

REQUEST FOR PROPOSAL

EVALUATION REPORT

Request for Proposal Reference No.	7(1)IR/TDU/2026
Request for Proposal Title	Hiring of Authorized vendors for installation and maintenance of production monitoring system in <u>Paper & Paperboard Sector</u>
RFP Issuance/ Publishing Date	28 th July, 2026
Pre-Bid meeting Date	31 st July, 2026
Proposal Submission Date (Original)	13 th August, 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 Evaluation Report Signing Date	04 th September, 2026



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

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Annexure-I

Request for Proposal Publications (Clippings)

Annexure-II

Technical Proposal Opening Statement.

Annexure-III

Mandatory Requirements for Eligibility/Responsiveness/ Proposal Evaluation Criteria (Technical)


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

1. Project Background

FBR intends to deploy a production monitoring and counting system across paper and paperboard manufacturing facilities in Pakistan under the Transformation Delivery Unit initiative to improve production visibility and tax compliance. The Digital Production Monitoring System shall monitor, measure, identify, verify, record, and report production, in real time or near real time. The system shall capture production information, as applicable, including reels, rolls, sheets, reams, bundles, cartons, packs, pallets, square meters, linear meters, kilograms, metric tons, GSM, product grade, reel dimensions, weight, batch number, reel number, SKU/product code, production line, machine, manufacturing facility, and any other production parameter or unit approved by the FBR. The solution may comprise one or more technologies, including Code, RFID, or OCR based counting and identification which can differentiate between SKU type and count; video or still imaging based recognition and analysis of product type, grade, or unique feature at important value addition stages on production line, or any other technically suitable solution proposed by the Vendor and approved by the FBR, provided it satisfies the technical, functional, performance, cybersecurity, interoperability, and Proof of Concept (POC) requirements specified in this RFP.

2. Business Objectives of the FBR

FBR is undertaking a major digitalization initiative to strengthen tax administration and address structural weaknesses in Pakistan's tax system. As part of this initiative, FBR intends to deploy a production monitoring and counting system at relevant paper and paperboard sector facilities in Pakistan to enhance tax compliance, improve visibility of taxable production, and prevent revenue leakage within the paper and paperboard sector. Under the proposed arrangement, selected vendors shall be responsible for supplying, installing, operationalizing, and maintaining an approved production monitoring solution, barcode/QR code scanners, RFID readers and tags, OCR systems, industrial cameras, video analytics, image-based recognition, PLC/SCADA or machine-controller interfaces, industrial sensors, encoders, line-speed sensors, load cells, weighing systems, weighbridge integration, reel diameter, width, length and GSM measurement devices, Industrial PCs, Industrial Edge Gateways, local databases and storage, managed industrial networking equipment, communication gateways, dashboards, reporting modules, secure APIs, product master data management, unit conversion and reconciliation modules, audit trails, alert management, cybersecurity controls, backup and recovery mechanisms, and any other technically suitable hardware, software, communication infrastructure, or system components proposed by the Vendor and approved by the FBR to monitor, measure, verify, record, and report production, inventory movements, and dispatches. The objective is to create reliable production records, support verification of declarations, provide tamper evident digital evidence, and enable FBR to monitor production trends through dashboards and secure data integration.

3. Scope of Production Monitoring

The system shall monitor production and/or dispatch at points including rewinding/slitting output, roll/reel finishing, sheet cutting, ream/bundle packing, corrugation output, board sheet stacking, weighing scale or weighbridge, finished goods warehouse entry, dispatch gate or other FBR-approved point. The system shall record product type, grade, GSM/BF/fluting/category, SKU/product code, batch/lot, roll/reel or bundle/carton number, width, length, GSM, weight, sheet count, quantity in rolls/reels/sheets/reams/bundles/cartons/kilograms/metric tons/square meters, line, facility, date/time, shift/batch and rejected/reworked/downgraded production where identifiable.

4. Functional Performance Requirements

The system shall count, identify, weigh or measure paper and paperboard outputs, support multiple units, prevent duplicate counting via unique identifiers and validation logic, store and transmit structured data securely to FBR, generate grade/GSM/SKU/roll/weight/line/facility reports, capture exceptions and provide role-based FBR dashboards and anomaly alerts.


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5. System Components

The solution may include one or more technologies, including barcode/QR code scanners, RFID readers and tags, OCR systems, industrial cameras, video analytics, image-based recognition, PLC/SCADA or machine-controller interfaces, industrial sensors, encoders, line speed sensors, load cells, weighing systems, weighbridge integration, reel diameter, width, length and GSM measurement devices, Industrial PCs, Industrial Edge Gateways, local databases and storage, managed industrial networking equipment, communication gateways, dashboards, reporting modules, secure APIs, product master data management, unit conversion and reconciliation modules, audit trails, alert management, cybersecurity controls, backup and recovery mechanisms, and any other technically suitable hardware, software, communication infrastructure, or system components proposed by the Vendor and approved by the FBR to monitor, measure, verify, record, and report production, inventory movements, and dispatches.

6. Product Master and Measurement Mapping

The vendor shall map product type, grade, GSM, SKU/product code, roll/reel number, batch, unit of measurement and facility with the relevant manufacturer. The system shall support unit conversion and reporting across rolls/reels, sheets, reams, bundles, cartons, kilograms, metric tons and square meters. No change to the product master, measurement mapping, unit-conversion configuration, calibration settings, or to any video-analytics, OCR or other analytical or AI model (including any retraining or recalibration) shall be made by the vendor, whether at the request or direction of the taxpayer or manufacturer or otherwise, without the prior written approval of the FBR. All such changes shall be version-controlled and recorded in immutable, attributable logs identifying the change, the FBR approval reference, the responsible party and the date, and shall be visible to the FBR.

7. Data, Dashboard, Security and Support

The system shall store data locally during outage, synchronize after restoration, encrypt data and provide dashboards for daily production/dispatch, product-wise, grade/GSM-wise, SKU wise, roll/reel-wise, weight-wise, line/facility-wise reporting, exceptions, downtime, audit logs, device health and trend analysis. The vendor shall provide preventive/corrective maintenance, replacement, updates, training and on-site/remote support.

8. Brief Terms of Request for Proposal Document

Schedule for requirement	FBR intends to cover all relevant paper and paperboard sector manufacturing, processing, assembly, conversion, packing, and/or dispatch lines in Pakistan as per the following installation schedule: Cumulative 20% lines to be covered by: 15th November, 2026 Cumulative 50% lines to be covered by: 15th December, 2026 Cumulative 100% lines to be covered by: 31st December, 2026 Authorized Vendor(s) shall possess, or demonstrate the ability to promptly procure and deploy, all hardware, software, communication infrastructure, and associated components required for implementation of the Digital Production Monitoring System (DPMS). The proposed solution may comprise PLC/SCADA or machine-controller integration, industrial sensors, load cells and weighing systems, barcode/QR code/RFID-based traceability, OCR, image-based recognition, industrial cameras, video analytics, utility monitoring, or any other technically suitable solution proposed by the Vendor and approved by the FBR. The Vendor shall have the capability to deploy, commission, maintain, and support the system across designated paper and paperboard manufacturing facilities throughout Pakistan.
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Proposal Validity from proposal opening	The Proposal Validity period shall be 150 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
Currency for Evaluation of Proposals	Pak Rupees (PKR)

9. Procurement Process

The procurement process for the subject activity is **Two Stage Bidding Procedure** – Request for Proposal – Open Competitive Bidding Process. Request for Proposal 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 e-PADS, FBR (<https://www.fbr.gov.pk/>) and PPRA (<https://www.ppra.gov.pk>). Following table mentions the publication of corrigendum, addendums and other aspects of the procurement process.

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10. 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

11. Proposal(s) Received

On the proposal submission date and time **13th August, 2026 at 11:30 a.m.**, following proposals were received:

Sr. No	Proposer	Submission of Proposal
1.	M/s ISSM Labelling	Yes
2.	M/s Obsidian	Yes
3.	M/s Excellence Delivered ExD Pvt Ltd	Yes
4.	M/s Dwisetech Pvt Ltd	Yes
5.	M/s Maria Printing & Packaging Pvt Ltd.	Yes

12. Proposals Opening

In accordance with the proposal opening procedure of **Two Stage Bidding Procedure**, technical proposals were opened publicly on the same date immediately after proposal submission time at FBR House by the Technical/ Financial Evaluation Committee in the presence of authorized representatives of participating firms/bidders. The proposals availability on e-PADS was checked and confirmed in presence of proposers authorized representatives. Availability of proposal security as per request for proposal terms and confirmation of financial proposal was checked. The following aspects of the proposals were read out at the time of technical proposal opening:

- (i) the name and the country of the firms/bidders and in case of a Joint Venture, the name of the Joint Venture, the name of the lead member and the names and the countries of all members.
- (ii) the presence of a duly sealed envelope with the indicative Financial Proposal.
- (iii) availability and amount of proposal security submitted.

The technical proposal opening statement is placed at **Annexure-II**. The sealed financial bids of all bidders were signed by the Technical/ Financial evaluation committee and kept in safe custody.

13. 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 ISSM Labelling	Yes	Pakistan	Yes	Yes	Yes
2. M/s Obsidian	Yes	Pakistan	Yes	Yes	Yes
3. M/s Excellence Delivered ExD Pvt Ltd	Yes	Pakistan	Yes	Yes	Yes
4. M/s Dwisetech Pvt Ltd	Yes	Pakistan	Yes	Yes	Yes
5. M/s Maria Printing & Packaging Pvt Ltd.	Yes	Pakistan	Yes	Yes	Yes

14. 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 70)
1.	M/s ISSM Labelling	Compliant/ Technically qualified	48
2.	M/s Obsidian	Compliant/ Technically qualified	43
3.	M/s Excellence Delivered ExD Pvt Ltd	Compliant/ Technically qualified	49
4.	M/s Dwisetech Pvt Ltd	Non-Compliant/ Non-Technically qualified	15
5.	M/s Maria Printing & Packaging Pvt Ltd.	Compliant/ Technically qualified	51
Note: The minimum technical score (St) required to pass the technical evaluation is 42 marks/points which is 70% of the total score/points i.e. 70 marks.			

15. Proposals Accepted as “Responsive/Technically Qualified” to the RFP

Sr.	Proposer
1.	M/s ISSM Labelling
2.	M/s Obsidian
3.	M/s Excellence Delivered ExD Pvt Ltd
4.	M/s Maria Printing & Packaging Pvt Ltd.

16. Proposals Rejected as “Non-Responsive/Non-Technically Qualified” to the RFP

Sr.	Proposer
1.	M/s Dwisetech Pvt Ltd


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