

INVITATION TO BID

TECHNICAL BID(S) EVALUATION REPORT

Invitation to Bid Reference No.	1(13)/TDU/IR/2026
Invitation to Bid Title	AUTHORIZED VENDORS FOR SUPPLY, INSTALLATION AND MAINTENANCE OF PRODUCTION MONITORING SYSTEM IN EDIBLE OIL AND GHEE SECTOR (Three years from authorization)
Invitation to Bid Issuance/ Publishing Date (Stage-I)	25 th February, 2026
1st Pre-Bid Meeting date	4 th March, 2026
Original Bid Submission Date (Stage-I)	25 th March, 2026
Corrigendum No. 1 date (Extension in Bid Submission Date)	25 th February, 2026
Revised Bid Submission Date (Stage-I)	15 th April, 2026
Publishing	National Press (two leading national daily newspapers – One English and One Urdu) Website(s): FBR
Procurement Method/ Process	Two stage bidding procedure – Open Competitive Bidding Process
Technical Bids Evaluation Report Signing Date	22-05-2026

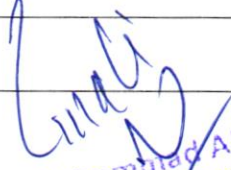

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 Secretary (Expenditure)
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1. Project Background

The Federal Board of Revenue (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 monitoring and volume tracking / unit counting system at all commercial edible oil and vegetable ghee manufacturing facilities in Pakistan (including stand-alone refineries, integrated ghee mills, and blending/repackaging units) to improve tax compliance and prevent revenue leakage within the sector, particularly in relation to the production, processing, and clearance of finished edible oil and ghee products (SKUs). As part of the authorization arrangement, selected vendors shall be responsible for supplying and installing a production monitoring and counting system (based on IoT-based filling line monitoring, Mass Flow Metering, AI-based vision analytics for container counting and verification, or equivalent validated technologies). Vendors shall also be responsible for providing post-installation maintenance and technical support services to the manufacturing unit operators. FBR recognizes the critical role of technology in addressing challenges related to tax evasion, underreporting of production, and discrepancies in manufacturing output data. This production monitoring initiative aims to deliver real-time visibility into the total production of edible oil and ghee across the manufacturing sector. The proposed solution shall enable FBR to monitor and reconcile production volumes and unit counts, ensuring accurate reporting, transparent audits, and correct tax treatment of manufacturing output. To promote competition, scalability, and non-exclusivity, a panel of multiple authorized vendors shall be established, providing manufacturers access to a pool of qualified and competitive technology providers.

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 2026

Cumulative 50% lines to be covered by: 31st October 2026

Cumulative 100% lines to be covered by: 31st December 2026

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.

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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 ensure all edible oil and ghee manufacturing facilities in Pakistan are covered as per the following installation schedule: Cumulative 20% lines to be covered by: 31 st August 2026 Cumulative 50% lines to be covered by: 31 st October 2026 Cumulative 100% lines to be covered by: 31st December 2026 Authorized vendor(s) shall have all required equipment (both hardware and software) readily available to enable timely deployment of the required production monitoring and volume tracking / unit counting system (e.g., Mass Flow Metering, AI-based video analytics for container counting and verification, IoT-based filling line monitoring, or equivalent validated technologies) across edible oil and vegetable ghee 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	• Rate: A penalty of 0.2% of the total performance guarantee per day of non-compliance for each affected site. • Maximum Deduction: The cumulative penalty shall not exceed the value of the performance guarantee submitted by the vendor
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 for **Stage-I** was published in national press (two leading national daily newspapers – One English and One Urdu) on 25th February, 2026 (**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:

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Technical Bids Evaluation Report Signing Date	22-05-2026

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 (15th April, 2026 at 11:00 AM) following bids were received:

Sr. No	Bidder	Bid Submitted
1	• AJCL (Private) Limited, Pakistan – Lead Partner • Authentix, Inc., USA – Consortium Partner • MITAS Corporation, South Africa – Consortium Partner	✓
2	OBSIDIAN (Lead Bidder)/ FORBAX Pvt LTD (JV Bidder)	✓
3	GREEN EARTH SOLUTIONS	✓
4	ISSM LABELING PVT LTD	✓
5	DWISETECH PVT LTD	✓
6	AUTHENTIK	✓

6. Bid Opening

In accordance with the bid opening procedure of two-stage method, technical bids for **Stage-I** 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
• AJCL (Private) Limited, Pakistan – Lead Partner • Authentix, Inc., USA – Consortium Partner • MITAS Corporation, South Africa – Consortium Partner	Yes	Pakistan	Yes	Yes	Yes	Yes
OBSIDIAN (Lead Bidder)/ FORBAX Pvt LTD (JV Bidder)	Yes	Pakistan	Yes	Yes	Yes	Yes
GREEN EARTH SOLUTIONS	Yes	Pakistan	Yes	Yes	Yes	Yes
ISSM LABELING PVT LTD	Yes	Pakistan	Yes	Yes	Yes	Yes
DWISETECH PVT LTD	Yes	Pakistan	Yes	Yes	Yes	Yes
AUTHENTIK	Yes	Pakistan	Yes	Yes	Yes	Yes

8. Detailed Technical Evaluation

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

9. Bids Accepted as “Responsive/Technical Qualified” to the Invitation to Bid/ Stage One Evaluation and POC Recommendation

In accordance with Stage One of the bidding process, the following bidders submitted their Technical Proposals, including financial proposals encompassing the price per installation point and breakdown of price per component.

Sr.	Bidder
1.	• AJCL (Private) Limited, Pakistan – Lead Partner • Authentix, Inc., USA – Consortium Partner • MITAS Corporation, South Africa – Consortium Partner
2.	OBSIDIAN (Lead Bidder)/ FORBAX Pvt LTD (JV Bidder)
3.	GREEN EARTH SOLUTIONS
4.	ISSM LABELING PVT LTD
5.	DWISETECH PVT LTD
6.	AUTHENTIK

Upon submission, the proposals were evaluated based on the Technical Evaluation Criteria specified in Section V. All six (06) vendors successfully achieved the minimum technical evaluation score of 70%, are considered compliant/technically qualified, and have been recommended by the Committee.

Sr.	Bidder	Compliance with Mandatory Criteria	Technical Score/ Marks (Maximum marks 100)
1.	• AJCL (Private) Limited, Pakistan – Lead Partner • Authentix, Inc., USA – Consortium Partner • MITAS Corporation, South Africa – Consortium Partner	Compliant	80
2.	OBSIDIAN (Lead Bidder)/ FORBAX Pvt LTD (JV Bidder)	Compliant	70
3.	GREEN EARTH SOLUTIONS	Compliant	70
4.	ISSM LABELING PVT LTD	Compliant	75
5.	DWISETECH PVT LTD	Compliant	70
6.	AUTHENTIK	Compliant	75
Note: The minimum technical score (St) required to pass is: Seventy (70) points / marks			

These successful bidders shall now be required to conduct a Proof of Concept (POC) on one installation point (at a designated Steel Melting or Re-Rolling Unit), 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 (e.g., standardizing on a validated technology) for implementation, which will be publicly communicated as per the process.

Consequently, a revised RFP with FBR's finalized solution will be circulated with all successful bidders after the Bidders Conference to initiate Stage Two.

10. Bids Accepted as "Non-responsive/Non-Technically Qualified" to the Invitation to Bid

No bid was rejected or termed as Non-Responsive / Non-Technical Qualified submitted in response to the Invitation to Bid.


Muhammad Ali Khan
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Islamabad

TECHNICAL BID EVALUATION SHEET

**AUTHORIZED VENDORS FOR SUPPLY, INSTALLATION AND MAINTENANCE OF PRODUCTION MONITORING SYSTEM IN
EDIBLE OIL AND GHEE SECTOR (Three years from authorization)**

S.No.	Evaluation Metric	Evaluation Criteria	Total Technical Evaluation Score= 100 marks Required Qualifying Score 70%=70 marks					
			AJCL	OBSIDIAN	GREEN EARTH SOLUTIONS	ISSM LABELING PVT LTD	DWISETECH PVT LTD	AUTHENTIK
1.	Relevant Industrial Process & Filling Line Deployment Maximum 20 marks	Proven deployment of production monitoring, Mass Flow Metering, or AI-based vision counting solutions in Edible Oil, Vegetable Ghee, Petrochemical, or highspeed Beverage/FMCG bottling industries. • 2 or more deployments in Edible Oil/Ghee or Liquid FMCG/Lube Oil blending plants – 20 Marks • 1 live deployment in general manufacturing/packaging – 5 marks • No relevant industrial deployment – 0 marks	20	15	15	20	15	20
2.	High-Temperature & Oil-Mist Environment Capability Maximum 20 marks	Demonstrated experience of deploying hardware in oil-mist laden, high-temperature, and vibration-prone environments, where equipment must operate reliably alongside heavy machinery (e.g., Centrifuges, Deodorizers, Filling Machines). • Proven experience in Refinery / Chemical / Food Processing environments with IP65+ protection – 20 marks • Experience limited to clean/dry warehousing or IT rooms – 5 marks	20	20	15	20	15	20
3.	End-to-End System Integration Capability	Demonstrated capability to deliver a complete, integrated solution, not merely hardware supply. Must demonstrate integration of: • Mass Flow Meters	10	10	10	10	10	10

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S.No.	Evaluation Metric	Evaluation Criteria	Total Technical Evaluation Score= 100 marks Required Qualifying Score 70%=70 marks					
			AJCL	OBSIDIAN	GREEN EARTH SOLUTIONS	ISSM LABELING PVT LTD	DWISETECH PVT LTD	AUTHENTIK

	Maximum 10 marks	(Coriolis/Electromagnetic) via Modbus/Pulse • Industrial Vision Cameras (High-speed counting) • PLC/SCADA Interfacing (Interlocking) • Secure Connectivity (VPN / FBR Data Push) • Real-time Reconciliation (Flow vs. Count)						
4.	Proposed Solution Ruggedness (Refinery-Specific Engineering) Maximum 30 marks	Crucial: The solution proposed for THIS RFP must be engineered specifically for Edible Oil/Ghee mills, addressing: • Oil Mist Protection: Fanless IPCs with heatsinks or sealed cabinets with oil-filters. • Heat Management: Active cooling/vortex coolers for cabinets near Deodorizers/Boilers. • Wash-Down Safety: IP66/IP67 SS304 enclosures for filling lines (CIP chemical resistant). • Vibration Damping: Isolators for cameras mounted on shaking conveyors. • Maintenance Access: Quickrelease mounts for cleaning lenses/sensors. • Explosion Proofing: ATEX/IECEX compliance where applicable (Solvent Extraction Zones).	20	15	20	15	20	15

TECHNICAL BID EVALUATION SHEET

AUTHORIZED VENDORS FOR SUPPLY, INSTALLATION AND MAINTENANCE OF PRODUCTION MONITORING SYSTEM IN EDIBLE OIL AND GHEE SECTOR (Three years from authorization)

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TECHNICAL BID OPENING SHEET

PPRA Web Reference No:

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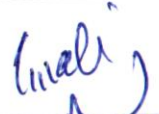
E-Paid Reference No:

F-

Title:

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

Technical Bid Opening Date/ Time: 15th April, 2026 at 11:30 a.m.

S.No.	Name of Firm	Name of Representative	Bid Submission (Hard/Soft)	Bid Security submission	Financial Bid submission	Signature
1.	M/s AJCL	Nadir Khan / Nasir Abbas	YES	YES	YES	
2.	M/s OBSIDIAN		YES	YES	YES	
3.	M/s Earth Green Earth Solutions (Pvt) Ltd.		YES	YES	YES	
4.	M/s ISSM Labelling Solutions (Pvt) Ltd.		YES	YES	NO	
5.	M/s DWISETECH (Pvt) Ltd.		YES	YES	YES	
6.	M/s Authentik	Shazil Khan 	YES	YES	YES	

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