

# **FINAL EVALUATION REPORT**

## **(As Per Rule 35 of PP Rules, 2004)**

1. Name of Procuring Agency **Federal Board of Revenue (HQ)**
2. Method of Procurement **Two Stage Bidding Procedure**
3. Title of Procurement **AUTHORIZED VENDORS FOR INSTALLATION AND MAINTENANCE OF PRODUCTION COUNTING SYSTEM IN BEVERAGES SECTOR**
4. Tender Inquiry No. **5(1)S(Admin)/2025**
5. PPRA Ref. No. (TSE) **TS560027E EPADS Reference No: F-250405813**
6. Date & Time of Bid Closing **17<sup>th</sup> October, 2025 11:00 AM**
7. Date & Time of Bid Opening **17<sup>th</sup> October, 2025 11:30 AM**
8. Financial Bid Opening **30<sup>th</sup> April, 2026 11:30 AM**
9. No. of Bids Received **03**
10. Criteria for Bid Evaluation **Criteria laid down in RFP Documents**
11. Details of Bid(s) Evaluation **Bid was evaluated in accordance with the criteria laid down in the RFP documents**

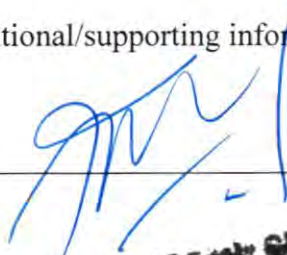
Name of Bidder	Marks/ POCs compliance			Total Score	Rule/Regulation/SBD*/Policy/Basis of Rejection/Acceptance as per Rule 35 of PP Rules, 2004.
	Technical (if applicable)	Status of POCs	Financial (if applicable)		
M/s Authentik	55/60	Successful	-	55	<b>Responsive Recommended for grant of "Authorization"</b>
M/s TollLink Pakistan Pvt Limited	55/60	Successful	-	55	<b>Responsive Recommended for grant of "Authorization"</b>

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

Signature: \_\_\_\_\_

Official Stamp: \_\_\_\_\_

\*Standard Bidding Document (SBD)

  
**Federal Board of Revenue**  
Secretary (Administration)

## INVITATION TO BID

### FINANCIAL BID(S) EVALUATION/ COMBINED EVALUATION REPORT

<b>Invitation to Bid Reference No.</b>	TS560027E/F.No. 5(1)S(Admn)/2025
<b>Invitation to Bid Title</b>	Hiring of Authorized Vendors for Installation and Maintenance of Production Counting System in Beverages Sector (Stage-2)
<b>Invitation to Bid Issuance/ Publishing Date (Stage-I)</b>	29 <sup>th</sup> March, 2025
<b>1<sup>st</sup> Pre-Bid Meeting date</b>	14 <sup>th</sup> April, 2025
<b>Addendum No. 01 to IFB date</b>	17 <sup>th</sup> April, 2025
<b>Corrigendum No. 1 date (Extension in Bid Submission Date)</b>	23 <sup>rd</sup> April, 2025
<b>Bids Submission Date (Stage-I)</b>	6 <sup>th</sup> May, 2025
<b>Invitation to Bid Issuance/ Publishing Date (Stage-II)</b>	25 <sup>th</sup> September, 2025
<b>Bids Submission Date (Stage-II)</b>	17 <sup>th</sup> October, 2025
<b>Publishing</b>	National Press (two leading national daily newspapers – One English and One Urdu) Website(s): FBR
<b>Procurement Method/ Process</b>	Two stage bidding procedure – Open Competitive Bidding Process
<b>Technical Bids Evaluation Report Signing Date</b>	10th February, 2026
<b>Revised Technical Bids Evaluation Report Signing Date</b>	23rd April, 2026
<b>Financial Bids Evaluation Report Signing Date</b>	11 <sup>th</sup> May, 2026

  
**Muhammad Ali Khan**  
 Secretary (Expenditure)  
 Federal Board of Revenue  
 Islamabad

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Secretary (Expenditure)  
Federal Board of Revenue  
Islamabad

## 1. Project Background

The Federal Board of Revenue (FBR) invites proposals from eligible vendors for the deployment, maintenance, and operational support of a barcode scanning and counting system, including sensors if required, or an alternative solution proposed by the vendor. The system will provide real-time, accurate production counts for beverage bottles and cans. The selected vendor will be responsible for installing a production count solution, capturing and transmitting data to an Industrial PC for SKU identification and count recording. The vendor will also integrate the solution with FBR's system, mapping SKUs through barcodes or unique identifiers for all beverage manufacturers.

To validate performance, vendors must conduct a testing demonstration, ensuring compliance with functional and operational requirements. Additionally, vendors will provide ongoing technical support, maintenance, and periodic updates to ensure system efficiency, timely troubleshooting, and compatibility with FBR's evolving specifications. Pricing proposals must align with FBR's prescribed requirements. The procurement process shall be conducted in accordance with the Public Procurement Regulatory Authority (PPRA) Rules under the Two-Stage Bidding Procedure.

**SCHEDULE OF REQUIREMENTS** FBR intends to cover all beverage lines in Pakistan as per the following installation schedule:

- Cumulative 20% lines to be covered by: 31st August 2025
- Cumulative 50% lines to be covered by: 31st October 2025
- Cumulative 100% lines to be covered by: 31st December 2025

Authorized vendor(s) should have all required equipment (hardware and software) readily available to be able to deploy the required barcode scanning and counting system or an alternative solution proposed by the vendor across beverage manufacturing facilities in Pakistan.

## 2. BRIEF DESCRIPTION OF TECHNICAL REQUIREMENT

### Objective & Vision:

The FBR, is undertaking a significant digitalization initiative aimed at enhancing its tax collection capabilities and addressing structural gaps in Pakistan's tax system. As part of this transformation, FBR seeks to deploy a production counting system at all beverage manufacturing facilities in Pakistan to improve tax compliance and prevent revenue leakage within the beverages sector, particularly in the handling of filled bottles at beverage manufacturing facilities in Pakistan. As part of the agreement, selected vendors will be responsible for providing and installing barcode scanning system or an alternative solution proposed by the vendor. Vendors will also be responsible for providing post installation maintenance and tech support services to the procuring client. FBR recognizes the critical role of technology in tackling the challenges of tax evasion, unreported production, and discrepancies in beverages production data. This production counting project aims to deliver real-time visibility into total production of beverage manufacturers. The solution will enable FBR to monitor the production count of beverages ensuring accurate reporting, transparent audits, and correct tax payments. A panel of multiple authorized vendors will provide manufacturers access to a pool of competitive vendors.

- (i) Business Functions and Performance Requirement
- (ii) Functional Performance Requirements of the Information System
- (iii) Related Information Technology Issues and Initiatives

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### 3. Brief Terms of Invitation to Bid Document

Period for delivery of services	FBR intends to cover all beverage lines in Pakistan as per the following installation schedule: Cumulative 20% lines to be covered by: 31st August 2025 Cumulative 50% lines to be covered by: 31st October 2025 Cumulative 100% lines to be covered by: 31st December 2025 Authorized vendor(s) should have all required equipment (hardware and software) readily available to be able to deploy the required barcode scanning and counting system or an alternative solution proposed by the vendor across beverage manufacturing facilities in Pakistan.
Bid Validity from bid opening	The Bid Validity period shall be 120 days or extendable as mutually agreed.
Bid Security	PKR 1,000,000 (mandatory)
Performance Security/Guarantee	The Performance Guarantee shall be applicable and will be set at fixed amount of PKR 5,000,000 only. Note: This limit may be revised and lowered
Liquidated Damages	<ul style="list-style-type: none"> <li>• Rate: A penalty of 0.2% of the total performance guarantee per day of non-compliance for each affected site.</li> <li>• Maximum Deduction: The cumulative penalty shall not exceed the value of the performance guarantee submitted by the vendor</li> </ul>
Currency for Evaluation of Bid	Pak Rupees (PKR)

### 4. Bid Process

The bidding process for the subject activity is two stage bidding procedure – Invitation to Bid – Open. Invitation to Bid notification was published in national press (two leading national daily newspapers – One English and One Urdu) on 29<sup>th</sup> March, 2025 (**Annexure-I**) as well as uploaded on e-PADS, FBR (<https://www.fbr.gov.pk/>) and PPRA (<https://www.ppra.gov.pk>).

Summary of bid process is listed below:

<b>Invitation to Bid Reference No.</b>	TS560027E/F.No. 5(1)S(Admn)/2025
<b>Invitation to Bid Title</b>	Hiring of Authorized Vendors for Installation and Maintenance of Production Counting System in Beverages Sector
<b>Invitation to Bid Issuance/ Publishing Date (Stage-I)</b>	29 <sup>th</sup> March, 2025
<b>1<sup>st</sup> Pre-Bid Meeting date</b>	14 <sup>th</sup> April, 2025
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<b>Bids Submission Date (Stage-I)</b>	6 <sup>th</sup> May, 2025
<b>Invitation to Bid Issuance/ Publishing Date (Stage-II)</b>	25 <sup>th</sup> September, 2025

  
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<b>Bids Submission Date (Stage-II)</b>	17 <sup>th</sup> October, 2025
<b>Publishing</b>	National Press (two leading national daily newspapers – One English and One Urdu) Website(s): FBR
<b>Procurement Method/ Process</b>	Two stage bidding procedure – Open Competitive Bidding Process
<b>Technical Bids Evaluation Report Signing Date</b>	10th February, 2026
<b>Revised Technical Bids Evaluation Report Signing Date</b>	23rd April, 2026
<b>Financial Bids Evaluation Report Signing Date</b>	11 <sup>th</sup> May, 2026

## 5. Technical Bid Opening

In accordance with the bid opening procedure of two-stage method, technical bids were opened publicly on the same date (i.e. 17<sup>th</sup> October, 2025 at 11:00 a.m) after bid submission time at FBR House by the Technical/ Financial Evaluation Committee in the presence of bidders authorized representatives. The bids availability on e-PADS was checked and confirmed in presence of bidders authorized representatives. Availability of bid security as per Invitation to the Bids terms was read out at the time of bid opening meeting. As per the **technical bid opening statement**, following bidders participated in the bidding process and submitted their bids (**Annexure-II**).

Sr. No	Bidder	Bid Submitted	Remarks
1	M/s TolLink Pakistan Pvt Ltd	✓	Bid Submitted in Hard Copy and also on EPADS as required.
2	M/s Authentik	✓	Bid Submitted in Hard Copy and also on EPADS as required.
3	M/s ISSM Labeling Pvt Ltd.	✓	Bid Submitted in Hard Copy and also on EPADS as required.

## 6. Evaluation of Technical Bid(s)

Preliminary examination of the technical bids was carried out. The examination included verification/ review of bidder bid form, completeness of the bid, eligible countries, bid validity confirmation and availability of bid security as per requirement of the Invitation to Bid.

Bidder	Bid Form	Eligible Country	Bid Validity	Bid Security	Substantial Responsiveness	Acceptance for detailed Examination
M/s TolLink Pakistan Pvt Ltd	Yes	Pakistan	Yes	Yes	Yes	Yes
M/s Authentik	Yes	Pakistan	Yes	Yes	Yes	Yes
M/s ISSM Labeling Pvt Ltd.	Yes	Pakistan	Yes	Yes	Yes	Yes

In order to access the technical health of bidders, all bids were evaluated with reference to technical criteria mentioned in the bidding document of the subject activity. As a result of completion of evaluation process, following score has been achieved by the bidders as per technical bid evaluation criteria (**Annexure-III**) already defined in the bidding document:

Sr. No.	Bidder	Technical Bid Score	Percentage Score	Remarks
1.	M/s Authentik	55/60	91.66%	Qualified the Technical Bid Evaluation Criteria of minimum 70% score and POC
2.	M/s TolLink Pakistan Pvt Ltd	37.5/60	62.50%	Not Qualified the Technical Bid Evaluation Criteria of minimum 70% score and POC
3.	M/s ISSM Labeling Pvt Ltd.	15/60	25.00%	Not Qualified the Technical Bid Evaluation Criteria of minimum 70% score and POC

The Technical Bid Evaluation Report and Proof of Concept (POC) dated 14-01-2026 are attached at **(Annexure-IV&V)**. However, later on, one of bidders namely M/s TolLink Pakistan submitted a representation on 19-02-2026 in the Grievance Redressal Committee with a request to re-conduct their POC. The request of the bidder was considered and it was decided by the GRC vide letter dated 27-02-2026 that another opportunity may be provided the bidder to conduct POC **(Annexure-VI)**. In compliance with recommendations of GRC, the POC of the aforesaid bidder was conducted by a team and POC report thereof communicated vide their letter dated 14-04-2026 **(Annexure-VII)**.

Accordingly, after qualifying the POC criteria defined in the bidding document, the technical scoring of M/s M/s TolLink Pakistan Pvt Ltd was re-assessed with reference to POC total score and following position was emerged as under: -

Sr. No.	Bidder	Technical Bid Score	Percentage Score	Remarks
1.	M/s TolLink Pakistan Pvt Ltd	55/60	91.66%	Qualified the Technical Bid Evaluation Criteria of minimum 70% score and POC
2.	M/s Authentik	55/60	91.66%	Qualified the Technical Bid Evaluation Criteria of minimum 70% score and POC
3.	M/s ISSM Labeling Pvt Ltd.	15/60	25.00%	Not Qualified the Technical Bid Evaluation Criteria of minimum 70% score and POC

From the perusal of above table, bids in respect of M/s TolLink Pakistan Pvt ltd and M/s Authentik were accepted by the Technical Evaluation Committee being Responsive/technically qualified to the Invitation to Bid and complying to the minimum requirements of Technical Bid Evaluation Criteria/POC. The complete **Revised Technical Bid Evaluation Report** is attached at **Annexure-VIII**.

## 7. **Financial Bid Opening**

In accordance with the bid opening procedure of Two Stage Two Envelope method, the bidders were informed about financial bid opening for **30<sup>TH</sup> April, 2026**. Financial bids of responsive bidders were 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-IX**.

## 8. **Evaluation of Financial Bid(s)**

The financials bids were 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	Amount quoted by bidders are exclusive of all taxes (In PKR )	
1	M/s TolLink Pakistan Pvt Ltd	<ul style="list-style-type: none"> <li>Costs for hosting the application online: cloud or server-based installation</li> <li>Costs for software licenses: Integrated Development Environment (IDE) such as Visual Studio, other software tools for frontend development or database management. Nonetheless, it is highly recommended Open-source tools are more recommended</li> <li>Costs for software licenses involving hardware: necessary software needed for developing and maintaining the different hardware such as barcode readers</li> <li>Costs for Operating System: Windows license in installed machines or Windows Server for hosting the application</li> </ul>	<p><b>Total Indicative price without taxes is Rs. 10,112,956</b></p> <p><b>Summary @ Annex-X</b></p>
2	M/s Authentik	<ul style="list-style-type: none"> <li>Costs for hosting the application online: cloud or server-based installation</li> <li>Costs for software licenses: Integrated Development Environment (IDE) such as Visual Studio, other software tools for frontend development or database management. Nonetheless, it is highly recommended Open-source tools are more recommended</li> <li>Costs for software licenses involving hardware: necessary software needed for developing and maintaining the different hardware such as barcode readers</li> <li>Costs for Operating System: Windows license in installed machines or Windows Server for hosting the applications</li> </ul>	<p><b>Total Indicative price without taxes is Rs. 6,786,691</b></p> <p><b>Summary @ Annex-X</b></p>

## 9. **Technical/ Financial Evaluation Committee**

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

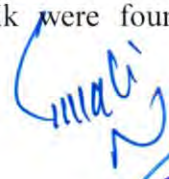
Sr. No	Name	Designation	Role
1.	Mr. Zubair Bilal	Member (IR-Operations), FBR	Chairman/Convener
2.	Mr. Ashhad Jawwad	Member (Customs Policy)	Member
3.	Dr. Najeebullah	Chief (Tax Reforms)	Member
4.	Dr. Muhammad Khurram	Chief (Mgt/HR-IR)	Member
5.	Ms. Ayesha Niaz	Chief (Mgt/HR-Customs)	Member
6.	Dr. Farid 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

## 10. Technical/ Financial Evaluation Committee Recommendations

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

Sr. No.	Bidder Name	Compliance of Technical Evaluation Score/ Criteria's	Compliance of POC defined criteria in ITB	Status/ Remarks
1.	M/s TolLink Pakistan Pvt Ltd	Responsive/Technically qualified	Qualified	Recommended for grant of "Authorization"
2.	M/s Authentik	Responsive/Technically qualified	Qualified	Recommended for grant of "Authorization"
3.	M/s ISSM Labeling Pvt Ltd.	Non-Responsive/ Non Technically qualified	Non-qualified	Not recommended for grant of "Authorization"

As per RFP SECTION III: BID DATA SHEET clause 2 about Stage Two, after successful completion of Stage Two, letters of authorization shall be issued to the selected bidders for deployment of the finalized solution across the entire beverage industry (**Annex-XI**). Based on the technical and financial bid score and method of evaluation defined in the RFB, bids in respect of M/s TolLink Pakistan Pvt Ltd and M/s Authentik were found eligible for authorization.

  
Muhammad Ali Khan  
Secretary (Expenditure)  
Federal Board of Revenue  
- Islamabad

# FINANCAIL BID OPENING SHEET

Annex-11

PPRA Web Reference No:

TS-

Title:

Authorized Vendors for Installation and Maintenance of Production Counting System in Beverages Sector (Three Years from Authorization)-Stage Two

Financial Bid Opening Date/ Time:

30th April, 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 Authentik	Indicative Price (Per site development with software). Rs. 6,786,691/2 (Exclusive of taxes)			
2.	M/s Tol Link Pakistan (Pvt) Ltd.	Indicative Price per installation point. Rs. 7,849,105/2 (Exclusive of taxes) and Rs. 9,842,660/2 (Inclusive of taxes) (Hardware)			
3.		Rs. 1,528,520/2 (Excl of taxes) and Rs. 1,859,359/2 (Incl of taxes) / Software & Licenses			
4.		Rs. 384,625/2 (Excl of taxes) and Rs. 540,151/2 (Incl of taxes) / Installation, testing and commissioning			
5.		Rs. 358,706/2 (Excl of taxes) / Monthly support & Rs. 492,518/2 (Incl. of taxes) / Related charges Per Line			



Muhammad Ali Khattak  
Secretary (Expenditure)  
Federal Board of Revenue  
Islamabad

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

Attendance Sheet of Committee's Members for Financial Bids Opening Meeting Held On 30th April, 2026  
 Regarding "Authorized Vendors for Installation and Maintenance of Production Counting System in Beverages  
 Sector (Three Years from Authorization)- Stage Two"

S.No.	Name of Officer & Designation	Time	Signature
1.	Mud Di Khawar Sec. Exp		Mud Di Khawar
2.	Fayyaz Ahmad S'cl		Fayyaz Ahmad
3.			
4.			
5.			
6.			
7.			

**Attendance Sheet of Vendors for Financial Bids Opening Meeting Held On 30th April, 2026 regarding "Authorized Vendors for Installation and Maintenance of Production Counting System in Beverages Sector (Three Years from Authorization)- Stage Two"**

S.No.	Name of firms	Name of Bidders/Authorized Representative	CNIC No., Email address & Contact No.	Signature
1.	Tollink Pakistan	M ARIF	61101-1858976-1 marif@tollink.com.pk 0300-5004732	
2.	do	Ahmed Zeeshan	37405-0517142-7 azeeshan@tollink.com.pk 0200-8546456	
3.				
4.				



## **A. INVITATION TO BID**

### **[AUTHORIZED VENDORS FOR INSTALLATION AND MAINTENANCE OF PRODUCTION COUNTING SYSTEM IN BEVERAGES SECTOR**

*(Three years from authorization)*

1. This Invitation to Bid is to all firms that participated in Stage 1 of the RFP that was published following the Procurement Notice (PN) or Procurement Advertisement (PA) No. **5(1)-S(Admin)/2025** for the subject Project/Procurement which appeared in **Jang & Express Tribune** vide dated **29.03.2025**.
2. The Federal Board of Revenue (FBR) invites sealed bids from eligible vendors, registered with PPRA on E-PADS as vendors and with Income Tax and Sales Tax Departments, and included in Active Taxpayer's List of FBR, for the deployment of a production counting solution across the beverage industry in Pakistan. The vendors are required to submit their proposals for a production count solution (e.g. Barcode Scanning – detailed in RFP), provided it meets both the Technical and Proof of Concept (POC) evaluation criteria (including preferable accuracy of 99% with a minimum requirement of 95%) defined in Section V–Scope of Work and is cost-effective.
3. Bidding documents are available on e-PADS and FBR/PPRA Websites i.e. <https://www.ppra.gov.pk> & <https://www.fbr.gov.pk/> and can be downloaded free of cost. Encrypted electronic bids duly completed and in conformity with Bidding Documents must be submitted online on e-Pak Acquisition and Disposal System (e-PADS) website till **11 AM – 10<sup>th</sup> October, 2025**.
4. The instant procurement for authorized vendors is being carried out under PPRA Ordinance, 2002 (including Section 2(1)) read with Public Procurement Rules, 2004. Procurement structure has been designed keeping in view Rule 4 and other relevant provisions under PPR, 2004 including but not limited to provisions as referred at Rule 15, Rule 21, Rule 29 and the rules connected thereto. The translation of the relevant provisions of PPR, 2004 into procurement design/structure has been made part of the instant bidding document.
5. The procurement shall be carried out in accordance with PPRA's Two-Stage Bidding Procedure:
  - a. **Stage 1:** Bidders shall submit a technical proposal, including the indicative price per installation point and breakdown of price per component, which will be evaluated based on the Technical Evaluation Criteria defined in Section V. Successful bidders will be required to conduct a POC which will be evaluated based on POC Evaluation Criteria defined in Section V. Afterwards, FBR will conduct a Bidders Conference to discuss all solutions and their feasibility of implementation. Post the Bidders Conference, FBR will, at its discretion, finalize a specific production counting solution for implementation. A revised RFP with FBR's finalized solution will be circulated with all bidders after the Bidders Conference.



- b. **Stage 2:** All eligible bidders will be required to submit a technical proposal, including the indicative price per installation point and breakdown of price per component, and conduct a POC test for the solution finalized by FBR. Upon evaluation, FBR will shortlist successful bidders and issue authorization. **This document is for Stage 2 of the bidding process and all firms who submitted a technical proposal for Stage 1 are invited to bid for Stage 2.**
6. A pre-bid meeting for Stage 2 will take place as per the following details:
- a. Pre-bid meeting, to clarify vendor queries, will take place submission on 10 AM on 1<sup>st</sup> October, 2025 in Room 358, 3<sup>rd</sup> Floor, FBR House, Constitution Avenue, G-5, Islamabad.  
The bidders who wish to join the meeting virtually can join by using the following link [Meeting Link: <https://vlc.fbr.gov.pk> Meeting id: 518518 Password/PIN: 0369Time:11AM
7. The original bid along with 2 copies, properly filled in, and enclosed in sealed envelopes must be delivered to the address, **Room 510, 5<sup>th</sup> Floor, FBR House, Constitution Avenue, G-5, Islamabad**, at or before 1100 hours by **10-10-2025**. The bids shall be opened promptly thereafter in public and in the presence of bidders' representatives who choose to attend the opening in Room 358, 3<sup>rd</sup> Floor, FBR House, Constitution Avenue, G-5, Islamabad.
8. **This document is for Stage 2 of the bidding process and all firms who submitted a technical proposal for Stage 1 are invited to bid for Stage 2.** Bidders who submitted bid security as part of Stage 1 of this RFP are not required to submit additional bid security for Stage 2
9. Interested eligible bidders may request for further information/clarification by email at [secretary.admin@fbr.gov.pk](mailto:secretary.admin@fbr.gov.pk) during official business days and timings, within Seven (07) days before the proposal submission deadline.
10. FBR may reject all bids at any time prior to the acceptance of a bid by invoking rule 33 of Public Procurement Rule (PPR), 2004.

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

**Government of Pakistan**  
**Revenue Division**  
**Federal Board of Revenue**  
**(Transformation Delivery Unit)**  
\*\*\*\*\*

No.TDU/FBR/ISB/2024-25/

Islamabad the 14<sup>th</sup> January, 2026 ✓

**Subject: SUBMISSION OF POC (PROOF OF CONCEPT) EVALUATION REPORT IN RESPECT OF BEVERAGES SECTOR**

Please refer to the subject noted above.

In pursuance of Member (IR-Operations) office order No. 1(42)SA-M(IR-Ops)/2026/801-R dated 01-01-2026, the stage-two Proof-of-Concept (POC) evaluation report in respect of barcode serialization solution in beverage sector is enclosed for your perusal and further necessary action.



**(Abdur Rehman)**  
Second Secretary (TDU)

**Encl:** As above

**Secretary (Technical/Financial Committee), FBR, Islamabad**  
No. POC/TDU/FBR/ISB/2024-25/2/5476-R

### Proof of Concept Report - Authentik

**Date:** 9<sup>th</sup> December 2025

**Facility:** Mehran Bottlers – Karachi

**Attendees:** Abdur Rehman, Adnan Jabbar, Rizwan Sarfaraz, Fakhar Sharif, Kamran Satti

**Objective**

The objective of this exercise was to examine the solution proposed by Authentik in response to Stage 2 of the RFP published in September 2025 for production monitoring in beverages sector. The Proof of Concept (POC) test was conducted based on the criteria published in the RFP.

**Solution Description:**

The solution was deployed across two separate lines:

**Deployment 1 PET Bottle Line:** 2 Omron V430 Industrial barcode scanner (1 deployed at filling stage, one immediately after), 2 Photoelectric unit counting sensors, (1 deployed on-line after filling stage to count individual bottles, 1 deployed near the end of line to count packed cases)

**Deployment 2 Can Line:** 1 Omron V430 (deployed before filling stage), 2 Photoelectric unit counting sensors (one deployed after filling stage and one deployed at end of line to count packed cases)

CCTV cameras are deployed at all lines to give full view of the deployed solutions and any interference/obstruction.

Barcode scanners were mounted strategically to capture barcodes of production units. Placement per line varied depending on product type (e.g. on PET line there was no labelling stage, hence scanners were placed along the line to maximize chances of capturing barcode successfully regardless of positioning of label on bottle). Counting sensors were placed near the end of each line to count final product. Pulse signals from sensors are transmitted to a PLC to count production in real-time. The PLC then transmits structured data to a line controller / SBC. The line controller / SBC then relays data to a site server using token-based authentication. This data is also relayed to a cloud-based server hosted by the vendor.

Signals from both the barcode scanner and the sensors are transmitted to a Programmable Logic Controller (PLC). The PLC processes and organizes this input data, ensuring accurate association between unit counts and SKUs.

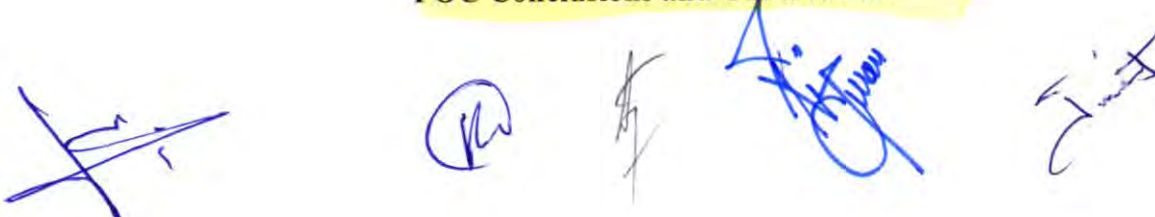
Finally, the structured data is sent to a cloud-based dashboard. This interface provides real-time visibility into production activity, including SKU-wise counts, enabling more effective monitoring, analysis, and reporting of line performance.



## POC Results

- **Test 1: Counting accuracy at low conveyor speed (1.5L PET bottles)**  
A test was conducted for a batch of Pakola 1.5L PET bottles passing through the labeler and conveyor belt. Bottles were palletized into cases, with 6 bottles per case. The total count recorded by the solution was compared with the POC team's manual count. The solution successfully detected and counted 672 bottles (112 cases), matching the actual count of both bottles and cases with 100% accuracy.  
Accuracy achieved: 100%
- **Test 2: Counting accuracy at high speed (250 ml Cans)**  
A test was conducted for a batch of Fanta 250ml Cans. The solution's count was compared with the POC team's manual count. The system detected and counted 576 cans, against the actual count of 576.  
Accuracy achieved: 100%
- **Test 3: Dynamically detect changeover (1.5L PET bottles)**  
A test was conducted during a regular production run of 1.5L Pakola Bottles. A bottle of another SKU (1.5L Apple Cidra) was added to the middle of the line during production. The solution was correctly able to identify the change to new SKU, count the 1 bottle accurately against that SKU, and then successfully revert back to the 1.5L Pakola Bottles when they resumed.  
Accuracy achieved: 100%
- **Test 4: Dashboard functionality**  
The solution incorporated an on-prem dashboard and a cloud-based dashboard for FBR. Solution status, line status, per-line unit counts, per-site unit counts, and analytics for production to date, counts by SKU, and total counts per selected time period were all available. The dashboards were also updating live-production counts with 100% accuracy.
- **Test 5: Alerts Management System**  
Alerts management system was functional, with alerts displayed on both on-prem and cloud dashboards. Alerts were being generated for batch changes, scanner/sensor disconnection/re-connection, and connectivity and power outages. The system was also able to generate alerts for when production line was active but scanners were not detecting objects. However, no alerts for scanner obstruction were programmed.

## POC Conclusions and Observations

The image shows five distinct handwritten signatures in blue ink, arranged horizontally below the 'POC Conclusions and Observations' header. The signatures vary in style, with some being more stylized and others more legible. The first signature on the left is a large, sweeping stroke. The second is a circular mark with a vertical line. The third is a vertical line with a small hook. The fourth is a complex, overlapping scribble. The fifth is a simple, cursive signature.

The POC was able to achieve 100% accuracy across tests for both PET bottles and cans. Mandatory criteria on dynamic detection of changeover and dashboard and AMS functionality were also successfully met. Deployment of sensors and scanners were not directly reflective of RFP requirements but were fully suited to site and line conditions. Alerts management needs to be developed further and hardware units deployed per line need to be rationalized.

### Proof of Concept Report – ISSM Labelling

**Date:** 12<sup>th</sup> December 2025

**Facility:** Coca-Cola International – Lahore

**Attendees:** Abdur Rehman, Adnan Jabbar, Rizwan Sarfaraz, Fakhar Sharif, Kamran Satti

**Solution Description:** Barcode scanners were deployed at labelling stage and on the production line to identify and validate SKU. Unit counting sensors placed at two points on the line count (and validate counts) and transmit data to an IPC that then transmits processed data to a cloud-based dashboard. CCTV cameras were included to transmit live-feed of production line and solution deployment.

**Deployment 1 PET Bottle Line** (36,000 Bottles/Hour): 2 SICK Fixed-mount laser barcode scanners (1 deployed at labelling stage, one further down the production line), 2 Photoelectric unit counting sensors, (1 deployed on-line after labelling stage, 1 deployed near the end of production line)

#### POC Results

- **Test 1: Counting accuracy at regular speed (1.5L PET bottles)**

A test was conducted for a batch of Coke 1.5L PET bottles passing through the labeler and conveyor belt. The total count recorded by the solution was compared with the POC teams manual count and verified against the manufacturers official count. The solution detected and counted 20 against an actual count of both 183 bottles.

Accuracy achieved: 11%

- **Test 2: Dynamically detect changeover (1.5L PET bottles)**

A test was conducted during a regular production run of 1.5L Coke Bottles. A label from another SKU was added to the middle of the line during production. The solution was unable to identify the change to new SKU

Accuracy achieved: 0%

#### POC Conclusions and Observations



The vendor was unable to meet essential POC requirements on counting accuracy and change-over detection on PET bottles. No further tests were conducted. Certain mitigating factors were noted, including technical problems in the manufacturer's production line and the unavailability of Can production lines but were not considered sufficient to account for the lack of basic system accuracy and performance.

### **Proof of Concept Report – TollLink Pakistan**

**Date:** 9<sup>th</sup> January 2026

**Facility:** Lotte Akhtar Beverages – Lahore

**Attendees:** Abdur Rehman, Adnan Jabbar, Rizwan Sarfaraz, Fakhar Sharif, Kamran Satti

**Solution Description:** Solution was deployed at a 35,000 bottles per hour PET line at Lotte Akhtar Beverages facility. Deployment included 1 Keyence barcode scanner placed at the labeler, a Keyence unit counting sensor further down the line, and additional Keyence barcode scanner and unit counting sensor deployed at the end of the line post palletization and packaging to verify counts. Data from each device was received by a PLC and transmitted to an IPC which forwards the data to an on-site dashboard and a cloud-based dashboard for analytics.

**Note on site conditions:** The POC was scheduled for the 8<sup>th</sup> of January with the vendor initiating deployment from the 5<sup>th</sup> of January. However, the PET line at the taxpayers site underwent serious technical faults and outages beginning from the 7<sup>th</sup> of January severely restricting the availability of a live and functional testing environment for the vendor. The test was delayed till the 9<sup>th</sup> of January to provide the vendor with more time, with production on the line resuming intermittently between the 8<sup>th</sup> and 9<sup>th</sup> of January. Line outages continued on the day of testing as well and tests were conducted during brief periods where line was functional.

#### **Test 1: Counting accuracy at regular speed (500ml PET bottles)**

A test was conducted on 192 500ml PET bottles (for counting accuracy and validation). 192 bottles were correctly counted by the first of the two deployed unit counting sensors. These bottles were then palletized further down the line into 16x12bottle packs. The second counting sensor counted 31 packs instead of an actual count of 16.

Accuracy achieved on Counter 1: 100% (192 out of 192 bottles counted)

Accuracy achieved on Counter 2: 0% (Counted 31 Packs / 372 bottles vs. 16 packs / 192 bottles)



## **Test 2: Changeover detection (500ml PET bottles)**

A test was conducted on a batch of fresh labels at the labeler (solely for identification). The first barcode scanner was unable to identify any labels correctly.

Accuracy achieved: 0%

### **POC Conclusions and Observations**

The POC team noted the site conditions and the limiting factors on vendor performance and appropriate testing environment. While line outages and limited availability of a live testing environment within the last 24 hours prior to the test were unfortunate, the POC team was in agreement that ample time had been provided to the vendor to complete all preparations, deployment, and testing. As such, the POC was conducted on essential functionality required of the system (identification and counting accuracy). The vendor was unable to meet performance criteria across both tests, with an accuracy of 50% on counting and 0% on identification. Given that the basic requirement of the solution was not met, no further testing was deemed necessary.



**Abdur Rehman**  
Second Secretary  
(TDU/VCD)  
14.01.2026



**Adnan Jabbar**  
Second Secretary  
(TDU)  
14.01.2026



**Kamran Arshad Satti**  
Second Secretary (TDU)  
14.01.2026



**Rizwan Sarfraz**  
Joint Director (T&TS)  
14.01.2026



**Fakhar Sharif**  
PRAL Representative  
14.01.2026

# TECHNICAL EVALUATION REPORT

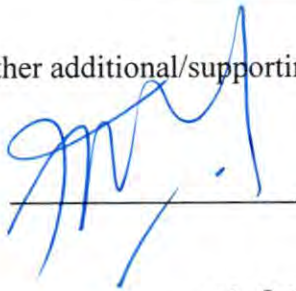
(As Per Rule 35 of PP Rules, 2004)

- 1 Name of Procuring Agency Federal Board of Revenue (HQ)
- 2 Method of Procurement Two Stage Bidding Procedure
3. Title of Procurement AUTHORIZED VENDORS FOR INSTALLATION AND MAINTENANCE OF PRODUCTION COUNTING SYSTEM IN BEVERAGES SECTOR
4. Tender Inquiry No. 5(1)S(Admin)2025
5. PPRA Ref. No. (TSE). TS560027E EPADS Reference No: F-250405813
6. Date & Time of Bid Closing 17<sup>th</sup> October, 2025 11:00 AM
7. Date & Time of Bid Opening 17<sup>th</sup> October, 2025 11:30 AM
8. No of Bids Received 03
9. Criteria for Bid Evaluation Technical Bid Evaluation Report Attached.
- 10 Details of Bid(s) Evaluation Technical Bid Evaluation Report Attached.

Name of Bidder	Technical Marks (if applicable)	Rule/Regulation/SBD*/Policy/Basis of Rejection/Acceptance as per Rule 35 of PP Rules, 2004.
M/s Authentik	-	<b>Responsive</b>
M/s Tollink Pakistan Pvt Ltd.	-	<b>Non-Responsive</b>
M/s ISSM Labeling Pvt Ltd.	-	<b>Non-Responsive</b>

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

Signature: \_\_\_\_\_



**Fazrukh Asrar Sial**  
**Secretary (Administration)**


Official Stamp: \_\_\_\_\_

(Committee members signature placed at Annex-I)

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

5(1)S(Admin)/2025

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

<b>Designation</b>	<b>Role</b>	<b>Signatures</b>
Member (Admin/ HR)	Chairman/ Convener	
Member (Audit/CRM)	Member	
Member (Customs Operations)	Member	
Chief (Admin & Finance)	Member	
Secretary (Administration)	Secretary (Procurement Committee)	

## INVITATION TO BID

# TECHNICAL BID(S) EVALUATION REPORT

<b>Invitation to Bid Reference No.</b>	TS560027E
<b>Invitation to Bid Title</b>	Hiring of Authorized Vendors for Installation and Maintenance of Production Counting System in Beverages Sector
<b>Invitation to Bid Issuance/ Publishing Date (Stage-I)</b>	29 <sup>th</sup> March, 2025
<b>1<sup>st</sup> Pre-Bid Meeting date</b>	14 <sup>th</sup> April, 2025
<b>Addendum No. 01 to IFB date</b>	17 <sup>th</sup> April, 2025
<b>Corrigendum No. 1 date (Extension in Bid Submission Date)</b>	23 <sup>rd</sup> April, 2025
<b>Bids Submission Date (Stage-I)</b>	6 <sup>th</sup> May, 2025
<b>Invitation to Bid Issuance/ Publishing Date (Stage-II)</b>	25 <sup>th</sup> September, 2025
<b>Bids Submission Date (Stage-II)</b>	17 <sup>th</sup> October, 2025
<b>Publishing</b>	National Press (two leading national daily newspapers – One English and One Urdu) Website(s): FBR
<b>Procurement Method/ Process</b>	Two stage bidding procedure – Open Competitive Bidding Process
<b>Technical Bids Evaluation Report Signing Date</b>	10th February, 2026

  
**Muhammad Ali Khan**  
Secretary (Expenditure)  
Federal Board of Revenue  
Islamabad

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<b>Annexure-II</b>	<b>Technical Bid Opening Statement.</b>
<b>Annexure-III</b>	<b>Proof of Concept Reports (POC)</b>
<b>Annexure-IV</b>	<b>Mandatory Requirements for Eligibility/Responsiveness and Bid Evaluation Criteria (Technical)</b>

## 1. Project Background

The Federal Board of Revenue (FBR) invites proposals from eligible vendors for the deployment, maintenance, and operational support of a barcode scanning and counting system, including sensors if required, or an alternative solution proposed by the vendor. The system will provide real-time, accurate production counts for beverage bottles and cans. The selected vendor will be responsible for installing a production count solution, capturing and transmitting data to an Industrial PC for SKU identification and count recording. The vendor will also integrate the solution with FBR's system, mapping SKUs through barcodes or unique identifiers for all beverage manufacturers.

To validate performance, vendors must conduct a testing demonstration, ensuring compliance with functional and operational requirements. Additionally, vendors will provide ongoing technical support, maintenance, and periodic updates to ensure system efficiency, timely troubleshooting, and compatibility with FBR's evolving specifications. Pricing proposals must align with FBR's prescribed requirements. The procurement process shall be conducted in accordance with the Public Procurement Regulatory Authority (PPRA) Rules under the Two-Stage Bidding Procedure.

**A. SCHEDULE OF REQUIREMENTS FBR intends to cover all beverage lines in Pakistan as per the following installation schedule:**

Cumulative 20% lines to be covered by: 31st August 2025

Cumulative 50% lines to be covered by: 31st October 2025

Cumulative 100% lines to be covered by: 31st December 2025

Authorized vendor(s) should have all required equipment (hardware and software) readily available to be able to deploy the required barcode scanning and counting system or an alternative solution proposed by the vendor across beverage manufacturing facilities in Pakistan.

### **TECHNICAL REQUIREMENT**

#### **Objective & Vision:**

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

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

- (i) Business Functions and Performance Requirement
- (ii) Functional Performance Requirements of the Information System
- (iii) Related Information Technology Issues and Initiatives

## 2. **Brief Terms of Invitation to Bid Document**

Period for delivery of services	FBR intends to cover all beverage lines in Pakistan as per the following installation schedule:  Cumulative 20% lines to be covered by: 31st August 2025 Cumulative 50% lines to be covered by: 31st October 2025 Cumulative 100% lines to be covered by: 31st December 2025  Authorized vendor(s) should have all required equipment (hardware and software) readily available to be able to deploy the required barcode scanning and counting system or an alternative solution proposed by the vendor across beverage manufacturing facilities in Pakistan.
Bid Validity from bid opening	The Bid Validity period shall be 120 days or extendable as mutually agreed.
Bid Security	PKR 1,000,000 (mandatory)
Performance Security/Guarantee	The Performance Guarantee shall be applicable and will be set at fixed amount of PKR 5,000,000 only. Note: This limit may be revised and lowered
Liquidated Damages	<ul style="list-style-type: none"> <li>• Rate: A penalty of 0.2% of the total performance guarantee per day of non-compliance for each affected site.</li> <li>• Maximum Deduction: The cumulative penalty shall not exceed the value of the performance guarantee submitted by the vendor</li> </ul>
Currency for Evaluation of Bid	Pak Rupees (PKR)

## 3. **Bid Process**

The bidding process for the subject activity is Two stage bidding procedure. Invitation to Bid – Open. Invitation to Bid notification was published in national press (two leading national daily newspapers – One English and One Urdu) on 29<sup>th</sup> March, 2025. **(Annexure-I)** as well as uploaded on e-PADS, FBR (<https://www.fbr.gov.pk/>) and PPRA (<https://www.ppra.gov.pk>).

Summary of bid process is listed below:

<b>Invitation to Bid Reference No.</b>	TS560027E
<b>Invitation to Bid Title</b>	Hiring of Authorized Vendors for Installation and Maintenance of Production Counting System in Beverages Sector
<b>Invitation to Bid Issuance/ Publishing Date (Stage-I)</b>	29 <sup>th</sup> March, 2025
<b>1<sup>st</sup> Pre-Bid Meeting date</b>	14 <sup>th</sup> April, 2025
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<b>Procurement Method/ Process</b>	Two stage bidding procedure – Open Competitive Bidding Process
<b>Technical Bids Evaluation Report Signing Date</b>	10th February, 2026

#### 4. 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

## 5. Bid(s) Received

On the bid submission date and time (29<sup>th</sup> April, 2025 at 11:00 AM) following bids were received:

Sr. No	Bidder	Bid Submitted
1	M/s TolLink Pakistan Pvt Ltd	✓
2	M/s Authentik	✓
3	M/s ISSM Labeling Pvt Ltd.	✓

## 6. Bid Opening

In accordance with the bid opening procedure of two-stage method, technical bids were opened publicly on the same date immediately after bid submission time at FBR House by the Technical/ Financial Evaluation Committee in the presence of bidders authorized representatives. The bids availability on e-PADS was checked and confirmed in presence of bidders authorized representatives. Availability of bid security as per Invitation to the Bids terms was read out at the time of bid opening meeting. The bid opening statement is placed at **(Annexure-II)**.

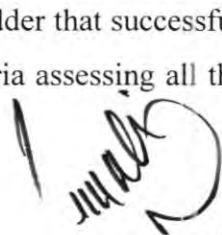
## 7. Preliminary Examination

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

Bidder	Bid Form	Eligible Country	Bid Validity	Bid Security	Substantial Responsiveness	Acceptance for detailed Examination
M/s TolLink Pakistan Pvt Ltd	Yes	Pakistan	Yes	Yes	Yes	Yes
M/s Authentik	Yes	Pakistan	Yes	Yes	Yes	Yes
M/s ISSM Labeling Pvt Ltd.	Yes	Pakistan	Yes	Yes	Yes	Yes

## 8. Proof-of-Concept Testing

Bidders were required to conduct mandatory Proof-of-Concept (POC) testing for proposed solutions at selected industry sites. POC tests were conducted for all three vendors between December 2025 and January 2026. M/s Authentik was the only bidder that successfully passed the POC requirements. The POC reports submitted by the POC criteria assessing all three bidders is attached at **Annexure-III**.

  
Muhammad Ali Khan  
Secretary (Expenditure)  
Federal Board of Revenue  
Islamabad

**9. Detailed Technical Evaluation**

- a. Mandatory Requirements for Eligibility/Responsiveness and Bid Evaluation Criteria (Technical) – **Annexure-IV**

**10. Bids Accepted as responsive to the Invitation to Bid**

Sr.	Bidder
1.	M/s Authentik

**11. Bids Accepted as Non-responsive to the Invitation to Bid**

Sr.	Bidder
1.	M/s TolLink Pakistan Pvt Ltd
2.	M/s ISSM Labeling Pvt Ltd.

  
**Muhammad Ali Khan**  
Secretary (Expenditure)  
Federal Board of Revenue  
Islamabad

## **Findings & Recommendations of FBR Grievance Redressal Committee**

A meeting of FBR Grievance Redressal Committee, constituted vide Notification C. No. 15(1)Store/2024-25(Pt) dated 11.12.2024, was held in Conference Room, 3<sup>rd</sup> Floor, FBR, HQs, at 11:30 am on 27.02.2026 to examine the grievance of M/sTolLink Pakistan (Pvt.) Ltd as conveyed vide Secretary (Admn) U.O No. 5(1)-S(Admn)/2026 dated 20.02.2026. The meeting was attended by the following:

<b>Sr.No</b>	<b>Name &amp; Designation of Members</b>	<b>Designation</b>
1	Mir Badshah Khan Wazir	Member (Legal-IR), (Chair/Convener)
2	Mr. Sajjad Taslim Azam	Member (IR-Policy)
3	Mr. Irfan ur Rehman Khan (PCS/BS-21)	Member (Legal & Accounting Customs)
4	Mr. Aftab Alam (IRS/BS-20)	Director Genera (IT&DT)
5	Mr. Sultan M. Nawaz Nasir	Secretary (Mgt/HR-IR-I)
6	Mr. Riffat Ejaz Nur,	Director, Technical and Business Development, M/sTolLink Pakistan (Pvt.) Ltd
7	Mr. Muhammad Arif	Manager, M/sTolLink Pakistan (Pvt.) Ltd
8	Mr. Abdur Rehman	Second Secretary (TDU)

2. Mr. Riffat Ejaz Nur, Director Technical and Business Development and Mr. Muhammad Arif, Manager M/s TolLink Pakistan (Pvt.) Ltd appeared before the Committee and pleaded their stance. Written reply presented by M/s TolLink Pakistan (Pvt.) Ltd vide their letter No. TLPK/FBR/GRIEVANCE/20260219-01 dated 19.02.2026 was perused by the Committee. During their verbal assertions, the representatives mainly contended that they were supposed to work on a “running line”, not in a breakdown situation. They pleaded that their poor performance as reported by FBR team, was not due to any lapse at their end, rather it was due to external factors, not under their control. Therefore, they may be given an opportunity of competing afresh.

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

4. Having heard verbal assertions as well as the available record, the Committee unanimously decided that it will be in the interest of justice and fair-play to provide another opportunity to the aggrieved party for testing POC.

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

 Mr. Sultan M. Nawaz Nasir <b>Secretary (Mgt/HR-IR-I)</b> (Secretary of the GRC)		 Mr. Ifan ur Rehman Khan <b>Member (L&amp;A Customs)</b> (Member of the GRC)
 Mr. Sajjad Taslim Azam <b>Member (IR-Policy)</b> (Member of the GRC)		 Mr. Aftab Alam <b>Director General (IT &amp; DT)</b> (Member of the GRC)
	 Mir Badshah Khan Wazir <b>Member (IR-Legal)</b> (Chair/Convener)	

# Proof of Concept Report

Date: 14-04-2026

**POC Date:** 6<sup>th</sup> APRIL 2026

**Facility:** Mehran Bottlers (Pvt.) Limited – Karachi

**Attendees:** Abdur Rehman, Kamran Arshad, Saqib Bajwa, Fakhar Sharif

## Objective

The purpose of this exercise was to redress the grievance of TolLink Pakistan (Pvt.) Ltd and evaluate the solution proposed by TolLink Pakistan (Pvt.) Ltd in response to the RFP for production monitoring in the beverages sector. The Proof of Concept (POC) was conducted in accordance with the evaluation criteria defined in the RFP.

## Solution Description:




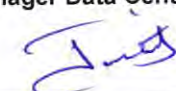
The solution utilizes a barcode scanner installed at the labelling stage to read barcodes, enabling accurate real-time identification of SKUs. A preloaded and verified database of SKUs and their corresponding barcodes allows each scanned code to be matched against an authenticated record.

At the next stage, for unit-level tracking, two photoelectric retro-reflective sensors are installed on the production line. These sensors detect each bottle/Can passing through and associate the count with the SKU identified earlier by the barcode scanner.

In the third stage, an additional photoelectric sensor is deployed to detect and count shrink-wrapped bundles (each consisting of six bottles) as they pass through a defined point on the conveyor, immediately after the shrink-wrapping process.

All signals from the barcode scanner and sensors are transmitted to a Programmable Logic Controller (PLC), which processes and organizes the data, ensuring accurate mapping between SKU identification and unit counts.

Finally, the processed data is transmitted to a cloud-based dashboard, providing real-time visibility into production operations, including SKU-wise counts, and enabling efficient monitoring, analysis, and reporting of line performance.

Abdur Rehman Second Secretary TDU	Kamran Arshad Satti Second Secretary TDU	Muhammad Saqib Bajwa Assistant Director TTS	Fakhar Sharif Manager Data Center & Call Center Infrastructure
			

**POC Results:**

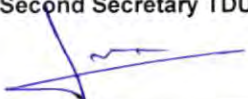



**Counting accuracy (1.5 Liter PET bottles)**

A test was conducted on a batch of 204 Pakola 1.5-liter PET bottles passing through the labeler and conveyor belt.

The barcode scanner successfully read and identified the SKUs in real time, while the photoelectric sensors performed bottle counting. The system recorded a total of 205 bottles against the actual manual count of 204 bottles, reflecting a desirable level of accuracy. Additionally, a photoelectric sensor installed after the shrink-wrapping stage accurately detected and counted 34 bundles (each containing 6 bottles), which aligns with the total batch size. Based on the results, the vendor has achieved an accuracy level of 99.51%, meeting the required accuracy criteria.

Furthermore, CCTV monitoring, historical data, and system logs were also reviewed.

**Accuracy achieved: 99.5% (As one bottle overcounted is flagged as false-positive likely a double detection of the same bottle (frame overlap)).**

Abdur Rehman	Kamran Arshad Satti	Muhammad Saqib Bajwa	Fakhar Sharif
Second Secretary TDU	Second Secretary TDU	Assistant Director TTS	Manager Data Center & Call Center Infrastructure
			

POC Evidence:

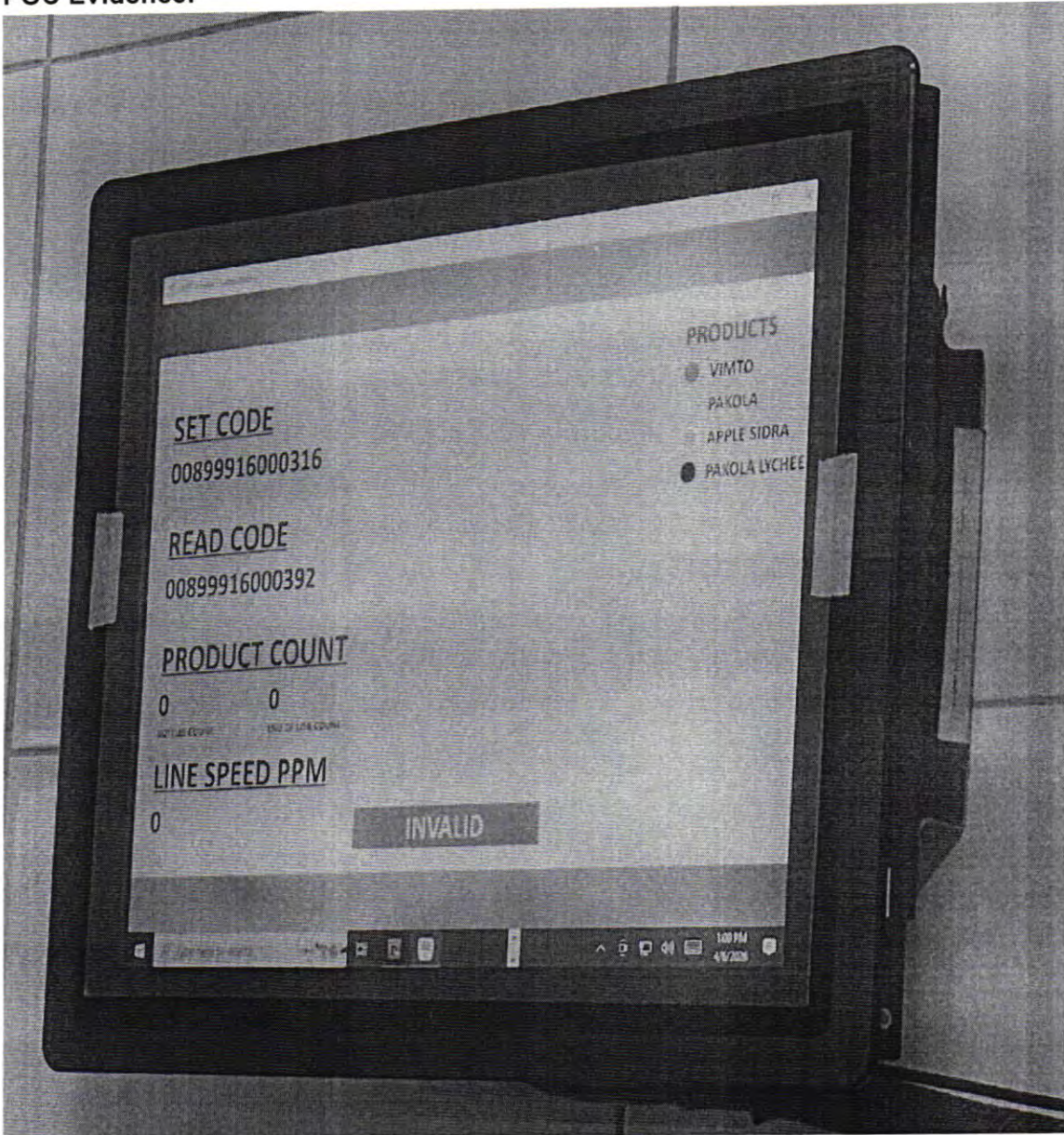






Figure 1: Initial state of the local system indicating zero count

Abdur Rehman Second Secretary TDU	Kamran Arshad Satti Second Secretary TDU	Muhammad Saqib Bajwa Assistant Director TTS	Fakhar Sharif Manager Data Center & Call Center Infrastructure
			

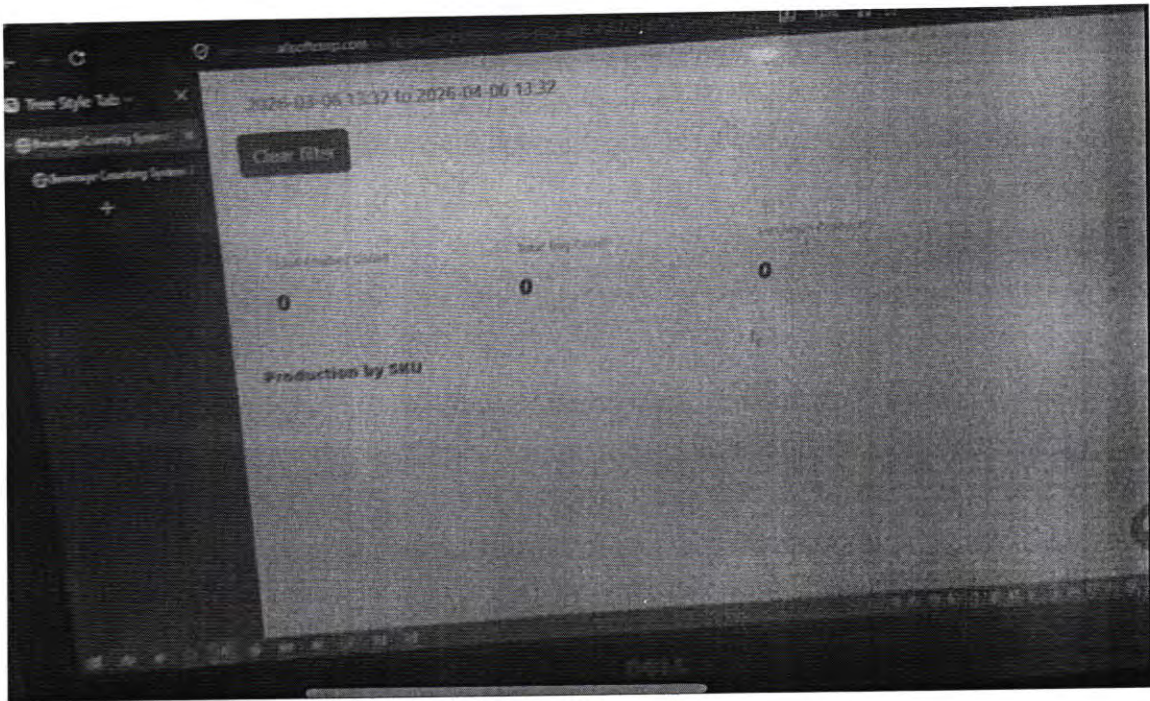
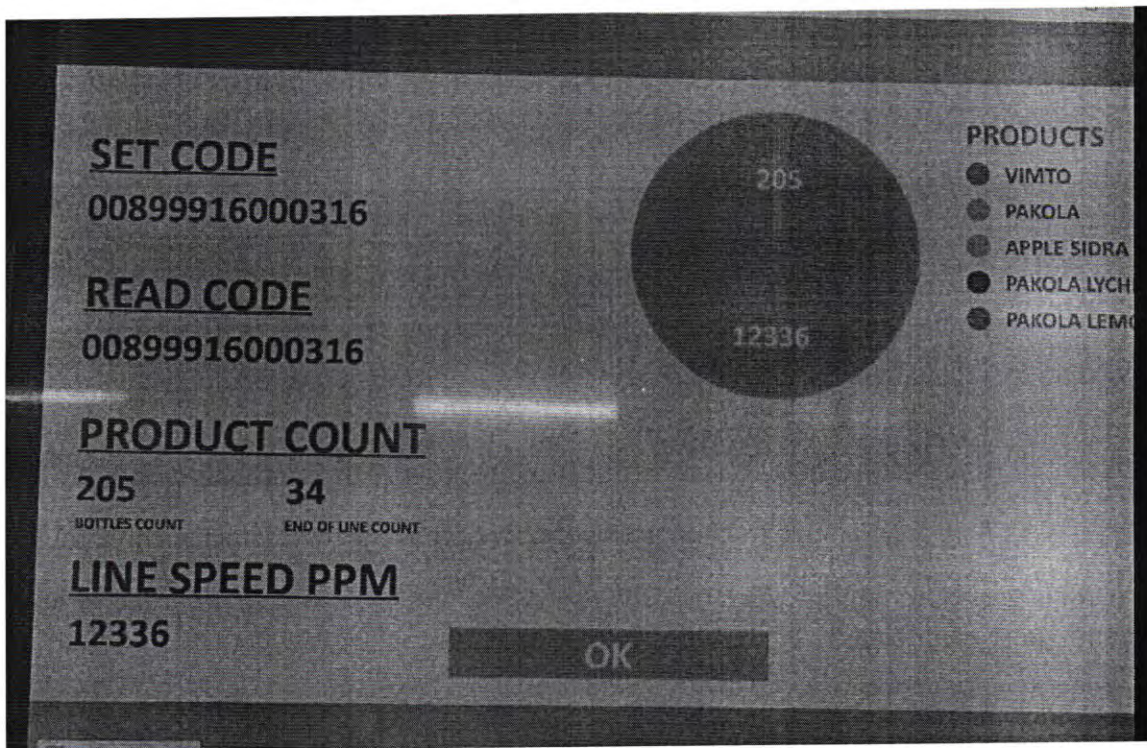


Figure 2: Initial state of the cloud dashboard indicating zero count





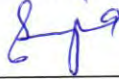
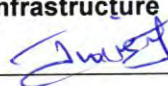
Abdur Rehman	Kamran Arshad Satti	Muhammad Saqib Bajwa	Fakhar Sharif
Second Secretary TDU	Second Secretary TDU	Assistant Director TTS	Manager Data Center & Call Center Infrastructure
			

Figure 3: Local system state reflecting a count of 205 Pakola 1.5 L Bottles against an actual batch size of 204 bottles

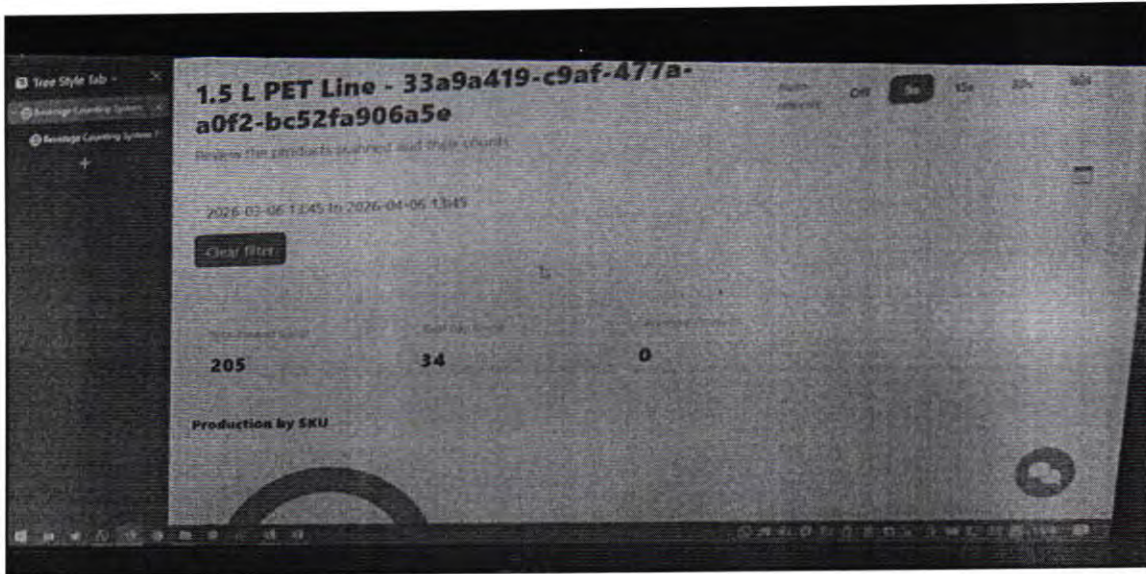


Figure 4: Final system output displaying 205 Pakola 1.5 L Bottles, along with verification of the total batch size

### Counting accuracy (300ml Pakola Buzz Up Cans)




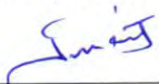
A test was conducted on a batch of 240 Pakola Buzz Up 300ml cans passing through the production line at line speed of 540 ppm.

The barcode scanner successfully read and identified the SKUs in real time, while the photoelectric sensors performed can counting. The system recorded a total of 238 cans against the actual manual count of 240 cans, indicating that 2 cans were missed during counting.

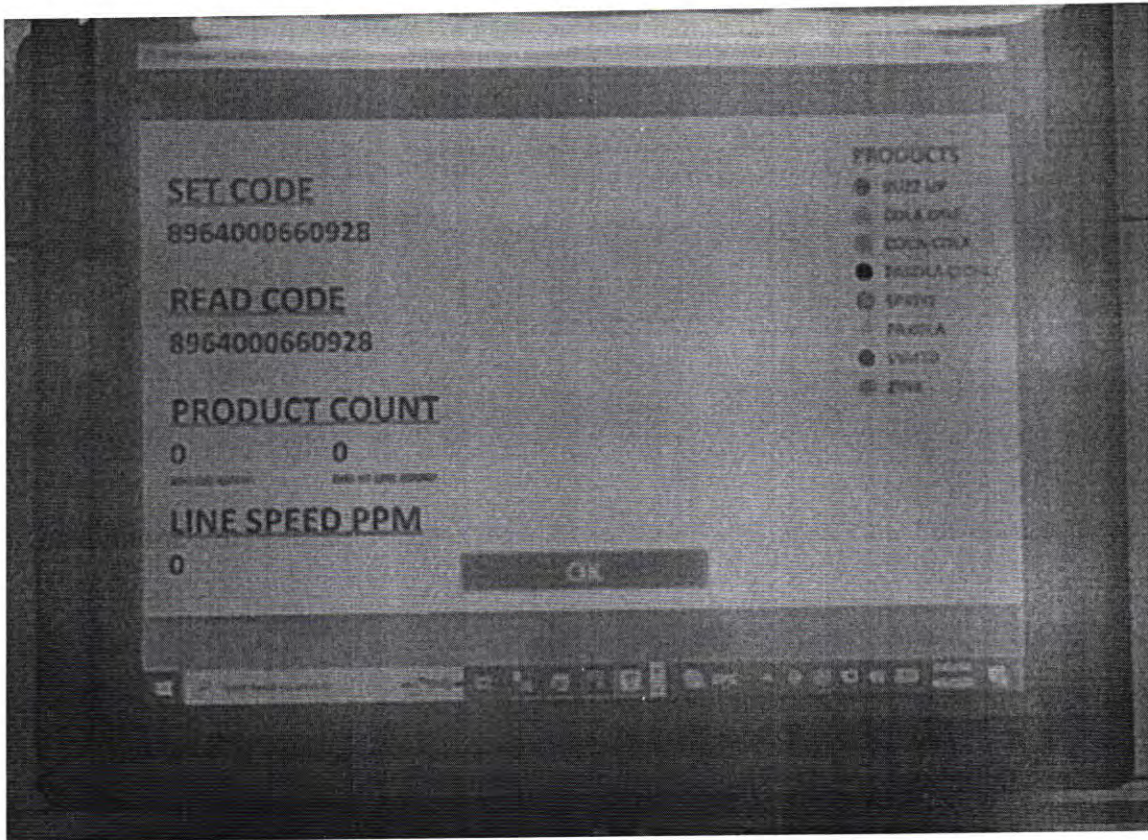
At the packaging stage, the system detected and counted 20 shrink-wrapped packs, each containing 12 Pakola Buzz Up 300ml cans, resulting in a total of 240 cans (20 × 12), which aligns with the actual batch size.

Based on the results, the vendor has achieved an accuracy level of 99.17%, meeting the required accuracy criteria. Furthermore, CCTV monitoring, historical data, and system logs were also reviewed

**Accuracy achieved: 99.17%,**

Abdur Rehman Second Secretary TDU	Kamran Arshad Satti Second Secretary TDU	Muhammad Saqib Bajwa Assistant Director TTS	Fakhar Sharif Manager Data Center & Call Center Infrastructure
			

**POC Evidence Screenshots:**



**Figure 1:** Initial state of the local system indicating zero count

Abdur Rehman	Kamran Arshad Satti	Muhammad Saqib Bajwa	Fakhar Sharif
Second Secretary TDU	Second Secretary TDU	Assistant Director TTS	Manager Data Center & Call Center Infrastructure

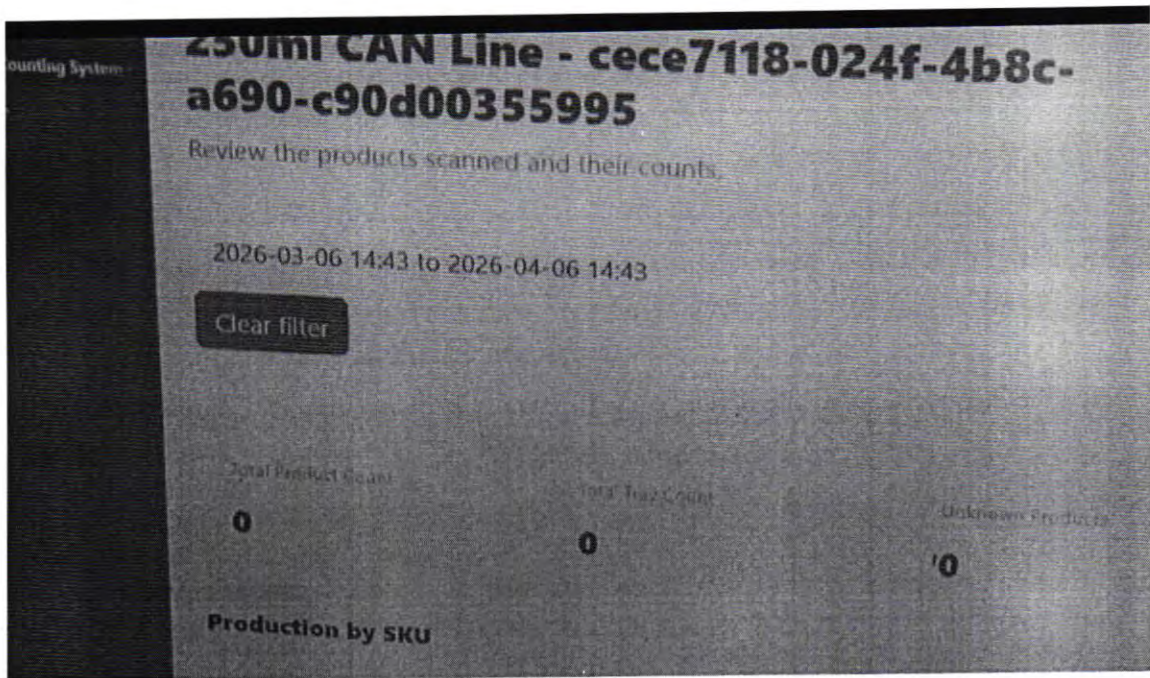


Figure 2: Initial state of the cloud dashboard indicating zero count

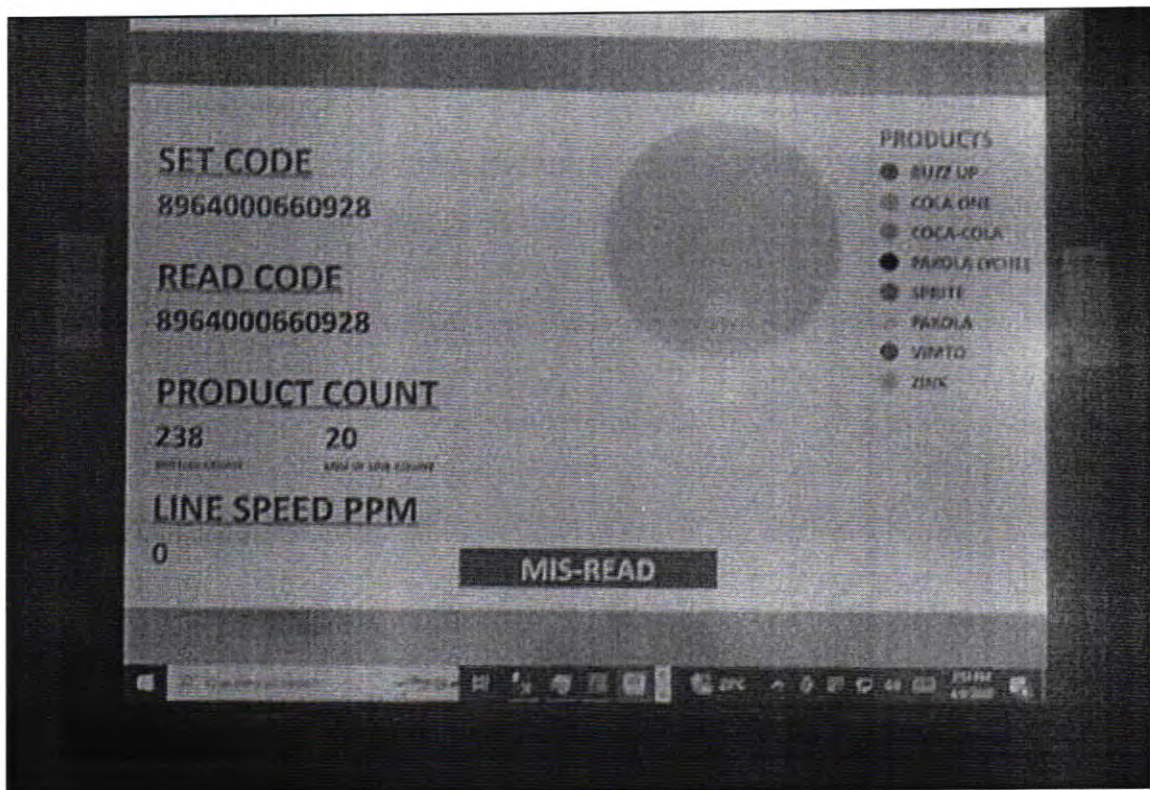


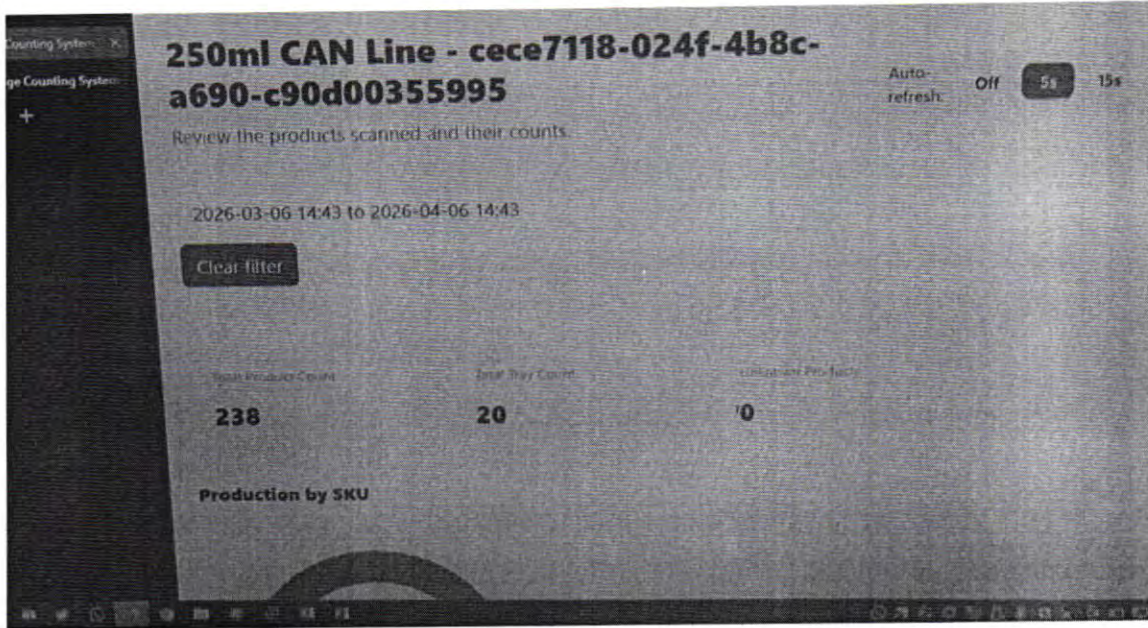
Figure 3: Local system state reflecting a count of 238 Pakola Buzz Up 300ml cans against an actual batch size of 240 cans.

Abdur Rehman	Kamran Arshad Satti	Muhammad Saqib Bajwa	Fakhar Sharif
Second Secretary TDU	Second Secretary TDU	Assistant Director TTS	Manager Data Center & Call Center Infrastructure

*kd*

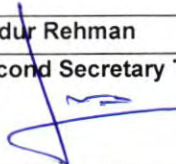



*[Signature]*

*[Signature]*



**Figure 4:** Final system output displaying 238 Pakola Buzz Up 300ml cans, along with verification of the total batch size

**Conclusion:** The vendor TolLink Pakistan (Pvt.) Ltd has successfully passed the POC as per the criteria laid down in the RFP.

Abdur Rehman Second Secretary TDU	Kamran Arshad Satti Second Secretary TDU	Muhammad Saqib Bajwa Assistant Director TTS	Fakhar Sharif Manager Data Center & Call Center Infrastructure
			

# **Revised Technical Evaluation Report**

(As per Rule 35 of PP Rules, 2004)

1. Name of Procuring Agency **Federal Board of Revenue (HQ)**
2. Method of Procurement **Two Stage Bidding Procedure**
3. Title of Procurement **AUTHORIZED VENDORS FOR  
INSTALLATION AND MAINTENANCE OF  
PRODUCTION COUNTING SYSTEM IN  
BEVERAGES SECTOR**
4. Tender Inquiry No. **5(1)S(Admin)/2025**
5. PPRA Ref. No. (TSE) **TS560027E EPADS Reference No: F-250405813**
6. Date & Time of Bid Closing **17<sup>th</sup> October, 2025 11:00 AM**
7. Date & Time of Bid Opening **17<sup>th</sup> October, 2025 11:30 AM**
8. No. of Bids Received **03**
9. Criteria for Bid Evaluation **Revised Technical Bid Evaluation Report Attached.**
10. Details of Bid(s) Evaluation **Revised Technical Bid Evaluation Report Attached.**

<b>Name of Bidder</b>	<b>Technical Marks (if applicable)</b>	<b>Rule/Regulation/SBD*/Policy/Basis of Rejection/Acceptance as per Rule 35 of PP Rules, 2004</b>
M/s Authentik	-	Responsive
M/s Tollink Pakistan Pvt Limited	-	Responsive
M/s ISSM Labeling Pvt Limited	-	Non-Responsive

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

Signature: \_\_\_\_\_

Official Stamp: \_\_\_\_\_

\*Standard Bidding Document (SBD)

**Farrukh Amir Sial**  
**(Administration)**



## INVITATION TO BID

### REVISED TECHNICAL BID(S) EVALUATION REPORT

Invitation to Bid Reference No.	TS560027E
Invitation to Bid Title	Hiring of Authorized Vendors for Installation and Maintenance of Production Counting System in Beverages Sector
Invitation to Bid Issuance/ Publishing Date (Stage-I)	29 <sup>th</sup> March, 2025
1 <sup>st</sup> Pre-Bid Meeting date	14 <sup>th</sup> April, 2025
Addendum No. 01 to IFB date	17 <sup>th</sup> April, 2025
Corrigendum No. 1 date (Extension in Bid Submission Date)	23 <sup>rd</sup> April, 2025
Bids Submission Date (Stage-I)	6 <sup>th</sup> May, 2025
Invitation to Bid Issuance/ Publishing Date (Stage-II)	25 <sup>th</sup> September, 2025
Bids Submission Date (Stage-II)	17 <sup>th</sup> October, 2025
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 Bids Evaluation Report Signing Date	10th February, 2026
Revised Technical Bids Evaluation Report Signing Date	Thursday, 23 <sup>rd</sup> April 2026

*Muhammad Ali Khan*  
**Muhammad Ali Khan**  
Secretary (Expenditure)  
Federal Board of Revenue  
Islamabad

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Annexure-II	Technical Bid Opening Statement.
Annexure-III	Proof of Concept Reports (POC)
Annexure-IV	Revised Proof of Concept Reports (POC) of M/s Tollink Pakistan
Annexure-V	Mandatory Requirements for Eligibility/Responsiveness and Bid Evaluation Criteria (Technical)

  
Muhammad Ali Khan  
Secretary (Expenditure)  
Federal Board of Revenue  
Islamabad

## 1. Project Background

The Federal Board of Revenue (FBR) invites proposals from eligible vendors for the deployment, maintenance, and operational support of a barcode scanning and counting system, including sensors if required, or an alternative solution proposed by the vendor. The system will provide real-time, accurate production counts for beverage bottles and cans. The selected vendor will be responsible for installing a production count solution, capturing and transmitting data to an Industrial PC for SKU identification and count recording. The vendor will also integrate the solution with FBR's system, mapping SKUs through barcodes or unique identifiers for all beverage manufacturers.

To validate performance, vendors must conduct a testing demonstration, ensuring compliance with functional and operational requirements. Additionally, vendors will provide ongoing technical support, maintenance, and periodic updates to ensure system efficiency, timely troubleshooting, and compatibility with FBR's evolving specifications. Pricing proposals must align with FBR's prescribed requirements. The procurement process shall be conducted in accordance with the Public Procurement Regulatory Authority (PPRA) Rules under the Two-Stage Bidding Procedure.

### A. SCHEDULE OF REQUIREMENTS FBR intended to cover all beverage lines in Pakistan as per the following projected installation schedule:

Cumulative 20% lines to be covered by: 31st August 2025

Cumulative 50% lines to be covered by: 31st October 2025

Cumulative 100% lines to be covered by: 31st December 2025

Authorized vendor(s) should have all required equipment (hardware and software) readily available to be able to deploy the required barcode scanning and counting system or an alternative solution proposed by the vendor across beverage manufacturing facilities in Pakistan.

### TECHNICAL REQUIREMENT

#### Objective & Vision:

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

*Muhammad Ali Khan*  
Secretary (Expenditure)  
Federal Board of Revenue

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

- (i) Business Functions and Performance Requirement
- (ii) Functional Performance Requirements of the Information System
- (iii) Related Information Technology Issues and Initiatives

## 2. Brief Terms of Invitation to Bid Document

<b>Period for delivery of services</b>	<p>FBR intended to cover all beverage lines in Pakistan as per the following projected installation schedule:</p> <p><b>Cumulative 20% lines to be covered by: 31st August 2025</b>  <b>Cumulative 50% lines to be covered by: 31st October 2025</b>  <b>Cumulative 100% lines to be covered by: 31st December 2025</b></p> <p>Authorized vendor(s) should have all required equipment (hardware and software) readily available to be able to deploy the required barcode scanning and counting system or an alternative solution proposed by the vendor across beverage manufacturing facilities in Pakistan.</p>
<b>Bid Validity from bid opening</b>	The Bid Validity period shall be 120 days or extendable as mutually agreed.
<b>Bid Security</b>	PKR 1,000,000 (mandatory)
<b>Performance Security/Guarantee</b>	<p>The Performance Guarantee shall be applicable and will be set at fixed amount of PKR 5,000,000 only.</p> <p>Note: This limit may be revised and lowered</p>
<b>Liquidated Damages</b>	<ul style="list-style-type: none"> <li>• Rate: A penalty of 0.2% of the total performance guarantee per day of non-compliance for each affected site.</li> <li>• Maximum Deduction: The cumulative penalty shall not exceed the value of the performance guarantee submitted by the vendor</li> </ul>
<b>Currency for Evaluation of Bid</b>	Pak Rupees (PKR)

*Mali*

**Muhammad Ali Khan**  
 Secretary (Expenditure)  
 Federal Board of Revenue  
 Islamabad

## 3. Bid Process

The bidding process for the subject activity is Two stage bidding procedure – Invitation to Bid – Open. Invitation to Bid notification was published in national press (two leading national daily newspapers – One English and One Urdu) on 29<sup>th</sup> March, 2025 (**Annexure-I**) as well as uploaded on e-PADS, FBR (<https://www.fbr.gov.pk/>) and PPRA (<https://www.ppra.gov.pk>).

Summary of bid process is listed below:

<b>Invitation to Bid Reference No.</b>	TS560027E
<b>Invitation to Bid Title</b>	Hiring of Authorized Vendors for Installation and Maintenance of Production Counting System in Beverages Sector
<b>Invitation to Bid Issuance/ Publishing Date (Stage-I)</b>	29 <sup>th</sup> March, 2025
<b>1<sup>st</sup> Pre-Bid Meeting date</b>	14 <sup>th</sup> April, 2025
<b>Addendum No. 01 to IFB date</b>	17 <sup>th</sup> April, 2025
<b>Corrigendum No. 1 date (Extension in Bid Submission Date)</b>	23 <sup>rd</sup> April, 2025
<b>Bids Submission Date (Stage-I)</b>	6 <sup>th</sup> May, 2025
<b>Invitation to Bid Issuance/ Publishing Date (Stage-II)</b>	25 <sup>th</sup> September, 2025
<b>Bids Submission Date (Stage-II)</b>	17 <sup>th</sup> October, 2025
<b>Publishing</b>	National Press (two leading national daily newspapers – One English and One Urdu) Website(s): FBR
<b>Procurement Method/ Process</b>	Two stage bidding procedure – Open Competitive Bidding Process
<b>Technical Bids Evaluation Report Signing Date</b>	10th February, 2026
<b>Revised Technical Bids Evaluation Report Signing Date</b>	Thursday, 23 <sup>rd</sup> April 2026

*Muhammad Ali Khan*  
Secretary (Expenditure)  
Federal Board of Revenue  
Islamabad

#### 4. 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

## 5. Bid(s) Received

On the bid submission date and time (29<sup>th</sup> April, 2025 at 11:00 AM) following bids were received:

Sr. No	Bidder	Bid Submitted
1	M/s TolLink Pakistan Pvt Ltd	✓
2	M/s Authentik	✓
3	M/s ISSM Labeling Pvt Ltd.	✓

## 6. Bid Opening

In accordance with the bid opening procedure of two-stage method, technical bids were opened publicly on the same date immediately after bid submission time at FBR House by the Technical/ Financial Evaluation Committee in the presence of bidders authorized representatives. The bids availability on e-PADS was checked and confirmed in presence of bidders authorized representatives. Availability of bid security as per Invitation to the Bids terms was read out at the time of bid opening meeting. The bid opening statement is placed at (**Annexure-II**).

## 7. Preliminary Examination

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

Bidder	Bid Form	Eligible Country	Bid Validity	Bid Security	Substantial Responsiveness	Acceptance for detailed Examination
M/s TolLink Pakistan Pvt Ltd	Yes	Pakistan	Yes	Yes	Yes	Yes
M/s Authentik	Yes	Pakistan	Yes	Yes	Yes	Yes
M/s ISSM Labeling Pvt Ltd.	Yes	Pakistan	Yes	Yes	Yes	Yes

## 8. Proof-of-Concept Testing

Bidders were required to conduct mandatory Proof-of-Concept (POC) testing for proposed solutions at selected industry sites. POC tests were conducted for all three vendors between December 2025 and January 2026. M/s Authentik was the only bidder that successfully passed the POC requirements. The POC reports submitted by the POC criteria assessing all three bidders is attached at (**Annexure-III**). Later on, one of bidders namely M/s TolLink Pakistan submitted a representation on 19-02-2026 in the Grievance Redressal Committee to conduct their POC. The

request of the bidder was considered and it was decided by the GRC vide letter dated 27-02-2026 that another opportunity may be provided the bidder to conduct POC. In compliance with recommendations of GRC, the POC of the aforesaid bidder was conducted by a team and communicated vide their letter dated 14-04-2026 (**Annex-IV**).

**9. Detailed Technical Evaluation**

- a. Mandatory Requirements for Eligibility/Responsiveness and Bid Evaluation Criteria (Technical) – **Annexure-V**

**10. Bids Accepted as “Responsive and Technically Qualified” to the Invitation to Bid**

Sr.	Bidder
1.	M/s Authentik
2.	M/s TolLink Pakistan Pvt Ltd

**11. Bids Accepted as “Non-responsive/Non-Technically Qualified” to the Invitation to Bid**

Sr.	Bidder
1.	M/s ISSM Labeling Pvt Ltd.


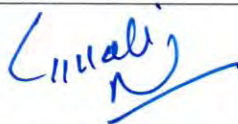
  
**Muhammad Ali Khan**  
Secretary (Expenditure)  
Federal Board of Revenue  
Islamabad

**REVISED TECHNICAL BID OPENING**  
**OFFICERS ATTENDANCE SHEET**

PPRA Web Reference No: TS560027E

EPADS Reference No: F-250405813

Title: “AUTHORIZED VENDORS FOR INSTALLATION AND MAINTENANCE OF  
PRODUCTION COUNTING SYSTEM IN BEVERAGES SECTOR”

S.No.	Name of officer & Designation	Signature
1.	Farrukh Amir Sidi	 17.10.2025
2.		
3.	SEC Expeditive. محمد علی خان	 17.X.25
4.		
5.		
6.		
7.		
8.		

**REVISED TECHNICAL BID OPENING**

PPRA Web Reference No: TS560027E

EPADS Reference No: F-250405813

Title: **"AUTHORIZED VENDORS FOR INSTALLATION AND MAINTENANCE OF PRODUCTION COUNTING SYSTEM IN BEVERAGES SECTOR"**

Bid opening date: 17<sup>th</sup> October, 2025 Time: 11:30 AM

S.No.	Name of Firm	Name of Representative	Bid Submission (Hard & Soft)	Financial Bid Submission	Signature
1.	AUTHENTIK	Tarvit Ahmed	✓ Hard Found	Separate ✓	
2.	ISSM LABELING SOLUTION PVT LTD	Haider Shakique	✓ Hard Found	✓	
3.	TOLLINK PAKISTAN PVT LTD	✓ Ahmed Raza ✓ Dawood, Mubaw	Hard Found -	✓	

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

**Muhammad Ali Khan**  
Secretary (Expenditure)  
Federal Board of Revenue  
Islamabad




**REVISED TECHNICAL BID OPENING**  
**VENDORS/FIRMS ATTENDANCE**

PPRA Web Reference No: TS560027E

EPADS Reference No: F-250405813

Title: **“AUTHORIZED VENDORS FOR INSTALLATION AND MAINTENANCE OF PRODUCTION COUNTING SYSTEM IN BEVERAGES SECTOR”**

Bid opening date: 17<sup>th</sup> October, 2025 Time: 11:30 AM

S.No.	Name of Firm	Name of Representative	CNIC No	Contact No. & Email	Signature
1.	AUTHENTIK	Tanweer Ahmed	6110191822195	0321-8513515	
2.	ISSM LABELLING SOLUTION PVT LTD	Haider Shafiqe	34202-71222-535	Haider.shafiqe@issm.a1 0310-5463614	
3.	TOLLINK PAKISTAN PVT LTD	M. David	12101-0998582	03339971647 dauidkhan@tolink.com.pk	

**HIRING OF AUTHORIZED VENDORS FOR INSTALLATION AND  
MAINTENANCE OF PRODUCTION COUNTING SYSTEM IN  
BEVERAGES SECTOR**

**Details regarding Indicative Prices quoted by the Bidders**

**M/s TolLink Paksitan Pvt Ltd. (Without Taxes)**

<b>Hardware</b>	<b>Software &amp; Lincenses</b>	<b>Int. Test &amp; Comm</b>	<b>Monthly charges</b>	<b>Total</b>
7,849,105	1,528,520	384,625	350,706	10,112,956

**M/s TolLink Paksitan Pvt Ltd. (With Taxes)**

<b>Hardware</b>	<b>Software &amp; Lincenses</b>	<b>Int. Test &amp; Comm</b>	<b>Monthly charges</b>	<b>Total</b>
9,842,660	1,859,359	540,151	492,518	12,734,688

**M/s AuthentiK (Without Taxes)**

<b>Software Licensing &amp; Deployment (Per Site + Per Line)</b>	<b>Infrastructure for Per Site Hardware BOQ</b>	<b>Single Production Line Hardware BOQ</b>	<b>Years 2 &amp; 3 Maintenance</b>	<b>Total</b>
1,655,947	1,905,000	2,575,000	650,744	6,786,691



# **BIDDING DOCUMENTS**

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## **AUTHORIZED VENDORS FOR INSTALLATION AND MAINTENANCE OF PRODUCTION COUNTING SYSTEM IN BEVERAGES SECTOR**

**(Three years from authorization)**

**(Two Stage Bidding Procedure)**

**Stage Two**

**For**

**FEDERAL BOARD OF REVENUE**

**(FBR)**

**(National Competitive Bidding)**



**Revenue Division**

**Government of Pakistan**

**September, 2025**



## **SECTION III: BID DATA SHEET**



The instant procurement for authorized vendors is being conducted under the PPRA Ordinance, 2002 (as amended) and the Public Procurement Rules, 2004. The authorization is aligned with the provisions of public procurement as outlined in Section 2(1) of the PPRA Ordinance, which states:

*““public procurement” means acquisition of goods, services or construction of any works financed wholly or partly out of the public fund and includes disposal of public assets and commercial transactions between procuring agency and private party, in terms of which the private party is allowed to-*

- (i) perform a procuring agency’s assigned functions, including operations and management, on its behalf;*
- (ii) assume the use of public asset; or*
- (iii) receive a benefit either from budget or revenue of the Federal Government or from fees or charges to be collected by the private party for performing the procuring agency’s function or any combination thereof;”*

Furthermore, the entire procurement structure has been designed in accordance with Rule 4 of PPR, 2004, to ensure fairness, transparency, value for money, and efficiency. The rule states:

*“4. Principles of procurements-*

*Procuring agencies, while engaging in procurements, shall ensure that the procurements are conducted in a fair and transparent manner, the object of procurement brings value for money to the agency and the procurement process is efficient and economical”.*

Since the proposed arrangement involves a variety of solutions across the system, it incorporates the broadest possible specifications as per Rule 10 of PPR, 2004. Accordingly, the entire procurement process and structure align with these principles and the relevant provisions of PPR, 2004, including but not limited to Rules 15, 21, 23, 29, and associated rules. The translation of these provisions has been included in the bidding document. To accommodate the scale of the industry and prevent exclusivity with a single authorized vendor (while expediting implementation), multiple authorized vendors are being engaged to promote competition and provide businesses the opportunity to work with various eligible vendors.

The following specific data for introducing range of authorized vendors for installation and maintenance of production counting system in beverages sector (including hardware and software) for production counting in beverage sector shall complement, supplement, or amend the provisions in the Instructions to Bidders (ITBs). Whenever there is a conflict, the provisions herein shall prevail over those in ITBs.

Definitions: In this RFP, unless there is anything repugnant in the subject or context

- a. **“FBR” or “Board”** refers to the Federal Board of Revenue, responsible for authorizing vendors to deploy the specified system and ensuring compliance with the technical and operational requirements specified in this RFP
- b. **“Authorized vendor” or “Vendor” or “Supplier”** refers to any registered company authorized by the Board to deploy a production counting system specified by FBR after solution is finalized.
- c. **“Client” or “Manufacturer” or “Taxpayer”** refers to beverage manufacturers taxpaying entities that are required to implement the specified system



- d. **“Beverage facility(ies)” or “Beverage manufacturing facility(ies)”** refers to beverage production sites where beverages are produced and/or filled in bottles/cans
- e. **“Beverage production lines” or “Beverage filling line”** refers to the end-to-end production line of beverages which includes the point of labelling for all bottles/cans
- f. **“Installation point(s)”** refers to the exact point in the beverage production chain where the vendor will deploy their proposed solution for production counting
- g. **“Barcode scanning and counting system” or “Barcode scanning system” or “Barcode scanning and counting solution” or “Solution” or “System”** refers to the integrated system to be operationalized by vendor that includes the installation, configuration, and maintenance of all hardware and software component (including barcode scanners, industrial PC, cloud server) for production counting via barcode scanning of beverage bottles/cans

The procurement process shall be conducted in accordance with the Public Procurement Regulatory Authority (PPRA) Rules under the **Two-Stage Bidding Procedure**.

The bidding process shall comprise the following stages:

#### 1. **Stage One**

- a. Submission of Technical Proposal including the indicative price per installation point and breakdown of price per component by bidders for production count solution (e.g. Barcode Scanning – detailed in RFP, Video Analytics or Image Based Recognition – detailed in Annexure A), provided it meets both the Technical and Proof of Concept (POC) evaluation criteria (including preferable accuracy of 99% with a minimum requirement of 95%) defined in Section V – Scope of Work and is cost-effective
- b. Proof of concept conducted on one installation point

Upon submission of proposals, bidders will be evaluated based on the Technical Evaluation Criteria specified in Section V. To be eligible for conducting POC, vendors must achieve a minimum technical evaluation score of 70% based on the technical assessment criteria outlined in Section V – Scope of Work. Any proposal that does not meet this minimum threshold will be considered non-compliant and will not be further considered in the bidding process.

Successful bidders shall then be required to conduct POC, which will be evaluated as per the POC criteria stipulated in Section V – Scope of Work.

Post the Bidders Conference, FBR will, at its discretion, finalize a specific production counting solution for implementation.

A revised RFP with FBR’s finalized solution will be circulated with all bidders after the Bidders Conference.



## 2. Stage Two

- a. Submission of a Technical Proposal against revised RFP incorporating the finalized solution including the indicative price per installation point and breakdown of price per component
- b. Proof of concept conducted on one installation point

In this stage, eligible bidders will submit a Technical Proposal against the revised RFP, which shall include the indicative price per installation point and breakdown of price per component for the solution finalized by FBR.

Upon submission of proposals, bidders shall be required to conduct a final POC test, which shall be evaluated as per the finalized criteria established by FBR in the revised RFP.

After successful completion of Stage Two, letters of authorization shall be issued to the selected bidders for deployment of the finalized solution across the entire beverage industry.

Note: *FBR reserves the right to limit the number of authorized vendors based on scoring of technical evaluation and POC criteria*

## A. INTRODUCTION

<b>BDS Clause Number</b>	<b>ITB Number</b>	<b>Amendments of, and Supplements to, Clauses in the Instruction to Bidders</b>
<b>1.</b>	<b>1.1</b>	<p>Name of Procuring Agency: <b>Federal Board of Revenue (FBR)</b></p> <p>The Federal Board of Revenue (FBR) invites proposals from eligible vendors for the deployment, maintenance, and operational support of a barcode scanning and counting system, including industrial barcode scanners and unit counting sensors if. The system will provide real-time, accurate production counts for beverage PET bottles and cans.</p> <p>The selected vendor will be responsible for installing a production count and SKU management solution through a robust application that is capable of capturing unique SKU values against a preloaded SKU database (to be provided by FBR), and count individual units under capturing and transmitting data to an Industrial PC via a Programmable</p>