Federal Board of Revenue
Revenue Division - Government of Pakistan

FINAL

Invitation to Bid (ITB)

COMBINED TECHNICAL AND INDICATIVE FINANCIAL EVALUATION REPORT (PRE-POC STAGE)

Request for Proposal Reference No.	F. No. 7(3)/IR/TDU/2026
Request for Proposal Title	**Authorized Vendors for Installation and Maintenance of Production Counting System in Packaged Tea Sector**
RFP Issuance/ Publishing Date	28th July, 2026
Corrigendum-01 (Extension in Bid Submission Date)	20th August, 2026
Pre-Bid meeting Date	5th August, 2026
Proposal Submission Date (Original)	20th August, 2026
Proposal Submission Date (Revised)	27th August, 2026
Publishing	National Press (two leading national daily newspapers – One English and One Urdu) Website(s): FBR & PPRA
Procurement Method/ Process	Single Stage – One Envelope Bidding Procedure– Open Competitive Bidding Process
Date of Technical Assessment	09th September, 2026
Combined Technical and Indicative Financial Evaluation Report Signing Date	22nd September, 2026

Waqas Ahmed Langah
Secretary (Budget & Expenditure)
Federal Board of Revenue
Islamabad

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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 industrial barcode scanners and unit counting sensors if. The system will provide real time, accurate production counts for Packaged Tea. 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 Logic Controller 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 Packaged Tea 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 Single Stage – One Envelope Bidding Procedure. Locations: Nationwide manufacturers and bottlers of Packaged Tea FBR intend to cover all Packaged Tea lines in Pakistan by 31st December 2026 Commencement date for delivery: Vendors must commence installation of system within 2 weeks of receiving Purchase Order from manufacturers.

2. Business Objectives of the FBR

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 Packaged Tea facilities in Pakistan to improve tax compliance and prevent revenue leakage within the Packaged Tea sector, particularly in the handling of filled and packed tea units at Packaged Tea manufacturing facilities in Pakistan. As part of the agreement, selected vendors will be responsible for providing and installing barcode scanning and unit counting systems. 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 Packaged Tea production data. This production counting project aims to deliver real-time visibility into total production of Packaged Tea. The solution will enable FBR to monitor the production count of Packaged Tea 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.

3. Business Requirements to be Met by the Information System

The solution specified in the RFP will scan barcodes from packaged tea units, including packs, pouches, tins, (covering loose/dry tea, tea bags, and ready-to-drink tea), recognize each unique SKU, count individual units and report key metrics including but not limited to number of units for each SKU and type (e.g. brand) produced in Packaged Tea (Note: System should be able to expand coverage of SKU types through a user-friendly SKU management interface). It will then store the recorded data and transmit to FBR's system. FBR will access the data and should have access to an interactive dashboard. The user should be able to filter across multiple indicators including by SKU, time frame and information of the company (e.g., site, production line). The user can analyze data and compare it to reported quantities by the manufacturer.

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4. Functional Performance Requirements of the Information System

The system must maintain an uptime of 99% on daily basis to ensure seamless real-time transfer of data from manufacturer to FBR for live production monitoring.

Pre-Award Viability:

The bidder must conduct a viability and capability demonstration test at a designated FBR-approved site (e.g., a Packaged Tea plant) to validate that the proposed solution meets the operational and technical specifications. This test will form a prerequisite for final award approval.

5. General Technical Requirements

Language Support: All information technologies with the Barcode scanning and counting system must provide support for English language. Specifically, all display technologies and software must support the ISO 639-1 EN character set and perform sorting according to ISO/IEC 14651

Dates: All information technologies MUST properly display, calculate, and transmit date data, including, but not restricted to 21st-Century date data.

Electrical Power: All active (powered) equipment must operate on 220v +/- 20v, 50Hz +/- iv. 2Hz for V AC. For DC, power must be supplied by an industrial Power Supply Source for 24V or 12 V, depending on the hardware required as IPC, sensors, industrial switch, etc. All active equipment must include power plugs standard in Pakistan.

Environmental: All equipment must comply with food industry standards. Specifically, jigs fixing the sensors, cables, enclosures and electrical cabinets must use connectors and buttons made of stainless steel or food-grade, approved plastics. The equipment must be robust enough to meet IP66.

6. Brief Terms of Request for Proposal Document

Schedule for requirement	FBR intends to cover a 100% of Packaged Tea lines in Pakistan by 31st December 2026. The production counting system shall cover all Packaged Tea categories, including loose/dry tea, tea bags, and ready-to-drink tea. The solution shall remain the same across all categories, i.e., barcode scanning and counting through scanners and sensors as specified in this RFP. 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 across Packaged Tea manufacturing facilities in Pakistan.
Commencement date for delivery:	Vendors must commence installation of system within 2 weeks of receiving Purchase Order from manufacturers.
Proposal Validity from proposal opening	The Proposal Validity period shall be 120 days or extendable as mutually agreed.
Bid Security	The amount of Bid Security shall be PKR 1,000,000/-
Performance 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.

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Liquidated Damages: 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 Proposals	Pak Rupees (PKR)

7. Technical/ Financial Evaluation Committee

Following Technical/ Financial Evaluation Committee was designated for the evaluation of the subject Request for Proposal (RFP):

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.	Mr. Rizwan Salabat	Chief (Mgt/HR-Customs)	Member
6.	Mr. Amjad-ur-Rehman	Chief (F&C) – Customs	Member
7.	Mr. Waqas Ahmed Langah	Secretary (Budget & Expenditure)	Member/Secretary
8.	Faisal Sattar	Chief Executive Officer	Member

8. Procurement Process

The procurement process for the subject activity is **Single Stage – One Envelope Bidding Procedure** – Invitation to Bid – Open Competitive Bidding Process. Invitation to Bid notification was published in national press (two leading national daily newspapers – One English and One Urdu) on **28th July, 2026 (Annexure-I)** as well as uploaded on FBR (https://www.fbr.gov.pk/) and PPRA (https://www.ppra.gov.pk) websites. Following table mentions the publication of corrigendum, addendums and other aspects of the procurement process.

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9. Proposal(s) Received

On the proposal submission date and time **27th August, 2026 at 2:00 p.m.**, following proposals were received:

Sr. No	Proposer	Submission of Proposal
1.	M/s Tollink Pakistan Pvt Ltd	Yes
2.	M/s Obsidian	Yes
3.	M/s Dwisetech (Pvt) Ltd	Yes
4.	M/s AJCL (Pvt) Ltd	Yes
5.	M/s NRTC	Yes
6.	M/s Excellence Delivered (ExD) Pvt Ltd	Yes
7.	M/s ISSM Labelling	Yes
8.	M/s Naturetech (Pvt) Ltd	Yes

10. Proposals Opening

In accordance with the Single Stage – One Envelope Bidding Procedure, the bids were opened publicly on the same date immediately after the bid submission deadline at FBR House by the Technical/ Financial Evaluation Committee in the presence of authorized representatives of participating firms. The completeness of the bids and availability of the required bid security were checked in the presence of the bidders' representatives. As the bidding document required the technical proposal to include an indicative price per installation point and a breakdown of price per component, no separate financial envelope or subsequent financial opening formed part of the prescribed procedure.

(i) the name of the Bidder and, where applicable, details of the Joint Venture/Consortium; and
(ii) availability and amount of the bid security and other particulars required to be announced at bid opening.

The bid opening statement is placed at Annexure-III.

11. Preliminary Examination

Preliminary examination of the technical proposals was carried out. The examination included verification/ review of technical proposal submission form, completeness of the proposal, eligible countries, proposal validity confirmation and availability of proposal security as per requirement of the Request for Proposal. The finding(s) from preliminary examination is summarized below:

Proposer	Proposal Form	Eligible Country	Proposal Validity	Proposal Security	Acceptance for detailed Examination
1. M/s Tollink Pakistan Pvt Ltd	Yes	Pakistan	Yes	Yes	Yes
2. M/s Obsidian	Yes	Pakistan	Yes	Yes	Yes

Proposer	Proposal Form	Eligible Country	Proposal Validity	Proposal Security	Acceptance for detailed Examination
3. M/s Dwisetech (Pvt) Ltd	Yes	Pakistan	Yes	Yes	Yes
4. M/s AJCL (Pvt) Ltd	Yes	Pakistan	Yes	Yes	Yes
5. M/s NRTC	Yes	Pakistan	Yes	Yes	Yes
6. M/s Excellence Delivered (ExD) Pvt Ltd	Yes	Pakistan	Yes	Yes	Yes
7. M/s ISSM Labelling	Yes	Pakistan	Yes	Yes	Yes
8. M/s Naturetech (Pvt) Ltd	Yes	Pakistan	Yes	Yes	Yes

12. Detailed Technical Evaluation

The mandatory requirements and marking criteria for evaluation of proposals advertised in the Request for Proposal along with detailed proposal's evaluation, are submitted at **Annexure-III**. The summary of evaluation is mentioned below:

Sr.	Proposer	Compliance with Mandatory Criteria	Technical Score/ Marks (Maximum marks 60)
1.	M/s Tollink Pakistan Pvt Ltd	Compliant/ Technically qualified	49
2.	M/s Obsidian	Compliant/ Technically qualified	43
3.	M/s Dwisetech (Pvt) Ltd	Non-Compliant/ Non-Technically qualified	15
4.	M/s AJCL (Pvt) Ltd	Compliant/ Technically qualified	45
5.	M/s NRTC	Compliant/ Technically qualified	48
6.	M/s Excellence Delivered (ExD) Pvt Ltd	Compliant/ Technically qualified	46
7.	M/s ISSM Labelling	Compliant/ Technically qualified	48
8.	M/s Naturetech (Pvt) Ltd	Non-Compliant/ Non-Technically qualified	15

- ***Note: The minimum technical score (St) required to pass is: Forty-Two (42) points / marks being 70% of total marks of 60 points/marks.***

13. Indicative Financial / Cost Analysis

The Bidding Document adopts a Single Stage - One Envelope procedure and requires the technical proposal to include an indicative price per installation point together with the component-wise price breakdown. The commercial submissions have therefore been reviewed as indicative cost information accompanying the technical proposals. The table below consolidates the quoted one-time and recurring cost structures of all eight bidders for transparency and record. Financial information of bidders found technically non-qualified is shown for record only and is not carried forward for POC, authorization, financial ranking or award.

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For recurring charges, the three-year authorization period has been used solely for arithmetic consolidation: annual charges are multiplied by 3 and monthly charges by 36. Variable charges linked to SKU volume, security labels or production units cannot be fully quantified at this stage. The calculated aggregates are therefo indicative arithmetic totals only and shall not be treated as normalized evaluated bid prices or used to rank th bidders, because the quoted commercial structures and cost inclusions/exclusions are not uniform.

Sr. No.	Bidder / Firm	Estimated One-Time Cost (PKR)	Estimated Recurring Cost (PKR)	Calculated 3-Year Aggregate*	Remarks / Calculation Basis
1	M/s Obsidian	PKR 2,455,000/- Hardware: PKR 1,155,000/- Deployment: PKR 500,000/- Software: PKR 800,000/-	PKR 6,000,000/- Annual SLA: PKR 2,000,000/-	PKR 8,455,000/-	Annual SLA: PKR 2,000,000 x 3 years = PKR 6,000,000. • Pricing is exclusive of shipment, on-site installation and applicable taxes. • Quoted tentative prices are subject to successful POC; final pricing may vary after POC depending on equipment configuration, performance validation and finalized scope.
2	M/s AJCL Pvt. Ltd.	PKR 9,591,771/-	PKR 19,808,568/- Monthly Maintenance per Line: PKR 550,238/- Per SKU Charge: PKR 1/-	PKR 29,400,339/- + PKR 1/- per SKU (actual)	Monthly maintenance: PKR 550,238 x 36 months = PKR 19,808,568. • Per-SKU charge will be costed as per actual. • Pricing is exclusive of all applicable taxes.
3	M/s DwiseTech	PKR 4,573,000/- Hardware: PKR 2,673,000/- Replacement Components: PKR 800,000/- Software Platform: PKR 800,000/- Installation & Commissioning: PKR 300,000/-	PKR 1,500,000/- Annual Support Agreement: PKR 500,000/-	PKR 6,073,000/- (Record only - technically non-qualified)	Annual support: PKR 500,000 x 3 years = PKR 1,500,000. • Pricing is exclusive of shipment and applicable taxes. • Quoted figures are indicative and contingent on successful POC; however, the bidder is technically non-qualified and is not carried forward.

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Sr. No.	Bidder / Firm	Estimated One-Time Cost (PKR)	Estimated Recurring Cost (PKR)	Calculated 3-Year Aggregate*	Remarks / Calculation Basis
4	M/s National Radio and Telecommunication Corporation (NRTC)	PKR 8,385,012/- Production Line Equipment per line: PKR 4,992,084/- Premises Equipment per site: PKR 3,392,928/-	PKR 4,173,120/- PKR 1,391,040/- per year per premises for a single line PKR 4.05 per security label	PKR 12,558,132/- + PKR 4.05 per security label (actual)	One-time: PKR 4,992,084 + PKR 3,392,928 = PKR 8,385,012. Recurring: PKR 1,391,040 x 3 years = PKR 4,173,120. • All prices are exclusive of applicable taxes; BDS 12 referred. • Three-year comprehensive warranty on hardware and software is included in one-time cost. • Security label cost cannot be fully quantified at this stage.
5	M/s Excellence Delivered (ExD) Pvt. Ltd.	PKR 2,905,000/- Hardware: PKR 1,305,000/- One-Time Deployment: PKR 650,000/- Software: PKR 950,000/-	PKR 7,500,000/- Annual SLA: PKR 2,500,000/-	PKR 10,405,000/-	Annual SLA: PKR 2,500,000 x 3 years = PKR 7,500,000. • Pricing is exclusive of shipment and on-site installation. • Prices are exclusive of applicable taxes.
6	M/s ISSM Labeling Solutions Pvt. Ltd.	PKR 9,565,000/- inclusive of applicable taxes as quoted. PKR 8,105,932/- exclusive of GST as calculated. Separate amounts quoted for optional/additional components.	PKR 7,800,000/- Annual SLA: PKR 2,600,000/-	PKR 17,365,000/- (using quoted tax-inclusive one-time amount + 3-year SLA as quoted)	Annual SLA: PKR 2,600,000 x 3 years = PKR 7,800,000. • One-time ex-GST working: PKR 9,565,000 / 1.18 = PKR 8,105,932 (rounded). • Quoted rates are stated to be inclusive of applicable taxes. • Prices valid for 90 days. • Optional/additional components remain outside the aggregate unless actually required.

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Sr. No.	Bidder / Firm	Estimated One-Time Cost (PKR)	Estimated Recurring Cost (PKR)	Calculated 3-Year Aggregate*	Remarks / Calculation Basis
7	M/s Naturetech Pvt. Ltd.	PKR 2,000,000/- Equipment and Goods Cost	Minimum PKR 36,000,000/- per production line PKR 0.25/- per unit produced, subject to minimum monthly charge of PKR 1,000,000/- per production line, whichever is higher	Minimum PKR 38,000,000/- per production line (Record only - technically non-qualified; actual may be higher)	Minimum recurring: PKR 1,000,000 x 36 months = PKR 36,000,000 per production line. • Indicative prices; actual may vary. • Tax inclusion/exclusion is not stated. • Bidder is technically non-qualified and is not carried forward.
8	M/s Tollink Pakistan Pvt. Ltd.	PKR 7,408,427/- Hardware & Software: PKR 4,559,420/- Infrastructure: PKR 2,514,518/- Installation, Testing & Commissioning: PKR 334,489/-	PKR 4,798,872/- Monthly support per line: PKR 133,302/-	PKR 12,207,299/-	One-time: PKR 4,559,420 + PKR 2,514,518 + PKR 334,489 = PKR 7,408,427. Recurring: PKR 133,302 x 36 months = PKR 4,798,872. • Prices are exclusive of Sales Tax and quoted per line item. • Prices are based on current forex rates and taxes; changes will be adjusted accordingly.

**Calculated three-year aggregates are arithmetic consolidations of the displayed one-time and recurring amounts only. They do not represent evaluated/normalized bid prices and exclude variable or unquantified elements identified in the remarks.*

Technical qualification treatment of financial information: The indicative commercial information of M/s DwiseTech and M/s Naturetech Pvt. Ltd. is reproduced for record only. Since both bidders failed the technical threshold, their prices have no bearing on the subsequent POC/authorization process. The remaining six technically qualified bidders proceed on the basis of technical qualification, not price ranking.

14. Combined Evaluation Status (Pre-POC)

The technical evaluation and indicative cost review result in the following pre-POC status. No bidder is ranked as Lowest or Most Advantageous Bid at this stage. Commercial information is retained to support transparency, reasonableness review and any subsequent determination of an upper price restriction/maximum fee, while progression to POC is governed by technical qualification.

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Sr. No.	Bidder	Technical Score / 60	Technical %	Pre-POC Status
1	M/s Tollink Pakistan Pvt Ltd	49	81.67%	Technically Qualified - Proceed to POC
2	M/s Obsidian	43	71.67%	Technically Qualified - Proceed to POC
3	M/s DwiseTech	15	25.00%	Non-Technically Qualified - No further consideration
4	M/s AJCL Pvt. Ltd.	45	75.00%	Technically Qualified - Proceed to POC
5	M/s NRTC	48	80.00%	Technically Qualified - Proceed to POC
6	M/s Excellence Delivered (ExD) Pvt. Ltd.	46	76.67%	Technically Qualified - Proceed to POC
7	M/s ISSM Labeling Solutions Pvt. Ltd.	48	80.00%	Technically Qualified - Proceed to POC
8	M/s Naturetech Pvt. Ltd.	15	25.00%	Non-Technically Qualified - No further consideration

Note: The minimum technical score required to qualify is 42 marks out of 60 (70%). The POC is the next prescribed stage for technically qualified bidders. Indicative costs are not used to eliminate or rank technically qualified bidders at this pre-POC stage.

15. Technical/ Financial Evaluation Committee Recommendations

a) M/s Tollink Pakistan Pvt Ltd, M/s Obsidian, M/s AJCL Pvt. Ltd., M/s NRTC, M/s Excellence Delivered (ExD) Pvt. Ltd. and M/s ISSM Labeling Solutions Pvt. Ltd. be declared technically qualified and invited to the Proof of Concept (POC) stage in accordance with Section V of the Bidding Document.

b) M/s DwiseTech and M/s Naturetech Pvt. Ltd. be treated as technically non-qualified and not carried forward to POC/authorization. Their indicative financial information in this report is for record/transparency only.

c) The indicative one-time and recurring cost structures, together with the three-year arithmetic consolidations above, be retained as commercial reference information without financial ranking. Variable charges (including per-SKU, security-label and per-unit charges), taxes, shipment/installation exclusions, optional components and site/line-specific cost bases shall be verified and normalized only if required for any subsequent price-cap/maximum-fee determination.

d) Successful completion of the prescribed POC, including achievement of the minimum required solution accuracy of 95%, shall be a prerequisite for recommendation for authorization.

e) Any final commercial terms/authorized fee or upper price restriction shall be determined/processed in accordance with the Bidding Document, the applicable statutory framework and approval of the competent forum, after reconciliation of the bidders' original price schedules, applicable taxes and the finalized configuration/scope following POC.

f) Subject to the above compliances, FBR may issue none or more than one authorization.

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TECHNICAL BID OPENING SHEET

Tender Reference No:

Project Title: AUTHORIZED VENDORS FOR INSTALLATION AND MAINTENANCE OF PRODUCTION COUNTING SYSTEM IN PACKAGED TEA SECTOR

Technical Bid Opening Date/ Time: 27th August, 2026 at 2:30 p.m.

S.No.	Name of Firm	Name of Representative	Bid Submission (Hard/Soft)	Bid Security submission	Financial Bid submission	Signature
1.	M/S Tellinite Pakistan (Pvt) Ltd	Mohammad Arif	Yes	Yes	Financial Proposal open at attached with Bid	[signature]
2.	M/S Obsidian	Abubakar Ahmed	Yes	Yes	Yes	[signature]
3.	M/S Dewisetech (Pvt) Ltd	Jibran Ramzan	Yes	Yes	Yes	[signature]
4.	M/S AJCL (Pvt) Ltd	M. Saadan Javed	Yes	Yes	Yes	[signature]
5.	M/S NRTC	Wajid Ahmed Masood	Yes	(B/G) Yes	Yes	[signature]
6.	M/S ExD	Sohail Mukhtar	Yes	Yes	Yes	[signature]
7.	M/S ISSM Labelling	Zeeshan Farooq Kiyani	Yes	Yes	Yes	[signature]
8.	M/S Naturetech	Zeshan Ahmed	Yes	Yes	open attached with Bid Yes	[signature]
9.						

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FBR recognizes the critical role of technology in tackling the challenges of tax evasion, unreported production, and discrepancies in Packaged Tea production data. This production counting project aims to deliver real-time visibility into total production of Packaged Tea. The solution will enable FBR to monitor the production count of Packaged Tea 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.

3. Business Requirements to be Met by the Information System

The solution specified in the RFP will scan barcodes from packaged tea units, including packs, pouches, tins, (covering loose/dry tea, tea bags, and ready-to-drink tea), recognize each unique SKU, count individual units and report key metrics including but not limited to number of units for each SKU and type (e.g. brand) produced in Packaged Tea (Note: System should be able to expand coverage of SKU types through a user-friendly SKU management interface). It will then store the recorded data and transmit to FBR's system. FBR will access the data and should have access to an interactive dashboard. The user should be able to filter across multiple indicators including by SKU, time frame and information of the company (e.g., site, production line). The user can analyze data and compare it to reported quantities by the manufacturer.

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4. Functional Performance Requirements of the Information System

The system must maintain an uptime of 99% on daily basis to ensure seamless real-time transfer of data from manufacturer to FBR for live production monitoring.

Pre-Award Viability:

The bidder must conduct a viability and capability demonstration test at a designated FBR-approved site (e.g., a Packaged Tea plant) to validate that the proposed solution meets the operational and technical specifications. This test will form a prerequisite for final award approval.

5. General Technical Requirements

Language Support: All information technologies with the Barcode scanning and counting system must provide support for English language. Specifically, all display technologies and software must support the ISO 639-1 EN character set and perform sorting according to ISO/IEC 14651

Dates: All information technologies MUST properly display, calculate, and transmit date data, including, but not restricted to 21st-Century date data.

Electrical Power: All active (powered) equipment must operate on 220v +/- 20v, 50Hz +/- iv. 2Hz for V AC. For DC, power must be supplied by an industrial Power Supply Source for 24V or 12 V, depending on the hardware required as IPC, sensors, industrial switch, etc. All active equipment must include power plugs standard in Pakistan.

Environmental: All equipment must comply with food industry standards. Specifically, jigs fixing the sensors, cables, enclosures and electrical cabinets must use connectors and buttons made of stainless steel or food-grade, approved plastics. The equipment must be robust enough to meet IP66.

6. Brief Terms of Request for Proposal Document

Schedule for requirement	FBR intends to cover a 100% of Packaged Tea lines in Pakistan by 31st December 2026. The production counting system shall cover all Packaged Tea categories, including loose/dry tea, tea bags, and ready-to-drink tea. The solution shall remain the same across all categories, i.e., barcode scanning and counting through scanners and sensors as specified in this RFP. 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 across Packaged Tea manufacturing facilities in Pakistan.
Commencement date for delivery:	Vendors must commence installation of system within 2 weeks of receiving Purchase Order from manufacturers.
Proposal Validity from proposal opening	The Proposal Validity period shall be 120 days or extendable as mutually agreed.
Bid Security	The amount of Bid Security shall be PKR 1,000,000/-
Performance 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.

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Liquidated Damages: 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 Proposals	Pak Rupees (PKR)

7. Technical/ Financial Evaluation Committee

Following Technical/ Financial Evaluation Committee was designated for the evaluation of the subject Request for Proposal (RFP):

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.	Mr. Rizwan Salabat	Chief (Mgt/HR-Customs)	Member
6.	Mr. Amjad-ur-Rehman	Chief (F&C) – Customs	Member
7.	Mr. Waqas Ahmed Langah	Secretary (Budget & Expenditure)	Member/Secretary
8.	Faisal Sattar	Chief Executive Officer	Member

8. Procurement Process

The procurement process for the subject activity is **Single Stage – One Envelope Bidding Procedure** – Invitation to Bid – Open Competitive Bidding Process. Invitation to Bid notification was published in national press (two leading national daily newspapers – One English and One Urdu) on **28th July, 2026 (Annexure-I)** as well as uploaded on FBR (https://www.fbr.gov.pk/) and PPRA (https://www.ppra.gov.pk) websites. Following table mentions the publication of corrigendum, addendums and other aspects of the procurement process.

Request for Proposal Reference No.	F. No. 7(3)/IR/TDU/2026
Request for Proposal Title	**Authorized Vendors for Installation and Maintenance of Production Counting System in Packaged Tea Sector**
RFP Issuance/ Publishing Date	28th July, 2026
Corrigendum-01 (Extension in Bid Submission Date)	20th August, 2026
Pre-Bid meeting Date	5th August, 2026
Proposal Submission Date (Original)	20th August, 2026
Proposal Submission Date (Revised)	27th August, 2026
Publishing	National Press (two leading national daily newspapers – One English and One Urdu) Website(s): FBR & PPRA

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Procurement Method/ Process	Single Stage – One Envelope Bidding Procedure – Open Competitive Bidding Process
Date of Technical Assessment	
Combined Technical and Indicative Financial Evaluation Report Signing Date	

9. Proposal(s) Received

On the proposal submission date and time **27th August, 2026 at 2:00 p.m.**, following proposals were received:

Sr. No	Proposer	Submission of Proposal
1.	M/s Tollink Pakistan Pvt Ltd	Yes
2.	M/s Obsidian	Yes
3.	M/s Dwisetech (Pvt) Ltd	Yes
4.	M/s AJCL (Pvt) Ltd	Yes
5.	M/s NRTC	Yes
6.	M/s Excellence Delivered (ExD) Pvt Ltd	Yes
7.	M/s ISSM Labelling	Yes
8.	M/s Naturetech (Pvt) Ltd	Yes

10. Proposals Opening

In accordance with the Single Stage – One Envelope Bidding Procedure, the bids were opened publicly on the same date immediately after the bid submission deadline at FBR House by the Technical/ Financial Evaluation Committee in the presence of authorized representatives of participating firms. The completeness of the bids and availability of the required bid security were checked in the presence of the bidders' representatives. As the bidding document required the technical proposal to include an indicative price per installation point and a breakdown of price per component, no separate financial envelope or subsequent financial opening formed part of the prescribed procedure.

(i) the name of the Bidder and, where applicable, details of the Joint Venture/Consortium; and
(ii) availability and amount of the bid security and other particulars required to be announced at bid opening.

The bid opening statement is placed at Annexure-III.

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11. Preliminary Examination

Preliminary examination of the technical proposals was carried out. The examination included verification/ review of technical proposal submission form, completeness of the proposal, eligible countries, proposal validity confirmation and availability of proposal security as per requirement of the Request for Proposal. The finding(s) from preliminary examination is summarized below:

Proposer	Proposal Form	Eligible Country	Proposal Validity	Proposal Security	Acceptance for detailed Examination
1. M/s Tollink Pakistan Pvt Ltd	Yes	Pakistan	Yes	Yes	Yes
2. M/s Obsidian	Yes	Pakistan	Yes	Yes	Yes

Proposer	Proposal Form	Eligible Country	Proposal Validity	Proposal Security	Acceptance for detailed Examination
3. M/s Dwisetech (Pvt) Ltd	Yes	Pakistan	Yes	Yes	Yes
4. M/s AJCL (Pvt) Ltd	Yes	Pakistan	Yes	Yes	Yes
5. M/s NRTC	Yes	Pakistan	Yes	Yes	Yes
6. M/s Excellence Delivered (ExD) Pvt Ltd	Yes	Pakistan	Yes	Yes	Yes
7. M/s ISSM Labelling	Yes	Pakistan	Yes	Yes	Yes
8. M/s Naturetech (Pvt) Ltd	Yes	Pakistan	Yes	Yes	Yes

12. Detailed Technical Evaluation

The mandatory requirements and marking criteria for evaluation of proposals advertised in the Request for Proposal along with detailed proposal's evaluation, are submitted at **Annexure-III**. The summary of evaluation is mentioned below:

Sr.	Proposer	Compliance with Mandatory Criteria	Technical Score/ Marks (Maximum marks 60)
1.	M/s Tollink Pakistan Pvt Ltd	Compliant/ Technically qualified	49
2.	M/s Obsidian	Compliant/ Technically qualified	43
3.	M/s Dwisetech (Pvt) Ltd	Non-Compliant/ Non-Technically qualified	15
4.	M/s AJCL (Pvt) Ltd	Compliant/ Technically qualified	45
5.	M/s NRTC	Compliant/ Technically qualified	48
6.	M/s Excellence Delivered (ExD) Pvt Ltd	Compliant/ Technically qualified	46
7.	M/s ISSM Labelling	Compliant/ Technically qualified	48
8.	M/s Naturetech (Pvt) Ltd	Non-Compliant/ Non-Technically qualified	15

- ***Note: The minimum technical score (St) required to pass is: Forty-Two (42) points / marks being 70% of total marks of 60 points/marks.***

13. Indicative Financial / Cost Analysis

The Bidding Document adopts a Single Stage - One Envelope procedure and requires the technical proposal to include an indicative price per installation point together with the component-wise price breakdown. The commercial submissions have therefore been reviewed as indicative cost information accompanying the technical proposals. The table below consolidates the quoted one-time and recurring cost structures of all eight bidders for transparency and record. Financial information of bidders found technically non-qualified is shown for record only and is not carried forward for POC, authorization, financial ranking or award.

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For recurring charges, the three-year authorization period has been used solely for arithmetic consolidation: annual charges are multiplied by 3 and monthly charges by 36. Variable charges linked to SKU volume, security labels or production units cannot be fully quantified at this stage. The calculated aggregates are therefore indicative arithmetic totals only and shall not be treated as normalized evaluated bid prices or used to rank the bidders, because the quoted commercial structures and cost inclusions/exclusions are not uniform.

Sr. No.	Bidder / Firm	Estimated One-Time Cost (PKR)	Estimated Recurring Cost (PKR)	Calculated 3-Year Aggregate*	Remarks / Calculation Basis
1	M/s Obsidian	PKR 2,455,000/- Hardware: PKR 1,155,000/- Deployment: PKR 500,000/- Software: PKR 800,000/-	PKR 6,000,000/- Annual SLA: PKR 2,000,000/-	PKR 8,455,000/-	Annual SLA: PKR 2,000,000 x 3 years = PKR 6,000,000. • Pricing is exclusive of shipment, on-site installation and applicable taxes. • Quoted tentative prices are subject to successful POC; final pricing may vary after POC depending on equipment configuration, performance validation and finalized scope.
2	M/s AJCL Pvt. Ltd.	PKR 9,591,771/-	PKR 19,808,568/- Monthly Maintenance per Line: PKR 550,238/- Per SKU Charge: PKR 1/-	PKR 29,400,339/- + PKR 1/- per SKU (actual)	Monthly maintenance: PKR 550,238 x 36 months = PKR 19,808,568. • Per-SKU charge will be costed as per actual. • Pricing is exclusive of all applicable taxes.
3	M/s DwiseTech	PKR 4,573,000/- Hardware: PKR 2,673,000/- Replacement Components: PKR 800,000/- Software Platform: PKR 800,000/- Installation & Commissioning: PKR 300,000/-	PKR 1,500,000/- Annual Support Agreement: PKR 500,000/-	PKR 6,073,000/- (Record only - technically non-qualified)	Annual support: PKR 500,000 x 3 years = PKR 1,500,000. • Pricing is exclusive of shipment and applicable taxes. • Quoted figures are indicative and contingent on successful POC; however, the bidder is technically non-qualified and is not carried forward.

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Sr. No.	Bidder / Firm	Estimated One-Time Cost (PKR)	Estimated Recurring Cost (PKR)	Calculated 3-Year Aggregate*	Remarks / Calculation Basis
4	M/s National Radio and Telecommunication Corporation (NRTC)	PKR 8,385,012/- Production Line Equipment per line: PKR 4,992,084/- Premises Equipment per site: PKR 3,392,928/-	PKR 4,173,120/- PKR 1,391,040/- per year per premises for a single line PKR 4.05 per security label	PKR 12,558,132/- + PKR 4.05 per security label (actual)	One-time: PKR 4,992,084 + PKR 3,392,928 = PKR 8,385,012. Recurring: PKR 1,391,040 x 3 years = PKR 4,173,120. • All prices are exclusive of applicable taxes; BDS 12 referred. • Three-year comprehensive warranty on hardware and software is included in one-time cost. • Security label cost cannot be fully quantified at this stage.
5	M/s Excellence Delivered (ExD) Pvt. Ltd.	PKR 2,905,000/- Hardware: PKR 1,305,000/- One-Time Deployment: PKR 650,000/- Software: PKR 950,000/-	PKR 7,500,000/- Annual SLA: PKR 2,500,000/-	PKR 10,405,000/-	Annual SLA: PKR 2,500,000 x 3 years = PKR 7,500,000. • Pricing is exclusive of shipment and on-site installation. • Prices are exclusive of applicable taxes.
6	M/s ISSM Labeling Solutions Pvt. Ltd.	PKR 9,565,000/- inclusive of applicable taxes as quoted. PKR 8,105,932/- exclusive of GST as calculated. Separate amounts quoted for optional/additional components.	PKR 7,800,000/- Annual SLA: PKR 2,600,000/-	PKR 17,365,000/- (using quoted tax-inclusive one-time amount + 3-year SLA as quoted)	Annual SLA: PKR 2,600,000 x 3 years = PKR 7,800,000. • One-time ex-GST working: PKR 9,565,000 / 1.18 = PKR 8,105,932 (rounded). • Quoted rates are stated to be inclusive of applicable taxes. • Prices valid for 90 days. • Optional/additional components remain outside the aggregate unless actually required.

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Sr. No.	Bidder / Firm	Estimated One-Time Cost (PKR)	Estimated Recurring Cost (PKR)	Calculated 3-Year Aggregate*	Remarks / Calculation Basis
7	M/s Naturetech Pvt. Ltd.	PKR 2,000,000/- Equipment and Goods Cost	Minimum PKR 36,000,000/- per production line PKR 0.25/- per unit produced, subject to minimum monthly charge of PKR 1,000,000/- per production line, whichever is higher	Minimum PKR 38,000,000/- per production line (Record only - technically non-qualified; actual may be higher)	Minimum recurring: PKR 1,000,000 x 36 months = PKR 36,000,000 per production line. • Indicative prices; actual may vary. • Tax inclusion/exclusion is not stated. • Bidder is technically non-qualified and is not carried forward.
8	M/s Tollink Pakistan Pvt. Ltd.	PKR 7,408,427/- Hardware & Software: PKR 4,559,420/- Infrastructure: PKR 2,514,518/- Installation, Testing & Commissioning: PKR 334,489/-	PKR 4,798,872/- Monthly support per line: PKR 133,302/-	PKR 12,207,299/-	One-time: PKR 4,559,420 + PKR 2,514,518 + PKR 334,489 = PKR 7,408,427. Recurring: PKR 133,302 x 36 months = PKR 4,798,872. • Prices are exclusive of Sales Tax and quoted per line item. • Prices are based on current forex rates and taxes; changes will be adjusted accordingly.

**Calculated three-year aggregates are arithmetic consolidations of the displayed one-time and recurring amounts only. They do not represent evaluated/normalized bid prices and exclude variable or unquantified elements identified in the remarks.*

Technical qualification treatment of financial information: The indicative commercial information of M/s DwiseTech and M/s Naturetech Pvt. Ltd. is reproduced for record only. Since both bidders failed the technical threshold, their prices have no bearing on the subsequent POC/authorization process. The remaining six technically qualified bidders proceed on the basis of technical qualification, not price ranking.

14. Combined Evaluation Status (Pre-POC)

The technical evaluation and indicative cost review result in the following pre-POC status. No bidder is ranked as Lowest or Most Advantageous Bid at this stage. Commercial information is retained to support transparency, reasonableness review and any subsequent determination of an upper price restriction/maximum fee, while progression to POC is governed by technical qualification.

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Sr. No.	Bidder	Technical Score / 60	Technical %	Pre-POC Status
1	M/s Tollink Pakistan Pvt Ltd	49	81.67%	Technically Qualified - Proceed to POC
2	M/s Obsidian	43	71.67%	Technically Qualified - Proceed to POC
3	M/s DwiseTech	15	25.00%	Non-Technically Qualified - No further consideration
4	M/s AJCL Pvt. Ltd.	45	75.00%	Technically Qualified - Proceed to POC
5	M/s NRTC	48	80.00%	Technically Qualified - Proceed to POC
6	M/s Excellence Delivered (ExD) Pvt. Ltd.	46	76.67%	Technically Qualified - Proceed to POC
7	M/s ISSM Labeling Solutions Pvt. Ltd.	48	80.00%	Technically Qualified - Proceed to POC
8	M/s Naturetech Pvt. Ltd.	15	25.00%	Non-Technically Qualified - No further consideration

Note: The minimum technical score required to qualify is 42 marks out of 60 (70%). The POC is the next prescribed stage for technically qualified bidders. Indicative costs are not used to eliminate or rank technically qualified bidders at this pre-POC stage.

15. Technical/ Financial Evaluation Committee Recommendations

a) M/s Tollink Pakistan Pvt Ltd, M/s Obsidian, M/s AJCL Pvt. Ltd., M/s NRTC, M/s Excellence Delivered (ExD) Pvt. Ltd. and M/s ISSM Labeling Solutions Pvt. Ltd. be declared technically qualified and invited to the Proof of Concept (POC) stage in accordance with Section V of the Bidding Document.

b) M/s DwiseTech and M/s Naturetech Pvt. Ltd. be treated as technically non-qualified and not carried forward to POC/authorization. Their indicative financial information in this report is for record/transparency only.

c) The indicative one-time and recurring cost structures, together with the three-year arithmetic consolidations above, be retained as commercial reference information without financial ranking. Variable charges (including per-SKU, security-label and per-unit charges), taxes, shipment/installation exclusions, optional components and site/line-specific cost bases shall be verified and normalized only if required for any subsequent price-cap/maximum-fee determination.

d) Successful completion of the prescribed POC, including achievement of the minimum required solution accuracy of 95%, shall be a prerequisite for recommendation for authorization.

e) Any final commercial terms/authorized fee or upper price restriction shall be determined/processed in accordance with the Bidding Document, the applicable statutory framework and approval of the competent forum, after reconciliation of the bidders' original price schedules, applicable taxes and the finalized configuration/scope following POC.

f) Subject to the above compliances, FBR may issue none or more than one authorization.

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TECHNICAL BID OPENING SHEET

Tender Reference No:

Project Title: **AUTHORIZED VENDORS FOR INSTALLATION AND MAINTENANCE OF PRODUCTION COUNTING SYSTEM IN PACKAGED TEA SECTOR**

Technical Bid Opening Date/ Time: **27th August, 2026 at 2:30 p.m.**

S.No.	Name of Firm	Name of Representative	Bid Submission (Hard/Soft)	Bid Security submission	Financial Bid submission	Signature
1.	M/s Tollink Pakistan (Pvt) Ltd	Mohammad Arif	Yes	Yes	Financial Proposal to open and attached with Bid	
2.	M/s Obsidian	Abubakar Ahmed	Yes	Yes	Yes	
3.	M/s Dewise tech (Pvt) Ltd	Jibran Ramzan	Yes	Yes	Yes	
4.	M/s AJCL (Pvt) Ltd	M. Saadan Javed	Yes	Yes	Yes	
5.	M/s NRTC	Waqas Ahmed Masood	Yes	(B/G) Yes	Yes	
6.	M/s ExD	SOHAIL MUKHTAS	Yes	Yes	Yes	
7.	M/s ISSM Labelling	Zeeshan Farooq Kiyani	Yes	Yes	Yes	
8.	M/s Naturetech	Zeshan Ahmed	Yes	Yes	open attached Yes with Bid	
9.						

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27/08/26

Farrukh Amir Sial
Secretary (Administration)
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