

REQUEST FOR PROPOSAL

EVALUATION REPORT

Request for Proposal Reference No.	5(4)/IR/TDU/2026
Request for Proposal Title	Hiring of Authorized vendors for installation and maintenance of production monitoring system in the <u>Leather Sector</u>
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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	02 nd September, 2026



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

Table of contents

1.	<i>Project Background</i>	3
2.	<i>Business Objectives of the FBR</i>	3
3.	<i>Business Functions and Performance Requirement</i>	3
4.	<i>Functional Performance Requirements of the Information System</i>	4
5.	<i>Scope of Production Monitoring</i>	4
6.	<i>Brief Terms of Request for Proposal Document</i>	5
7.	<i>Procurement Process</i>	5
8.	<i>Technical/ Financial Evaluation Committee</i>	6
9.	<i>Proposal(s) Received</i>	6
10.	<i>Proposals Opening</i>	7
11.	<i>Preliminary Examination</i>	7
12.	<i>Detailed Technical Evaluation</i>	7
13.	<i>Proposals Accepted as “Responsive/Technically Qualified” to the RFP</i>	8
14.	<i>Proposals Rejected as “Non-Responsive/Non-Technically Qualified” to the RFP</i>	8

Annexure-I

Request for Proposal Publications (Clippings)

Annexure-II

Technical Proposal Opening Statement.

Annexure-III

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


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1. Project Background

- i. FBR intends to authorize vendors for deployment of a production monitoring system in the leather sector to capture real-time or near-real-time production, processing, packing and dispatch data from notified leather facilities under the Transformation Plan initiative.
- ii. The system shall cover relevant leather-sector outputs including raw hides and skins, wet blue, crust and finished leather, leather sheets, rolls, bundles, footwear, garments, bags, gloves, belts, wallets, upholstery components and other leather goods, using the appropriate unit of measure for each output.
- iii. The system shall support measurement and counting by pieces, pairs, square feet, square meters, kilograms, metric tons, rolls, bundles, cartons, pallets, SKU/article code, size, color, grade, batch/lot and any other identifier or unit approved by FBR.
- iv. Technology Approach — Hybrid Model: Recognizing the diversity of leather sector operations, the system shall adopt a technology-neutral and hybrid approach. The Vendor shall propose a solution — or a combination of technologies — suited to the specific facility type and production environment, as follows:
 - For tanneries and leather sheet/roll producers: area or length measurement technology (integrated with leather measuring machines), weighing systems, barcode/QR code scanning, batch labelling, and AI-enabled cameras or sensors at transfer and dispatch points.
 - For finished goods manufacturers (footwear, garments, leather goods): barcode/QR code scanning at assembly and packing lines, AI-enabled industrial cameras for automated counting and dispatch validation, industrial sensors and machine-counter/PLC integration for production line data capture, and weighing at dispatch.
 - For integrated/hybrid facilities (tanning and finished goods under one roof): a combination of the above technologies deployed at each relevant production stage, covering the end-to-end production trail from raw hide receipt to finished goods dispatch.
 - RFID may additionally be used for reusable pallet, trolley, bin, or work-in-process tracking where appropriate. Where AI-based image processing is proposed, edge computing or equivalent local processing is required. Vendors may propose any alternative or superior technology, subject to FBR approval.

2. Business Objectives of the FBR

FBR intends to authorize vendors for deployment of a production monitoring system in the leather sector to capture production data from notified leather processing, footwear,

garments and leather goods facilities. The system shall monitor diverse measurable outputs including processed hides and skins, finished leather, sheets, rolls, footwear, garments, bags, gloves, belts, wallets and other leather goods, using pieces, pairs, square feet, square meters, rolls, bundles, cartons, kilograms, metric tons or any other unit approved by FBR. iii. The solution may be based on barcode/QR scanning, RFID, weighing systems, industrial sensors, counters, camera/video analytics, image recognition or any alternative solution approved by FBR.

3. **Business Functions and Performance Requirement**

The system shall monitor, count, measure, identify and report leather-sector production at appropriate installation points selected by FBR according to the nature of the facility. These may include raw hide/skin receiving, tanning output, wet blue/crust/finished leather transfer, splitting, shaving, dyeing, finishing, measuring, roll/sheet measurement, cutting, stitching, assembly, footwear pairing, quality grading, labeling, packing, warehouse entry and dispatch gate. The system shall record, at minimum where applicable, product type, processing stage, SKU/article code, batch/lot number, grade/quality category, size, color, quantity, unit of measure, facility, line/machine, date/time, shift/batch, operator/user identification, production status, rejected/reworked/downgraded quantity and dispatch reference. For leather processing units, the system shall be capable of capturing measurable output in square feet/square meters, hides, skins, sides, sheets, rolls, bundles, weight and grade. For leather goods and footwear units, it shall be capable of capturing pieces, pairs, cartons, bundles, SKU/article, size/color and packing identifiers. The solution shall provide tamper-resistant capture of production and dispatch data and shall transmit authenticated data to FBR through secure integration, with local buffering where connectivity is interrupted and automatic synchronization once connectivity is restored.

The solution shall support reconciliation of monitored production with taxpayer records, invoices, stock movement, import/export declarations and any FBR-prescribed reporting format, without interfering materially with live production operations.

4. **Functional Performance Requirements of the Information System**

The system must maintain daily uptime of 99% for installed and commissioned monitoring points, excluding approved maintenance windows or force majeure events, to ensure reliable real-time or near-real-time transfer of production to FBR. Pre-Award Viability: The vendor must demonstrate through documentation, demonstrations and

POC that the proposed solution can operate in leather-sector environments, including humid tanning areas, finishing areas, cutting/stitching floors, packing areas, warehouses and dispatch gates, as applicable. Accuracy: The solution shall preferably achieve 99% accuracy and must achieve a minimum accuracy of 95% during POC and operational acceptance, measured against physical count, calibrated weighing/measurement records, machine counters or other FBR approved verification records. Traceability: The system shall maintain an auditable trail from captured production/measurement event to FBR dashboard/reporting layer, including timestamp, location, line/machine, item identifier, unit of measure and system user/device identifier. Configurability: The system shall allow FBR-authorized configuration of leather-sector product master data, including SKU/article codes, product categories, grades, sizes, colors, units of measure, batch/lot identifiers and approved conversion factors, where applicable.

5. Scope of Production Monitoring

The system shall monitor production and/or at points including raw hide/skin receiving, tanning output, wet blue/ crust/finished leather transfer, splitting/ shaving/dyeing/ finishing/measuring stage, roll/ sheet measurement point, cutting, stitching/ assembly line, footwear pairing and packing point, finished goods warehouse entry and dispatch gate. The system shall record product type, processing stage, SKU/article code, batch/lot number, grade/quality category, quantity in pieces, pairs, rolls, cartons, bundles, square feet, square meters, kilograms or other approved unit, facility, line, date/time, shift/batch and rejected/reworked/downgraded items where identifiable.

6. Brief Terms of Request for Proposal Document

Schedule of Requirements	FBR intends to cover all relevant leather 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) should have all required equipment (hardware and software) readily available to deploy the leather sector Production Monitoring, Counting across relevant facilities throughout Pakistan. Given the diversity of leather sector operations, the system shall follow a hybrid, technology-neutral approach. Depending on the facility type — tanneries producing hides/skins/leather sheets (Model A), finished goods manufacturers such as footwear, garments and leather goods units (Model B), or integrated facilities combining both (Model C) — the vendor shall deploy an appropriate combination of technologies including
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	barcode/QR code scanning, area/length measurement, weighing, industrial sensors, machine- 48 counter/PLC integration, AI-enabled cameras with edge computing, as applicable and approved by FBR.
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
Currency for Evaluation of Proposals	Pak Rupees (PKR)

7. 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 **4th 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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8. 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), FBR	Member/Secretary
8.	Faisal Sattar	Chief Executive Officer	Member

9. Proposal(s) Received

On the proposal submission date and time 10th August, 2026 at 11:30 a.m., following proposals were received:

Sr. No	Proposer	Submission of Proposal
1.	M/s Dwisetech Pvt Ltd	Yes
2.	M/s Obsidian	Yes
3.	M/s Excellence Delivered ExD Pvt Ltd	Yes
4.	M/s NRTC	Yes
5.	M/s ISSM Labeling	Yes

10. Proposals Opening

In accordance with the proposal opening procedure of **Two Stage Bidding Procedure method**, 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 consultants. 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 Consultant 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) availability and amount of proposal security submitted.

The bid 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.

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
M/s Dwisetech Pvt Ltd	Yes	Pakistan	Yes	Yes	Yes
M/s Obsidian	Yes	Pakistan	Yes	Yes	Yes
M/s Excellence Delivered ExD Pvt Ltd	Yes	Pakistan	Yes	Yes	Yes
M/s NRTC	Yes	Pakistan	Yes	Yes	Yes
M/s ISSM Labeling	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 Dwisetech Pvt Ltd	Non-Compliant/ Non-Technically qualified	0
2.	M/s Obsidian	Compliant	43
3.	M/s Excellence Delivered ExD Pvt Ltd	Compliant	42
4.	M/s NRTC	Compliant	53
5.	M/s ISSM Labeling	Compliant	52

Note: The minimum technical score (St) required to pass is: Seventy (42) points / marks being 70% of total marks which comes to **60** point/marks.

13. Proposals Accepted as "Responsive/Technically Qualified" to the RFP

Sr.	Proposer
1.	M/s Obsidian
2.	M/s Excellence Delivered ExD Pvt Ltd
3.	M/s NRTC
4.	M/s ISSM Labeling

14. Proposals Rejected as "Non-Responsive/Non-Technically Qualified" to the RFP

Sr.	Proposer
1.	M/s Dwisetech Pvt Ltd