

**Government of Pakistan  
Revenue Division  
Federal Board of Revenue  
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Islamabad, the 4<sup>th</sup> March, 2026

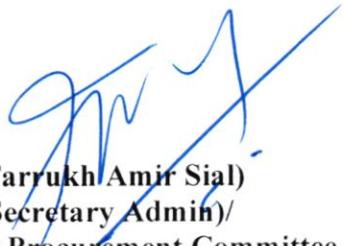
**MINUTES OF THE PRE -BID MEETING**

**SUBJECT: AUTHORIZED VENDORS FOR SUPPLY, INSTALLATION AND MAINTENANCE OF PRODUCTION MONITORING SYSTEM IN EDIBLE OIL AND GHEE SECTOR**

To hire the services of authorized vendors for “Supply, Installation and Maintenance of Production Monitoring System in Edible Oil and Ghee Sector”, an advertisement was floated in Daily “Dunya” and daily, “The Nation” on 25.02.2026 (Wednesday). The advertisement was also published on FBR and PPRA websites. The bidding documents were also uploaded on e-Pads and FBR websites. The VLC link was provided in the advertisement for the firms to participate in the meeting online. As per PPRA Rules, 2004, a pre-bid meeting (in person and online) in Committee Room No.358 was convened on 04.03.2026 at 11:00 am. The Secretary to Procurement Committee alongwith Mr. Abdur Rehman, Second Secretary Transformation Delivery Unit (TDU) were present (**Annex-A**).

2. One representative from M/s AJCL attended the Pre-Bid meeting in person and Seven representatives from different firms have attended the meeting through the given VLC link (**Annex-B**).

3. During the pre-bid meeting, Mr. Abdur Rehamn, Second Secretary (Transformation Delivery Unit) responded to the queries put forth by the representatives of the firms. The representatives of firms were requested to kindly submit their queries and suggestions through email provided in the advertisement so that a written reply can be provided to them. Secretary Procurement Committee assisted the pre-bid meeting.

  
**(Farrukh Amir Sial)**  
**(Secretary Admin)/**

**Secretary Procurement Committee**

**Distribution:**

- Members of Procurement Committee.
- Members of the Technical/Financial Evaluation Committee.

SUBJECT: AUTHORIZED VENDORS FOR SUPPLY, INSTALLATION AND MAINTENANCE OF PRODUCTION MONITORING SYSTEM IN EDIBLE OIL AND GHEE SECTOR

**Annex-A**

S.No.	Name & Designation	Portfolio in Committee	Remarks
1.	Mr. Abdur Rehman Second Secretary (TDU)	For Assistance of Committees	Present
2.	Mr. Farrukh Amir Sial Secretary (Admn)	Secretary Procurement Committee	Present

SUBJECT: AUTHORIZED VENDORS FOR SUPPLY, INSTALLATION AND MAINTENANCE OF PRODUCTION MONITORING SYSTEM IN EDIBLE OIL AND GHEE SECTOR

**Annex-B**

S.No.	Name of Firm	Name & Designation of Representative	Contact Detail	In Person/Online
1	AJCL	Wajid Ali Shah	0345-0035370 <a href="mailto:wajid.ali@ajcl.net">wajid.ali@ajcl.net</a>	In Person
2	EXD	Sohail Minhas, GM	0345-8532393 <a href="mailto:Sohail.minhas@exdnow.com">Sohail.minhas@exdnow.com</a>	On-Line
3	Mazik Global	Sohail Hashim	<a href="mailto:Sohail.hashim@mazikglobal.com">Sohail.hashim@mazikglobal.com</a>	On-Line
4	SICPA	Abdullah Zaidi		On-Line
5		Zafar Masood		On-Line
6		Nadir Khan		On-Line
7		Haseeb Uddin		On-Line
8	Jadeed Computers			On-Line

**A. General & Procedural Clarifications (Based on Section II & III):**

- 1. Two-Stage Process (Page 4-5, 41-43) The document describes a two-stage process with a Bidders' Conference after Stage 1 POCs, where FBR will finalize a specific solution. How binding is the initially submitted indicative price? Will the revised financial proposal in Stage 2 be the binding offer, and can it be lower than the indicative price?**

Under a two-stage bidding procedure, the Stage 1 financial proposal is indicative. The revised financial proposal submitted in Stage 2 will be the binding offer. Bidders are permitted to adjust (including lower) their financial proposals in Stage 2 based on finalized technical specifications.

- 2. Bid Validity (Page 20, BDS Cl. 13) The Bid Validity is 120 days. Given the two-stage process with POCs and a Bidders' Conference, this period seems short. Can you confirm if an extension will be requested, and what the process for extending the Bid Security would be?**

The initial Bid Validity is strictly 120 days. If the evaluation and POC processes require more time, the procuring agency will formally request an extension of the bid validity period from all participating bidders. Bidders agreeing to the extension will be required to correspondingly extend the validity of their Bid Security.

- 3. Bid Security (Page 20-21, BDS Cl. 14-16) The bid security of PKR 1,000,000 is required. For a JV, should this be provided in the name of the lead member or the JV entity itself? If in the name of the lead member, does it need to explicitly state it is on behalf of the JV?**

The Bid Security can be submitted in the name of the JV itself or the lead member. If submitted by the lead member, the instrument must explicitly state that it is being provided "on behalf of the [Name of JV]" to ensure legal enforceability.

- 4. Conflict of Interest (Page 12, ITB 3.7) Clause 3.7(e) mentions a conflict if bidders have a relationship that puts them in a position to influence another's Bid. Does this preclude partnerships or sub-contracting relationships between bidders during the bidding stage itself?**

Yes, this precludes partnerships or sub-contracting relationships between competing bidders for this specific tender. A firm submitting a bid individually or as part of a JV cannot be a subcontractor in another bid, as this constitutes a conflict of interest and anti-competitive practice.

- 5. Right to Reject Bids (Page 6, 32) Clause 10 (Invitation) and ITB 34 state FBR may reject all bids. Under what specific circumstances (beyond those in Rule 33 of PPR, 2004) would FBR consider exercising this right after the two-stage process?**

The right to reject all bids will be exercised strictly in accordance with Rule 33 of the Public Procurement Rules (PPR), 2004. This is typically invoked if the bids substantially exceed the allocated budget, if technical specifications require fundamental revisions post-POC, or if adequate competition is not achieved.

**B. Technical Clarifications on Scope of Work (Based on Section V) Accuracy Threshold (Page 4, 58, 80):**

- 1. The document mentions a "preferable accuracy of 99% with a minimum acceptable threshold of 95%". Over what sample size or time period is this accuracy measured during the POC? Will the same threshold apply during live operations?**

As prescribed under proof of concept tests criteria in the bidding document.

- 2. Solution Finalization (Page 5,42) After Stage 1, FBR will finalize a "specific production monitoring & counting solution". Does this mean FBR will select a single technology (e.g., only Mass Flow Metering) or a hybrid approach combining elements from different bidders' proposals? If a single technology is chosen, what happens to bidders whose core competency lies in a different technology?**

The objective of Stage 1 is to identify and finalize performance-based technical specifications, not necessarily to restrict the solution to a single underlying technology. If multiple technologies (e.g., flow meters and vision-based systems) independently (or otherwise) meet the accuracy and anti-tampering thresholds for different factory setups, the final specifications for the solution will reflect standard requirements for each accepted methodology.

- 3. Installation Point Definition (Page 40) The "Installation Point" is defined variably for different solutions. For the POC, who selects the specific installation point? Will FBR provide a facility with all three types of points (flow, vision, marking) to test a hybrid solution, or will the POC be limited to one point as stated for Stage 2 (Page 43)?**

The specific installation point for the POC will be selected by the evaluating committee in coordination with the manufacturing facility to ensure it represents a standard production line for the purpose of production monitoring. Facilities provided for the POC will allow bidders to test their specific proposed technologies (flow, vision, or marking).

**POC Evaluation Criteria (Page 80-83) Criterion 2 (Environmental Endurance):**

- 4. The test requires running for a "required time." What is the minimum duration for this stability test? Is it a single shift, a full day, or multiple days?**

Environmental endurance and stability will be tested over a minimum of one continuous 24-hour production cycle (spanning multiple shifts) to evaluate system resilience under varying thermal, lighting, and operational conditions.

- 5. Criterion 3 (Process Logic) How will the system's ability to distinguish between CIP/Recirculation and production be validated? Will FBR provide the test scripts (e.g., running water, then oil), or is the bidder expected to simulate this?**

The facility may run standard CIP cycles during the testing phase. Bidders must demonstrate their interlocking logic (e.g., density variations in flow meters or lack of valid product detection in vision systems) without relying solely on manual test scripts. More details will be shared at the POC stage.

- 6. Criterion 5 (Tamper Detection) The test simulates specific failures. Will FBR also test for more sophisticated tampering, such as magnetic interference with a flow meter or using a known image to fool the AI Camera?**

As prescribed under proof of concept tests criteria in the bidding document.

- 7. Brand Specifications (Page 63-64) The document lists indicative brands for various components (e.g., Emerson, Endress+Hauser for flow meters; Cognex, Keyence for vision). Are these brands mandatory, or will equivalents from other reputable manufacturers (e.g., Yokogawa for flow meters, if not listed) be accepted, provided they meet the performance specs?**

The listed brands are strictly indicative to establish a baseline for quality and performance. "Equivalent" equipment from other reputable manufacturers is entirely acceptable, provided the bidder submits technical datasheets proving the equipment meets or exceeds the specified baseline parameters.

- 8. Integration with FBR System (Page 61) The solution must transmit data to FBR's system via "secure gateway... using RESTful APIs". Will FBR provide detailed API specifications and data schemas (e.g., JSON format, authentication method) during Stage 2, or are bidders expected to propose a format?**

Detailed standard RESTful API schemas (utilizing JSON format and OAuth 2.0 authentication) for secure integration with the Central Control Unit (CCU) and tax monitoring infrastructure will be provided during Stage 2.

- 9. Installation Schedule (Page 58) The schedule requires 20% of tines by Aug 31,2026. This seems ambitious. Does this timeline assume a single vendor covering multiple facilities simultaneously, or is the timeline tonne cumulative industry total, expecting multiple vendors to share the workload?**

The timeline refers to the cumulative industry total. It is anticipated that multiple authorized vendors will share the workload across the sector to meet this deployment milestone.

**10. Scope of Authorization (Page 39-40) The definition of "Authorized Vendor" implies approval under Sales Tax Rules. Does this authorization mean the vendor can directly contract with and install systems for manufacturers, with FBR's oversight, or will FBR be the contracting party with manufacturers?**

The "Authorized Vendor" status allows the vendor to contract directly with the manufacturers to supply and install the systems. The regulatory body will oversee the compliance, integration, and data reporting, but the financial contract for hardware and installation rests between the vendor and the manufacturer.

**11. Recurrent Costs (Page 71-72) The document asks for details of consumables and recurrent costs. For items like "hosting costs" and "software licenses," are these expected to be one-time costs for the 3-year period, or annual recurring costs? Should they be included in the "price per installation point"?**

Recurrent costs such as hosting, cloud infrastructure, and software licenses must be quoted as annual recurring costs. They should be itemized separately from the one-time "price per installation point" (CAPEX).

**12. Counting Logic (Page 61) The system must Logically/physically interlock with manufacturing to count only during valid production. For a vision-based system, how is a "valid production window" defined? Will it be based on a signal from the filling machine PLC, or does the AI need to infer it from the flow of bottles?**

For vision-based setups, hardwiring a signal from the filling/packaging machine PLC will provide the most robust interlock. However, the AI model must also be capable of independently inferring valid production (e.g., through object detection and directional motion vectors) to serve as an internal validation layer against PLC tampering or spoofing.