

FEDERAL BOARD OF REVENUE

EVALUATION REPORT

Name of Procuring Agency:	Federal Board of Revenue (HQ), Islamabad
Method of Procurement:	National Competitive Bidding – Two-Stage Bidding Procedure (Rule 36(c), PP Rules 2004) – Second Stage
Title of Procurement:	Authorized Vendors for Supply, Installation, Operation and Maintenance of OCR-Based Weight Capture, Sensor-Based Running-Length Measurement and Video Analytics based Production Monitoring System in Paper and Paperboard Sector (Second Stage)
Tender Inquiry No.:	Bid No. 7(1)IR/TDU/2026
Date & Time of Bid Submission:	22 nd October, 2026 at 02:00 PM
Date & Time of Bid Opening:	22 nd October, 2026 at 02:30 PM
No. of Bids Received:	Three (03)
Criteria for Bid Evaluation:	Technical Evaluation Criteria, Section V, clause I of the Revised RFP: minimum 70 marks out of 100, with eligibility, qualification and substantial responsiveness. Indicative prices are recorded and not used for ranking (BDS ITB 15, 33.2, 35).

Details of Bid(s) Evaluation:

S.No.	Name of Bidder	Technical Marks (out of 100)	Indicative 3-year price per installation point, incl. tax (PKR)	Status
1.	M/s ISSM Labelling Solutions (Pvt.) Ltd.	79	6,527,692 – 8,606,904 (by type of point)	Qualified
2.	M/s Excellence Delivered (ExD) (Pvt.) Ltd.	33	Not Applicable	Disqualified
3.	M/s Obsidian Technologies	33	Not Applicable	Disqualified

Reasons for Disqualification / Rejection: M/s Excellence Delivered (ExD) (Pvt.) Ltd. and M/s Obsidian Technologies are disqualified under ITB 3.7(e) (conflict of interest), the technical proposal of M/s ExD reproducing that of M/s Obsidian in a manner that shows access to information about the other's bid. Each also scored below the minimum of 70 marks; the bid of M/s Obsidian is, in addition, not substantially responsive, being its Stage-I proposal without the Second Stage forms. Details are given in paragraphs 8, 9 and 12 of the Technical and Final Evaluation Report.


Naeem Hassan
Secretary (Budget & Expenditure)
Federal Board of Revenue
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FEDERAL BOARD OF REVENUE

Transformation Delivery Unit

INVITATION TO BID

**Authorized Vendors for Supply, Installation, Operation and Maintenance of OCR-Based Weight Capture, Sensor-Based Running-Length Measurement and Video Analytics based Production Monitoring System in Paper and Paperboard Sector
(Second Stage)**

Bid No. 7(1)IR/TDU/2026

TECHNICAL AND FINAL EVALUATION REPORT

Stage-I RFP published	28 th July, 2026
Stage-I pre-bid meeting	31 st July, 2026
Stage-I proposals received and opened	13 th August, 2026
Stage-I Technical Evaluation Report signed	4 th September, 2026
Stage-I Proofs of Concept	2 nd October, 2026
Stage-I Bidders' Conference	31 st July, 2026
Revised RFP (Second Stage) issued to the three eligible Stage-I & POC bidders	7 th October, 2026
Pre-bid meeting (Second Stage)	15 th October, 2026 at 02:30 PM
Bid submission	22 nd October, 2026 at 02:00 PM
Bid opening	22 nd October, 2026 at 02:30 PM
Technical and Final Evaluation Report signed	29 th Oct, 2026


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1. Project Background

The Federal Board of Revenue (FBR) is implementing electronic monitoring of production across notified sectors under section 40C of the Sales Tax Act, 1990 and Chapter XIV-BA of the Sales Tax Rules, 2006, so that production declared by manufacturers can be verified against an independent, tamper-resistant record. Systems have been deployed through authorized vendors in sectors including sugar, cement, textile, beverages, tiles and packaged juices.

The paper and paperboard sector (paper mills, paperboard mills, corrugation plants and converting facilities) was selected for the Production Monitoring Solution. Paper and paperboard is produced, sold and declared primarily by weight: each reel is weighed at the mill and labelled with its reel number, product, grammage, width, length and weight, while finished and converted products leave the facility as countable units. A count of reels alone does not establish the quantity produced, and the particulars on a label are the manufacturer's own.

2. Objective & Vision

- To capture the weight of every reel, roll, pallet and bundle directly from the display of the manufacturer's weighing device, independent of the manufacturer's own data entry;
- to measure independently the running length of every roll at the winding stage and reconcile it with the weight and product type captured through OCR;
- to count finished and converted products, such as reams, sheets and corrugated board, through video analytics;
- to transmit read-only weight records, roll records and counts to FBR in real time, with image evidence; and
- to authorize qualified vendors, paid by manufacturers, to deploy the System at 100% of designated facilities within sixty (60) days.

3. Scope of the System

The System has three components, deployed at each facility as applicable to its products and lines: (i) weight capture, the core component, in which the weight of every weighed unit is read by OCR from the display of the Weighing Device, together with OCR of the manufacturer's Unit Label; (ii) running-length measurement by an industrial length-measurement sensor at the winding / take-up stage, with a Roll Record and snapshot at every roll cut and Cumulative Running Metres; and (iii) counting of finished products through AI video analytics at counting points. The three are reconciled with each other. The Authorized Vendor supplies, as a complete turnkey solution: cameras, OCR and sensors;


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edge computing; facility software and a central platform hosted in Pakistan with real-time integration with FBR; networking; installation, calibration and Operational Acceptance Tests; training; and operation and maintenance for three years.

4. Brief Terms of Bidding Document

Procurement method	National Competitive Bidding, Two-Stage Bidding Procedure, Rule 36(c), PP Rules 2004 – Second Stage
Source of funds	Manufacturers pay the Authorized Vendors; no payment by FBR (BDS ITB 2.1)
Period of authorization	Three (03) years from the Letter of Authorization
Deployment	100% of designated facilities, with OAT, within 60 days of authorization
Joint venture	Permitted, up to three members (BDS ITB 3.1)
Qualification	At least five years' experience in similar solutions (BDS ITB 13.3(b))
Bid security	Stage One bid security of PKR 1,000,000 carried over; no fresh security (BDS ITB 18)
Bid validity	120 days from the bid submission deadline
Evaluation	Section V, clause I; minimum 70 marks out of 100; all qualified bidders recommended for authorization (BDS ITB 33.2, 35)
Prices	Indicative price per installation point, by type of point, and per component (Form 3); maximum chargeable to manufacturers; not used for ranking (BDS ITB 15)
Performance security	PKR 5,000,000 per Authorized Vendor
Proof of Concept	Not required in the Second Stage

5. Procurement Process

The procurement was advertised under the **Two-Stage Bidding Procedure** in the national press and on the FBR and PPRA websites on 28th July, 2026. Five Stage-I technical proposals were received and opened on 13th August, 2026 and evaluated against the Stage-I criteria (maximum 70 marks; minimum 42). Four bidders qualified and one was declared non-compliant, as recorded in the Stage-I Technical Evaluation Report signed on 4th September, 2026 (**Annexure-VII**):

Sr.	Proposer	Compliance with Mandatory Criteria	Technical Score / Marks (out of 70)
1.	M/s ISSM Labelling	Compliant / Technically qualified	48
2.	M/s Obsidian	Compliant / Technically qualified	43
3.	M/s Excellence Delivered ExD Pvt Ltd	Compliant / Technically qualified	49
4.	M/s Dwisetech Pvt Ltd	Non-Compliant / Non-Technically qualified	15

Sr.	Proposer	Compliance with Mandatory Criteria	Technical Score / Marks (out of 70)
5.	M/s Maria Printing & Packaging Pvt Ltd	Compliant / Technically qualified	51

Of the four qualified bidders, M/s ISSM Labelling Solutions, M/s Obsidian Technologies and M/s Excellence Delivered (ExD) demonstrated their solutions in Proofs of Concept (paragraph 10; **Annexure-VI**). M/s Maria Printing & Packaging (Pvt.) Ltd. did not appear for the Proof of Concept and therefore did not qualify for the Second Stage. The approaches demonstrated were video analytics for the detection and counting of reels, rolls and finished products, and OCR for the reading of reel labels and markings. These established that reels and rolls can be detected, counted and identified, but that a count of reels does not by itself establish the quantity produced, reels differing in width, length and grammage, and that the particulars printed on a label require independent verification.

On the basis of the Stage-I evaluation, the Proofs of Concept and the bidders' conference, FBR finalized a combined solution: weight captured through OCR of weighing devices and unit labels as the core measure of production; sensor-based running-length measurement reconciled with that weight and product type; and video-analytics counting of finished products. Under Rule 36(c), the Revised RFP (Second Stage) was issued to the three bidders eligible for the Second Stage on **7th October, 2026**; a pre-bid meeting was held on **15th October, 2026**; and revised bids were due on **22nd October, 2026**, fifteen days after issue (**Annexure-I**).

Stage-I RFP published	28 th July, 2026
Stage-I pre-bid meeting	31 st July, 2026
Stage-I proposals received and opened	13 th August, 2026
Stage-I Technical Evaluation Report signed	4 th September, 2026
Stage-I Proofs of Concept	2 nd October, 2026
Revised RFP (Second Stage) issued to the three eligible Stage-I bidders	7 th October, 2026
Pre-bid meeting (Second Stage)	15 th October, 2026 at 02:30 PM
Bid submission	22 nd October, 2026 at 02:00 PM
Bid opening	22 nd October, 2026 at 02:30 PM

6. Evaluation Committee

The following Committee was designated for evaluation of the bids:

S.No.	Name	Designation	Role
1.	Mr. Zubair Bilal	Member (IR-Operations), FBR	Chairman / Convener

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S.No.	Name	Designation	Role
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.	Mr. Faisal Sattar	Chief Executive Officer	Member

7. Bids Received and Bid Opening

By the deadline of 02:00 PM on 22nd October, 2026, three (03) revised bids were received, one from each of the three bidders eligible for the Second Stage. The bids were opened at 02:30 PM on the same day in the presence of the Committee and bidders' representatives who chose to attend. The bid opening sheet and attendance sheets are at **Annexure-II**.

8. Preliminary Examination

The bids were examined for completeness, signature, eligibility, bid security, the forms of Section VI, the documents required by BDS ITB 11.1(h) and responsiveness to the finalized requirements:

Requirement	ISSM	ExD	Obsidian
Bid received in time, sealed	Yes	Yes	Yes
Form 1 – Form of Bid (Second Stage); validity 120 days	Yes	Yes	Not furnished
Form 2 – Technical Compliance Sheet	Yes	Yes ¹	Not furnished
Form 3 – Price Schedule	Yes	Not furnished	Not furnished
Form 4 – Stage One Bid Security confirmed	Yes	Yes	Not furnished
Form 5 – Undertakings	Yes	Yes	Not furnished
Form 6 – Authority / Power of Attorney	Yes	Yes	Stage-I letter only ²
Form 7 – JV declaration (if applicable)	N/A	N/A	N/A
Documents under BDS ITB 11.1(h)	Yes	Partial	Partial
Proposal revised to the finalized requirements (Section V)	Yes	Partial	No
Eligibility (Section IV)	Yes	Yes	Yes
Conflict of interest (ITB 3.7)	None found	Found	Found

¹ Marked "Yes" against every clause without any page reference. ² Authority letter of 13th August, 2026 submitted with the Stage-I proposal.

Under ITB 27.2 and 27.3, a bid that omits the forms and documents required by ITB 11, 12 and 13 is not substantially responsive. The bid of M/s Obsidian Technologies, which consists of its Stage-I proposal without any of the Second Stage forms, is not substantially

responsive. It has nevertheless been assessed against the criteria of Section V for the record (paragraph 9).

9. Technical Evaluation

9.1 Summary of marks

The bids were evaluated against the Technical Evaluation Criteria of Section V, clause I, on the basis of the documentary evidence in each bid:

S.No.	Bidder	Marks (out of 100)	Minimum	Result
1.	M/s ISSM Labelling Solutions (Pvt.) Ltd.	79	70	Qualified
2.	M/s Excellence Delivered (ExD) (Pvt.) Ltd.	33	70	Below minimum
3.	M/s Obsidian Technologies	33	70	Below minimum

S.No.	Criterion (Section V, clause I)	Max.	ISSM	ExD	Obsidian
1	Weight capture through OCR	25	20	3	3
2	Running-length measurement	15	11	5	5
3	Video analytics	15	12	6	6
4	Recording and reconciliation	10	9	2	2
5	Software, FBR integration and security	10	8	8	8
6	Implementation and support	15	9	9	9
7	Relevant experience	10	10	0	0
	Total	100	79	33	33

The detailed evaluation sheet is at [Annexure-III](#).

9.2 Findings by bidder

1. M/s ISSM Labelling Solutions (Pvt.) Ltd. – 79/100

The proposal responds clause by clause to the finalized solution of Section V, with a compliance matrix referenced to the Revised RFP. It is the only bid that addresses OCR of the Weighing Device display, the Roll-Cut Event and counter reset, and the reconciliation of weight with running length, width and grammage.

- **Criterion 1: 20/25** – Dedicated camera fixed on each weighing indicator in a tamper-evident, hooded mount, with OCR on the edge device independent of the manufacturer's data entry or software (B1(a)); stable-reading logic accepting a weight only when a unit is on the scale and the reading is non-zero, non-tare, unchanged for the dwell period and above the confidence threshold; once-only capture, re-weighs linked to the first record, and "weight without unit" and "unit without weight" alerts; read-only Weight Record with snapshots of the display, unit and label, corrections only as new audit-logged entries (G7.5); Unit Label OCR with barcode / QR decoding

through per-facility templates of the existing labels, label weight compared with scale weight at the 2% tolerance, duplicate-number and unlabelled-unit alerts, and non-prime material recorded separately (B2); weighbridge gross, tare and net with vehicle snapshot (B1(g)); register of Weighing Devices and certificates (G7.6). Deduction: make and model of the display and label cameras and of the OCR engine are not specified (only the RFP minimums are restated); OCR of instrument displays is a new module, the bidder's related experience being meter reading.

- **Criterion 2:** 11/15 – All three permitted technologies offered, selected per line at site survey (C(1)–(3)); encoder or rotation sensor only on a material-driven idler or measuring wheel, with a non-contact surface-velocity sensor where the reel drum is driven (C(a)); length accumulated only while video analytics confirms full-width material running, threading and idle rotation logged separately (C(b)); direction from quadrature phase, reverse travel not added and re-run distance not credited twice (C(c)); 0.1 m resolution, high-speed counter interface (Siemens S7-1200 class); calibration against a reference of at least 100 m in FBR's presence and six-monthly verification (G4); splices, web breaks, partial rolls, stoppages and open rolls at period end addressed. Deduction: make, model and stated accuracy of the length sensor not specified; no previous length-sensor deployment by the bidder.
- **Criterion 3:** 12/15 – Winder camera covering the measuring point, winder and removal area; material-presence model gating the length counter; Roll-Cut Event detected as the roll leaves the winder, time-stamped and passed within one second (G2.2); each roll counted once with "roll without record" alerts; snapshot and clip of ten seconds either side using a pre-event buffer (D(4)); models trained on each line's footage; finished products tracked and counted once at a counting line, with multi-camera de-duplication and classification by product, size or SKU, or by label OCR (B3); camera obstruction, movement and loss-of-video alerts. Deduction: individual corrugated sheets and cartons counted only where separated, stacks and bundles otherwise; edge sizing for the combined workload to be validated.
- **Criterion 4:** 9/10 – Read-only Weight Records and Roll Records; counter restarting from 0.0 m with a system-generated Roll ID; Cumulative Running Metres never reset; slit-set records with number and width of rolls (F(b)); unit-level and period-level reconciliation using $\text{length} \times \text{width} \times \text{grammage} \div 1,000$ at FBR-controlled tolerances (3% weight, 3% length, 0.5% roll sum), label product against line product, and

finished-product counts converted to weight (B4, E(6)). Deduction: linking of slit reels to their Roll Record depends on an identifier printed on the manufacturer's label.

- **Criterion 5:** 8/10 – Edge processing with central platform hosted in Pakistan; dashboards with the content of G6.3 and E(8); API with globally unique record identifiers so that resent records are not duplicated; encryption in transit and at rest; role-based access and full audit trail; outbound-only connections from the facility; primary and PTA-compliant back-up links with offline buffering and automatic resend; encrypted backups within Pakistan. Deduction: hosting facility, recovery-time and recovery-point targets not stated; security certification under SCC GCC 8.9(a) to be obtained for the selected equipment.
- **Criterion 6:** 9/15 – Deployment of 100% of designated facilities within sixty days and the liquidated-damages regime accepted; ten-step per-facility sequence from survey to OAT and handover; project organization by role; training for operators, maintenance staff, management and FBR officers; service levels of clause H (four-hour response, 24-hour restoration) committed; spares in major production hubs; monthly reporting. Deduction: number of field teams, installation capacity per month and spares locations are left to the Project Plan.
- **Criterion 7:** 10/10 – Two similar projects: video-analytics production monitoring on the Digital Eye platform in FBR's sugar and cement sector programmes (edge processing, automated counting, local retention, central aggregation and FBR dashboards).

2. M/s Excellence Delivered (ExD) (Pvt.) Ltd. – 33/100

The proposal is a general production-monitoring proposal not revised to the finalized solution. Its cover letter is dated 22nd August, 2026 and describes the System as monitoring "air conditioners, refrigerators, washing machines, televisions, microwave ovens" and as based on "QR / Data Matrix codes, Digital Stamps and RFID"; its datasheet appendix bears the reference "FBR/5(3)/TDU/IR/2026" (the Household Electronics procurement) and the date July 2026. Form 2 is marked "Yes" against every clause without any page reference. The Price Schedule (Form 3) is not furnished, and of the documents required by BDS ITB 11.1(h) only the SECP incorporation and NTN certificates are attached.

- **Criterion 1:** 3/25 – Weight is proposed through the manufacturer's load cells and integration of weighing indicators by Modbus, serial or API (proposal Section 12(vii)), which is not the OCR of the Weighing Device display required by B1(a); no

stable-weight, once-only or re-weigh logic and no Weight Record; reading of unit labels mentioned only generically ("OCR / label verification").

- **Criterion 2:** 5/15 – Rotary encoders proposed for paper length and machine speed, with a Baumer encoder of 1,024 pulses per revolution listed. Material-driven mounting, direction sensing, gating by material presence and the calibration method are not addressed.
- **Criterion 3:** 6/15 – Generic AI counting and detection with camera-obstruction alerts, 6 MP IP cameras and GPU edge computing. No material-presence or roll-cut detection, no snapshot or clip at each roll cut, and no counting method for finished products by line.
- **Criterion 4:** 2/10 – Reconciliation described only as production against inventory and dispatch. Roll Record, counter reset, Cumulative Running Metres and reconciliation of weight with running length are not addressed.
- **Criterion 5:** 8/10 – VPN / TLS, REST / MQTT / OPC-UA, store-and-forward, role-based access, audit trail, disaster recovery and seven-year retention described; hosting in Pakistan by undertaking only.
- **Criterion 6:** 9/15 – Sixty-day timeline, team structure, buffer stock and 24/7 support described. Deduction: the plan refers to serialization engines and printers not forming part of this System; response and restoration times are not stated.
- **Criterion 7:** 0/10 – No purchase order or completion certificate of a similar project furnished.

3. M/s Obsidian Technologies – 33/100

The bid consists of the bidder's Stage-I proposal dated 13th August, 2026 ("Project Plan & Deployment Schedule – Paper & Paper Board Sector (FBR Video Analytics Project)"), whose table of contents still refers to "FBR & Packaged Juices Facility", together with an authority letter of the same date and company documents. The Form of Bid (Second Stage), Technical Compliance Sheet, Price Schedule, confirmation of Stage-I Bid Security and Undertakings (Forms 1 to 5) are not furnished, and the proposal does not address the finalized requirements. The Joint Venture Agreement attached, dated 21st October, 2025 with M/s FORBMAX (Pvt.) Ltd., relates to the supply of IT and surveillance equipment to about 400 FBR sites and not to this procurement, and the audited accounts attached are those of M/s FORBMAX. The bidder is an Association of Persons registered on 9th July, 2024.



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- **Criterion 1:** 3/25 – As for M/s ExD: weight through load cells and indicator integration; no OCR of the Weighing Device display, no stable-weight logic and no Weight Record.
- **Criterion 2:** 5/15 – Rotary encoders for length and speed with the same Baumer encoder listed; material-driven mounting, direction sensing and calibration not addressed.
- **Criterion 3:** 6/15 – Generic AI counting on the UQAAB platform; no material-presence or roll-cut detection and no snapshot at roll cut.
- **Criterion 4:** 2/10 – Reconciliation of production against inventory and dispatch only; no Roll Record, counter reset or Cumulative Running Metres.
- **Criterion 5:** 8/10 – Same security, connectivity and retention description as M/s ExD.
- **Criterion 6:** 9/15 – Same sixty-day timeline, team structure, buffer stock and support description as M/s ExD.
- **Criterion 7:** 0/10 – The documents attached (Sales Tax General Order No. 08 of 2025 listing the bidder as an authorized vendor for textile spinning, and a NAVTTC work order for AI training of graduates) are not purchase orders or completion certificates of similar production-monitoring projects.

9.3 Conflict of interest – M/s ExD and M/s Obsidian

ITB 3.7 provides that "a Bidder shall not have a conflict of interest" and that "all Bidders found to have a conflict of interest shall be disqualified". Under ITB 3.7(e), bidders have a conflict of interest if they "have a relationship with each other, directly or through common third parties, that puts them in a position to have access to information about or influence on the Bid of another Bidder".

A comparison of the two bids (**Annexure-IV**) shows that the technical proposal submitted by M/s ExD reproduces the proposal of M/s Obsidian section by section and largely word for word, including the same statement of qualifications with only the platform name changed, the same deployment figures and tables, and the same equipment models. The two bidders also demonstrated jointly, on the same platform, in another FBR procurement. These features could not arise unless one bidder had access to information about the bid of the other. The Committee therefore finds that M/s Excellence Delivered (ExD) (Pvt.) Ltd. and M/s Obsidian Technologies have a conflict of interest within the meaning of ITB 3.7(e).

Independently of this finding, each of the two bids scored below the minimum of 70 marks (paragraph 9.1), and the bid of M/s Obsidian Technologies is not substantially responsive (paragraph 8).

10. Proof-of-Concept

Under the Stage-I RFP, the technically qualified bidders were required to conduct a Proof of Concept on one installation point, and only bidders completing it were eligible for the Second Stage. The results are summarized below; the signed reports are at **Annexure-VI**:

Sr.	Bidder	Date and site	Technology demonstrated	Result
1.	M/s ISSM Labelling Solutions (Pvt.) Ltd.	02-10-2026, Bulleh Shah Packgaing Mill	Video analytics counting of reels and rolls and OCR of reel labels	Successful
2.	M/s Obsidian Technologies	02-10-2026, Bulleh Shah Packgaing Mill	Video analytics counting (UQAAB platform)	Successful
3.	M/s Excellence Delivered (ExD) (Pvt.) Ltd.	02-10-2026, Bulleh Shah Packgaing Mill	Video analytics counting	Successful
4.	M/s Maria Printing & Packaging (Pvt.) Ltd.	—	Did not appear for the Proof of Concept	Not qualified for Second Stage

The Revised RFP does not require a Proof of Concept in the Second Stage (BDS, Bidding Process – Second Stage (b)). The Stage-I Proofs of Concept informed the finalized solution and are not scored in the Second Stage. Conformity of the installed System at each facility will be established through the Operational Acceptance Tests of Section V, clause J (at least twenty consecutive units at each Weighing Station, ten consecutive rolls at each winding / take-up station, and five hundred units or one hour of production at each Counting Point), before the System is accepted.

11. Indicative Prices (Price Schedule, Form 3)

Under BDS ITB 15, the indicative prices are the maximum that may be charged to manufacturers during the authorization period and are not used for ranking. The Price Schedule of the qualified bidder was checked for completeness, arithmetic and consistency with the components proposed (Section V, L.4) and is recorded below (PKR). The component-wise schedule is at **Annexure-V**. FBR may fix an upper limit per installation point under BDS ITB 15.

M/s ISSM Labeling Solutions (Pvt.) Ltd.

Installation point (ISSM)	One-time excl. tax	One-time incl. tax	Recurring / year incl. tax	3-year total excl. tax	3-year total incl. tax
Weighing Station	2,151,900	2,523,492	1,437,500	5,901,900	6,835,992
Weighbridge	1,943,600	2,279,948	1,437,500	5,693,600	6,592,448
Winding / Take-up Station	3,510,300	4,121,904	1,495,000	7,410,300	8,606,904
Counting Point	1,741,900	2,042,692	1,495,000	5,641,900	6,527,692
Facility-level charges (once per facility)	100,000	115,000	920,000	2,500,000	2,875,000

Sales tax at 18% on hardware and 15% on software, platform and services. Where installation points share an edge device, UPS or cabinet, D1 and D2 are charged once for the shared set. For an illustrative single-machine mill with one Weighing Station, one Weighbridge, one Winding / Take-up Station and one Counting Point, the three-year total is PKR 31,438,036 inclusive of tax.

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

Components (EXD)	Cost (excl. tax)
Total Hardware Cost	1,285,000
Deployment Cost	600,000
Software Cost	900,000
Service Level Agreement L-1, L-2, L-3 Support (Annual)	2,300,000
Total Project Cost (PKR)	5,085,000

Pricing is exclusive of shipment and on-site installation, which can be quoted separately. Multi-site and multi-year discounts can be negotiated based on scale. The above prices are subject to all applicable taxes. The above prices are exclusive of all taxes.

M/s Obsidian Technologies

Components (EXD)	Cost (excl. tax)
Total Hardware Cost	1,155,000
Deployment Cost	500,000
Software Cost	800,000
Service Level Agreement L-1, L-2, L-3 Support (Annual)	1,000,000
Total Project Cost (PKR)	3,455,000

Pricing is exclusive of shipment and on-site installation, which can be quoted separately. Multi-site and multi-year discounts can be negotiated based on scale. The above prices are subject to all applicable taxes. The above prices are exclusive of all taxes.

12. Bids Accepted / Rejected

The bid of M/s ISSM Labeling Solutions (Pvt.) Ltd. has been accepted by the Committee being Responsive to requirements of bidding document. The bids of M/s Excellence Delivered (ExD) (Pvt.) Ltd. and M/s Obsidian Technologies are rejected being Non-Responsive to the requirements of bidding document.

S.No.	Bidder	Marks	Status
1.	M/s ISSM Labelling Solutions (Pvt.) Ltd.	79	Responsive / Qualified
2.	M/s Excellence Delivered (ExD) (Pvt.) Ltd.	33	Non-Responsive / Disqualified under ITB 3.7(e); below 70 marks
3.	M/s Obsidian Technologies	33	Non-Responsive / Disqualified under ITB 3.7(e); below 70 marks

13. Evaluation Committee Recommendations

On the basis of the preliminary examination and technical evaluation, the Committee recommends that:

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Federal Board of Revenue
Islamabad

- **M/s ISSM Labelling Solutions (Pvt.) Ltd.** (79 marks) be declared *responsive and qualified, and recommended for a Letter of Authorization as an Authorized Vendor* for the paper and paperboard sector under BDS ITB 35, subject to the Performance Guarantee, Integrity Pact and other conditions of the Revised RFP;
- **M/s Excellence Delivered (ExD) (Pvt.) Ltd. and M/s Obsidian Technologies** be disqualified under ITB 3.7(e) and *declared not qualified for authorization*, having scored below 70 marks, the bid of M/s Obsidian Technologies being also not substantially responsive;
- the authorization being non-exclusive, FBR may authorize further vendors for the sector through a subsequent procurement, should the scale of deployment so require;
- FBR may consider fixing an upper limit on the price per installation point under BDS ITB 15, taking into account the indicative prices recorded in paragraph 11; and
- this report be published under Rule 35 of the Public Procurement Rules, 2004, and communicated to all bidders, who may seek redressal of grievances under Rule 48.


Naeem Hassan
 Secretary (Budget & Expenditure)
 Federal Board of Revenue
 Islamabad

Annexure-I

Revised RFP (Second Stage) Circulation Record and Minutes of the Pre-Bid Meeting

[Attach circulation record of the Revised RFP to the three eligible bidders (7th October, 2026)
and signed pre-bid meeting minutes of 15th October, 2026]


Naeem Hassan
Secretary (Budget & Expenditure)
Federal Board of Revenue
Islamabad

Annexure-II

Bid Opening Sheet and Attendance Sheets

[Attach signed bid opening sheet of 22nd October, 2026 and attendance sheets of the Committee and bidders]


Naeem Hassan
Secretary (Budget & Expenditure)
Federal Board of Revenue
Islamabad

Annexure-III

Technical Evaluation Sheet and Detailed Scoring

Procurement: Bid No. 7(1)IR/TDU/2026 – Revised RFP (Second Stage) – Paper and Paperboard Sector. Criteria: Section V, clause I. Minimum qualifying marks: 70.

S.No.	Criterion (Section V, clause I)	Max.	ISSM	ExD	Obsidian
1	Weight capture through OCR	25	20	3	3
2	Running-length measurement	15	11	5	5
3	Video analytics	15	12	6	6
4	Recording and reconciliation	10	9	2	2
5	Software, FBR integration and security	10	8	8	8
6	Implementation and support	15	9	9	9
7	Relevant experience	10	10	0	0
	Total	100	79	33	33

ISSM: 79/100

1	20/25 – Dedicated camera fixed on each weighing indicator in a tamper-evident, hooded mount, with OCR on the edge device independent of the manufacturer's data entry or software (B1(a)); stable-reading logic accepting a weight only when a unit is on the scale and the reading is non-zero, non-tare, unchanged for the dwell period and above the confidence threshold; once-only capture, re-weighs linked to the first record, and "weight without unit" and "unit without weight" alerts; read-only Weight Record with snapshots of the display, unit and label, corrections only as new audit-logged entries (G7.5); Unit Label OCR with barcode / QR decoding through per-facility templates of the existing labels, label weight compared with scale weight at the 2% tolerance, duplicate-number and unlabelled-unit alerts, and non-prime material recorded separately (B2); weighbridge gross, tare and net with vehicle snapshot (B1(g)); register of Weighing Devices and certificates (G7.6). Deduction: make and model of the display and label cameras and of the OCR engine are not specified (only the RFP minimums are restated); OCR of instrument displays is a new module, the bidder's related experience being meter reading.
2	11/15 – All three permitted technologies offered, selected per line at site survey (C(1)–(3)); encoder or rotation sensor only on a material-driven idler or measuring wheel, with a non-contact surface-velocity sensor where the reel drum is driven (C(a)); length accumulated only while video analytics confirms full-width material running, threading and idle rotation logged separately (C(b)); direction from quadrature phase, reverse travel not added and re-run distance not credited twice (C(c)); 0.1 m resolution, high-speed counter interface (Siemens S7-1200 class); calibration against a reference of at least 100 m in FBR's presence and six-monthly verification (G4); splices, web breaks, partial rolls, stoppages and open rolls at period end addressed. Deduction: make, model and stated accuracy of the length sensor not specified; no previous length-sensor deployment by the bidder.
3	12/15 – Winder camera covering the measuring point, winder and removal area; material-presence model gating the length counter; Roll-Cut Event detected as the roll leaves the winder, time-stamped and passed within one second (G2.2); each roll counted once with "roll without record" alerts; snapshot and clip of ten seconds either side using a pre-event buffer (D(4)); models trained on each line's footage; finished products tracked and counted once at a counting line, with multi-camera de-duplication and classification by product, size or SKU, or by label OCR (B3); camera obstruction, movement and loss-of-video alerts. Deduction: individual corrugated sheets and cartons counted only where separated, stacks and bundles otherwise; edge sizing for the combined workload to be validated.
4	9/10 – Read-only Weight Records and Roll Records; counter restarting from 0.0 m with a system-generated Roll ID; Cumulative Running Metres never reset; slit-set records with number and width of rolls (F(b)); unit-level and period-level reconciliation using length × width × grammage ÷ 1,000 at FBR-controlled tolerances (3% weight, 3% length, 0.5% roll sum), label product against line product, and finished-product counts converted to weight (B4, E(6)). Deduction: linking of slit reels to their Roll Record depends on an identifier printed on the manufacturer's label.



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Secretary (Budget & Expenditure)
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Islamabad

5	8/10 – Edge processing with central platform hosted in Pakistan; dashboards with the content of G6.3 and E(8); API with globally unique record identifiers so that resent records are not duplicated; encryption in transit and at rest; role-based access and full audit trail; outbound-only connections from the facility; primary and PTA-compliant back-up links with offline buffering and automatic resend; encrypted backups within Pakistan. Deduction: hosting facility, recovery-time and recovery-point targets not stated; security certification under SCC GCC 8.9(a) to be obtained for the selected equipment.
6	9/15 – Deployment of 100% of designated facilities within sixty days and the liquidated-damages regime accepted; ten-step per-facility sequence from survey to OAT and handover; project organization by role; training for operators, maintenance staff, management and FBR officers; service levels of clause H (four-hour response, 24-hour restoration) committed; spares in major production hubs; monthly reporting. Deduction: number of field teams, installation capacity per month and spares locations are left to the Project Plan.
7	10/10 – Two similar projects: video-analytics production monitoring on the Digital Eye platform in FBR's sugar and cement sector programmes (edge processing, automated counting, local retention, central aggregation and FBR dashboards).

ExD: 33/100

1	3/25 – Weight is proposed through the manufacturer's load cells and integration of weighing indicators by Modbus, serial or API (proposal Section 12(vii)), which is not the OCR of the Weighing Device display required by B1(a); no stable-weight, once-only or re-weigh logic and no Weight Record; reading of unit labels mentioned only generically ("OCR / label verification").
2	5/15 – Rotary encoders proposed for paper length and machine speed, with a Baumer encoder of 1,024 pulses per revolution listed. Material-driven mounting, direction sensing, gating by material presence and the calibration method are not addressed.
3	6/15 – Generic AI counting and detection with camera-obstruction alerts, 6 MP IP cameras and GPU edge computing. No material-presence or roll-cut detection, no snapshot or clip at each roll cut, and no counting method for finished products by line.
4	2/10 – Reconciliation described only as production against inventory and dispatch. Roll Record, counter reset, Cumulative Running Metres and reconciliation of weight with running length are not addressed.
5	8/10 – VPN / TLS, REST / MQTT / OPC-UA, store-and-forward, role-based access, audit trail, disaster recovery and seven-year retention described; hosting in Pakistan by undertaking only.
6	9/15 – Sixty-day timeline, team structure, buffer stock and 24/7 support described. Deduction: the plan refers to serialization engines and printers not forming part of this System; response and restoration times are not stated.
7	0/10 – No purchase order or completion certificate of a similar project furnished.

Obsidian: 33/100

1	3/25 – As for M/s ExD: weight through load cells and indicator integration; no OCR of the Weighing Device display, no stable-weight logic and no Weight Record.
2	5/15 – Rotary encoders for length and speed with the same Baumer encoder listed; material-driven mounting, direction sensing and calibration not addressed.
3	6/15 – Generic AI counting on the UQAAB platform; no material-presence or roll-cut detection and no snapshot at roll cut.
4	2/10 – Reconciliation of production against inventory and dispatch only; no Roll Record, counter reset or Cumulative Running Metres.
5	8/10 – Same security, connectivity and retention description as M/s ExD.
6	9/15 – Same sixty-day timeline, team structure, buffer stock and support description as M/s ExD.
7	0/10 – The documents attached (Sales Tax General Order No. 08 of 2025 listing the bidder as an authorized vendor for textile spinning, and a NAVTTC work order for AI training of graduates) are not purchase orders or completion certificates of similar production-monitoring projects.

Annexure-IV

Comparison of the Bids of M/s ExD and M/s Obsidian

Element	Finding
Structure and wording	The body of M/s ExD's Second Stage technical proposal (pp. 17–49) follows M/s Obsidian's proposal of 13 th August, 2026 (pp. 4–36) section by section: Project Overview, Scope of Work (2.1 Per Site Deployment Scope; 2.2 Control Room & Network Architecture), Deployment Methodology & Timeline, Team Structure & Responsibilities, Detailed Work Plan, Logistics, Client Responsibilities, Payment Terms, Post-Installation Managed Services, Buffer Stock Management, Real-Time Dashboard & Reporting, Solution Architecture Document (sub-sections i to xiv), Summary, Additional Tools Details (items 1 to 9) and "Official Note / Technical Clarification". Of the 165 sentences in the body of M/s ExD's proposal, at least 114 appear in M/s Obsidian's proposal word for word or with minor differences (86 word for word).
Statement of qualifications	Both proposals carry the same paragraph, differing only in the name of the platform: "... brings direct, relevant experience having successfully deployed the [ExD's / UQAAB] Video Analytics System for FBR's Packaged Juices Sector under Chapter XIV-BA. With in-house AI/ML expertise, proven FBR Cloud integration, and 9+ deployment teams nationwide ...".
Figures and tables	The same deployment figures (hardware deployment of 6–8 sites per day over 40–45 days; software integration of 2–3 working days per site; one site per team per day; integration throughput of 5–6 sites per day; total of about 60 days), the same per-team composition, the same POC test and acceptance framework and the same architecture-layer table (L1 to L6).
Equipment listed	The same encoder model (Baumer HS35P01024TABZCMI10BE1005, 1,024 pulses per revolution) and the same brand-and-model tables for sensors, load cells, weighing systems, GSM gauges (Jasch BTG-3000PP), reel-measurement systems and utility meters (ABB FlowMaster / MAG, Parason).
Association in another FBR procurement	M/s ExD and M/s Obsidian demonstrated jointly, on the same (UQAAB) platform, at the Stage-I Proof of Concept at Gree Electronics on 29 th September, 2026 under PN 5(3)/TDU/IR/2026 (Household Electronics Sector).

Supporting extracts (corresponding pages of the two proposals): to be attached


Naeem Hassan
Secretary (Budget & Expenditure)
Federal Board of Revenue
Islamabad

Annexure-V

Price Schedule (Form 3) of the Qualified Bidder

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

Item	Component	Unit	Excl. tax (PKR)	Tax	Incl. tax (PKR)
A1	Weighing Station capture set – display camera, label camera with lighting, overview camera	per Weighing Station	403,300	18%	475,894
A1	Weighbridge capture set – display camera and vehicle / registration-plate camera	per Weighbridge	270,000	18%	318,600
A2	OCR software – display OCR, label OCR, barcode / QR decoding, stable-weight logic	per weighing point per year	350,000	15%	402,500
B1	Length-measurement sensor with counter interface, mounting, enclosure and seals	per Winding Station	1,407,800	18%	1,661,204
B2	Local display / operator panel – roll length, roll count, line speed	per Winding Station	145,600	18%	171,808
B3	Winder camera with housing and tamper-evident bracket	per camera	58,300	18%	68,794
B4	Video analytics – material presence, roll-cut detection, roll count, snapshot and clip	per Winding Station per year	400,000	15%	460,000
C1	Counting camera with housing, bracket and line lighting	per camera	93,300	18%	110,094
C2	Video analytics – detection, tracking, classification and counting	per Counting Point per year	400,000	15%	460,000
D1	Edge AI computing device with local video and record storage	per installation point	660,300	18%	779,154
D2	UPS, AVR, managed PoE switch, IP66 cabinet, surge protection and cabling	per installation point	563,300	18%	664,694
E1	Facility software – weight and roll records, cumulative metres, counts, reconciliation, product master	per facility per year	300,000	15%	345,000
E2	Central platform hosted in Pakistan – dashboards, FBR API integration, audit trail, DR	per facility per year	350,000	15%	402,500
F1	Installation, configuration, calibration, commissioning and OAT – Weighing Station	per Weighing Station	525,000	15%	603,750
F1	Installation, configuration, commissioning and OAT – Weighbridge	per Weighbridge	450,000	15%	517,500
F1	Installation, sensor calibration (≥ 100 m reference), commissioning and OAT – Winding Station	per Winding Station	675,000	15%	776,250
F1	Installation, model training, commissioning and OAT – Counting Point	per Counting Point	425,000	15%	488,750
F2	Training of manufacturer staff and FBR officers	per facility	100,000	15%	115,000
F3	Periodic calibration / accuracy verification	per installation point per year	100,000	15%	115,000
F4	Connectivity – dual-WAN back-up router, 4G data plan, secure VPN	per facility per year	150,000	15%	172,500
F5	Operation, maintenance, spares, upgrades, helpdesk; warranty for the authorization period	per installation point per year	800,000	15%	920,000

Build-up per installation point: Weighing Station = A1 + D1 + D2 + F1 (one-time) and A2 + F3 + F5 (annual); Weighbridge = A1 + D1 + D2 + F1 and A2 + F3 + F5; Winding / Take-up Station = B1 + B2 + B3 + D1 + D2 + F1 and B4 + F3 + F5; Counting Point = C1 + D1 + D2 + F1 and C2 + F3 + F5. Facility-level: F2 (one-time) and E1 + E2 + F4 (annual). Additional winder or counting cameras at the B3 / C1 per-camera price.

Annexure-VI
Stage-I Proof-of-Concept Reports

[Attach signed Stage-I PoC reports of M/s ISSM Labelling Solutions, M/s Obsidian Technologies and M/s Excellence Delivered (ExD)]


Naeem Hassan
Secretary (Budget & Expenditure)
Federal Board of Revenue
Islamabad

Annexure-VII

Technical Evaluation Report – Stage-I (signed)



Federal Board of Revenue
Revenue Division - Government of Pakistan

REQUEST FOR PROPOSAL

EVALUATION REPORT

Request for Proposal Reference No.	7(1)IR/TDU/2026
Request for Proposal Title	Hiring of Authorized vendors for installation and maintenance of production monitoring system in <u>Paper & Paperboard Sector</u>
RFP Issuance/ Publishing Date	28 th July, 2026
Pre-Bid meeting Date	31 st July, 2026
Proposal Submission Date (Original)	13 th August, 2026
Publishing	National Press (two leading national daily newspapers – One English and One Urdu) Website(s): FBR
Procurement Method/ Process	Two Stage Bidding Procedure – Open Competitive Bidding Process
Technical Evaluation Report Signing Date	04 th September, 2026


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

Technical Evaluation Report - 7(1)IR/TDU/2026

1 of 7

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

1. **Project Background**

FBR intends to deploy a production monitoring and counting system across paper and paperboard manufacturing facilities in Pakistan under the Transformation Delivery Unit initiative to improve production visibility and tax compliance. The Digital Production Monitoring System shall monitor, measure, identify, verify, record, and report production, in real time or near real time. The system shall capture production information, as applicable, including reels, rolls, sheets, reams, bundles, cartons, packs, pallets, square meters, linear meters, kilograms, metric tons, GSM, product grade, reel dimensions, weight, batch number, reel number, SKU/product code, production line, machine, manufacturing facility, and any other production parameter or unit approved by the FBR. The solution may comprise one or more technologies, including Code, RFID, or OCR based counting and identification which can differentiate between SKU type and count; video or still imaging based recognition and analysis of product type, grade, or unique feature at important value addition stages on production line, or any other technically suitable solution proposed by the Vendor and approved by the FBR, provided it satisfies the technical, functional, performance, cybersecurity, interoperability, and Proof of Concept (POC) requirements specified in this RFP.

2. **Business Objectives of the FBR**

FBR is undertaking a major digitalization initiative to strengthen tax administration and address structural weaknesses in Pakistan's tax system. As part of this initiative, FBR intends to deploy a production monitoring and counting system at relevant paper and paperboard sector facilities in Pakistan to enhance tax compliance, improve visibility of taxable production, and prevent revenue leakage within the paper and paperboard sector. Under the proposed arrangement, selected vendors shall be responsible for supplying, installing, operationalizing, and maintaining an approved production monitoring solution, barcode/QR code scanners, RFID readers and tags, OCR systems, industrial cameras, video analytics, image-based recognition, PLC/SCADA or machine-controller interfaces, industrial sensors, encoders, line-speed sensors, load cells, weighing systems, weighbridge integration, reel diameter, width, length and GSM measurement devices, Industrial PCs, Industrial Edge Gateways, local databases and storage, managed industrial networking equipment, communication gateways, dashboards, reporting modules, secure APIs, product master data management, unit conversion and reconciliation modules, audit trails, alert management, cybersecurity controls, backup and recovery mechanisms, and any other technically suitable hardware, software, communication infrastructure, or system components proposed by the Vendor and approved by the FBR to monitor, measure, verify, record, and report production, inventory movements, and dispatches. The objective is to create reliable production records, support verification of declarations, provide tamper evident digital evidence, and enable FBR to monitor production trends through dashboards and secure data integration.

3. **Scope of Production Monitoring**

The system shall monitor production and/or dispatch at points including rewinding/slitting output, roll/reel finishing, sheet cutting, ream/bundle packing, corrugation output, board sheet stacking, weighing scale or weighbridge, finished goods warehouse entry, dispatch gate or other FBR-approved point. The system shall record product type, grade, GSM/BF/fluting/category, SKU/product code, batch/lot, roll/reel or bundle/carton number, width, length, GSM, weight, sheet count, quantity in rolls/reels/sheets/reams/bundles/cartons/kilograms/metric tons/square meters, line, facility, date/time, shift/batch and rejected/reworked/downgraded production where identifiable.

4. **Functional Performance Requirements**

The system shall count, identify, weigh or measure paper and paperboard outputs, support multiple units, prevent duplicate counting via unique identifiers and validation logic, store and transmit structured data securely to FBR, generate grade/GSM/SKU/roll/weight/line/facility reports, capture exceptions and provide role-based FBR dashboards and anomaly alerts.


Iqbal Ahmed Langan
Secretary (Budget & Expenditure)
Federal Board of Revenue
Islamabad

5. **System Components**

The solution may include one or more technologies, including barcode/QR code scanners, RFID readers and tags, OCR systems, industrial cameras, video analytics, image-based recognition, PLC/SCADA or machine-controller interfaces, industrial sensors, encoders, line speed sensors, load cells, weighing systems, weighbridge integration, reel diameter, width, length and GSM measurement devices, Industrial PCs, Industrial Edge Gateways, local databases and storage, managed industrial networking equipment, communication gateways, dashboards, reporting modules, secure APIs, product master data management, unit conversion and reconciliation modules, audit trails, alert management, cybersecurity controls, backup and recovery mechanisms, and any other technically suitable hardware, software, communication infrastructure, or system components proposed by the Vendor and approved by the FBR to monitor, measure, verify, record, and report production, inventory movements, and dispatches.

6. **Product Master and Measurement Mapping**

The vendor shall map product type, grade, GSM, SKU/product code, roll/reel number, batch, unit of measurement and facility with the relevant manufacturer. The system shall support unit conversion and reporting across rolls/reels, sheets, reams, bundles, cartons, kilograms, metric tons and square meters. No change to the product master, measurement mapping, unit-conversion configuration, calibration settings, or to any video-analytics, OCR or other analytical or AI model (including any retraining or recalibration) shall be made by the vendor, whether at the request or direction of the taxpayer or manufacturer or otherwise, without the prior written approval of the FBR. All such changes shall be version-controlled and recorded in immutable, attributable logs identifying the change, the FBR approval reference, the responsible party and the date, and shall be visible to the FBR.

7. **Data, Dashboard, Security and Support**

The system shall store data locally during outage, synchronize after restoration, encrypt data and provide dashboards for daily production/dispatch, product-wise, grade/GSM-wise, SKU wise, roll/reel-wise, weight-wise, line/facility-wise reporting, exceptions, downtime, audit logs, device health and trend analysis. The vendor shall provide preventive/corrective maintenance, replacement, updates, training and on-site/remote support.

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

 Waqas Ahmad Langan Secretary (Digital & Procedures) Federal Board of Revenue Islamabad	<p>Schedule for requirement</p> <p>FBR intends to cover all relevant paper and paperboard sector manufacturing, processing, assembly, conversion, packing, and/or dispatch lines in Pakistan as per the following installation schedule:</p> <p>Cumulative 20% lines to be covered by: 15th November, 2026 Cumulative 50% lines to be covered by: 15th December, 2026 Cumulative 100% lines to be covered by: 31st December, 2026</p> <p>Authorized Vendor(s) shall possess, or demonstrate the ability to promptly procure and deploy, all hardware, software, communication infrastructure, and associated components required for implementation of the Digital Production Monitoring System (DPMS). The proposed solution may comprise PLC/SCADA or machine-controller integration, industrial sensors, load cells and weighing systems, barcode/QR code/RFID-based traceability, OCR, image-based recognition, industrial cameras, video analytics, utility monitoring, or any other technically suitable solution proposed by the Vendor and approved by the FBR. The Vendor shall have the capability to deploy, commission, maintain, and support the system across designated paper and paperboard manufacturing facilities throughout Pakistan.</p>
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Proposal Validity from proposal opening	The Proposal Validity period shall be 150 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
Currency for Evaluation of Proposals	Pak Rupees (PKR)

9. Procurement Process

The procurement process for the subject activity is **Two Stage Bidding Procedure** – Request for Proposal – Open Competitive Bidding Process. Request for Proposal 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 e-PADS, FBR (<https://www.fbr.gov.pk/>) and PPRA (<https://www.ppra.gov.pk/>). Following table mentions the publication of corrigendum, addendums and other aspects of the procurement process.

Request for Proposal Reference No.	7(1)IR/TDU/2026
Request for Proposal Title	Hiring of Authorized vendors for installation and maintenance of production monitoring system in <u>Paper & Paperboard Sector</u>
RFP Issuance/ Publishing Date	28 th July, 2026
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Publishing	National Press (two leading national daily newspapers – One English and One Urdu) Website(s): FBR
Procurement Method/ Process	Two Stage Bidding Procedure – Open Competitive Bidding Process
Technical Evaluation Report Signing Date	04 th September, 2026

10. 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
	Mr. Amjad-ur-Rehman	Chief (F&C) – Customs	Member
	Mr. Waqas Ahmed Langah	Secretary (Budget & Expenditure)	Member/Secretary
8.	Faisal Sattar	Chief Executive Officer	Member

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

11. Proposal(s) Received

On the proposal submission date and time 13th August, 2026 at 11:30 a.m., following proposals were received:

Sr. No	Proposer	Submission of Proposal
1.	M/s ISSM Labelling	Yes
2.	M/s Obsidian	Yes
3.	M/s Excellence Delivered ExD Pvt Ltd	Yes
4.	M/s Dwisetech Pvt Ltd	Yes
5.	M/s Maria Printing & Packaging Pvt Ltd.	Yes

12. Proposals Opening

In accordance with the proposal opening procedure of **Two Stage Bidding Procedure**, technical proposals were opened publicly on the same date immediately after proposal submission time at FBR House by the Technical/ Financial Evaluation Committee in the presence of authorized representatives of participating firms/bidders. The proposals availability on e-PADS was checked and confirmed in presence of proposers authorized representatives. Availability of proposal security as per request for proposal terms and confirmation of financial proposal was checked. The following aspects of the proposals were read out at the time of technical proposal opening:

- (i) the name and the country of the firms/bidders and in case of a Joint Venture, the name of the Joint Venture, the name of the lead member and the names and the countries of all members.
- (ii) the presence of a duly sealed envelope with the indicative Financial Proposal.
- (iii) availability and amount of proposal security submitted.

The technical proposal opening statement is placed at **Annexure-II**. The sealed financial bids of all bidders were signed by the Technical/ Financial evaluation committee and kept in safe custody.

13. 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 findings(s) from preliminary examination is summarized below:

Proposer	Proposal Form	Eligible Country	Proposal Validity	Proposal Security	Acceptance for detailed Examination
1. M/s ISSM Labelling	Yes	Pakistan	Yes	Yes	Yes
2. M/s Obsidian	Yes	Pakistan	Yes	Yes	Yes
3. M/s Excellence Delivered ExD Pvt Ltd	Yes	Pakistan	Yes	Yes	Yes
M/s Dwisetech Pvt Ltd	Yes	Pakistan	Yes	Yes	Yes
M/s Maria Printing & Packaging Pvt Ltd.	Yes	Pakistan	Yes	Yes	Yes


Waqas Ahmad
Secretary (Budget & Finance)
Federal Board of Revenue

14. 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 70)
1.	M/s ISSM Labelling	Compliant/ Technically qualified	48
2.	M/s Obsidian	Compliant/ Technically qualified	43
3.	M/s Excellence Delivered ExD Pvt Ltd	Compliant/ Technically qualified	49
4.	M/s Dwisetech Pvt Ltd	Non-Compliant/ Non-Technically qualified	15
5.	M/s Maria Printing & Packaging Pvt Ltd.	Compliant/ Technically qualified	51
• <i>Note: The minimum technical score (St) required to pass the technical evaluation is 42 marks/points which is 70% of the total score/points i.e. 70 marks.</i>			

15. Proposals Accepted as "Responsive/Technically Qualified" to the RFP

Sr.	Proposer
1.	M/s ISSM Labelling
2.	M/s Obsidian
3.	M/s Excellence Delivered ExD Pvt Ltd
4.	M/s Maria Printing & Packaging Pvt Ltd.

16. Proposals Rejected as "Non-Responsive/Non-Technically Qualified" to the RFP

Sr.	Proposer
1.	M/s Dwisetech Pvt Ltd


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

PROOF OF CONCEPT (POC) REPORT
Production Monitoring Solution – Paper and Paperboard Sector
M/s ISSM Labelling Solutions

Date of PoC	02/10/2026
Sector	Paper and Paperboard
Tender Reference	Bid No. 7(1)IR/TDU/2026
Facility	Bulleh Shah Packaging Mill
Vendor	M/s ISSM Labelling Solutions
Solution Demonstrated	Digital Eye solution for automated roll/reel counting, roll/reel weighing and paper ream counting with size identification, using existing CCTV cameras/ Visual Analysis (OCR detection) and an on-site edge server.
Production / SKU Tested	Finished rolls/reels; weighed rolls/reels; paper ream SKU/size identification (Legal, A4 and A3) demonstrated on site; paper ream counting demonstrated by the Vendor with results shared after the PoC
Units Tested for PoC	paper rolls/reels and reams
PoC Status	Qualified for Stage – II

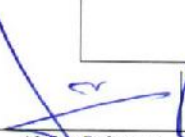
Objective:

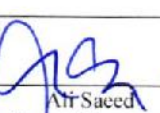
The objective of the POC was to evaluate the Vendor's ability to accurately capture, calculate and report finished production quantities, including rolls/reels and paper reams, and to accurately capture roll/reel weight and identify paper ream size (or their weight detection) under actual operating conditions, in accordance with the Proof of Concept criteria of the RFP.

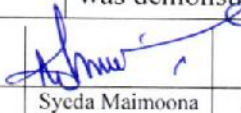
Solution Topology:

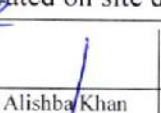
M/s ISSM Labelling Solutions demonstrated a Digital Eye-based production monitoring solution for packaging paper production. The solution uses the plant's existing CCTV cameras and an on-site edge server to record production automatically. Each camera is assigned to a process and monitors a region of interest configured by the operator, with production events recorded with timestamps. The components of the solution are as follows:

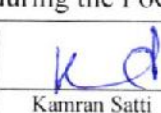
Component	Description
Roll / reel counting	A camera positioned over the roll/reel path detects each finished roll or reel as it crosses a configured counting line. Each roll/reel is tracked frame-to-frame and counted once detection is confirmed, while momentary false detections and personnel/equipment movement are ignored. Roll/reel counting was demonstrated on site during the PoC visit.

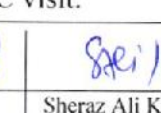

Abdul Rehman
Second Secretary
TDU


Ali Saeed
Second Secretary
TDU


Syeda Maimoona
Second Secretary
TDU


Alishba Khan
Second Secretary
TDU


Kamran Satti
Second Secretary
TDU


Sheraz Ali Khan
Second Secretary
TDU


Sajal Tariq
Second Secretary
TDU

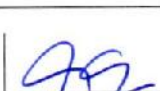
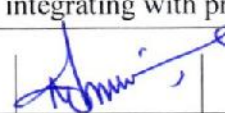
Component	Description
Roll / reel weighing	A camera positioned at the weighing scale reads the digital display. A weight is recorded only after the reading settles and is validated as a roll/reel weight; readings associated with people or other objects are ignored and each roll/reel is recorded once.
Paper ream counting and SKU identification	SKU (paper size) identification was demonstrated on site during the PoC visit. Ream counting was demonstrated by the Vendor separately, and the results were shared after the PoC. Installation at this stage is optional, as ream weighing shall remain sufficient; however, SKU identification and units produced are desirable.
Edge server, dashboard and event records	The on-site edge server processes the camera feeds and records production events. Outputs include live roll/reel counts, time-stamped records, live weight readings, time-stamped weight records, live ream counts and a live Paper Size card, with hourly, shift and daily totals where applicable.
Exception handling	Option for stamp detection that is already affixed and activated is rejected as a duplicate ('Already activated'); a carton on which no code is read is logged as 'No code read by scanner'. Running totals of Success and Fail are displayed.

Test Procedure:

At the designated installation point, the Vendor's solution was tested against independently verified production activity under actual operating conditions. Finished rolls/reels were observed at the configured counting point and corresponding production counts were reconciled with system-generated records. Roll/reel weights were captured from the weighing scale display and reconciled against approved reference measurements. Paper ream SKU (size) identification was also demonstrated on site. Paper ream counting could not be tested on site as the facility was partially operational; the Vendor demonstrated ream counting separately and shared the results after the PoC.

POC Results: The POC was evaluated against the criteria defined in the RFP, reproduced below with the result obtained:

S. No.	Metric	Requirement	Qualification Criteria	Result
1	Solution Accuracy	Correctly capture, calculate, and report finished production quantities (including reels, rolls, sheets, or finished products, as applicable) by integrating with production	Pass: minimum 99% accuracy compared with verified production records, weighing systems, or approved reference measurements. ≥ 99.5%: Above	Pass (100%)

						
Abdur Rehman Second Secretary TDU	Ali Saeed Second Secretary TDU	Syeda Maimoona Second Secretary TDU	Alishba Khan Second Secretary TDU	Kamran Satti Second Secretary TDU	Sheraz Ali Khan Second Secretary TDU	Sajaf Tariq Second Secretary TDU

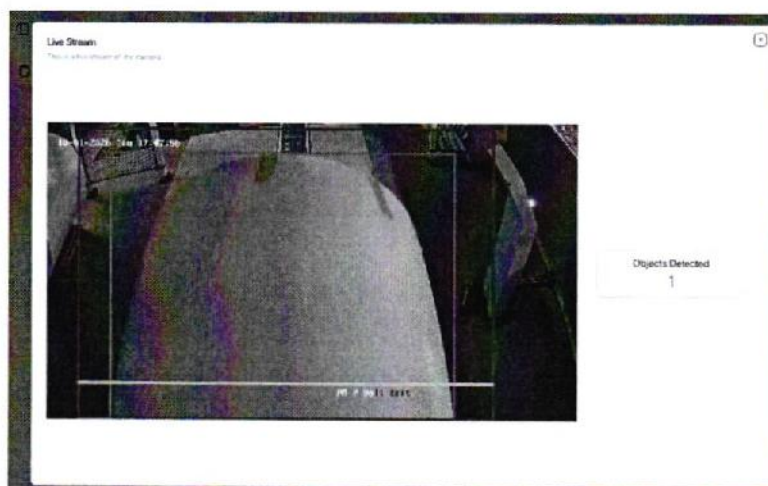
S. No.	Metric	Requirement	Qualification Criteria	Result
		equipment and monitoring devices under actual operating conditions.	satisfactory $\geq 99\%$ & $< 99.5\%$: Satisfactory $< 99\%$: Unsatisfactory	

Production Reconciliation – Summary:

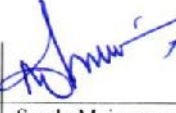
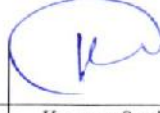
Parameter	Result
Verified finished production quantity	Counted/ Detected
System-reported production quantity	Counted/Detected
Missed / uncounted production units	Paper ream counting not tested on site as the facility was partially operational; results shared by the Vendor after the PoC
Duplicate counts	-
Roll/reel weight observations reconciled	-
Paper ream sizes identified	-
Overall solution accuracy	Passed

Test Observations:

(a) Roll / reel counting: A camera over the roll path detects each finished roll or reel and counts it once as it crosses a counting line inside the configured area. A live roll count and a time-stamped record per roll maintained, with hourly, shift and daily totals on the dashboard.



(b) Roll / reel weighing: A camera pointed at the weighing scale reads the scale's digital display, capturing time stamped roll weight.

						
Abdur Rehman Second Secretary TDU	Ali Saeed Second Secretary TDU	Syeda Maimoona Second Secretary TDU	Alishba Khan Second Secretary TDU	Kamran Satti Second Secretary TDU	Sheraz Ali Khan Second Secretary TDU	Sarfaraz Second Secretary TDU



(c) Paper ream counting: Camera over the packing table counts each finished paper ream (pack) and reads the size printed on its label to record the SKU. SKU identification was demonstrated on site; ream counting results were shared by the Vendor after the PoC.

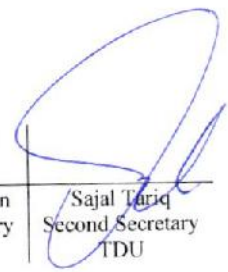


(c) Paper ream counting: detection within the region of interest

Abdur Rehman Second Secretary TDU	Ali Saeed Second Secretary TDU	Syeda Maimoona Second Secretary TDU	Alishba Khan Second Secretary TDU	Kamran Satti Second Secretary TDU	Sheraz Ali Khan Second Secretary TDU	Sajal Tariq Second Secretary TDU

Conclusions:

M/s ISSM Labelling Solutions' Digital Eye solution demonstrated automated roll/reel counting, roll/reel weight capture through visual analytics (OCR), while paper ream SKU (size) identification (within the region of interest); paper ream counting results were shared by the Vendor after the PoC. Based on the POC evaluation, the vendor has successfully qualified the Proof of Concept for the Paper and Paperboard sector, with an 'Above satisfactory' rating (100%; $\geq 99.5\%$) under the Solution Accuracy criterion.

 Abdur Rehman Second Secretary TDU	 Ali Saeed Second Secretary TDU	 Syeda Maimoona Second Secretary TDU	 Alishba Khan Second Secretary TDU	 Kamran Satti Second Secretary TDU	 Sheraz Ali Khan Second Secretary TDU	 Sajal Tariq Second Secretary TDU
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PROOF OF CONCEPT (POC) REPORT
Production Monitoring Solution – Paper and Paperboard Sector
M/s Obsidian

Date of PoC	02/10/2026
Sector	Paper and Paperboard
Tender Reference	Bid No. 7(1)IR/TDU/2026
Facility	Bulleh Shah Packaging Mill
Vendor	M/s Obsidian
Solution Demonstrated	UQAAB Vision Label Reader solution for automated paper-roll label reading (OCR field extraction) and labelled-roll counting, using a CCTV camera and an on-site AI machine.
Production / SKU Tested	Printed paper-roll labels; extraction of SEQ NO, weight, grammage, reel width, length and BBR NO; labelled-roll counting demonstrated on site (Camera 01)
Units Tested for PoC	labelled paper rolls/reels
PoC Status	Qualified for Stage – II

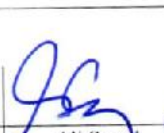
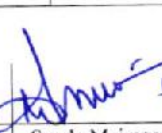
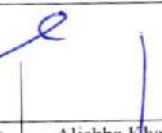
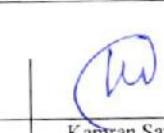
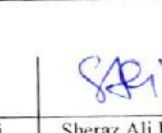
Objective:

The objective of the POC was to evaluate the Vendor's ability to accurately detect printed labels on finished paper rolls/reels, capture the production fields printed on each label (SEQ NO, weight, grammage, reel width, length and BBR NO) and count labelled rolls/reels under actual operating conditions, in accordance with the Proof of Concept criteria of the RFP.

Solution Topology:

M/s Obsidian demonstrated a UQAAB Vision Label Reader-based production monitoring solution for packaging paper production. The solution uses a camera (Camera 01) assigned to the label area, which monitors a region of interest, and an on-site AI machine to read printed roll labels automatically and display the results on a live dashboard. The components of the solution are as follows:

Component	Description
Roll label detection	Camera 01 watches the label area and a green region of interest (ROI) marks the detected printed label (PRINTED LABEL – ROLL #1). The ROI stays locked on the label while it remains in view. Label detection was demonstrated on site during the PoC visit.
Label field extraction (OCR)	SEQ NO, WEIGHT, GRAMMAGE, REEL WIDTH, LENGTH and BBR NO are read from the printed label into the dashboard.

 Abdul Rehman Second Secretary TDU	 Ali Saeed Second Secretary TDU	 Syeda Maimoona Second Secretary TDU	 Alishba Khan Second Secretary TDU	 Kamran Satti Second Secretary TDU	 Sheraz Ali Khan Second Secretary TDU	 Sagal Tariq Second Secretary TDU
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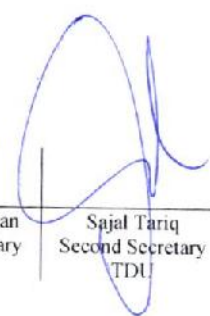
Component	Description
	The fields show '---' until extraction completes, after which the confirmed values are held on screen.
Roll counting	When the label read is confirmed, the ROLL COUNT (paper rolls labelled) increments once for that roll. During the PoC the count moved from 3 to 4 for the labelled roll.
AI machine, dashboard and event records	The on-site AI machine processes the camera feed. Outputs on the Vision – Roll Label Reader dashboard include the live camera view with playback, the ROLL COUNT, the extracted label fields and a processing status line.
Read confirmation	A read is treated as confirmed only once the extracted values are held while the label is still in view; the roll count increments at that point and not on first detection of the label.

Test Procedure:

At the designated installation point, the Vendor's solution was tested against independently verified production activity under actual operating conditions. A printed label on a finished paper roll/reel was presented in the view of Camera 01; the fields extracted on the dashboard were reconciled with the values printed on the label, and the ROLL COUNT before and after the read was reconciled with the physical roll labelled. The observation window was recorded on the camera clock from 15:49:01 to 15:49:07 on 02/10/2026. Roll/reel weighing and paper ream counting were not part of the Vendor's PoC demonstration (scope: Roll Label Reader).

POC Results: The POC was evaluated against the criteria defined in the RFP, reproduced below with the result obtained:

S. No.	Metric	Requirement	Qualification Criteria	Result
1	Solution Accuracy	Correctly capture, calculate, and report finished production quantities (including reels, rolls, sheets, or finished products, as applicable) by integrating with production equipment and monitoring devices under actual operating conditions.	Pass: minimum 99% accuracy compared with verified production records, weighing systems, or approved reference measurements. ≥ 99.5%: Above satisfactory ≥ 99% & < 99.5%: Satisfactory < 99%: Unsatisfactory	Pass (100%)

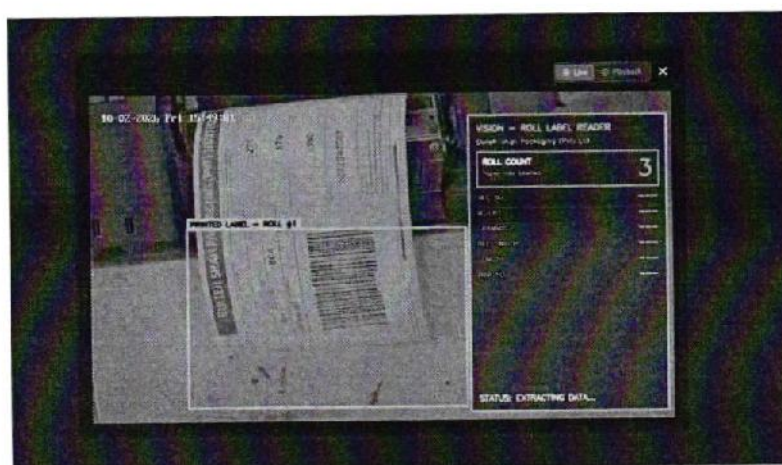
						
Abdur Rehman Second Secretary TDU	Ali Saeed Second Secretary TDU	Syeda Maimoona Second Secretary TDU	Alishba Khan Second Secretary TDU	Kamran Satti Second Secretary TDU	Sheraz Ali Khan Second Secretary TDU	Sajal Tariq Second Secretary TDU

Production Reconciliation – Summary:

Parameter	Result
Verified finished production quantity	1 labelled roll presented
System-reported production quantity	1 labelled roll counted (ROLL COUNT 3 → 4)
Missed / uncounted production units	0
Duplicate counts	0 (single increment at 15:49:07)
Roll/reel label fields reconciled	SEQ NO 0930; WEIGHT 864 kg; GRAMMAGE 275 GSM; REEL WIDTH 870; LENGTH 3590 m; BBR NO 3092640381
Roll/reel weight read from label	864 kg
Overall solution accuracy	Passed

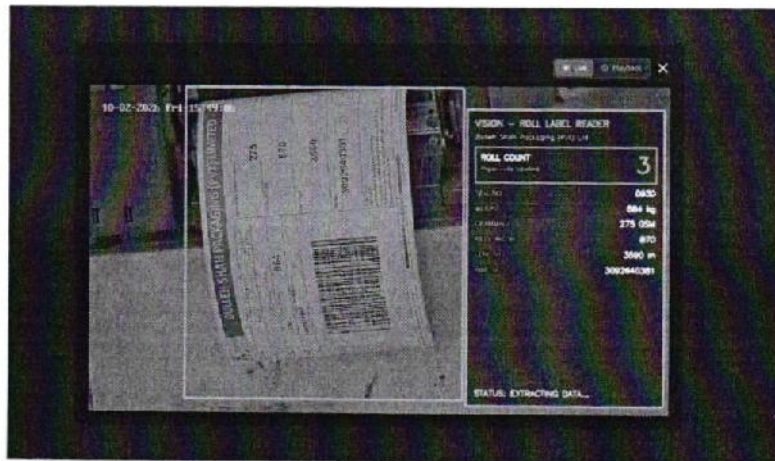
Test Observations:

(a) Roll / reel label detection: Camera 01 detects the printed label on the roll and marks it with a green ROI (PRINTED LABEL – ROLL #1). At 15:49:01 the dashboard fields were empty (--) and the ROLL COUNT was 3.

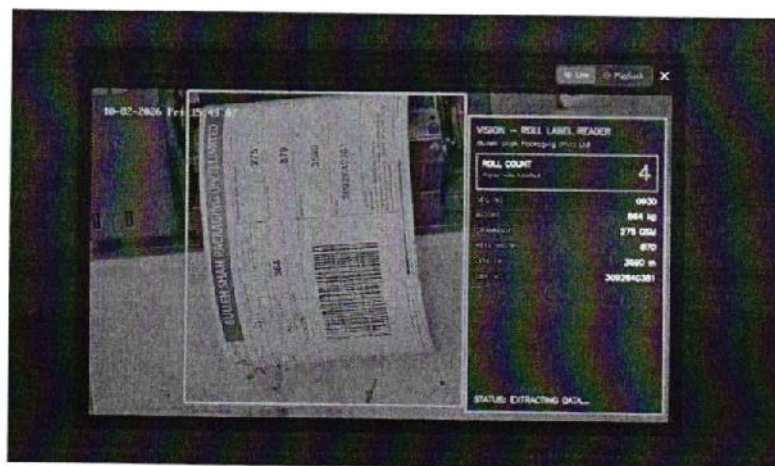


(b) Label field extraction: While the label is in view, the ROI stays locked and the dashboard fields populate (15:49:03 to 15:49:06). Confirmed values: SEQ NO 0930; WEIGHT 864 kg; GRAMMAGE 275 GSM; REEL WIDTH 870; LENGTH 3590 m; BBR NO 3092640381.

						
Abdur Rehman Second Secretary TDU	Ali Saeed Second Secretary TDU	Syeda Maimoona Second Secretary TDU	Alishba Khan Second Secretary TDU	Kamran Satti Second Secretary TDU	Sheraz Ali Khan Second Secretary TDU	Sajid Tariq Second Secretary TDU



(c) Roll count update: After the confirmed values are held, the ROLL COUNT increments from 3 to 4 for the labelled roll (15:49:07). The status line continued to show EXTRACTING DATA... throughout the observation window.



(c) Roll count update: ROLL COUNT = 4 after the confirmed label read; BBR NO 3092640381 held

Conclusions:

M/s Obsidian's Vision Label Reader solution demonstrated automated detection of printed paper-roll labels, OCR extraction of SEQ NO, weight, grammage, reel width, length and BBR NO, and automatic labelled-roll counting on a confirmed read. Based on the POC evaluation, the vendor has successfully qualified the Proof of Concept for the Paper and Paperboard sector, with an 'Above satisfactory' rating (100%; $\geq 99.5\%$) under the Solution Accuracy criterion.

Abour Rehman Second Secretary TDU	Ali Saeed Second Secretary TDU	Syeda Maimoona Second Secretary TDU	Alishba Khan Second Secretary TDU	Kamran Satti Second Secretary TDU	Sheraz Ali Khan Second Secretary TDU	Sajal Tariq Second Secretary TDU

PROOF OF CONCEPT (POC) REPORT

Production Monitoring Solution – Paper and Paperboard Sector

M/s Excellence Delivered

Date of PoC	02/10/2026
Sector	Paper and Paperboard
Tender Reference	Bid No. 7(1)IR/TDU/2026
Facility	Bulleh Shah Packaging Mill
Vendor	M/s Excellence Delivered
Solution Demonstrated	UQAAB Vision Label Reader solution for automated paper-roll label reading (OCR field extraction) and labelled-roll counting, using a CCTV camera and an on-site AI machine.
Production / SKU Tested	Printed paper-roll labels; extraction of SEQ NO, weight, grammage, reel width, length and BBR NO; labelled-roll counting demonstrated on site (Camera 01)
Units Tested for PoC	labelled paper rolls/reels
PoC Status	Qualified for Stage – II

Objective:

The objective of the POC was to evaluate the Vendor's ability to accurately detect printed labels on finished paper rolls/reels, capture the production fields printed on each label (SEQ NO, weight, grammage, reel width, length and BBR NO) and count labelled rolls/reels under actual operating conditions, in accordance with the Proof of Concept criteria of the RFP.

Solution Topology:

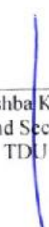
M/s Excellence Delivered demonstrated a UQAAB Vision Label Reader-based production monitoring solution for packaging paper production. The solution uses a camera (Camera 01) assigned to the label area, which monitors a region of interest, and an on-site AI machine to read printed roll labels automatically and display the results on a live dashboard. The components of the solution are as follows:

Component	Description
Roll label detection	Camera 01 watches the label area and a green region of interest (ROI) marks the detected printed label (PRINTED LABEL – ROLL #1). The ROI stays locked on the label while it remains in view. Label detection was demonstrated on site during the PoC visit.
Label field extraction (OCR)	SEQ NO, WEIGHT, GRAMMAGE, REEL WIDTH, LENGTH and BBR NO are read from the printed label into the dashboard.


Abdur Rehman
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Second Secretary
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Sheraz Ali Khan
Second Secretary
TDU


Sajal Tariq
Second Secretary
TDU

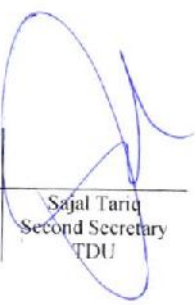
Component	Description
	The fields show '---' until extraction completes, after which the confirmed values are held on screen.
Roll counting	When the label read is confirmed, the ROLL COUNT (paper rolls labelled) increments once for that roll. During the PoC the count moved from 3 to 4 for the labelled roll.
AI machine, dashboard and event records	The on-site AI machine processes the camera feed. Outputs on the Vision – Roll Label Reader dashboard include the live camera view with playback, the ROLL COUNT, the extracted label fields and a processing status line.
Read confirmation	A read is treated as confirmed only once the extracted values are held while the label is still in view; the roll count increments at that point and not on first detection of the label.

Test Procedure:

At the designated installation point, the Vendor's solution was tested against independently verified production activity under actual operating conditions. A printed label on a finished paper roll/reel was presented in the view of Camera 01; the fields extracted on the dashboard were reconciled with the values printed on the label, and the ROLL COUNT before and after the read was reconciled with the physical roll labelled. The observation window was recorded on the camera clock from 15:49:01 to 15:49:07 on 02/10/2026. Roll/reel weighing and paper ream counting were not part of the Vendor's PoC demonstration (scope: Roll Label Reader).

POC Results: The POC was evaluated against the criteria defined in the RFP, reproduced below with the result obtained:

S. No.	Metric	Requirement	Qualification Criteria	Result
1	Solution Accuracy	Correctly capture, calculate, and report finished production quantities (including reels, rolls, sheets, or finished products, as applicable) by integrating with production equipment and monitoring devices under actual operating conditions.	Pass: minimum 99% accuracy compared with verified production records, weighing systems, or approved reference measurements. ≥ 99.5%: Above satisfactory ≥ 99% & < 99.5%: Satisfactory < 99%: Unsatisfactory	Pass (100%)

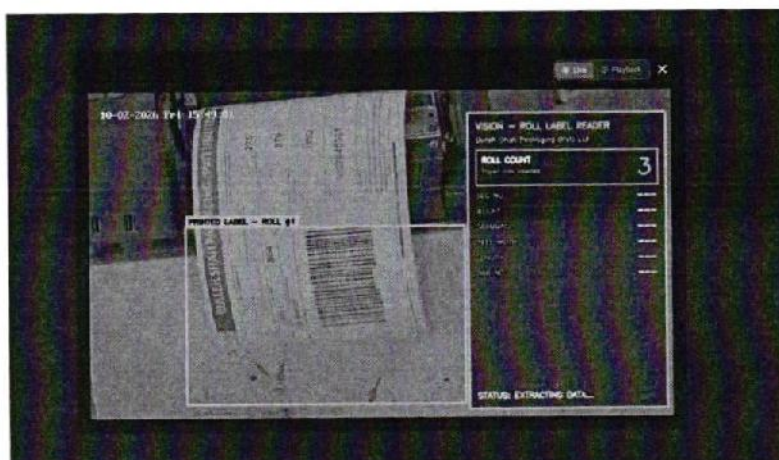
						
Abdur Rehman Second Secretary TDU	Ali Saeed Second Secretary TDU	Syeda Maimoona Second Secretary TDU	Alishba Khan Second Secretary TDU	Kamran Satti Second Secretary TDU	Sheraz Ali Khan Second Secretary TDU	Sajal Tariq Second Secretary TDU

Production Reconciliation – Summary:

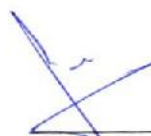
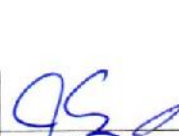
Parameter	Result
Verified finished production quantity	1 labelled roll presented
System-reported production quantity	1 labelled roll counted (ROLL COUNT 3 → 4)
Missed / uncounted production units	0
Duplicate counts	0 (single increment at 15:49:07)
Roll/reel label fields reconciled	SEQ NO 0930; WEIGHT 864 kg; GRAMMAGE 275 GSM; REEL WIDTH 870; LENGTH 3590 m; BBR NO 3092640381
Roll/reel weight read from label	864 kg
Overall solution accuracy	Passed

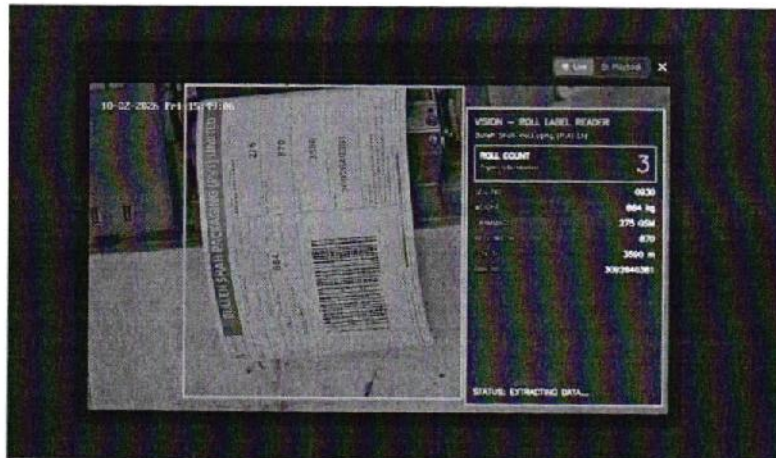
Test Observations:

(a) Roll / reel label detection: Camera 01 detects the printed label on the roll and marks it with a green ROI (PRINTED LABEL – ROLL #1). At 15:49:01 the dashboard fields were empty (- -) and the ROLL COUNT was 3.

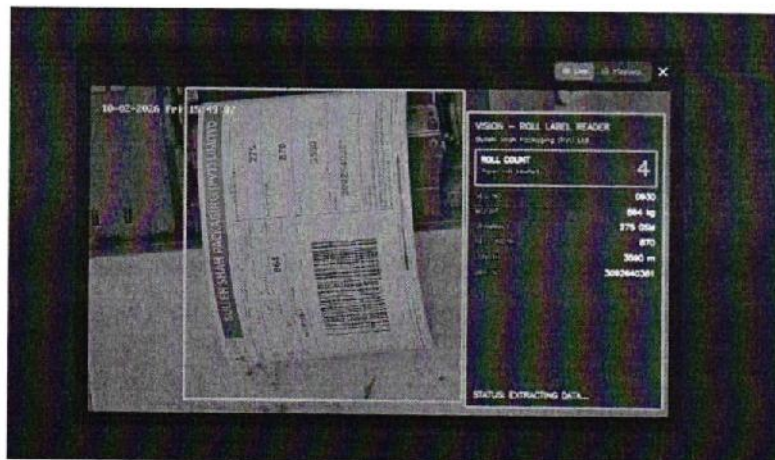


(b) Label field extraction: While the label is in view, the ROI stays locked and the dashboard fields populate (15:49:03 to 15:49:06). Confirmed values: SEQ NO 0930; WEIGHT 864 kg; GRAMMAGE 275 GSM; REEL WIDTH 870; LENGTH 3590 m; BBR NO 3092640381.

 Abdur Rehman Second Secretary TDU	 Ali Saeed Second Secretary TDU	 Syeda Maimoona Second Secretary TDU	 Alishba Khan Second Secretary TDU	 Kamran Satti Second Secretary TDU	 Sheraz Ali Khan Second Secretary TDU	 Sajal Tariq Second Secretary TDU
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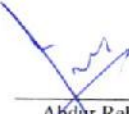
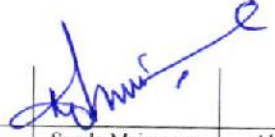
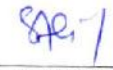
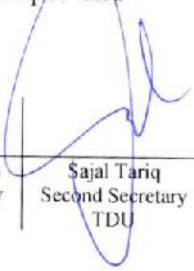
(c) Roll count update: After the confirmed values are held, the ROLL COUNT increments from 3 to 4 for the labelled roll (15:49:07). The status line continued to show EXTRACTING DATA... throughout the observation window.



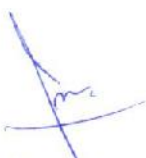
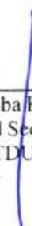
(c) Roll count update: ROLL COUNT = 4 after the confirmed label read; BBR NO 3092640381 held

Conclusions:

M/s Excellence Delivered's Vision Label Reader solution demonstrated automated detection of printed paper-roll labels, OCR extraction of SEQ NO, weight, grammage, reel width, length and BBR NO, and automatic labelled-roll counting on a confirmed read. Based on the POC evaluation, the vendor has successfully qualified the Proof of Concept for the Paper and

						
Abdul Rehman Second Secretary TDU	Ali Saeed Second Secretary TDU	Syeda Maimoona Second Secretary TDU	Alishba Khan Second Secretary TDU	Kamran Satti Second Secretary TDU	Sheraz Ali Khan Second Secretary TDU	Sajal Tariq Second Secretary TDU

Paperboard sector, with an 'Above satisfactory' rating (100%; $\geq 99.5\%$) under the Solution Accuracy criterion.

						
Abdur Rehman Second Secretary TDU	Ali Saeed Second Secretary TDU	Syeda Maimoona Second Secretary TDU	Alishba Khan Second Secretary TDU	Kamran Satti Second Secretary TDU	Sheraz Ali Khan Second Secretary TDU	Sajal Tariq Second Secretary TDU

TECHNICAL BID OPENING SHEET

Tender Reference No:

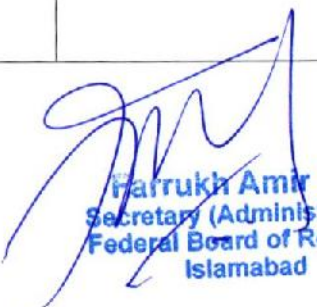
7(1)IR/TDU/2026

Project Title:

Hiring Of Authorized Vendors for Installation and Maintenance of
Production Monitoring System in Paper and Paperboard 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 (Pvt) Ltd	So. H. A. N. A. S.	Yes			Yes	h
2.	M/s obsidian		Yes			Yes	
3.	M/s ISSM Labelling (Pvt) Ltd	Zeeshan Zaisal	Yes			Yes	Zeeshan
4.							
5.							
6.							
7.							
8.							


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

