bags, plastic bottles, change in SKU, and count number of units against the relevant SKU on a running production line.	Pass: 95% (or higher percentage) correct count of units against correct SKU. ≥ 99%: Preferred ≥ 95% & < 99%: Satisfactory < 95%: Unsatisfactory	Fail Unsatisfactory (92.29%)

Count Reconciliation:

Manual Count (verified) — Run 1	Total Recorded on Dashboard	Variance / Accuracy
545	587	+42 (7.71%) / 92.29%

Test Observations:

(a) **Barcode reading and SKU identification:** The Vendor's barcode reader was installed at the scanning point and the dashboard attributed the recorded units to the SKU 8964001085065 (Islamabad Tea).

(b) **Count against the relevant SKU:** The packs passing the scanning point during the first run were counted manually by the POC committee, giving a verified count of 545 packs. On reconciliation of the POC readings, the count on the Vendor's dashboard did not correspond to the manual count. Readings of 528 and 531 were captured on the dashboard during the run, and the total recorded against the SKU was 587 — a variance of 42 units (7.71%) over the manually verified count of 545 packs.

(c) **Accuracy against the RFP threshold:** The resulting accuracy of 92.29% is below the minimum pass threshold of 95% correct count of units against the correct SKU prescribed in Section V (Scope of Work), Sub-section E(2) of the Bidding Document, and falls in the 'Unsatisfactory' band (< 95%).

(d) **Running production line:** The test was carried out on the manufacturer's running production line under normal operating conditions, under the same conditions in which the other vendors' solutions were demonstrated.


Shiraz Ali
Secretary


Abdur Rehman
Second Secretary


Alishba
Second Secretary

POC Images



Image 1 — The Vendor's fixed-mount barcode reader installed on a bracket at the scanning point of the tea packing line

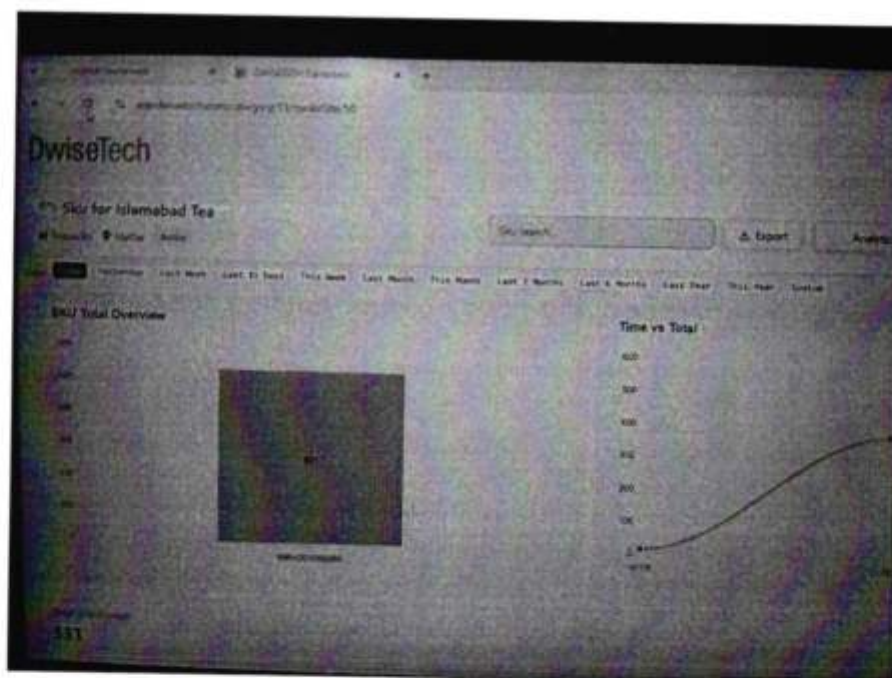


Image 2 — Vendor's dashboard reading of 528 units during the run


Shiraz Ali
Secretary


Abdur Rehman
Second Secretary


Alishba
Second Secretary

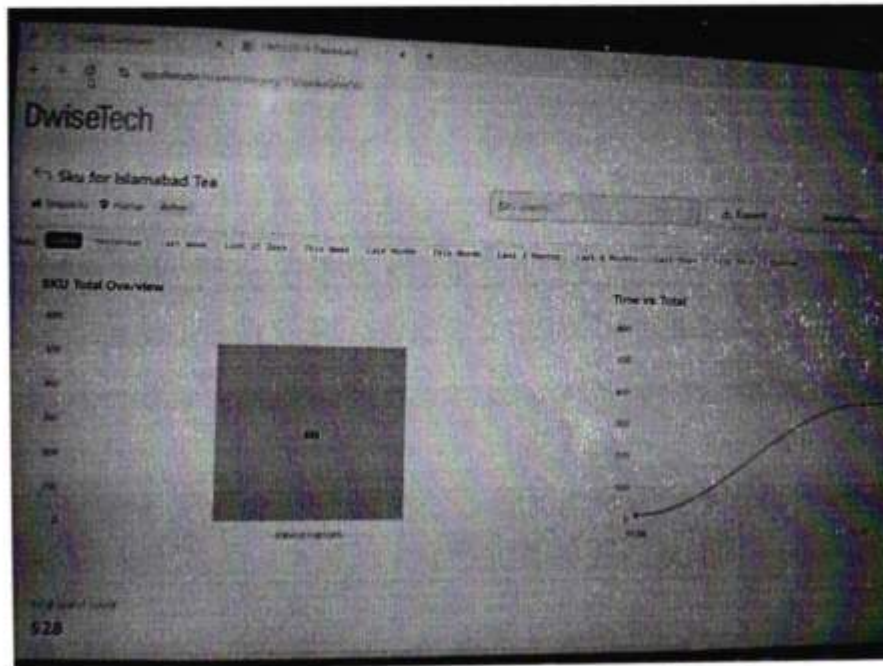


Image 3 — Vendor's dashboard reading of 531 units during the run

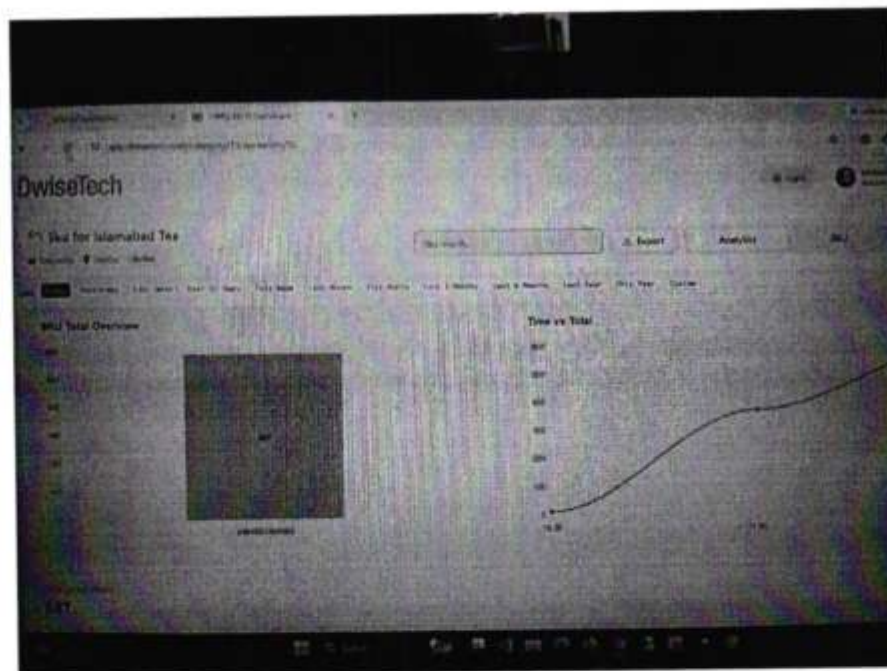


Image 4 — Vendor's dashboard showing a total of 587 units against SKU 8964001085065, against a manually verified count of 545 packs

Conclusions

The POC did not demonstrate that the Vendor's barcode scanning and counting solution correctly counts units against the relevant SKU on a running production line. In the first run, the count recorded on the Vendor's dashboard (587 units) did not reconcile with the manually verified count of 545 packs, a variance of 42 units (7.71%).

[Signature]
Shiraz Ali
Secretary

[Signature]
Abdur Rahman
Second Secretary

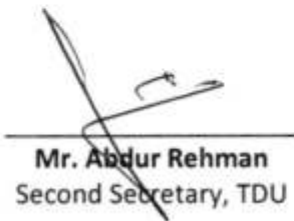
[Signature]
Alishba
Second Secretary

Against the 'Solution Accuracy' metric, the correct count of units against the correct SKU was 92.29%, which is below the minimum pass threshold of 95%, and the solution is accordingly rated 'Unsatisfactory' (< 95%).

Based on the above, M/s DwiseTech (Pvt.) Ltd. has not qualified the Proof of Concept for the Packaged Tea sector under the Solution Accuracy criterion. The Vendor also stands technically non-qualified (15/60) in the finalized technical evaluation and is therefore not eligible for authorization.



Mr. Shiraz Ali Khan
Secretary, TDU



Mr. Abdur Rehman
Second Secretary, TDU



Ms. Alishba
Second Secretary, TDU



Shiraz Ali
Secretary



Abdur Rehman
Second Secretary



Alishba
Second Secretary

Proof of Concept Report — Packaged Tea

Date: 13th October 2026

Vendor: M/s Obsidian Technologies

Facility: Islamabad Tea Company, Hattar

PoC Status: Successful

PoC Conducted by:

1. Mr. Shiraz Ali Khan, Secretary (TDU)
2. Mr. Abdur Rehman, Second Secretary (TDU)
3. Ms. Alishba, Second Secretary (TDU)

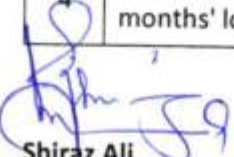
Objective:

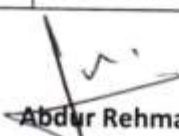
The primary objective of this exercise was to evaluate the solution demonstrated by M/s Obsidian Technologies (hereinafter, 'the Vendor'). This Proof of Concept (POC) for the barcode scanning, sensor and counting solution for Packaged Tea was conducted on one installation point — the tea packing line of Islamabad Tea Company, Hattar (hereinafter, 'the manufacturer') — in adherence to the Proof of Concept Tests specified in Section V (Scope of Work), Sub-section E(2) of the Bidding Document (Bid No. 7(3)/IR/TDU/2026).

Vendor's Bid and Compliance with the RFP:

The Vendor submitted its Technical Proposal dated 20th August 2026 under the Single Stage – One Envelope procedure and was declared technically qualified in the Combined Technical and Indicative Financial Evaluation Report with a technical score of 43/60 (71.67%). The Vendor operates the UQAAB production monitoring platform and is an authorized vendor of FBR for the barcode scanning and counting solution in the Beverages sector. The Vendor's proposal is aligned with the solution prescribed in Section V of the Bidding Document, as summarised below:

Sr.	RFP Requirement (Section V)	Vendor's Proposal	Status
1	Barcode scanning at labelling stage, cross-validated with SKU on the conveyor	Fixed-mount industrial barcode scanners (1D/2D/multi-code, 40,000–60,000 units/hour) at labelling stage and along the line, with a verification module	Compliant
2	Unit counting through object-detection sensors with cross-validation	Photoelectric / ultrasonic / laser / retro-reflective sensors after the labelling stage, with dual-sensor cross-validation	Compliant
3	Camera at scanning site, NVR with minimum one-month retention	Industrial IP cameras (1080p, 30 fps) and encrypted NVR with one-month video retention per line	Compliant
4	IPC/PLC with minimum two months' local data storage	Industrial PC (Core i7, 1TB SSD) with PLC; local storage of two months per line	Compliant


Shiraz Ali
Secretary


Abdur Rehman
Second Secretary


Alishba
Second Secretary

Sr.	RFP Requirement (Section V)	Vendor's Proposal	Status
5	SKU registration and management module	SKU registration and management module for categories, brands, SKUs and barcode types	Compliant
6	Alerts for malfunction, obstruction, outage and unidentified SKU	Configurable alert management covering all prescribed categories	Compliant
7	Secure transmission to FBR, back-up connectivity, 99% uptime	Encrypted VPN / REST API with TLS to FBR Cloud; vendor back-up connectivity; 99% daily uptime	Compliant
8	Electrical cabinet IP66/IP67, UPS backup	Lockable IP66/IP67 electrical cabinet; UPS with minimum 2-hour backup	Compliant

Solution Topology:

For the purpose of this POC, the Vendor installed a Keyence fixed-mount industrial barcode reader and a photoelectric counting sensor at the scanning point of the manufacturer's tea packing line, mounted on a rigid bracket over the conveyor and connected to the Vendor's edge processing unit. As each pack passed the scanning point, the photoelectric sensor registered the physical passage of the unit while the barcode reader read the barcode printed on the pack to identify the product (SKU), and the unit was counted against the identified SKU.

The captured production data was transmitted to the Vendor's web-based UQAAB dashboard, where the facility (Islamabad Tea, Teapacks, Hattar) was registered as an active site, and the SKU-wise quantity produced was displayed against the barcode 8964001085065, with date-range filters and data export.

POC Results

The POC was evaluated against the criteria defined under Proof of Concept Tests in Section V (Scope of Work), Sub-section E(2) of the Bidding Document, reproduced below with the result obtained:

Sr. No.	Metric	Requirement	Qualification Criteria	Result
1	Solution Accuracy	Correctly detect and dynamically identify SKU for packs, pouches, tea bags, plastic bottles, change in SKU, and count number of units against the relevant SKU on a running production line.	Pass: 95% (or higher percentage) correct count of units against correct SKU. ≥ 99%: Preferred ≥ 95% & < 99%: Satisfactory < 95%: Unsatisfactory	Pass Preferred (100%)


Shiraz Ali
Secretary


Abdur Rehman
Second Secretary


Alishba
Second Secretary

Count Reconciliation:

Manual Count (verified)	Units Counted by System	Accuracy
620	620	100%

Test Observations:

(a) **Barcode reading and SKU identification:** The Vendor's Keyence barcode reader read the barcode on the Islamabad Tea packs passing the scanning point on the running line and identified the product by its barcode (8964001085065) without manual intervention.

(b) **Count against the relevant SKU:** The packs passing the scanning point during the test were counted manually by the POC committee. The Vendor's dashboard recorded a quantity of 620 units against the SKU 8964001085065, which matched the manually verified count of 620 packs exactly, giving a correct count of 100%. No unit was missed or counted twice.

(c) **Data transmission and dashboard:** Production data was transmitted from the installation point to the Vendor's web-based UQAAB dashboard, which displayed the site, SKU and quantity produced, with date-range filters and export of data. The SKU description and unit fields for the newly registered SKU had not yet been configured on the dashboard; the Vendor shall configure complete SKU metadata at the time of deployment.

(d) **Running production line:** The test was carried out on the manufacturer's running production line under normal operating conditions, without any modification to the manufacturer's packing or conveying equipment.



Shiraz Ali
Secretary



Abdur Rehman
Second Secretary



Alishba
Second Secretary

POC Images



Image 1 — The Vendor's Keyence barcode reader and photoelectric counting sensor installed over the tea packing line conveyor

Shiraz Ali
Secretary

Abdur Rehman
Second Secretary

Alishba
Second Secretary

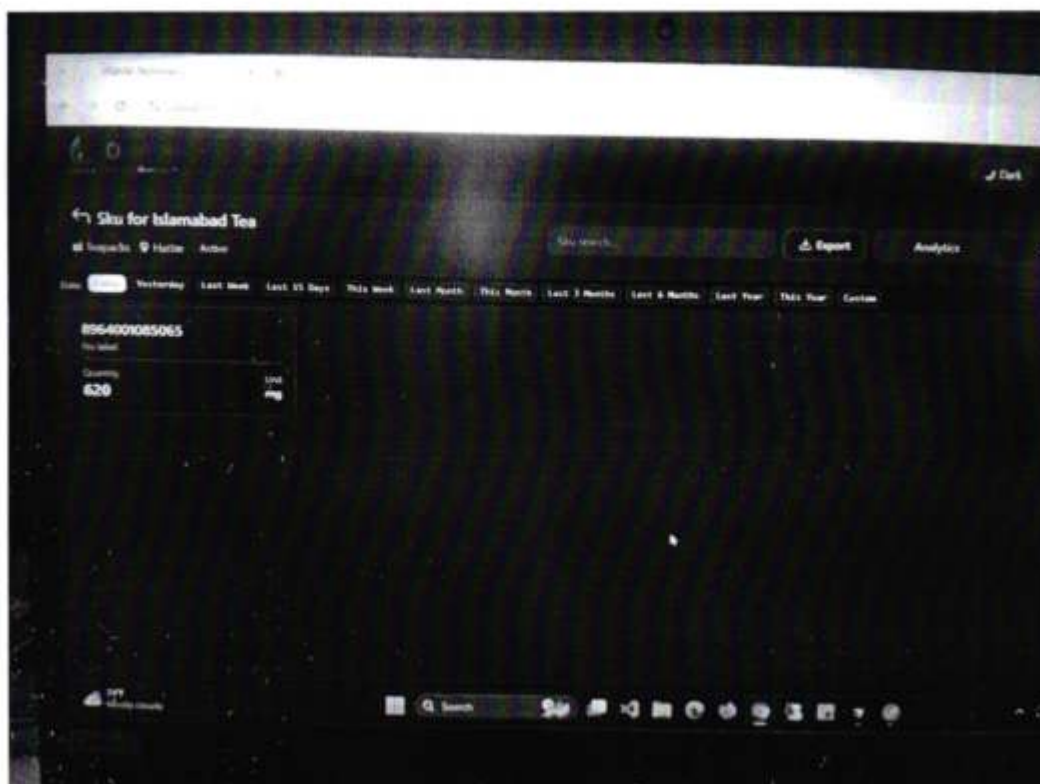


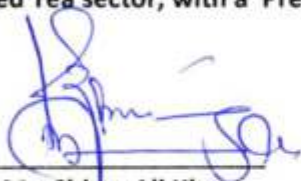
Image 2 — The Vendor's UQAAB dashboard showing a quantity of 620 units against SKU 8964001085065 at Islamabad Tea, Hattar

Conclusions

The POC demonstrated that the Vendor's barcode scanning and counting solution correctly reads the barcode on each tea pack on a running production line, identifies the SKU, counts the units against the relevant SKU, and transmits the production data to a web-based dashboard, in line with the solution prescribed in Section V of the Bidding Document and the Vendor's Technical Proposal.

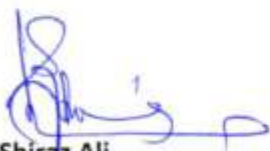
Against the 'Solution Accuracy' metric, the system count of 620 units matched the manually verified count of 620 units, giving a correct count of units against correct SKU of 100%, and the solution is accordingly rated 'Preferred' ($\geq 99\%$).

Based on the above, M/s Obsidian Technologies has successfully qualified the Proof of Concept for the Packaged Tea sector, with a 'Preferred' rating (100%) under the Solution Accuracy criterion.


 Mr. Shiraz Ali Khan
 Secretary, TDU


 Mr. Abdur Rehman
 Second Secretary, TDU


 Ms. Alishba
 Second Secretary, TDU


 Shiraz Ali
 Secretary


 Abdur Rehman
 Second Secretary


 Alishba
 Second Secretary

Findings & Recommendations of FBR Grievance Redressal Committee.

A meeting of FBR Grievance Redressal Committee, constituted vide Notification C. No. 15(1)Store/2024-25(Pt) dated 13.07.2026 was held in Conference Room, 3rd Floor, FBR. HQs, at 11:00 am on 05.10.2026 to examine the grievance of M/s NatureTech Ltd as conveyed vide e.mail dated 26.09.2026. The meeting was attended by the following:

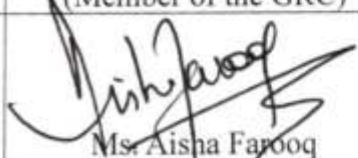
Sr.No	Names	Designation
1	Mr. Shad Muhammad	Member (Legal-IR), (Chair/Convener)
2	Mr. Sajjad Taslim Azam (IRS/BS-21)	Member (IR-Policy)
3	Mr. Irfan ur Rehman Khan (PCS/BS-21)	Member (Legal & Accounting Customs)
4	Ms. Aisha Farooq (IRS/BS-21)	Director Genera (IT&DT)
5	Mr. Sultan M. Nawaz Nasir	Secretary (Mgt/HR-IR-I)
6	Mr. Waqas Ahmed Langah (IRS/BS-19),	Secretary (Expenditure)
7	Mr. Ali Waheed Khan (PCS/BS-19)	Secretary (Management/HR-Customs-III)/IV)
8	Mr. Abdur Rehman,	Second Secretary, Transformation Delivery Unit (Value Chain Digitalization-II)
9	Ms. Alishba,	Second Secretary, Transformation Delivery Unit (TDU)
10	Mr. Zeeshan Ahmed,	GM-Business, HR & Technology, NatureTech Ltd, Karachi

2. Mr. Zeeshan Ahmed, GM-Business, HR & Technology, NatureTech Ltd, Karachi appeared before the Committee and reiterated the stance of the aggrieved party i.e M/s NatureTech Ltd which was already conveyed through written representation vide their e.mail dated 26.09.2026. Their written representation were perused by the Committee. During their verbal assertions, Mr. Zeshan Ahmaed, on behalf of the NatureTech Ltd, pleaded that the Technical Evaluation Report uploaded by the Technical Evaluation Committee has not given details of where were their marks deducted. Secretary (Expenditure), FBR informed the Committee that the aggrieved party did not provide relevant certificate showing technical experience. The representative of NatureTech responded that they have been working with internationally reputed organizations, therefore they cannot provide it due to confidentiality restrictions. The aggrieved party stated that they will be satisfied if their case is referred back to the Technical Evaluation Committee for reconsideration.

3. The Committee also perused available record including Technical Bids Evaluation Report and heard the stance of department w.r.t. Technical Evaluation Report. It was pleaded by the representative of Technical Evaluation Committee that sufficient opportunity was not given to the bidder to perform upto satisfaction level.

4. Having heard verbal assertions as well as the available record, the Committee unanimously decided that it will be in the interest of justice and fair-play to provide another opportunity to the aggrieved party by referring their case to Technical Evaluation Committee for reconsideration as per Rules. Therefore, this Committee recommends that the Technical Evaluation Committee may reconsider the matter by giving an opportunity to M/s NatureTech Ltd to demonstrate their technical capability as per rules.

5. The Meeting ended with thanks from and to the chair.

 05/10/26 Mr. Sultan M. Nawaz Nasir Secretary (Mgt/HR-IR-I) (Secretary of the GRC)		 Mr. Irfan ur Rehman Khan (PCS/BS-21) Member (L & A Customs) (Member of the GRC)
 Mr. Sajjad Taslim Azam Member (IR-Policy) (Member of the GRC)		 Ms. Aisha Farooq Director General (IT&DT) (Member of the GRC)
	 Mr. Shad Muhammad Member (IR-Legal) (Chair/Convener)	

Formal Grievance and Request for Review of Financial Evaluation Report (Pre - POC Stage) – RFP No. F. No. 7(3)/IR/TDU/2026 – Production Counting System in Packaged Tea Sector

Zeshan <zeshan@naturetech.ltd>

Sat 9/26/2026 4:42 PM

To Alishba <alishba@fbr.gov.pk>;

Cc: Ali Saeed <ali.saeed@fbr.gov.pk>; Abdur Rehman <abdur.rehman@fbr.gov.pk>; ALISHPA ASIF <ALISHPA ASIF@fbr.gov.pk>; Dr Najeebullah <najeebullah@fbr.gov.pk>; Secretary Admin <secretary.admin@fbr.gov.pk>; M Farhan Siddiqui <msiddiqui@naturetech.ltd>;

*forwarded on post
jurisdiction, please
Sec (Mgt/HR IR-1)
28/9 For n.a. 12/3
Secretary (IR?)
28.09.2026*

With reference to the Combined/Final Technical and Indicative Financial Evaluation Report issued against RFP No. F. No. 7(3)/IR/TDU/2026 – Authorized Vendors for Installation and Maintenance of Production Counting System in Packaged Tea Sector, we respectfully submit this formal complaint and request for review and reconsideration of the technical evaluation of M/s NatureTech (Pvt.) Ltd.

Upon reviewing the evaluation report, we note that NatureTech's proposal was accepted for detailed examination following the preliminary examination. The report also records that the proposal form, eligible country, proposal validity, and proposal security requirements were fulfilled.

However, under the detailed technical evaluation, NatureTech has been declared "Non-Compliant / Non-Technically Qualified," with a score of 15 out of 60 marks. The published report does not specify the criterion-wise marks awarded, the evaluation observations recorded against individual criteria, or the specific technical requirements against which our proposal was considered non-compliant.

In view of the above, we respectfully request the Grievance Redressal Committee to:

1. Provide detailed evaluation observations: Share the criterion-wise marks, evaluation observations, and specific reasons for the technical score awarded to NatureTech.
2. Review and reconsider the evaluation: Re-examine our submitted technical proposal against the criteria and requirements specified in the RFP, including reconsideration of any assessment where further examination or clarification may be warranted.
3. Provide an opportunity for clarification: If any aspect of our submitted proposal requires clarification, kindly provide us an opportunity to explain the relevant technical details, to the extent permissible under the applicable procurement procedure.
4. Keep our case under consideration: Kindly ensure that our complaint is dealt with under the applicable grievance redressal procedure and that any consequential action, including suspension of procurement proceedings where required, is taken in accordance with the applicable rules.

We would also like to reiterate that NatureTech has the technical capability to support the objectives of FBR's Production Counting System initiative. Our technical capabilities include the following approaches:

- Bar Code Scanner for SKU identification and sensor-based production counting.
- AI-based computer vision for SKU identification and counting.
- A hybrid solution combining bar code scanners, sensors, and AI computer vision.

We are fully prepared to demonstrate our technical capabilities through the prescribed POC, viability assessment, or capability demonstration process, as applicable under the RFP. We would welcome the opportunity to address any specific technical concerns identified during the evaluation.

We respectfully emphasize that our request is for a fair and transparent review of the technical evaluation of our originally submitted proposal, in accordance with the RFP and applicable procurement rules. We therefore request your kind consideration of this complaint and a formal response regarding the grounds of our technical evaluation and the outcome of the review.

We shall be grateful for acknowledgment of receipt of this complaint.

Thank you for your time and consideration.

Regards

Zeshan Ahmed

GM - Business, HR & Technology

NatureTech Ltd. | Plot 36, F Street 36, Block 6 P.E.C.H.S Karachi. | 0321 2663002

FINAL**Invitation to Bid (ITB)****COMBINED TECHNICAL AND INDICATIVE
FINANCIAL EVALUATION REPORT
(PRE-POC STAGE)**

Request for Proposal Reference No.	F. No. 7(3)/IR/TDU/2026
Request for Proposal Title	Authorized Vendors for Installation and Maintenance of Production Counting System in Packaged Tea Sector
RFP Issuance/ Publishing Date	28 th July, 2026
Corrigendum-01 (Extension in Bid Submission Date)	20 th August, 2026
Pre-Bid meeting Date	5 th August, 2026
Proposal Submission Date (Original)	20 th August, 2026
Proposal Submission Date (Revised)	27 th August, 2026
Publishing	National Press (two leading national daily newspapers – One English and One Urdu) Website(s): FBR & PPRA
Procurement Method/ Process	Single Stage – One Envelope Bidding Procedure– Open Competitive Bidding Process
Date of Technical Assessment	09 th September, 2026
Combined Technical and Indicative Financial Evaluation Report Signing Date	22 nd September, 2026



Waqas Ahmed Langa
Secretary (Budget & Expenditure)
Federal Board of Revenue
Islamabad

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Annexure-I Invitation to Bid Publications (Clippings)

Annexure-II Mandatory/Marking Technical Proposal Evaluation Criteria (Technical/ Financial)

Annexure-III Technical Proposal Opening Statement


Waqas Ahmed Langah
Secretary (Budget & Expenditure)
Federal Board of Revenue
Islamabad

1. Project Background

The Federal Board of Revenue (FBR) invites proposals from eligible vendors for the deployment, maintenance, and operational support of a barcode scanning and counting system, including industrial barcode scanners and unit counting sensors if. The system will provide real time, accurate production counts for Packaged Tea. The selected vendor will be responsible for installing a production count and SKU management solution through a robust application that is capable of capturing unique SKU values against a preloaded SKU database (to be provided by FBR), and count individual units under capturing and transmitting data to an Industrial PC via a Programmable Logic Controller for SKU identification and count recording.

The vendor will also integrate the solution with FBR's system, mapping SKUs through barcodes or unique identifiers for all Packaged Tea manufacturers. To validate performance, vendors must conduct a testing demonstration, ensuring compliance with functional and operational requirements. Additionally, vendors will provide ongoing technical support, maintenance, and periodic updates to ensure system efficiency, timely troubleshooting, and compatibility with FBR's evolving specifications. Pricing proposals must align with FBR's prescribed requirements. The procurement process shall be conducted in accordance with the Public Procurement Regulatory Authority (PPRA) Rules under the Single Stage – One Envelope Bidding Procedure. Locations: Nationwide manufacturers and bottlers of Packaged Tea FBR intend to cover all Packaged Tea lines in Pakistan by 31st December 2026 Commencement date for delivery: Vendors must commence installation of system within 2 weeks of receiving Purchase Order from manufacturers.

2. Business Objectives of the FBR

The FBR is undertaking a significant digitalization initiative aimed at enhancing its tax collection capabilities and addressing structural gaps in Pakistan's tax system. As part of this transformation, FBR seeks to deploy a production counting system at all Packaged Tea facilities in Pakistan to improve tax compliance and prevent revenue leakage within the Packaged Tea sector, particularly in the handling of filled and packed tea units at Packaged Tea manufacturing facilities in Pakistan. As part of the agreement, selected vendors will be responsible for providing and installing barcode scanning and unit counting systems. Vendors will also be responsible for providing post installation maintenance and tech support services to the procuring client.

FBR recognizes the critical role of technology in tackling the challenges of tax evasion, unreported production, and discrepancies in Packaged Tea production data. This production counting project aims to deliver real-time visibility into total production of Packaged Tea. The solution will enable FBR to monitor the production count of Packaged Tea ensuring accurate reporting, transparent audits, and correct tax payments. A panel of multiple authorized vendors will provide manufacturers access to a pool of competitive vendors.

3. Business Requirements to be Met by the Information System

The solution specified in the RFP will scan barcodes from packaged tea units, including packs, pouches, tins, (covering loose/dry tea, tea bags, and ready-to-drink tea), recognize each unique SKU, count individual units and report key metrics including but not limited to number of units for each SKU and type (e.g. brand) produced in Packaged Tea (Note: System should be able to expand coverage of SKU types through a user-friendly SKU management interface). It will then store the recorded data and transmit to FBR's system. FBR will access the data and should have access to an interactive dashboard. The user should be able to filter across multiple indicators including by SKU, time frame and information of the company (e.g., site, production line). The user can analyze data and compare it to reported quantities by the manufacturer.

Functional Performance Requirements of the Information System

The system must maintain an uptime of 99% on daily basis to ensure seamless real-time transfer of data from manufacturer to FBR for live production monitoring.

Pre-Award Viability:

The bidder must conduct a viability and capability demonstration test at a designated FBR-approved site (e.g., a Packaged Tea plant) to validate that the proposed solution meets the operational and technical specifications. This test will form a prerequisite for final award approval.

5. General Technical Requirements

Language Support: All information technologies with the Barcode scanning and counting system must provide support for English language. Specifically, all display technologies and software must support the ISO 639-1 EN character set and perform sorting according to ISO/IEC 14651

Dates: All information technologies MUST properly display, calculate, and transmit date data, including, but not restricted to 21st-Century date data.

Electrical Power: All active (powered) equipment must operate on 220v +/- 20v, 50Hz +/- iv. 2Hz for V AC. For DC, power must be supplied by an industrial Power Supply Source for 24V or 12 V, depending on the hardware required as IPC, sensors, industrial switch, etc. All active equipment must include power plugs standard in Pakistan.

Environmental: All equipment must comply with food industry standards. Specifically, jigs fixing the sensors, cables, enclosures and electrical cabinets must use connectors and buttons made of stainless steel or food-grade, approved plastics. The equipment must be robust enough to meet IP66.

6. Brief Terms of Request for Proposal Document

Schedule for requirement	FBR intends to cover a 100% of Packaged Tea lines in Pakistan by 31 st December 2026. The production counting system shall cover all Packaged Tea categories, including loose/dry tea, tea bags, and ready-to-drink tea. The solution shall remain the same across all categories, i.e., barcode scanning and counting through scanners and sensors as specified in this RFP. Authorized vendor(s) should have all required equipment (hardware and software) readily available to be able to deploy the required barcode scanning and counting system across Packaged Tea manufacturing facilities in Pakistan.
Commencement date for delivery:	Vendors must commence installation of system within 2 weeks of receiving Purchase Order from manufacturers.
Proposal Validity from proposal opening	The Proposal Validity period shall be 120 days or extendable as mutually agreed.
Bid Security	The amount of Bid Security shall be PKR 1,000,000/-
Performance Guarantee	The Performance Guarantee shall be applicable and will be set at fixed amount of PKR 5,000,000 only. Note: This limit may be revised and lowered.

Liquidated Damages: Liquidated Damages:	• Rate: A penalty of 0.2% of the total performance guarantee per day of non-compliance for each affected site. • Maximum Deduction: The cumulative penalty shall not exceed the value of the performance guarantee submitted by the vendor.
Currency for Evaluation of Proposals	Pak Rupees (PKR)

7. Technical/ Financial Evaluation Committee

Following Technical/ Financial Evaluation Committee was designated for the evaluation of the subject Request for Proposal (RFP):

Sr. No	Name	Designation	Role
1.	Mr. Zubair Bilal	Member (IR-Operations), FBR	Chairman/ Convener
2.	Mr. Ashhad Jawwad	Member (Customs Policy)	Member
3.	Dr. Najeebullah	Chief (Tax Reforms)	Member
4.	Dr. Muhammad Khurram	Chief (Mgt/HR-IR)	Member
5.	Mr. Rizwan Salabat	Chief (Mgt/HR-Customs)	Member
6.	Mr. Amjad-ur-Rehman	Chief (F&C) – Customs	Member
7.	Mr. Waqas Ahmed Langah	Secretary (Budget & Expenditure)	Member/Secretary
8.	Faisal Sattar	Chief Executive Officer	Member

8. Procurement Process

The procurement process for the subject activity is **Single Stage – One Envelope Bidding Procedure – Invitation to Bid – Open Competitive Bidding Process**. Invitation to Bid notification was published in national press (two leading national daily newspapers – One English and One Urdu) on **28th July, 2026 (Annexure-I)** as well as uploaded on FBR (<https://www.fbr.gov.pk/>) and PPRA (<https://www.ppra.gov.pk>) websites. Following table mentions the publication of corrigendum, addendums and other aspects of the procurement process.

Request for Proposal Reference No.	F. No. 7(3)/IR/TDU/2026
Request for Proposal Title	Authorized Vendors for Installation and Maintenance of Production Counting System in <u>Packaged Tea Sector</u>
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Pre-Bid meeting Date	5 th August, 2026
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Proposal Submission Date (Revised)	27 th August, 2026
Publishing	National Press (two leading national daily newspapers – One English and One Urdu) Website(s): FBR & PPRA

Procurement Method/ Process	Single Stage – One Envelope Bidding Procedure – Open Competitive Bidding Process
Date of Technical Assessment	
Combined Technical and Indicative Financial Evaluation Report Signing Date	

9. Proposal(s) Received

On the proposal submission date and time **27th August, 2026 at 2:00 p.m.**, following proposals were received:

Sr. No	Proposer	Submission of Proposal
1.	M/s Tollink Pakistan Pvt Ltd	Yes
2.	M/s Obsidian	Yes
3.	M/s Dwisetech (Pvt) Ltd	Yes
4.	M/s AJCL (Pvt) Ltd	Yes
5.	M/s NRTC	Yes
6.	M/s Excellence Delivered (ExD) Pvt Ltd	Yes
7.	M/s ISSM Labelling	Yes
8.	M/s Naturetech (Pvt) Ltd	Yes

10. Proposals Opening

In accordance with the Single Stage – One Envelope Bidding Procedure, the bids were opened publicly on the same date immediately after the bid submission deadline at FBR House by the Technical/ Financial Evaluation Committee in the presence of authorized representatives of participating firms. The completeness of the bids and availability of the required bid security were checked in the presence of the bidders' representatives. As the bidding document required the technical proposal to include an indicative price per installation point and a breakdown of price per component, no separate financial envelope or subsequent financial opening formed part of the prescribed procedure.

- (i) the name of the Bidder and, where applicable, details of the Joint Venture/Consortium; and
- (ii) availability and amount of the bid security and other particulars required to be announced at bid opening.

The bid opening statement is placed at Annexure-III.

11. Preliminary Examination

Preliminary examination of the technical proposals was carried out. The examination included verification/ review of technical proposal submission form, completeness of the proposal, eligible countries, proposal validity confirmation and availability of proposal security as per requirement of the Request for Proposal. The finding(s) from preliminary examination is summarized below:

Proposer	Proposal Form	Eligible Country	Proposal Validity	Proposal Security	Acceptance for detailed Examination
1. M/s Tollink Pakistan Pvt Ltd	Yes	Pakistan	Yes	Yes	Yes
2. M/s Obsidian	Yes	Pakistan	Yes	Yes	Yes

Proposer	Proposal Form	Eligible Country	Proposal Validity	Proposal Security	Acceptance for detailed Examination
3. M/s Dwisetech (Pvt) Ltd	Yes	Pakistan	Yes	Yes	Yes
4. M/s AJCL (Pvt) Ltd	Yes	Pakistan	Yes	Yes	Yes
5. M/s NRTC	Yes	Pakistan	Yes	Yes	Yes
6. M/s Excellence Delivered (ExD) Pvt Ltd	Yes	Pakistan	Yes	Yes	Yes
7. M/s ISSM Labelling	Yes	Pakistan	Yes	Yes	Yes
8. M/s Naturetech (Pvt) Ltd	Yes	Pakistan	Yes	Yes	Yes

12. Detailed Technical Evaluation

The mandatory requirements and marking criteria for evaluation of proposals advertised in the Request for Proposal along with detailed proposal's evaluation, are submitted at **Annexure-III**. The summary of evaluation is mentioned below:

Sr.	Proposer	Compliance with Mandatory Criteria	Technical Score/ Marks (Maximum marks 60)
1.	M/s Tollink Pakistan Pvt Ltd	Compliant/ Technically qualified	49
2.	M/s Obsidian	Compliant/ Technically qualified	43
3.	M/s Dwisetech (Pvt) Ltd	Non-Compliant/ Non-Technically qualified	15
4.	M/s AJCL (Pvt) Ltd	Compliant/ Technically qualified	45
5.	M/s NRTC	Compliant/ Technically qualified	48
6.	M/s Excellence Delivered (ExD) Pvt Ltd	Compliant/ Technically qualified	46
7.	M/s ISSM Labelling	Compliant/ Technically qualified	48
8.	M/s Naturetech (Pvt) Ltd	Non-Compliant/ Non-Technically qualified	15

• Note: The minimum technical score (St) required to pass is: Forty-Two (42) points / marks being 70% of total marks of 60 points/marks.

13. Indicative Financial / Cost Analysis

The Bidding Document adopts a Single Stage - One Envelope procedure and requires the technical proposal to include an indicative price per installation point together with the component-wise price breakdown. The commercial submissions have therefore been reviewed as indicative cost information accompanying the technical proposals. The table below consolidates the quoted one-time and recurring cost structures of all eight bidders for transparency and record. Financial information of bidders found technically non-qualified is shown for record only and is not carried forward for POC, authorization, financial ranking or award.

For recurring charges, the three-year authorization period has been used solely for arithmetic consolidation: annual charges are multiplied by 3 and monthly charges by 36. Variable charges linked to SKU volume, security

labels or production units cannot be fully quantified at this stage. The calculated aggregates are therefore indicative arithmetic totals only and shall not be treated as normalized evaluated bid prices or used to rank the bidders, because the quoted commercial structures and cost inclusions/exclusions are not uniform.

Sr. No.	Bidder / Firm	Estimated One-Time Cost (PKR)	Estimated Recurring Cost (PKR)	Calculated 3-Year Aggregate*	Remarks / Calculation Basis
1	M/s Obsidian	PKR 2,455,000/- Hardware: PKR 1,155,000/- Deployment: PKR 500,000/- Software: PKR 800,000/-	PKR 6,000,000/- Annual SLA: PKR 2,000,000/-	PKR 8,455,000/-	Annual SLA: PKR 2,000,000 x 3 years = PKR 6,000,000. • Pricing is exclusive of shipment, on-site installation and applicable taxes. • Quoted tentative prices are subject to successful POC; final pricing may vary after POC depending on equipment configuration, performance validation and finalized scope.
2	M/s AJCL Pvt. Ltd.	PKR 9,591,771/-	PKR 19,808,568/- Monthly Maintenance per Line: PKR 550,238/- Per SKU Charge: PKR 1/-	PKR 29,400,339/- + PKR 1/- per SKU (actual)	Monthly maintenance: PKR 550,238 x 36 months = PKR 19,808,568. • Per-SKU charge will be costed as per actual. • Pricing is exclusive of all applicable taxes.
3	M/s DwiseTech	PKR 4,573,000/- Hardware: PKR 2,673,000/- Replacement Components: PKR 800,000/- Software Platform: PKR 800,000/- Installation & Commissioning: PKR 300,000/-	PKR 1,500,000/- Annual Support Agreement: PKR 500,000/-	PKR 6,073,000/- (Record only - technically non-qualified)	Annual support: PKR 500,000 x 3 years = PKR 1,500,000. • Pricing is exclusive of shipment and applicable taxes. • Quoted figures are indicative and contingent on successful POC; however, the bidder is technically non-qualified and is not carried forward.

Waqas Ahmed Langah
Secretary (Budget & Expenditure)
Federal Board of Revenue

Sr. No.	Bidder / Firm	Estimated One-Time Cost (PKR)	Estimated Recurring Cost (PKR)	Calculated 3-Year Aggregate*	Remarks / Calculation Basis
4	M/s National Radio and Telecommunication Corporation (NRTC)	PKR 8,385,012/- Production Line Equipment per line: PKR 4,992,084/- Premises Equipment per site: PKR 3,392,928/-	PKR 4,173,120/- PKR 1,391,040/- per year per premises for a single line PKR 4.05 per security label	PKR 12,558,132/- + PKR 4.05 per security label (actual)	One-time: PKR 4,992,084 + PKR 3,392,928 = PKR 8,385,012. Recurring: PKR 1,391,040 x 3 years = PKR 4,173,120. • All prices are exclusive of applicable taxes; BDS 12 referred. • Three-year comprehensive warranty on hardware and software is included in one-time cost. • Security label cost cannot be fully quantified at this stage.
5	M/s Excellence Delivered (ExD) Pvt. Ltd.	PKR 2,905,000/- Hardware: PKR 1,305,000/- One-Time Deployment: PKR 650,000/- Software: PKR 950,000/-	PKR 7,500,000/- Annual SLA: PKR 2,500,000/-	PKR 10,405,000/-	Annual SLA: PKR 2,500,000 x 3 years = PKR 7,500,000. • Pricing is exclusive of shipment and on-site installation. • Prices are exclusive of applicable taxes.
6	M/s ISSM Labeling Solutions Pvt. Ltd.	PKR 9,565,000/- inclusive of applicable taxes as quoted. PKR 8,105,932/- exclusive of GST as calculated. Separate amounts quoted for optional/additional components.	PKR 7,800,000/- Annual SLA: PKR 2,600,000/-	PKR 17,365,000/- (using quoted tax-inclusive one-time amount + 3-year SLA as quoted)	Annual SLA: PKR 2,600,000 x 3 years = PKR 7,800,000. • One-time ex-GST working: PKR 9,565,000 / 1.18 = PKR 8,105,932 (rounded). • Quoted rates are stated to be inclusive of applicable taxes. • Prices valid for 90 days. • Optional/additional components remain outside the aggregate unless actually required.


Waqas Ahmed Langah
 Secretary (Budget & Expenditure)
 Federal Board of Revenue
 Islamabad

Sr. No.	Bidder / Firm	Estimated One-Time Cost (PKR)	Estimated Recurring Cost (PKR)	Calculated 3-Year Aggregate*	Remarks / Calculation Basis
7	M/s Naturetech Pvt. Ltd.	PKR 2,000,000/- Equipment and Goods Cost	Minimum PKR 36,000,000/- per production line PKR 0.25/- per unit produced, subject to minimum monthly charge of PKR 1,000,000/- per production line, whichever is higher	Minimum PKR 38,000,000/- per production line (Record only - technically non-qualified; actual may be higher)	Minimum recurring: PKR 1,000,000 x 36 months = PKR 36,000,000 per production line. • Indicative prices; actual may vary. • Tax inclusion/exclusion is not stated. • Bidder is technically non-qualified and is not carried forward.
8	M/s Tollink Pakistan Pvt. Ltd.	PKR 7,408,427/- Hardware & Software: PKR 4,559,420/- Infrastructure: PKR 2,514,518/- Installation, Testing & Commissioning: PKR 334,489/-	PKR 4,798,872/- Monthly support per line: PKR 133,302/-	PKR 12,207,299/-	One-time: PKR 4,559,420 + PKR 2,514,518 + PKR 334,489 = PKR 7,408,427. Recurring: PKR 133,302 x 36 months = PKR 4,798,872. • Prices are exclusive of Sales Tax and quoted per line item. • Prices are based on current forex rates and taxes; changes will be adjusted accordingly.

*Calculated three-year aggregates are arithmetic consolidations of the displayed one-time and recurring amounts only. They do not represent evaluated/normalized bid prices and exclude variable or unquantified elements identified in the remarks.

Technical qualification treatment of financial information: The indicative commercial information of M/s DwiseTech and M/s Naturetech Pvt. Ltd. is reproduced for record only. Since both bidders failed the technical threshold, their prices have no bearing on the subsequent POC/authorization process. The remaining six technically qualified bidders proceed on the basis of technical qualification, not price ranking.

14. Combined Evaluation Status (Pre-POC)

The technical evaluation and indicative cost review result in the following pre-POC status. No bidder is ranked as Lowest or Most Advantageous Bid at this stage. Commercial information is retained to support transparency, reasonableness review and any subsequent determination of an upper price restriction/maximum fee, while progression to POC is governed by technical qualification.

Sr. No.	Bidder	Technical Score / 60	Technical %	Pre-POC Status
1	M/s Tollink Pakistan Pvt Ltd	49	81.67%	Technically Qualified - Proceed to POC
2	M/s Obsidian	43	71.67%	Technically Qualified - Proceed to POC
3	M/s DwiseTech	15	25.00%	Non-Technically Qualified - No further consideration
4	M/s AJCL Pvt. Ltd.	45	75.00%	Technically Qualified - Proceed to POC
5	M/s NRTC	48	80.00%	Technically Qualified - Proceed to POC
6	M/s Excellence Delivered (ExD) Pvt. Ltd.	46	76.67%	Technically Qualified - Proceed to POC
7	M/s ISSM Labeling Solutions Pvt. Ltd.	48	80.00%	Technically Qualified - Proceed to POC
8	M/s Naturetech Pvt. Ltd.	15	25.00%	Non-Technically Qualified - No further consideration

Note: The minimum technical score required to qualify is 42 marks out of 60 (70%). The POC is the next prescribed stage for technically qualified bidders. Indicative costs are not used to eliminate or rank technically qualified bidders at this pre-POC stage.

15. Technical/ Financial Evaluation Committee Recommendations

- M/s Tollink Pakistan Pvt Ltd, M/s Obsidian, M/s AJCL Pvt. Ltd., M/s NRTC, M/s Excellence Delivered (ExD) Pvt. Ltd. and M/s ISSM Labeling Solutions Pvt. Ltd. be declared technically qualified and invited to the Proof of Concept (POC) stage in accordance with Section V of the Bidding Document.
- M/s DwiseTech and M/s Naturetech Pvt. Ltd. be treated as technically non-qualified and not carried forward to POC/authorization. Their indicative financial information in this report is for record/transparency only.
- The indicative one-time and recurring cost structures, together with the three-year arithmetic consolidations above, be retained as commercial reference information without financial ranking. Variable charges (including per-SKU, security-label and per-unit charges), taxes, shipment/installation exclusions, optional components and site/line-specific cost bases shall be verified and normalized only if required for any subsequent price-cap/maximum-fee determination.
- Successful completion of the prescribed POC, including achievement of the minimum required solution accuracy of 95%, shall be a prerequisite for recommendation for authorization.
- Any final commercial terms/authorized fee or upper price restriction shall be determined/processed in accordance with the Bidding Document, the applicable statutory framework and approval of the competent forum, after reconciliation of the bidders' original price schedules, applicable taxes and the finalized configuration/scope following POC.
- Subject to the above compliances, FBR may issue none or more than one authorization.


Waqas Ahmed Langah
 Secretary (Budget & Expenditure)
 Federal Board of Revenue
 Islamabad

Combined/Final Evaluation Report - F. No. 7(3)/IR/TDU/2026

TECHNICAL BID OPENING SHEET

Tender Reference No:

Project Title:

**AUTHORIZED VENDORS FOR INSTALLATION AND MAINTENANCE OF
PRODUCTION COUNTING SYSTEM IN PACKAGED TEA SECTOR**

27th August, 2026 at 2:30 p.m.

Technical Bid Opening Date/ Time:

S.No.	Name of Firm	Name of Representative	Bid Submission (Hard/Soft)	Bid Security submission	Financial Bid submission	Signature
1.	M/s Tellinte Pakistan (Pvt) Ltd	Mohammad Arif	Yes	Yes	Financial Proposal is open and attached with Bid	MARIF
2.	M/s Obsidian	Abubakar Ahmed	Yes	Yes	Yes	Abubakar
3.	M/s Dewisetech (Pvt) Ltd	Jibran Ramzan	Yes	Yes	Yes	Jibran
4.	M/s AJCC (Pvt) Ltd	Mr. Saad Ali Javed	Yes	Yes	Yes	Saad
5.	M/s NRTC	Imam Ahmed Masood	Yes	Yes	Yes	Imam
6.	M/s ExD	Sahar Ali Khan	Yes	Yes	Yes	Sahar
7.	M/s ISSM Labelling	Zeshan Farooq Kiyani	Yes	Yes	Yes	Zeshan
8.	M/s Naturetech	Zeshan Ahmed	Yes	Yes	Yes	Zeshan
9.						

Wahid Ahmed Langah

Farrukh Amir Sial
Secretary (Administration)
Federal Board of Revenue
Islamabad

FINAL

Invitation to Bid (ITB)

**COMBINED TECHNICAL AND INDICATIVE
FINANCIAL EVALUATION REPORT
(PRE-POC STAGE)**

Request for Proposal Reference No.	F. No. 7(3)/IR/TDU/2026
Request for Proposal Title	Authorized Vendors for Installation and Maintenance of Production Counting System in <u>Packaged Tea Sector</u>
RFP Issuance/ Publishing Date	28 th July, 2026
Corrigendum-01 (Extension in Bid Submission Date)	20 th August, 2026
Pre-Bid meeting Date	5 th August, 2026
Proposal Submission Date (Original)	20 th August, 2026
Proposal Submission Date (Revised)	27 th August, 2026
Publishing	National Press (two leading national daily newspapers – One English and One Urdu) Website(s): FBR & PPRA
Procurement Method/ Process	Single Stage – One Envelope Bidding Procedure– Open Competitive Bidding Process
Date of Technical Assessment	09 th September, 2026
Combined Technical and Indicative Financial Evaluation Report Signing Date	22 nd September, 2026


Waqas Ahmed Langa
Secretary (Budget & Expenditure)
Federal Board of Revenue
Islamabad

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Annexure-I Invitation to Bid Publications (Clippings)

Annexure-II Mandatory/Marking Technical Proposal Evaluation Criteria (Technical/ Financial)

Annexure-III Technical Proposal Opening Statement


Waqas Ahmed Langah
Secretary (Budget & Expenditure)
Federal Board of Revenue
Islamabad

1. Project Background

The Federal Board of Revenue (FBR) invites proposals from eligible vendors for the deployment, maintenance, and operational support of a barcode scanning and counting system, including industrial barcode scanners and unit counting sensors if. The system will provide real time, accurate production counts for Packaged Tea. The selected vendor will be responsible for installing a production count and SKU management solution through a robust application that is capable of capturing unique SKU values against a preloaded SKU database (to be provided by FBR), and count individual units under capturing and transmitting data to an Industrial PC via a Programmable Logic Controller for SKU identification and count recording.

The vendor will also integrate the solution with FBR's system, mapping SKUs through barcodes or unique identifiers for all Packaged Tea manufacturers. To validate performance, vendors must conduct a testing demonstration, ensuring compliance with functional and operational requirements. Additionally, vendors will provide ongoing technical support, maintenance, and periodic updates to ensure system efficiency, timely troubleshooting, and compatibility with FBR's evolving specifications. Pricing proposals must align with FBR's prescribed requirements. The procurement process shall be conducted in accordance with the Public Procurement Regulatory Authority (PPRA) Rules under the Single Stage – One Envelope Bidding Procedure. Locations: Nationwide manufacturers and bottlers of Packaged Tea FBR intend to cover all Packaged Tea lines in Pakistan by 31st December 2026 Commencement date for delivery: Vendors must commence installation of system within 2 weeks of receiving Purchase Order from manufacturers.

2. Business Objectives of the FBR

The FBR is undertaking a significant digitalization initiative aimed at enhancing its tax collection capabilities and addressing structural gaps in Pakistan's tax system. As part of this transformation, FBR seeks to deploy a production counting system at all Packaged Tea facilities in Pakistan to improve tax compliance and prevent revenue leakage within the Packaged Tea sector, particularly in the handling of filled and packed tea units at Packaged Tea manufacturing facilities in Pakistan. As part of the agreement, selected vendors will be responsible for providing and installing barcode scanning and unit counting systems. Vendors will also be responsible for providing post installation maintenance and tech support services to the procuring client.

FBR recognizes the critical role of technology in tackling the challenges of tax evasion, unreported production, and discrepancies in Packaged Tea production data. This production counting project aims to deliver real-time visibility into total production of Packaged Tea. The solution will enable FBR to monitor the production count of Packaged Tea ensuring accurate reporting, transparent audits, and correct tax payments. A panel of multiple authorized vendors will provide manufacturers access to a pool of competitive vendors.

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The solution specified in the RFP will scan barcodes from packaged tea units, including packs, pouches, tins, (covering loose/dry tea, tea bags, and ready-to-drink tea), recognize each unique SKU, count individual units and report key metrics including but not limited to number of units for each SKU and type (e.g. brand) produced in Packaged Tea (Note: System should be able to expand coverage of SKU types through a user-friendly SKU management interface). It will then store the recorded data and transmit to FBR's system. FBR will access the data and should have access to an interactive dashboard. The user should be able to filter across multiple indicators including by SKU, time frame and information of the company (e.g., site, production line). The user can analyze data and compare it to reported quantities by the manufacturer.

4. Functional Performance Requirements of the Information System


Waqas Ahmed Langah
Secretary (Budget & Expenses)
Federal Board of Revenue
Islamabad

The system must maintain an uptime of 99% on daily basis to ensure seamless real-time transfer of data from manufacturer to FBR for live production monitoring.

Pre-Award Viability:

The bidder must conduct a viability and capability demonstration test at a designated FBR-approved site (e.g., a Packaged Tea plant) to validate that the proposed solution meets the operational and technical specifications. This test will form a prerequisite for final award approval.

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Language Support: All information technologies with the Barcode scanning and counting system must provide support for English language. Specifically, all display technologies and software must support the ISO 639-1 EN character set and perform sorting according to ISO/IEC 14651

Dates: All information technologies MUST properly display, calculate, and transmit date data, including, but not restricted to 21st-Century date data.

Electrical Power: All active (powered) equipment must operate on 220v +/- 20v, 50Hz +/- iv. 2Hz for V AC. For DC, power must be supplied by an industrial Power Supply Source for 24V or 12 V, depending on the hardware required as IPC, sensors, industrial switch, etc. All active equipment must include power plugs standard in Pakistan.

Environmental: All equipment must comply with food industry standards. Specifically, jigs fixing the sensors, cables, enclosures and electrical cabinets must use connectors and buttons made of stainless steel or food-grade, approved plastics. The equipment must be robust enough to meet IP66.

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Commencement date for delivery:	Vendors must commence installation of system within 2 weeks of receiving Purchase Order from manufacturers.
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Performance Guarantee	The Performance Guarantee shall be applicable and will be set at fixed amount of PKR 5,000,000 only. Note: This limit may be revised and lowered.

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Currency for Evaluation of Proposals	Pak Rupees (PKR)

7. Technical/ Financial Evaluation Committee

Following Technical/ Financial Evaluation Committee was designated for the evaluation of the subject Request for Proposal (RFP):

Sr. No	Name	Designation	Role
1.	Mr. Zubair Bilal	Member (IR-Operations), FBR	Chairman/ Convener
2.	Mr. Ashhad Jawwad	Member (Customs Policy)	Member
3.	Dr. Najeebullah	Chief (Tax Reforms)	Member
4.	Dr. Muhammad Khurram	Chief (Mgt/HR-IR)	Member
5.	Mr. Rizwan Salabat	Chief (Mgt/HR-Customs)	Member
6.	Mr. Amjad-ur-Rehman	Chief (F&C) – Customs	Member
7.	Mr. Waqas Ahmed Langah	Secretary (Budget & Expenditure)	Member/Secretary
8.	Faisal Sattar	Chief Executive Officer	Member

8. Procurement Process

The procurement process for the subject activity is **Single Stage – One Envelope Bidding Procedure – Invitation to Bid – Open Competitive Bidding Process**. Invitation to Bid notification was published in national press (two leading national daily newspapers – One English and One Urdu) on **28th July, 2026 (Annexure-I)** as well as uploaded on FBR (<https://www.fbr.gov.pk/>) and PPRA (<https://www.ppra.gov.pk>) websites. Following table mentions the publication of corrigendum, addendums and other aspects of the procurement process.

Request for Proposal Reference No.	F. No. 7(3)/IR/TDU/2026
Request for Proposal Title	Authorized Vendors for Installation and Maintenance of Production Counting System in <u>Packaged Tea Sector</u>
RFP Issuance/ Publishing Date	28 th July, 2026
Corrigendum-01 (Extension in Bid Submission Date)	20 th August, 2026
Pre-Bid meeting Date	5 th August, 2026
Proposal Submission Date (Original)	20 th August, 2026
Proposal Submission Date (Revised)	27 th August, 2026
Publishing	National Press (two leading national daily newspapers – One English and One Urdu) Website(s): FBR & PPRA

Procurement Method/ Process	Single Stage – One Envelope Bidding Procedure – Open Competitive Bidding Process
Date of Technical Assessment	
Combined Technical and Indicative Financial Evaluation Report Signing Date	

9. Proposal(s) Received

On the proposal submission date and time **27th August, 2026 at 2:00 p.m.**, following proposals were received:

Sr. No	Proposer	Submission of Proposal
1.	M/s Tollink Pakistan Pvt Ltd	Yes
2.	M/s Obsidian	Yes
3.	M/s Dwisetech (Pvt) Ltd	Yes
4.	M/s AJCL (Pvt) Ltd	Yes
5.	M/s NRTC	Yes
6.	M/s Excellence Delivered (ExD) Pvt Ltd	Yes
7.	M/s ISSM Labelling	Yes
8.	M/s Naturetech (Pvt) Ltd	Yes

10. Proposals Opening

In accordance with the Single Stage – One Envelope Bidding Procedure, the bids were opened publicly on the same date immediately after the bid submission deadline at FBR House by the Technical/ Financial Evaluation Committee in the presence of authorized representatives of participating firms. The completeness of the bids and availability of the required bid security were checked in the presence of the bidders' representatives. As the bidding document required the technical proposal to include an indicative price per installation point and a breakdown of price per component, no separate financial envelope or subsequent financial opening formed part of the prescribed procedure.

- (i) the name of the Bidder and, where applicable, details of the Joint Venture/Consortium; and
- (ii) availability and amount of the bid security and other particulars required to be announced at bid opening.

The bid opening statement is placed at Annexure-III.

11. Preliminary Examination

Preliminary examination of the technical proposals was carried out. The examination included verification/ review of technical proposal submission form, completeness of the proposal, eligible countries, proposal validity confirmation and availability of proposal security as per requirement of the Request for Proposal. The finding(s) from preliminary examination is summarized below:

Proposer	Proposal Form	Eligible Country	Proposal Validity	Proposal Security	Acceptance for detailed Examination
1. M/s Tollink Pakistan Pvt Ltd	Yes	Pakistan	Yes	Yes	Yes
2. M/s Obsidian	Yes	Pakistan	Yes	Yes	Yes

Proposer	Proposal Form	Eligible Country	Proposal Validity	Proposal Security	Acceptance for detailed Examination
3. M/s Dwisetech (Pvt) Ltd	Yes	Pakistan	Yes	Yes	Yes
4. M/s AJCL (Pvt) Ltd	Yes	Pakistan	Yes	Yes	Yes
5. M/s NRTC	Yes	Pakistan	Yes	Yes	Yes
6. M/s Excellence Delivered (ExD) Pvt Ltd	Yes	Pakistan	Yes	Yes	Yes
7. M/s ISSM Labelling	Yes	Pakistan	Yes	Yes	Yes
8. M/s Naturetech (Pvt) Ltd	Yes	Pakistan	Yes	Yes	Yes

12. Detailed Technical Evaluation

The mandatory requirements and marking criteria for evaluation of proposals advertised in the Request for Proposal along with detailed proposal's evaluation, are submitted at **Annexure-III**. The summary of evaluation is mentioned below:

Sr.	Proposer	Compliance with Mandatory Criteria	Technical Score/ Marks (Maximum marks 60)
1.	M/s Tollink Pakistan Pvt Ltd	Compliant/ Technically qualified	49
2.	M/s Obsidian	Compliant/ Technically qualified	43
3.	M/s Dwisetech (Pvt) Ltd	Non-Compliant/ Non-Technically qualified	15
4.	M/s AJCL (Pvt) Ltd	Compliant/ Technically qualified	45
5.	M/s NRTC	Compliant/ Technically qualified	48
6.	M/s Excellence Delivered (ExD) Pvt Ltd	Compliant/ Technically qualified	46
7.	M/s ISSM Labelling	Compliant/ Technically qualified	48
8.	M/s Naturetech (Pvt) Ltd	Non-Compliant/ Non-Technically qualified	15

• *Note: The minimum technical score (St) required to pass is: Forty-Two (42) points / marks being 70% of total marks of 60 points/marks.*

13. Indicative Financial / Cost Analysis

The Bidding Document adopts a Single Stage - One Envelope procedure and requires the technical proposal to include an indicative price per installation point together with the component-wise price breakdown. The commercial submissions have therefore been reviewed as indicative cost information accompanying the technical proposals. The table below consolidates the quoted one-time and recurring cost structures of all eight bidders for transparency and record. Financial information of bidders found technically non-qualified is shown for record only and is not carried forward for POC, authorization, financial ranking or award.

For recurring charges, the three-year authorization period has been used solely for arithmetic consolidation: annual charges are multiplied by 3 and monthly charges by 36. Variable charges linked to SKU volume, security

labels or production units cannot be fully quantified at this stage. The calculated aggregates are therefore indicative arithmetic totals only and shall not be treated as normalized evaluated bid prices or used to rank the bidders, because the quoted commercial structures and cost inclusions/exclusions are not uniform.

Sr. No.	Bidder / Firm	Estimated One-Time Cost (PKR)	Estimated Recurring Cost (PKR)	Calculated 3-Year Aggregate*	Remarks / Calculation Basis
1	M/s Obsidian	PKR 2,455,000/- Hardware: PKR 1,155,000/- Deployment: PKR 500,000/- Software: PKR 800,000/-	PKR 6,000,000/- Annual SLA: PKR 2,000,000/-	PKR 8,455,000/-	Annual SLA: PKR 2,000,000 x 3 years = PKR 6,000,000. • Pricing is exclusive of shipment, on-site installation and applicable taxes. • Quoted tentative prices are subject to successful POC; final pricing may vary after POC depending on equipment configuration, performance validation and finalized scope.
2	M/s AJCL Pvt. Ltd.	PKR 9,591,771/-	PKR 19,808,568/- Monthly Maintenance per Line: PKR 550,238/- Per SKU Charge: PKR 1/-	PKR 29,400,339/- + PKR 1/- per SKU (actual)	Monthly maintenance: PKR 550,238 x 36 months = PKR 19,808,568. • Per-SKU charge will be costed as per actual. • Pricing is exclusive of all applicable taxes.
3	M/s DwiseTech	PKR 4,573,000/- Hardware: PKR 2,673,000/- Replacement Components: PKR 800,000/- Software Platform: PKR 800,000/- Installation & Commissioning: PKR 300,000/-	PKR 1,500,000/- Annual Support Agreement: PKR 500,000/-	PKR 6,073,000/- (Record only - technically non-qualified)	Annual support: PKR 500,000 x 3 years = PKR 1,500,000. • Pricing is exclusive of shipment and applicable taxes. • Quoted figures are indicative and contingent on successful POC; however, the bidder is technically non-qualified and is not carried forward.

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Secretary (Budget & Expenditure)
Federal Board of Revenue
Islamabad

Sr. No.	Bidder / Firm	Estimated One-Time Cost (PKR)	Estimated Recurring Cost (PKR)	Calculated 3-Year Aggregate*	Remarks / Calculation Basis
4	M/s National Radio and Telecommunication Corporation (NRTC)	PKR 8,385,012/- Production Line Equipment per line: PKR 4,992,084/- Premises Equipment per site: PKR 3,392,928/-	PKR 4,173,120/- PKR 1,391,040/- per year per premises for a single line PKR 4.05 per security label	PKR 12,558,132/- + PKR 4.05 per security label (actual)	One-time: PKR 4,992,084 + PKR 3,392,928 = PKR 8,385,012. Recurring: PKR 1,391,040 x 3 years = PKR 4,173,120. • All prices are exclusive of applicable taxes; BDS 12 referred. • Three-year comprehensive warranty on hardware and software is included in one-time cost. • Security label cost cannot be fully quantified at this stage.
5	M/s Excellence Delivered (ExD) Pvt. Ltd.	PKR 2,905,000/- Hardware: PKR 1,305,000/- One-Time Deployment: PKR 650,000/- Software: PKR 950,000/-	PKR 7,500,000/- Annual SLA: PKR 2,500,000/-	PKR 10,405,000/-	Annual SLA: PKR 2,500,000 x 3 years = PKR 7,500,000. • Pricing is exclusive of shipment and on-site installation. • Prices are exclusive of applicable taxes.
6	M/s ISSM Labeling Solutions Pvt. Ltd.	PKR 9,565,000/- inclusive of applicable taxes as quoted. PKR 8,105,932/- exclusive of GST as calculated. Separate amounts quoted for optional/additional components.	PKR 7,800,000/- Annual SLA: PKR 2,600,000/-	PKR 17,365,000/- (using quoted tax-inclusive one-time amount + 3-year SLA as quoted)	Annual SLA: PKR 2,600,000 x 3 years = PKR 7,800,000. • One-time ex-GST working: PKR 9,565,000 / 1.18 = PKR 8,105,932 (rounded). • Quoted rates are stated to be inclusive of applicable taxes. • Prices valid for 90 days. • Optional/additional components remain outside the aggregate unless actually required.


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Sr. No.	Bidder / Firm	Estimated One-Time Cost (PKR)	Estimated Recurring Cost (PKR)	Calculated 3-Year Aggregate*	Remarks / Calculation Basis
7	M/s Naturetech Pvt. Ltd.	PKR 2,000,000/- Equipment and Goods Cost	Minimum PKR 36,000,000/- per production line PKR 0.25/- per unit produced, subject to minimum monthly charge of PKR 1,000,000/- per production line, whichever is higher	Minimum PKR 38,000,000/- per production line (Record only - technically non-qualified; actual may be higher)	Minimum recurring: PKR 1,000,000 x 36 months = PKR 36,000,000 per production line. • Indicative prices; actual may vary. • Tax inclusion/exclusion is not stated. • Bidder is technically non-qualified and is not carried forward.
8	M/s Tollink Pakistan Pvt. Ltd.	PKR 7,408,427/- Hardware & Software: PKR 4,559,420/- Infrastructure: PKR 2,514,518/- Installation, Testing & Commissioning: PKR 334,489/-	PKR 4,798,872/- Monthly support per line: PKR 133,302/-	PKR 12,207,299/-	One-time: PKR 4,559,420 + PKR 2,514,518 + PKR 334,489 = PKR 7,408,427. Recurring: PKR 133,302 x 36 months = PKR 4,798,872. • Prices are exclusive of Sales Tax and quoted per line item. • Prices are based on current forex rates and taxes; changes will be adjusted accordingly.

*Calculated three-year aggregates are arithmetic consolidations of the displayed one-time and recurring amounts only. They do not represent evaluated/normalized bid prices and exclude variable or unquantified elements identified in the remarks.

Technical qualification treatment of financial information: The indicative commercial information of M/s DwiseTech and M/s Naturetech Pvt. Ltd. is reproduced for record only. Since both bidders failed the technical threshold, their prices have no bearing on the subsequent POC/authorization process. The remaining six technically qualified bidders proceed on the basis of technical qualification, not price ranking.

14. Combined Evaluation Status (Pre-POC)

The technical evaluation and indicative cost review result in the following pre-POC status. No bidder is ranked as Lowest or Most Advantageous Bid at this stage. Commercial information is retained to support transparency, reasonableness review and any subsequent determination of an upper price restriction/maximum fee, while progression to POC is governed by technical qualification.

Sr. No.	Bidder	Technical Score / 60	Technical %	Pre-POC Status
1	M/s Tollink Pakistan Pvt Ltd	49	81.67%	Technically Qualified - Proceed to POC
2	M/s Obsidian	43	71.67%	Technically Qualified - Proceed to POC
3	M/s DwiseTech	15	25.00%	Non-Technically Qualified - No further consideration
4	M/s AJCL Pvt. Ltd.	45	75.00%	Technically Qualified - Proceed to POC
5	M/s NRTC	48	80.00%	Technically Qualified - Proceed to POC
6	M/s Excellence Delivered (ExD) Pvt. Ltd.	46	76.67%	Technically Qualified - Proceed to POC
7	M/s ISSM Labeling Solutions Pvt. Ltd.	48	80.00%	Technically Qualified - Proceed to POC
8	M/s Naturetech Pvt. Ltd.	15	25.00%	Non-Technically Qualified - No further consideration

Note: The minimum technical score required to qualify is 42 marks out of 60 (70%). The POC is the next prescribed stage for technically qualified bidders. Indicative costs are not used to eliminate or rank technically qualified bidders at this pre-POC stage.

15. Technical/ Financial Evaluation Committee Recommendations

- M/s Tollink Pakistan Pvt Ltd, M/s Obsidian, M/s AJCL Pvt. Ltd., M/s NRTC, M/s Excellence Delivered (ExD) Pvt. Ltd. and M/s ISSM Labeling Solutions Pvt. Ltd. be declared technically qualified and invited to the Proof of Concept (POC) stage in accordance with Section V of the Bidding Document.
- M/s DwiseTech and M/s Naturetech Pvt. Ltd. be treated as technically non-qualified and not carried forward to POC/authorization. Their indicative financial information in this report is for record/transparency only.
- The indicative one-time and recurring cost structures, together with the three-year arithmetic consolidations above, be retained as commercial reference information without financial ranking. Variable charges (including per-SKU, security-label and per-unit charges), taxes, shipment/installation exclusions, optional components and site/line-specific cost bases shall be verified and normalized only if required for any subsequent price-cap/maximum-fee determination.
- Successful completion of the prescribed POC, including achievement of the minimum required solution accuracy of 95%, shall be a prerequisite for recommendation for authorization.
- Any final commercial terms/authorized fee or upper price restriction shall be determined/processed in accordance with the Bidding Document, the applicable statutory framework and approval of the competent forum, after reconciliation of the bidders' original price schedules, applicable taxes and the finalized configuration/scope following POC.
- Subject to the above compliances, FBR may issue none or more than one authorization.


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 Federal Board of Revenue
 Islamabad

TECHNICAL BID OPENING SHEET

Tender Reference No:

Project Title:

**AUTHORIZED VENDORS FOR INSTALLATION AND MAINTENANCE OF
PRODUCTION COUNTING SYSTEM IN PACKAGED TEA SECTOR**

Technical Bid Opening Date/ Time:

27th August, 2026 at 2:30 p.m.

S.No.	Name of Firm	Name of Representative	Bid Submission (Hard/Soft)	Bid Security submission	Financial Bid submission	Signature
1.	M/S Tellink Pakistan (Pvt) Ltd	Muhammad Arif	Yes	Yes	Financial Proposal is open and attached with Bid	MARIF
2.	M/S Obsidian	Abubakar Ahmed	Yes	Yes	Yes	Abubakar
3.	M/S Dewisotech (Pvt) Ltd	Jibran Ramzan	Yes	Yes	Yes	Jibran
4.	M/S AJCE (Pvt) Ltd	M. Saadun Javed	Yes	Yes	Yes	San
5.	M/S NRTC	Wajid Ahmed Naseem	Yes	(B/G) Yes	Yes	Wajid
6.	M/S ExD	Saharil Moxhas	Yes	Yes	Yes	San
7.	M/S ISSM Labelling	Zeshan Farooq Kiyani	Yes	Yes	Yes	Zeshan
8.	M/S Naturetech	Zeshan Ahmed	Yes	Yes	open attached with Bid Yes	Zeshan
9.						

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27/8/26

Farrukh Amir Sial
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