

TECHNICAL EVALUATION REPORT

S. No.	Particular	Detail
1	Name of Procuring Agency	Federal Board of Revenue (HQ)
2	Method of Procurement	Two-Stage Bidding Procedure
3	Title of Procurement	Authorized Vendors for Supply, Installation, Operation and Maintenance of Sensor-Based Running-Length Measurement and Video Analytics based Production Monitoring System in Leather Sector
4	Tender Inquiry No.	S(4)TDU/IR/2026
5	PPRA Ref. No. (TSE)	TS0000009047E
6	Date & Time of Bid Closing	22nd October 2026, 2:00 PM
7	Date & Time of Bid Opening	22nd October 2026, 2:30 PM
8	No. of Bids Received	04
9	Criteria for Bid Evaluation	Technical Bid Evaluation Report Attached.
10	Details of Bid(s) Evaluation	Technical Bid Evaluation Report Attached.

Name of Bidder	Technical Marks (if applicable)	POC Status	Rule / Regulation / SBD* / Policy / Basis of Rejection / Acceptance
M/s ISSM Labelling Solutions (Pvt.) Ltd.	89	Not applicable	Responsive
M/s NRTC and ASY Joint Venture	85	Not applicable	Responsive
M/s Excellence Delivered (ExD) (Pvt.) Ltd.	40	Not applicable	Non-responsive – below minimum score of 70 marks; finalized solution not offered
M/s Obsidian Technologies	42	Not applicable	Non-responsive – mandatory forms not submitted; below minimum score of 70 marks

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

Signature: _____

Official Stamp: _____

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

*Standard Bidding Documents (SBD).

INVITATION TO BID (ITB)

TECHNICAL BID(S) EVALUATION REPORT

Item	Detail
Invitation to Bid Reference No.	5(4)TDU/IR/2026
Invitation to Bid Title	Authorized Vendors for Supply, Installation, Operation and Maintenance of Sensor-Based Running-Length Measurement and Video Analytics based Production Monitoring System in Leather Sector (Stage-2)
Invitation to Bid Issuance / Publishing Date (Stage-I)	4 th July 2026
Pre-Bid Meeting Date (Stage-I)	13 th July 2026
Revised Proposals Submission Date (Stage-I)	10 th August 2026
Publishing (Stage-I)	National Press (two leading national daily newspapers – One English and One Urdu); Website(s): FBR
Request for Proposals (Stage-II) uploading date	7 th October 2026
Procurement Method / Process	Two-Stage Bidding Procedure – National Competitive Bidding Process
Proposals Submission Date (Stage-II)	22 nd October 2026
Technical Proposals Evaluation Report Signing Date	28 th October 2026

Table of Contents

1. Project Background
2. Objective & Vision
3. Scope of the System
4. Brief Terms of Invitation to Bid Document
5. Bid Process
6. Technical / Financial Evaluation Committee
7. Bid(s) Received
8. Bid Opening
9. Preliminary Examination
10. Detailed Technical Evaluation
11. Bids Accepted as “Responsive / Technically Qualified” to the Invitation to Bid
12. Proof-of-Concept Testing
13. Bids Accepted as “Non-responsive / Non-Technically Qualified” to the Invitation to Bid

Annexure	Content
Annexure-I	Invitation to Bid Publications (Clippings)
Annexure-II	Technical Bid Opening Statement
Annexure-III	Mandatory Requirements for Eligibility / Responsiveness and Bid Evaluation Criteria (Technical)

1. Project Background

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 monitoring system at leather-sector manufacturing facilities producing material in rolls, synthetic / artificial leather (PU / PVC coated fabric, commonly known as rexine), to improve tax compliance and prevent revenue leakage within the sector. Selected vendors will be responsible for providing and installing a production monitoring system based on sensor-based running-length measurement and video analytics, as finalized by FBR on completion of Stage-I. Vendors will also be responsible for providing post-installation maintenance and technical support services to the manufacturers.

2. Objective & Vision

FBR recognizes the critical role of technology in tackling the challenges of tax evasion, unreported production and discrepancies in production data. This production monitoring project aims to deliver real-time visibility into the running length and number of rolls produced by leather-sector manufacturers. The solution will enable FBR to verify reported production, 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. Scope of the System

The scope of the System is to implement an end-to-end production monitoring system (including software, hardware and integration) at the winding / take-up stage of roll-producing lines across leather-sector manufacturing facilities in Pakistan. An industrial length-measurement sensor measures the running length of material, and video analytics detects each roll cut, counts rolls and captures a snapshot of each roll, as defined in Section V (Scope of Work) of the Revised RFP. Roll records and cumulative running metres are transmitted to FBR in real time.

4. Brief Terms of Invitation to Bid Document

Term	Requirement
Schedule of Requirements	FBR intends to ensure that 100% of designated leather-sector manufacturing facilities are covered, with Operational Acceptance Tests completed, within 60 days of authorization. Installation at a facility shall commence within 2 weeks of the purchase / work order or FBR instruction.
Bid Validity from bid submission	The Bid Validity period shall be 120 days.
Bid Security	PKR 1,000,000 (Stage-I Bid Security retained by FBR)
Performance Guarantee	The Performance Guarantee shall be a fixed amount of PKR 5,000,000 per authorized vendor.
Liquidated Damages	Rate: 0.2% of the Performance Guarantee per day of non-compliance for each affected facility. Maximum deduction: the cumulative penalty shall not exceed the value of the Performance Guarantee.
Currency for Evaluation of Bid	Pak Rupees (PKR)

5. Bid Process

The bidding process for the subject activity is the Two-Stage Bidding Procedure – National Competitive Bidding. Invitation to Bid (Stage-I) notification was published in the national press (two leading national daily newspapers – one English and one Urdu) on 4th July 2026 (Annexure-I) and uploaded on e-PADS, FBR (<https://www.fbr.gov.pk>) and PPRA (<https://www.ppra.gov.pk>) websites. Invitation to Bid (Stage-II) was uploaded on 7th October, 2026.

Item	Detail
Invitation to Bid Reference No.	5(4)TDU/IR/2026
Invitation to Bid Title	Authorized Vendors for Supply, Installation, Operation and Maintenance of Sensor-Based Running-Length Measurement and Video Analytics based Production Monitoring System in Leather Sector (Stage-2)
Invitation to Bid Issuance / Publishing Date (Stage-I)	4 th July 2026
Pre-Bid Meeting Date (Stage-I)	13 th July 2026
Bids Submission Date (Stage-I)	27 th July 2026
Revised Bids Submission Date (Stage-I)	10 th August 2026
Publishing (Stage-I)	National Press (two leading national daily newspapers – One English and One Urdu); Website(s): FBR
Invitation to Bid (Stage-II) uploading date	7 th October 2026
Procurement Method / Process	Two-Stage Bidding Procedure – National Competitive Bidding Process
Bids Submission Date (Stage-II)	22 nd October 2026
Technical Bids Evaluation Report Signing Date	27 th October 2026

6. Technical / Financial Evaluation Committee

Following Technical / Financial Evaluation Committee was designated for the evaluation of the subject Invitation to Bid:

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. Najeibullah	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. Naeem Hassan	Secretary (Budget & Expenditure)	Member / Secretary
8	Mr. Faisal Sattar	Chief Executive Officer	Member
9	Mr. Waqar Ahmed	Second Secretary (IR-CPF)	Member

7. Proposal(s) Received

On the proposals submission date and time, 22nd October 2026 at 2:00 PM, proposals from the following bidders were received:

Sr. No.	Bidders	Proposal Submitted
1	M/s ISSM Labelling Solutions (Pvt.) Ltd.	Yes
2	M/s NRTC and ASY Joint Venture	Yes
3	M/s Excellence Delivered (ExD) (Pvt.) Ltd.	Yes
4	M/s Obsidian Technologies	Yes

8. Proposal Opening

In accordance with the proposal opening procedure of the two-stage bidding procedure, technical proposals for Stage-II of the subject procurement activity were opened publicly on the same date at 2:30 PM at FBR House by the Technical / Financial Evaluation Committee in the presence of bidders' authorized representatives. Availability of required documents / information as per ITB's terms was read out at the time of the proposal opening meeting. The opening statement is placed at Annexure-II.

9. Preliminary Examination

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

Bidders	Bid Form	Eligible Country	Bid Validity	Bid Security	Acceptance for Detailed Examination
M/s ISSM Labelling Solutions (Pvt.) Ltd.	Yes	Pakistan	Yes	Yes	Yes
M/s NRTC and ASY Joint Venture	Yes	Pakistan / China	Yes	Yes	Yes
M/s Excellence Delivered (ExD) (Pvt.) Ltd.	Yes	Pakistan	Yes	Yes	Yes
M/s Obsidian Technologies	No	Pakistan	No	No	No

10. Detailed Technical Evaluation

The mandatory requirements and marking criteria for evaluation of proposals advertised in the Revised RFP, along with the detailed evaluation of proposals, are submitted at Annexure-III.

11. Bids Accepted as “Responsive / Technically Qualified” to the Invitation to Bid

In accordance with Stage-II of the bidding process, the following bidders submitted their revised technical proposals, including indicative prices per installation point and breakdown of price per component:

Sr.	Bidder
1	M/s ISSM Labelling Solutions (Pvt.) Ltd.
2	M/s NRTC and ASY Joint Venture

Upon submission, the proposals were evaluated based on the Technical Evaluation Criteria specified in Section V. Two (02) vendors successfully achieved the minimum technical evaluation score of 70%, are considered compliant / technically qualified, and have been recommended by the Committee.

Sr.	Bidder	Compliance with Mandatory Criteria	Technical Score / Marks (Maximum marks 100)
1	M/s ISSM Labelling Solutions (Pvt.) Ltd.	Compliant	89
2	M/s NRTC and ASY Joint Venture	Compliant	85

Minimum technical score required to pass is seventy (70) marks, being 70% of the total score, i.e. 100 marks.

12. Proof-of-Concept Testing

No Proof-of-Concept testing was required under Stage-II of the Revised RFP (Section I, para 4(b)); Proofs of Concept were conducted during Stage-I. Performance of the authorized vendors will be verified through Operational Acceptance Tests at each manufacturing facility after installation, in the presence of FBR's representative (Section V-J).

13. Proposals Accepted as “Non-responsive / Non-Technically Qualified” to the Invitation to Bid

During the technical evaluation process, the following bidders were declared non-responsive / non-technically qualified:

Sr.	Bidder	Technical Score / Marks	Reason
1	M/s Excellence Delivered (ExD) (Pvt.) Ltd.	40	Did not achieve the minimum technical score of 70 marks. The proposal offers QR / RFID serialization and AI counting and does not offer the sensor-based running-length measurement solution finalized by FBR. Price Schedule (Form 3) not submitted.
2	M/s Obsidian Technologies	42	Form of Bid, Price Schedule and confirmation of Bid Security (Forms 1, 3 and 4) not submitted. The proposal does not offer the finalized running-length measurement solution. Did not achieve the minimum technical score of 70 marks.

02. Technical Bids Evaluation Sheet

(Revised technical proposals shall be evaluated on the criteria below. Bidders scoring at least 70 marks out of 100 shall qualify for authorization. Proposals scoring below 70 shall be considered non-responsive. Marks shall be awarded only on the basis of the documentary evidence in the Bid.)

Sr. No.	Evaluation Metric	Evaluation Criteria	Maximum Marks	M/s ISSM Labelling Solutions (Pvt.) Ltd.	M/s NRTC and ASY JV	M/s Excellence Delivered (ExD) (Pvt.) Ltd.	M/s Obsidian Technologies
1	Running-length measurement	Sensor technology, resolution and stated accuracy, material-driven mounting, direction sensing, calibration method, as per C, G1 and G4	25	20	22	0	0
2	Video analytics	Material-presence and roll-cut detection, roll counting, snapshot and video clip capture, camera tamper detection and edge processing, as per D, G2 and G3	20	18	15	3	4
3	Per-roll and cumulative recording	Automatic roll record at each cut, counter reset to zero, Cumulative Running Metres, reconciliation and read-only records, as per E and G5	15	15	14	0	0
4	Software, FBR integration and security	Real-time transmission to FBR, APIs, dashboards, alerts, offline buffering, security and hosting in Pakistan, as per G6	15	14	13	15	15
5	Implementation and support	Plan to deploy 100% within 60 days, installation capacity, nationwide support presence, spares and SLAs, as per H	15	12	11	12	13
6	Relevant experience	Similar projects (industrial length / speed measurement, production monitoring, video analytics) in the last five years, with POs or completion certificates: 5 marks per project, up to 2 projects	10	10	10	10	10
	Total Marks / Scored Marks		100	89	85	40	42
	Technical qualification status			Compliant	Compliant	Non-Compliant	Non-Compliant

TECHNICAL BID OPENING SHEET

Tender Reference No:

5(4)TDU/IR/2026

Project Title:

Hiring Of Authorized Vendors for Installation and Maintenance of
Production Monitoring System in Leather Sector (Stage-2)

Technical Bid Opening Date/ Time: 22nd October, 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
			Hard Copy	Soft Copy/ USB			
1.	M/S Ex-D (DVT) Ltd	SOHANIL KHAN	Yes			Yes	
2.	M/S NRTC	Imran Akbar	Yes	Yes		Yes	
3.	M/S Obsidian		Yes			Yes	
4.	M/S BSM Labelling	Zeesha Zaisal	Yes			Yes	
5.							
6.							
7.							
8.							


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

REQUEST FOR BIDS

PROCUREMENT NOTICE (PN)

5(4)TDU/IR/2026

AUTHORIZED VENDORS FOR INSTALLATION AND MAINTENANCE OF PRODUCTION MONITORING SYSTEM IN LEATHER SECTOR (Three years from authorization)

- The Federal Board of Revenue (FBR) invites sealed bids from eligible vendors, registered with PPRA on E-PADS as vendors and with Income Tax and Sales Tax Departments, and included in Active Taxpayer's List of FBR, for the deployment of a production monitoring solution across the leather sector in Pakistan. The vendors are required to submit proposals for a production monitoring/counting solution including barcode/QR/RFID-based counting, pieces/pairs/square feet/weight measurement, industrial sensor-based monitoring, weighing or measuring machine integration, OCR/image-based recognition, camera and video analytics, or any alternative solution proposed by the vendor and approved by FBR, provided it meets both the Technical and Proof of Concept (POC) evaluation criteria (including preferable accuracy of 99% with a minimum requirement of 95%) defined in Section V—Scope of Work and is cost-effective.
- Bidding documents are available on e-PADS and FBR/PPRA Websites i.e. <https://www.ppra.gov.pk> & <https://www.fbr.gov.pk/> and can be downloaded free of cost. Encrypted electronic bids duly completed and in conformity with Bidding Documents must be submitted online on e-Pak Acquisition and Disposal System (e-PADS) website till **11 AM dated 27th July, 2026**.
- The instant procurement for authorized vendors is being carried out under PPRA Ordinance, 2002 (including Section 2(l)) read with Public Procurement Rules, 2004. Procurement structure has been designed keeping in view Rule 4 and other relevant provisions under PPR, 2004 including but not limited to provisions as referred at Rule 15, Rule 21, Rule 29 and the rules connected thereto. The translation of the relevant provisions of PPR, 2004 into procurement design/structure has been made part of the instant bidding document.
- The procurement shall be carried out in accordance with PPRA's Two-Stage Bidding Procedure:
 - Stage 1:** Bidders shall submit a technical proposal, which will be evaluated based on the Technical Evaluation Criteria defined in Section V. Successful bidders will be required to conduct a POC which will be evaluated based on POC Evaluation Criteria defined in Section V.
Afterwards, FBR will conduct a Bidders Conference to discuss all solutions and their feasibility of implementation. Post the Bidders Conference, FBR will, at its discretion, finalize a specific production counting solution for implementation.
A revised RFP with FBR's finalized solution will be circulated with all bidders after the Bidders Conference.
 - Stage 2:** All eligible bidders will be required to submit a financial proposal, including the indicative price per installation point and breakdown of price per component, and conduct a POC test for the solution finalized by FBR. Upon evaluation, FBR will shortlist successful bidders and issue authorization.
- A pre-bid meeting and Bidders Conference will take place as per the following details:
 - Pre-bid meeting, to clarify vendor queries, will take place after bid submission on 13th July, 2026 3rd Floor, FBR House, Constitution Avenue, G-5, Islamabad.
The bidders who wish to join the meeting virtually can join by using the following link <https://us06web.zoom.us/j/86276332891?pwd=61n55vv9KuoQ30RbdD90EGCSZLbvz3.1> Meeting ID: 862 7633 2891 Passcode: 985448
 - Bidders Conference, to discuss technical details of all proposed solutions with all bidders, will take place after bid submission, Room No 358, 3rd Floor, FBR House, Constitution Avenue, G-5, Islamabad. The conference will be conducted before the finalization of solution by FBR.
- The original bid along with 2 copies, properly filled in, and enclosed in sealed envelopes must be delivered to the address, **Room 510, 5th Floor, FBR House, Constitution Avenue, G-5, Islamabad**, at or before **27th July, 2026**. The bids shall be opened promptly on the same day at **11:30AM** thereafter in public and in the presence of bidders' representatives who choose to attend in the opening in the **Room 358, 3rd Floor, FBR House, Constitution Avenue, G-5, Islamabad**.
- All bids must be accompanied by a Bid Security amounting PKR. 1,000,000 (One million Only), or freely convertible currencies in case of foreign Bidders in an acceptable form.
- Interested eligible bidders may request for further information/clarification by email at secretary.admin@fbr.gov.pk during official business days and timings, within Seven (07) days before the proposal submission deadline.
- FBR may reject all bids at any time prior to the acceptance of a bid by invoking rule 33 of Public Procurement Rule (PPR), 2004.

Farrukh Amir Sial
Secretary (Administration)
Federal Board of Revenue (FBR)
Room 506, Fifth Floor, Federal Board Of Revenue (HQ) Islamabad
Email: secretary.admin@fbr.gov.pk
Phone No: 051-9203679