



GOVERNMENT OF PAKISTAN
FEDERAL BOARD OF REVENUE
(PAKISTAN RAISES REVENUE PROGRAM)

Re. No. 3(19)/2026-Addl-Dir(P&F) / 553355

Islamabad, the 3rd June 2026

Subject: MINUTES OF THE PRE-BID MEETING - PROCUREMENT OF MICROSOFT SOFTWARE FOR FBR DATA CENTERS

A virtual Pre-bid Meeting for subject procurement activity, as was pre-fixed in the Request for Bids' Specific Procurement Notice (SPN) published in leading national dailies, was held on 25th May, 2026.

2. The meeting was chaired by the Chief (Systems) and was attended by the FBR officers and officials of Program Office, technical team of PRAL & representatives of the prospective Bidders. The purpose of the Pre-bid Meeting was to provide clarifications on queries/questions raised by the representatives of the prospective bidders on the Bidding Document for subject procurement activity, to facilitate them in preparation of effective technical and financial bids.

3. The Assistant Procurement Specialist gave a brief overview of the World Bank Procurement Guidelines and the structure of the Bidding Documents. The prospective bidders' representatives were thereafter invited to share their queries for clarification. In view of the queries raised by the bidder's representative during the meeting, the FBR team clarified the same in the light of the relevant clauses of the bidding document. and FBR system requirements.

4. In addition, the representatives were also given two (02) days' time, to share their queries in writing also, enabling avoiding any confusion. In this regard, it was clarified that the Federal Board of Revenue would reply all the queries of the prospective bidders in the form of Minutes of Pre-bid Meeting. The Minutes of Pre-bid Meeting would be shared with all the prospective bidders who have participated in the Pre-Bid Meeting and/or would have asked for clarifications subsequent to the meeting. Besides, the Minutes would also be uploaded on the website of the Federal Board of Revenue www.fbr.gov.pk/tenders.

5. Accordingly, the following table provides all queries either asked during Pre-bid and/or Follow Meeting, or made in writing, by the prospective bidders and replies thereof by FBR:

Sr#	RFB Section	Specifications as per RFB	Queries/Suggestion	Clarifications/ Amendments by FBR									
1.	Section V. Schedule of Requirements (SOR)	FBR invites the bids from registered bidders and authorized partners for Microsoft Enterprise Agreement for the below listed procurement of Microsoft Products. The bidders are required to provide centralized Enterprise Portal ecosystem platform by Microsoft that enables FBR in managing all Microsoft products procured under Enterprise Agreements, including licensing, users, security, and compliance	Does FBR require the Licenses Under the EA?	FBR requires the licensing under the Enterprise Agreement for coverage of its large-scale complex, critical nature IT services deployment.									
2.	Section V. Schedule of Requirements (SOR)	LOT No 02: MICROSOFT WINDOWS SERVER 2025 LICENSING <table border="1" data-bbox="305 625 719 968"> <thead> <tr> <th>Description</th> <th>Total No. of Cores</th> <th>CALs</th> </tr> </thead> <tbody> <tr> <td>Microsoft Windows Server (Data Center Edition)</td> <td>640</td> <td>50</td> </tr> <tr> <td>Microsoft Windows Server (Standard Edition)</td> <td>640</td> <td>50</td> </tr> </tbody> </table>	Description	Total No. of Cores	CALs	Microsoft Windows Server (Data Center Edition)	640	50	Microsoft Windows Server (Standard Edition)	640	50	Pls mention the QTY as well as in LOT 2?	The required quantity is already mentioned in the BOQ. Datacenter edition is for 10 servers having 64 cores each. However, for Standard Edition 16 Core Pack licenses are required for the Total No. of mentioned cores in the BOQ.
Description	Total No. of Cores	CALs											
Microsoft Windows Server (Data Center Edition)	640	50											
Microsoft Windows Server (Standard Edition)	640	50											
3.	Section V. Schedule of Requirements (SOR)	-	Any Deployment & Training are the part of LOT2, LOT3 & LOT 4	In SQL SERVER (LOT4) deployment is required as per best industry standards. No training is required in any LOT.									
4.	Section V. Schedule of Requirements (SOR)	-	Does FBR Need the licenses with SA?	FBR requires the licenses with Software Assurance.									
5.	Section V. Schedule of Requirements (SOR)	-	For SQL pls share the required Cores & QTY for DR & PR Sides	Total No. of 24 SQL SERVER licenses are required.									
6.	Section V. Schedule of Requirements (SOR)	-	As per the SQL licensing requirement, you have requested 48 core licenses with a quantity of 24 . We would like to clarify our understanding: <ul style="list-style-type: none"> • Does this mean that each server requires licensing for 48 cores? • And the total number of such servers (or instances) is 24? Additionally, please confirm whether you require pricing based on: <ul style="list-style-type: none"> • 3-year subscription terms (e.g., CSP / Open Value Subscription) or • Perpetual licenses with Software Assurance (3-year coverage) Your confirmation will help us ensure accurate sizing and the most appropriate licensing recommendation.	Total No. of 24 SQL SERVER licenses are required. These licenses should be perpetual with Software Assurance with three (03) years coverage.									
7.	Section V. Schedule of Requirements (SOR)	FBR invites the bids from registered bidders and authorized partners for	We would like to highlight an important consideration regarding the	FBR requires the licensing under the Enterprise Agreement for									

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	Requirements (SOR)	Microsoft Enterprise Agreement for the below listed procurement of Microsoft Products.	<p>procurement approach for Microsoft licensing under the Enterprise Agreement (EA). Under Microsoft’s licensing ecosystem in Pakistan, Enterprise Agreements can only be transacted through authorized Licensing Solution Providers (LSPs). Currently, there are only three active LSPs in Pakistan</p> <p>In light of this, we respectfully request that the clause be reviewed and broadened to allow alternative Microsoft licensing programs. Specifically, the required products and services can also be delivered under the Microsoft Open Value Program. This approach will allow multiple qualified Microsoft partners to participate, while still ensuring that you receive:</p> <ul style="list-style-type: none"> • Required licensing compliance • Full SA benefits • Enterprise-grade support and services <p>We therefore request you to kindly amend the clause to allow procurement under both Enterprise Agreement (via LSPs) and Open Value licensing programs, ensuring compliance with procurement regulations and maximizing competitive participation.</p>	coverage of its large-scale complex, critical nature IT services deployment.
8.	Section V. Schedule of Requirements (SOR)	The bidders are required to provide centralized Enterprise Portal ecosystem platform by Microsoft that enables FBR in managing all Microsoft products procured under Enterprise Agreements, including licensing, users, security, and compliance.	If we say that these software licenses need to be managed through a centralized enterprise portal , it means that—unlike before, when Microsoft volume licenses were managed through the VLSC (Volume Licensing Service Center) —the licenses are now managed through the Microsoft 365 Admin Center under the customer’s Microsoft tenant ID . Therefore, the products we quote should be assigned and managed within the customer’s Microsoft tenant.	FBR requires the manageability of all the required licenses through a centralized admin portal/ Microsoft 365 Admin Center. The license of products under all LOTs should be available and managed through centralized portal. The management can be further categorized on Role bases such as ONE ID for SA, one ID for patches, security updates.
9.	Section V. Schedule of Requirements (SOR)	<p>LOT No 03: MICROSOFT EXCHANGE SERVER Client Access Licenses (CALs):</p> <ul style="list-style-type: none"> o Enterprise CALs: 1000 licenses for users requiring advanced features such as Unified Messaging, Data Loss Prevention, and more 	<p>As per your requirement, you have requested 1000 Exchange Enterprise CALs. We would like to clarify an important licensing point: Exchange Server CALs are divided into two types:</p> <ul style="list-style-type: none"> • Exchange Standard CAL (Base License) – Mandatory for every mailbox user • Exchange Enterprise CAL (Add-on License) – Provides advanced features and requires Standard CAL as a prerequisite 	It is clarified that division of CALs is, i. 950 Standard CALs ii. 50 Enterprise CALs are required. So, the bidder has to provide the CALs accordingly.

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			<p>The Enterprise CAL cannot be used independently; it must always be assigned on top of a valid Exchange Standard CAL.</p> <p>Therefore:</p> <ul style="list-style-type: none"> • If you already have Exchange Standard CALs for these users, then you can proceed with only Enterprise CALs (add-on) as required. • However, if Standard CALs are not already available, it is mandatory to procure Exchange Standard CALs first, along with or before Enterprise CALs. <p>We recommend reviewing your existing licensing position to ensure compliance before proceeding with the procurement.</p>	
10.	Section V. Schedule of Requirements (SOR)	-	<p>You have mentioned License + SA (software assurance) for all required license except for Microsoft SQL Server. Should we assume that you don't require SA for SQL Server. Term is mentioned as 3 years only. Does it mean you require SA for three years or Subscription for 3 years? Both of these are available.</p>	<p>Both subscription and Software Assurance is required for SQL server for a period of 03 Years.</p>
11.	Section V. Schedule of Requirements (SOR)	-	<p>LOT # 4 Architecture & Site Setup</p> <ol style="list-style-type: none"> 1. Is the Disaster Recovery (DR) site active-passive (idle backup) or active-active (handling live reporting, backups, or workloads)? 2. Are the Production (PR) and DR sites running SQL Server "Always On" Availability Groups, log shipping, or failover clustering? 3. Does the listed core requirement for Lot 4 already include both the PR and DR site allocations, or does it only cover the primary PR environment? 	<ol style="list-style-type: none"> 1. Architecture & Site Setup is active-passive for PR and DR sites. 2. Yes, the PR and DR sites running SQL Server must support features for "Always On" Availability Groups, log shipping, or failover clustering. 3. This is the discretion of FBR (Procuring Agency) to utilize the mentioned core requirement including PR & DR.
12.	Section V. Schedule of Requirements (SOR)	-	<p>LOT # 4 Virtualization & Hardware</p> <p>Will SQL Server Enterprise be installed directly on physical server hosts, or inside virtual machines (VMs)?</p> <p>If deployed inside virtual machines, what is the exact virtual core (vCPU) count allocated per VM at both the PR and DR sites?</p>	<p>This is the discretion of the Procuring Agency / Purchaser to adopt any deployment mechanism (virtual or physical) as per its requirement. Therefore comply to the RFB requirements as stated in the BOQ.</p>
13.	Section V. Schedule of Requirements (SOR)	-	<p>LOT # 4 Licensing & Support Compliance</p> <p>To qualify for Microsoft's free passive DR failover benefits, active software upgrade rights are required. Will FBR</p>	<p>FBR requires both Subscription and Software Assurance required for period of 3 years.</p>

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			maintain continuous 3-year version protection (Software Assurance or equivalent) for these cores?	