

FINANCIAL EVALUATION REPORT

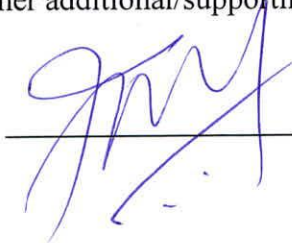
(As Per Rule 35 of PP Rules, 2004)

1. Name of Procuring Agency Federal Board of Revenue (HQ)
2. Method of Procurement Single Stage Two Envelope
3. Title of Procurement Hiring of Accredited Academic Institution for Conducting Recruitment Process of Goods Evaluators on contract basis on a fixed lump-sum monthly Salary package for Years 2026-27, 2027-28 & 2028-29
4. Tender Inquiry No. 3(64) TDU/2026
5. PPRA Ref. No. (TSE). _____ EPADS Reference No: F-26021701103
6. Date & Time of Bid Closing 20th February, 2026 11:00 AM
7. Date & Time of Bid Opening 20th February, 2026 11:30 AM
8. Date & Time of Financial Bid Opening 18th March, 2026 02:30 PM
9. No of Bids Received 01
10. Criteria for Bid Evaluation Financial Bid Evaluation Report Attached.
11. Details of Bid(s) Evaluation Financial Bid Evaluation Report Attached.

Name of Bidder	Technical Bid Score	Financial Bid Score	Combine Score	Status/Remarks
M/s IBA, Karachi	88	10	98	M/s IBA, Karachi ranked the first and Most advantageous Bid (MAB)

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

Signature: _____



Official Stamp: **Fazlul Ahsan Sial**
Secretary (Administration)

**Standard Bidding Documents (SBD).*

3(64)TDU/2026

INVITATION TO BID

FINANCIAL BID(S) EVALUATION / COMBINED EVALUATION REPORT

Invitation to Bid ITB/E-Pads Reference No.	F.No.3(64)TDU/2026/ F-26021701103
Invitation to Bid Title	Hiring of Accredited Academic Institution for Conducting Recruitment Process of Goods Evaluators on contract basis on a fixed lump-sum monthly salary package for Years 2026-27, 2027- 28 & 2028-29
Invitation to Bid Issuance/ Publishing Date	30th January, 2026
Pre-Bid meeting Date	4th February, 2026
Bids Submission Date	20th February, 2026
Publishing	National Press (two leading national daily newspapers – One English and One Urdu) Website(s): FBR
Procurement Method/ Process	Single Stage Two Envelope – Open Competitive Bidding Process
Technical Bids Evaluation Report Signing Date	10 th March, 2026
Financial Bids Evaluation Report Signing Date	2 nd April, 2026

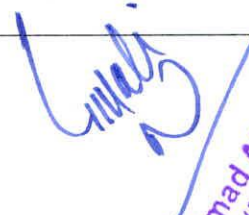

Muhammad Ali Khan
Secretary (Expenditure)

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- Annexure-I** Invitation to Bid Publications (Clippings)
Annexure-II Technical Bid Evaluation Report
Annexure-III Mandatory/Marking Technical Bid Evaluation Criteria Technical/ Financial)
Annexure-IV Financial Bid Opening Statement


Muhammad Aftab Khan
Secretary (Expenditure)

1. Introduction/Background

The Federal Board of Revenue (FBR), Government of Pakistan, aims to bolster its Central Assessment Unit (CAU) for processing imports, exports, and transit trade. To this purpose, FBR intends to hire 280 Goods Evaluators on a contract basis, each with specialized technical backgrounds corresponding to Chapters 1 to 97 of the Pakistan Customs Tariff (PCT). These chapters cover a broad spectrum of goods, from live animals and agricultural products to chemicals, machinery, vehicles, and miscellaneous manufactured items. The hiring will be done as per the respective policy approved by the Federal Government (Annex-I).

The evaluators will function in a digital, faceless environment to perform precise classification, valuation, and assessment of goods, fostering transparency, efficiency, and alignment with international standards such as the Harmonized System (HS). The recruitment will be outsourced to an Accredited Academic Institution (AAI), to capitalize on their proficiency in executing unbiased, merit-oriented selections.

This procurement will adhere to the Public Procurement Regulatory Authority (PPRA) Rules, 2004, and will be executed via open competitive bidding on the e-PADS platform. Sealed bids are solicited from eligible AAIs registered with PPRA, the Higher Education Commission (HEC), and pertinent tax authorities.

2. Objectives

To recruit competent Goods Evaluators with technical expertise tailored to PCT Chapters 1- 97 on a contract basis. To facilitate a transparent, merit-based recruitment process via an independent AAI. To shortlist candidates in accordance with federal government quota policies and workload based ratios. To enable supplementary recruitment cycles if necessary to achieve the target number of evaluators. To strengthen CAU's capabilities for faceless trade assessments, thereby enhancing revenue mobilization and trade efficiency

3. Scope of Work

Advertising the Positions, Eligibility Criteria for Prospective Applicants, Collection and Sifting of Applications, Conducting Testing and Shortlisting, Additional Recruitment if Required, Reporting and Handover

4. Eligibility Criteria for the AAI

- HEC-accredited entity with a history of managing large-scale recruitment (at least 200 candidates in previous initiatives) – preferably in business, law or management
- Registered with PPRA on e-PADS, possessing NTN, STRN, and inclusion on FBR's Active Taxpayers List.
- Preferably in HEC's top 25 or QS Asia's top 500 rankings.
- Established track record in analogous government projects (at least 3 in the past 5 years, with verifiable references).
- Proven experience managing large-scale competitive exams for government/multilateral clients
- Digital infrastructure for online applications, secure fee handling, and result management
- Capacity to conduct hands-on WeBOC/PSW modules
- No history of blacklisting or active litigations.
- Adequate resources: Specialized faculty for test formulation, IT personnel for portal operations, testing venues in 5+ cities.
- For Joint Ventures: Restricted to 2 partners, with a designated lead and joint accountability. Ineligible if insolvent or implicated in corrupt activities.

5. Deliverables

- Advertisement drafts and publication evidence.
- Sifted application database and fee documentation.
- Approved test instruments and outcomes.
- Shortlists (5 per segment) with quota adherence records.
- Reports on additional rounds, if undertaken.
- Final handover report including process evaluations.

6. Timelines

- Contract Award: Within 30 days of bid opening.
- Advertisement and Portal Activation: 2 weeks post-contract.
- Application Window: 30 days.
- Testing and Shortlisting: 4-6 weeks after application closure.
- Additional Rounds (if needed): Within 2 months of shortfall notice.
- Total Duration: 3-6 months, subject to FBR-approved extensions.

7. Mode of Payment to successful Accredited Academic Institution (AAI)

- Milestone-linked payments in PKR:
 - 15% upon advertisement and portal launch.
 - 25% upon application sifting completion.
 - 30% upon initial testing and shortlisting.
 - 20% upon handover and reporting.
 - 10% upon completion of additional rounds (if applicable).
- Transfer collected fees to FBR less an agreed processing fee (e.g., 10-20%).
- Performance security: 10% of contract value via bank guarantee.
- Applicable taxes/deductions per Pakistani regulations; no advance disbursements.

8. General Terms and Conditions

- Governing Law: Pakistani statutes.
- Confidentiality: Execution of NDA; prohibition on disclosing sensitive data.
- Conflict of Interest: Disqualification if identified.
- Termination: For underperformance with 30 days' notice; FBR may terminate at convenience.
- Force Majeure: Applicable to uncontrollable events.
- Dispute Resolution: Initial amicable resolution; subsequent arbitration per Arbitration Act, 1940.
- Amendments: Solely in written form.
- Blacklisting: Per PPRA for fraud or violations

9. Brief Terms of Invitation to Bid Document

Period for delivery of services	Three (03) years from the effective date of contract. The first examination must be conducted within 8-12 weeks after signing the agreement, extendable by the procuring agency.
Bid Validity from bid opening	120 Days.
Bid Security	Rs. 200,000/-
Performance Guarantee	10% of contract value via bank guarantee.
Liquidated Damages	10% of the Contract value
Currency for Evaluation of Bid	Pak Rupees (PKR)

10. Bid Process

The bidding process for the subject activity is Single Stage Two Envelope – Invitation to Bid – Open Competitive Bidding Process. Invitation to Bid notification was published in national press (two leading national daily newspapers – One English and One Urdu) on **30th January, 2026** (**Annexure-I**) as well as uploaded on e-PADS, FBR (<https://www.fbr.gov.pk/>) and PPRA (<https://www.ppra.gov.pk>).

Invitation to Bid ITB/E-Pads Reference No.	F.No.3(64)TDU/2026/ F-26021701103
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Financial Bids Evaluation Report Signing Date	2 nd April, 2026

11. Technical/ Financial Evaluation Committee

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

Sr. No	Name	Designation	Role
1.	Mr. Zubair Bilal	Member (IR-Operations), FBR	Chairman/ Convener
2.	Mr. Ashhad Jawwad	Member (Customs Policy)	Member
3.	Dr. Najeebullah	Chief (Tax Reforms)	Member
4.	Dr. Muhammad Khurram	Chief (Mgt/HR-IR)	Member
5.	Ms. Ayesha Niaz	Chief (Mgt/HR-Customs)	Member
6.	Dr. Farid Ahmed Khan	Chief (F&C) – Customs	Member
7.	Mr. Muhammad Ali Khan	Secretary (Expenditure), FBR	Member/Secretary
8.	Mr. Waqar Ahmed	Second Secretary (IR-CPF)	Member
9.	Faisal Sattar	Chief Executive Officer (PRAL)	Member

12. Technical Evaluation of Bid(s)

On the bid submission and opening date and time (20th February, 2026 at 11:30 a.m.), only one bid was received from the following bidder:

Sr. No	Bidder	Bid Submitted	Remarks
1.	M/s IBA, Karachi	✓	Bid Submitted in Hard Copy and also on EPADS as required.

The Technical Bid Evaluation Report is attached at **Annexure-II** and the following score has been achieved by the bidders as per technical bid evaluation criteria (**Annexure-III**) already defined in the Request for Bids:

Sr. No.	Bidder	Technical Bid Score	Percentage Score	Remarks
1.	M/s IBA, Karachi	88/90	97.77%	Qualifies the Technical Bid Evaluation Criteria of minimum 70% score

The bid of M/s IBA, Karachi was accepted by the Technical Evaluation Committee being Responsive to the Invitation to Bid and complying to the minimum requirements of Technical Bid Evaluation Criteria. The complete technical bid evaluation report is attached at **Annexure-II**.

13. Financial Bid Opening

In accordance with the bid opening procedure of Single Stage Two Envelope method, the bidders were informed about financial bid opening for **18th March, 2026**. The financial bid of responsive bidder was opened publicly on the scheduled date and time by the Technical/ Financial Evaluation Committee in presence of bidders authorized representatives. The financial bids were opened in accordance with instructions provided in the bidding documents. The financial bid opening statement(s) is placed at **Annexure-IV**.

14. Evaluation of Financial Bid(s)

The financial bid was evaluated by the Technical/ Financial Evaluation Committee in accordance with criteria defined in the Request for Bids. The evaluation summary is as under:

Sr. No.	Bidder Name	Total Bid Cost (PKR)	Score of Financial Bid
1	M/s IBA, Karachi	(i) Unit Price = Rs. 5,000/= (Inclusive of all taxes & duties etc.) (ii) Total Quantity= 1500 (iii) Total Price = Rs. 7,500,000/= (Inclusive of all taxes & duties etc.)	10

15. Technical/ Financial Evaluation Committee Recommendations

As per the evaluation criteria stated in the bidding documents, using the Quality and Cost Based Selection (QCBS) approach, following is the status of bid:

Sr. No.	Bidder Name	Technical Bid Score	Financial Bid Score	Combined Score	Status/ Remarks
1.	M/s IBA, Karachi	88	10	98	M/s IBA, Karachi ranked the first and Most Advantageous Bid (MAB)

Based on the technical and financial bid score and method of evaluation already defined in the RFB, bid of **M/s IBA, Karachi** was found to be the Most Advantageous Bid (MAB).

(5) Subject to sub-rule (4), the procuring agency shall not be responsible for any intellectual property rights accruing to the proposal of the initiator.

(6) Unless otherwise expressly stated in writing by the initiator, the procuring agency may, if it considers necessary, disclose any information of the unsolicited proposal or the bidders as part of procurement process.]

ACCEPTANCE OF BIDS AND AWARD OF PROCUREMENT CONTRACTS

38. Acceptance of bids.-

The bidder with the *most advantageous bid, if not in conflict with any other law, rules, regulations or policy of the Federal Government, shall be awarded the procurement contract, within the original or extended period of bid validity.

*****38A. Bid Discount.** - shall be omitted;

****38B. Single responsive bid in goods, works and services.-**

(1) The procuring agency shall consider single bid in goods, works and services if it-

- (a) meets the evaluation criteria, ensures compliance of specifications and other terms & conditions expressed in advertisement or bid solicitation documents;
- (b) is not in conflict with any provision of the Ordinance;
- (c) conforms to the technical specifications;
- (d) has financial conformance in terms of rate reasonability:

Provided that except unsolicited proposal, in case of pre-qualification proceedings single bid shall not be entertained.

(2) The procuring agency shall make a decision with due diligence and in compliance with general principles of procurement like economy, efficiency and value for money.

**The words "lowest evaluated bid" was substituted with the words "most advantageous bid" vide S.R.O. No. 442(I)/2020 dated 15th May, 2020*

***Inserted vide S.R.O. No. 442(I)/2020 dated 15th May, 2020*

****Omitted vide S.R.O. No. 834(I)/2021 dated 28th June, 2021*

FINANCAIL BID OPENING SHEET

PPRA Web Reference No:

TS-

Title:

Hiring of Accredited Academic Institution for Conducting Recruitment Process of Goods Evaluators on contract basis on a fixed lump-sum monthly salary package for Years 2026-27, 2027- 28 & 2028-29

Financial Bid Opening Date/ Time:

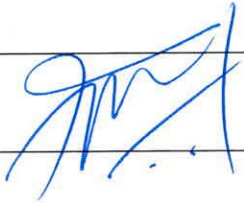
18th March, 2026

S.No.	Name of Bidder/Firms	Total Bid Value (In Rs.)		Remarks (If any)	Signature of Bidders' Representative
		In Figure	In Words		
1.	M/S IBA, Karachi	Rs. 7,500,000/- Inclusive all taxes & duties Total Qty 21500			
2.		Unit Price incl all taxes = Rs. 5000/- per candidate			
3.					
4.					
5.					



Fazrath Anis Sial
Secretary (Administration)

**ATTENDANCE SHEET OF COMMITTEE'S MEMBERS FOR FINANCAIL BIDS OPENING MEETING HELD
ON 18th March, 2026 REGARDING "Hiring of Accredited Academic Institution for Conducting Recruitment
Process of Goods Evaluators on contract basis on a fixed lump-sum monthly salary package for Years 2026-27,
2027- 28 & 2028-29"**

S.No.	Name of Officer & Designation	Time	Signature
1.	Farrukh Amir Sial Sec (Admin)		
2.			
3.			
4.			
5.			
6.			
7.			

**ATTENDANCE SHEET OF VENDORS FOR FINANCAIL BIDS OPENING MEETING HELD ON
18th March, 2026 REGARDING "Hiring of Accredited Academic Institution for Conducting Recruitment Process of
Goods Evaluators on contract basis on a fixed lump-sum monthly salary package for Years 2026-27, 2027- 28 & 2028-29"**

S.No.	Name of firms	Name of Bidders/Authorized Representative	CNIC No. & Contact No.	Signature
1.				
2.				
3.				
4.				

*No representative attended
the meeting*



Institute of
Business Administration
Karachi

Leadership and Ideas for Tomorrow

Price Schedule

MINIMUM WAGE RATE SHOULD BE STRICTLY ADHERED

Sr. No.	Activity	Unit price (inclusive of all taxes & duties etc.) in PKR per Candidate	Total Quantity	Total price (inclusive of all applicable taxes & duties etc.) in PKR	Total price (in words) in PKR
1	Conducting Recruitment Process of Goods Evaluators as per TORs and other provisions of bidding document.	5,000	1,500	7,500,000	Seven million, five lac rupees only
Total price in figures				7,500,000	
Total price in words					Seven million, five lac rupees only

Total Bid value (against which a Bid shall be evaluated) in figure. 7,500,000

Total Bid value (against which a Bid shall be evaluated) in words. Seven million, five lac rupees only

Note:

In case of difference between unit price and total price, unit price shall prevail and total price shall be "final". (Please refer ITB clause 2.5.6).

In case of difference between amount in "words" and amount in "figures", amount in "words" shall be considered final.

A bid not compliant to minimum wage rate (as notified by the government) or excluding applicable taxes and duties shall straight away be rejected.

Stamp & Signature of Bidder





Letter of Bid – Financial Proposal

Date of this Bid submission: 18th February 2026

ITB No.: F.No.3(64)TDU/2026

Alternative No.:

To: Federal Board of Revenue (FBR)

We, the undersigned Bidder, hereby submit the second part of our Bid, the Financial Proposal

In submitting our Financial Proposal, we make the following additional declarations:

- (a) **Bid Validity Period:** Our Bid shall be valid for the period specified in BDS 17.1 (as amended, if applicable) from the date fixed for the bid submission deadline specified in BDS 23.1 (as amended, if applicable), and it shall remain binding upon us and may be accepted at any time before the expiration of that period;
- (b) **Total Price:** The total price of our Bid, excluding any discounts offered in item (c) below is:
- In case of only one lot, the total price of the Bid is 7,500,000
- In case of multiple lots, the total price of each lot is (N/A)
- In case of multiple lots, total price of all lots (sum of all lots) (N/A)
- (c) **Discounts:** The discounts offered and the methodology for their application are:
- (i) The discounts offered are: N/A
- (ii) The exact method of calculations to determine the net price after application of discounts is shown below: N/A
- (d) **Commissions, gratuities and fees:** We have paid, or will pay the following commissions, gratuities, or fees with respect to the bidding process or execution of the Contract:

Name of Recipient	Address	Reason	Amount
None			

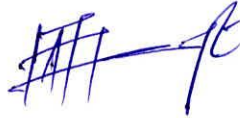
(e) **Binding Contract:** We understand that this Bid, together with your written acceptance thereof included in your Letter of Acceptance, shall constitute a binding contract between us, until a formal contract is prepared and executed.

Name of the Bidder: Institute of Business Administration (IBA) Karachi

Name of the person duly authorized to sign the Bid on behalf of the Bidder:
Azad Ahmed

Title of the person signing the Bid: Acting Associate Head IBA Testing Operations

Signature of the person named above:



Date signed 18th day of February 2026

