PRE-BID MEETING QUESTIONS

Tender No. P-34/2026 — Procurement of Central Control Unit (CCU) Solution for Digital Interventions

Prepared after : Pre-Bid Meeting — Monday, July 20, 2026, 2:30 PM (per Bid Data Sheet)

Prepared by: Solution Delivery — Pre-Bid Scope Review

1. Scope, Architecture & Solution Boundaries

Clarifications on the five-layer architecture and how much latitude bidders have in proposing an alternative stack.

#	Questions
1	The RFP states vendors 'may propose minor variations' to the five-layer reference architecture (Ingestion, Message Broker, Stream Processing, Analytical Store, Visualization). What is the evaluation tolerance for 'minor' — e.g., would combining layers into fewer components, or using a single unified platform, be considered compliant?
2	Is there an existing PRAL/FBR data platform, message broker, or BI tool (beyond Tableau v2026 and Oracle Analytics Server v2023) that the CCU is expected to reuse, extend, or must remain fully independent of?
3	Where the Vendor's assessment finds Tableau/Oracle Analytics insufficient and proposes an alternate visualization tool, will PRAL bear/reimburse the cost of retiring or running the existing tools in parallel, or is that purely the vendor's design decision with no commercial impact on PRAL?
4	The Integration Target Inventory (Production Tracking, POS, Digital Invoicing, Cargo Tracking, Digital Enforcement Stations, Faceless Assessment, CRM/Litigation, Data Integrations, Social Media Scraping) is stated as 'non-exhaustive.' How many total source systems/interventions must be integrated and operational by go-live, and how many are 'future' obligations only?
5	Is a data dictionary / schema catalogue / sample payloads available for each of the listed digital interventions, or will these only be provided post-award during the design phase?
6	The RFP states the bidder shall specify required software and OS licenses. Please confirm whether PRAL/FBR will itself procure and pay for all software and OS licenses directly based on the bidder's sizing/licensing recommendation, or whether the vendor is expected to procure, supply, and invoice for these licenses as part of the commercial bid.

2. Infrastructure, Environment & Provisioning

Since hardware/VMs are out of scope but full solution performance accountability sits with the vendor, the provisioning process and timing need to be locked down.

#	Questions
7	What is the process and turnaround time for PRAL to review, approve, and provision VMs against the vendor's sizing specification? Will VM provisioning be complete before Phase 1 (Architecture & Software Setup, 4 weeks) begins, or does it run concurrently?
8	Out of Scope item (b) says PRAL provisions the Hypervisor, but the vendor must provide a BOQ for OS licenses. Does the vendor only specify OS requirements, or is the vendor also financially responsible for procuring/paying for those OS licenses as part of CAPEX?
9	Will PRAL share indicative VM/compute specifications (CPU, RAM, storage, network) currently available or planned, so the vendor's sizing proposal is grounded in realistic constraints?
10	What network connectivity currently exists between the CCU site and remote intervention points (e.g., Digital Enforcement checkposts across Indus/Balochistan, manufacturing sites)? Is dedicated bandwidth/MPLS/VPN already provisioned, or is establishing this connectivity part of the vendor's scope?
11	Is a Disaster Recovery (DR) site already provisioned by PRAL, or does the vendor's DR/BCP plan assume PRAL will stand up a DR site under separate procurement?
12	Will PRAL/FBR provide separate Development, Testing/Staging, and Production environments for implementation, integration testing, and UAT, or is the vendor expected to size and propose these as additional environments within its VM sizing request?

3. Camera, Scanner & Video/IoT Integration

Field-device integration (cameras at production sites, scanners, checkposts) is a major undividable cost/effort driver that the RFP does not specify at device level.

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13	Please share the make, model, and manufacturer SDK/API availability for the production tracking cameras and scanners to be integrated with the CCU.
14	Will camera/scanner integration follow a push mechanism (devices/VMS push events or streams to the CCU) or a pull mechanism (CCU polls/retrieves from the device or an intermediary system)? If pull-based, will PRAL/FBR provide the required SDKs/APIs and access credentials?

#	Questions
15	What is the expected number of cameras and scanners to be integrated at go-live and over the 3-year term, along with video specifications (resolution, FPS, codec — e.g., H.264/H.265), and network connectivity type (LAN, fiber, or internet) between camera/scanner sites and the CCU?
16	Please clarify the required scope of video stream processing at the CCU: is the requirement limited to live display and stored-file playback, or does it also include any form of video processing/analysis?
17	Does PRAL/FBR expect the CCU to perform AI-based video analytics (e.g., motion detection, object detection, face recognition, ANPR, fire/smoke detection, or other computer-vision capabilities)? If yes, will GPU-enabled infrastructure be provisioned as part of the VM environment?
18	Please confirm the data format and integration mechanism expected for scanners — standard REST/SOAP APIs or vendor SDKs, or a proprietary protocol requiring custom driver development?
19	Please provide the detailed integration scope for the Digital Invoicing System, POS, and Digital Enforcement Stations, including the specific APIs to be consumed, data exchange formats, and the business events/fields the CCU is expected to capture from each.

4. Data Volumes, Performance & Sizing Assumptions

Several performance requirements are stated qualitatively ("millions of messages per second," "minimum 20 concurrent pipelines") without confirmed baseline volumes.

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20	Since the bidder is responsible for infrastructure sizing, please share the estimated transaction/event throughput (TPS) for all integrated systems (Digital Invoicing, POS, Cargo Tracking, Data Integrations, etc.), in addition to the camera/scanner counts requested above.
21	Can PRAL provide expected data volume/throughput baselines (events/sec, records/day, peak vs average) per intervention, to allow accurate broker/analytical-store sizing, rather than the illustrative 'millions of messages per second'?
22	Is 20 concurrent source pipelines a hard minimum capacity requirement, or the expected number of pipelines at go-live? How many pipelines are expected within the first year vs. over the 3-year contract term?
23	For dashboard/query concurrency, is 20 concurrent user sessions the actual expected CCU + field-office user base, or

#	Questions
	only the minimum benchmark threshold? What is the realistic total user population (named + concurrent) across all personas (operators, analysts, executives, field enforcement)?
24	Should the Analytical Store retention be designed for exactly 3 months, exactly 6 months, or should the vendor size for the maximum (6 months) as a mandatory capability regardless of the operating default?
25	Is there a defined data archival or purge requirement for data aging beyond the 6-month retention window, given the CCU is explicitly not meant to be a system of record?

5. CCU Staffing & Operations Model

The RFP mandates a fully staffed 24/7 operations team with specific minimum headcounts.

#	Questions
26	Is the CCU Operations Team's cost (CCU Manager, Infrastructure Engineer, DevOps, Integration Engineers, Application Engineers, Monitoring Operators, Reporting Analyst — 11 to 15+ FTEs) to be included within the CAPEX implementation price, the OPEX quarterly managed-services price, or split between the two?
27	Will CCU operations staff be required to work on-site at the FBR-designated CCU facility full time (24/7/365), or is remote/hybrid monitoring for non-critical shifts acceptable?

6. Implementation Timeline & Milestones

The 20-week delivery schedule is aggressive relative to the scope described.

#	Questions
28	The Required Services table specifies a 20-week delivery schedule, while Phase 1 (4 wks) + Phase 2 (12 wks) + Phase 3 (4 wks) also sum to 20 weeks. Does this 20-week period run from contract signing or from a separate 'Effective Date,' and does it include the VM provisioning/approval cycle described in Section 2 above?
29	Is the 6-month Hypercare period (post-go-live) considered part of the 3-year OPEX term, or an additional period on top of the 3 years (i.e., is the contract effectively 3 years + 6 months of hypercare)?
30	Given that go-live requires integration with 8–9 distinct digital interventions (per the Integration Target Inventory) plus 20+ concurrent pipelines, is the 20-week timeline

#	Questions
	negotiable if scope/integration count is confirmed to be larger than currently described?
31	What are the defined FBR/PRAL-side dependencies (e.g., stakeholder availability for UAT sign-off, source-system access provisioning, checkpost connectivity) and what happens to the vendor's schedule/SLAs if PRAL-side dependencies slip?

7. Testing, Acceptance & Go-Live Criteria

#	Questions
32	Are the Pre-Commissioning Test and UAT scripts/test cases to be jointly developed with FBR/PRAL, or is the vendor expected to submit them for approval? What is the review/approval turnaround SLA on PRAL's side?
33	What is the defined process and timeline if UAT identifies non-conformances — does the 4-week UAT window include time for defect remediation and re-testing, or is remediation additional?
34	Who conducts the mandated penetration and vulnerability testing during Operational Acceptance — is it the vendor, an independent third party appointed by PRAL, or both? Who bears the cost of remediating findings?

8. Alerting — Channels, Delivery Infrastructure & Business Rules

#	Questions
35	What notification channels are required for CCU alerts — email only, SMS only, or both? Will PRAL/FBR provide and manage the SMTP server and SMS gateway/API to be used for notification delivery, or is procuring/hosting this infrastructure part of the vendor's scope?
36	Please provide sample business rules or threshold criteria expected to trigger alerts for at least the priority interventions (e.g., production drop thresholds, POS transaction anomalies, cargo risk triggers), so the effort of encoding and testing the alert rule engine can be estimated accurately.

9. Commercial & Pricing Structure

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37	The Price Schedule template shows both 'Individual Positions' and a 'For Lots' table with a placeholder '[Lot 1

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	Title]' even though the Required Services section states 'Positions Without Lots.' Should bidders submit a single consolidated price only, or an itemized BOQ (software licenses, OS licenses, implementation services, staffing/OPEX, training, etc.)?
38	Since CAPEX is defined as ~50% and OPEX as ~50% of total contract value, is this split a bidder-proposed estimate based on actual cost build-up, or a fixed ratio PRAL expects all bids to conform to for evaluation purposes?
39	Are OEM software license costs expected to be quoted in PKR only (per Payment Terms Clause 2), even where OEMs invoice the vendor in USD? If so, how should foreign-exchange risk over a 3-year OPEX term be treated in the evaluation — is any FX adjustment mechanism permitted in the SCC?
40	Is there a minimum qualifying Technical Component (TC) score required before a bid's Financial Component is opened/considered (i.e., a technical pass/fail threshold), or does every technically responsive bid proceed directly to the 70/30 combined-score formula?
41	Will PRAL entertain any change/negotiation to the stated Payment Terms structure (10% kick-off / 30% solution delivery & UAT / 10% hypercare for CAPEX, and quarterly 4.167% OPEX tranches) — for example, a request to rebalance CAPEX milestones given the significant up-front software/OS licensing outlay the vendor must carry before the 30% milestone is reached?
42	Please confirm whether the commercial/price proposal should break down software and OS license costs on a per-item, per-component basis (i.e., unit price per license/module for each of the five layers), rather than as a single consolidated CAPEX figure, so that future expansion (additional pipelines, users, cameras, or interventions beyond the initial go-live scope) can be priced transparently against a published unit-rate card over the 3-year term.

12. Documentation, Training & Knowledge Transfer

#	Questions
43	Is functional/user/technical/management training expected to be delivered once (pre-go-live) only, or does the 3-year OPEX term include periodic refresher training as staff turnover occurs on the FBR/PRAL side?
44	For source code, configuration, and dashboard definitions developed under this contract, will PRAL/FBR require full IP ownership/escrow, or does the vendor retain IP with a perpetual usage license to PRAL?