



# Pakistan State Oil Company Limited

PSO House, Khayaban-e-Iqbal, Clifton, Karachi-75600, Pakistan  
Telephone (021) 9203866-85 Fax (021) 9203796

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| 1      | OF         | * |
| RFQ No | LM-19937YP |   |
| DATE   | 27.08.2026 |   |

## REQUEST FOR QUOTATION

(THIS IS PRICE ENQUIRY-NOT AN ORDER)

SAP No.6100018003

Company PSO Dummy Vendor  
PAKISTAN

### QUOTATION REQUIRED

ON  
(Date)

28.09.2026

BY  
(Time)

Please quote your best price for all items of following specifications. Please read the instructions attached herewith Rs. \_\_\_\_\_ EARNEST MONEY %  
PO/DD NO. \_\_\_\_\_

**Title:** Supply, Installation, and Commissioning of Automatic, Double-Side (Front <><> Back) Labeling Machine for Filling Line at LMT

| S.No. | Description/Specifications                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Location          | Unit             | Qty | Unit Price<br>Rs. | Amount<br>Rs. |
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| 1     | <p><b><u>Automatic Double-sided Labeling Machine</u></b></p> <p>Supply, Installation, Integration, Testing &amp; Commissioning of an Automatic, All-Electric, Double-Side (Front &amp; Back) Labeling Machine for PSO's Filling Line at LMT</p> <p>1. Introduction and Purpose:<br/>Pakistan State Oil Company Limited ("PSO" / "the Company" / "the Purchaser") invites qualified and experienced manufacturers/suppliers to submit competitive quotations for the supply, delivery, installation &lt;&gt;&lt;&gt; testing and commissioning of one (01) fully automatic, all-electric &lt;&gt;&lt;&gt; servo-driven, double-side (front and back) labeling machine, capable of handling flat, rigid HDPE containers across the full declared Pack Size range of 0.5 L up to 10 L, for deployment on the existing filling line at PSO's LMT facility, Karachi, as detailed in this Request for Quotation (RFQ).<br/>Bidders are encouraged to propose their standard, proven machine&lt;&gt;&lt;&gt; provided it fully satisfies the mandatory requirements set out herein over the complete 0.5 L#10 L container range.</p> <p>2. Background &amp; Intended Use:<br/>The equipment will be deployed on a production line at LMT handling flat, rigid HDPE containers across a Pack Size range of 0.5 L up to 10 L, requiring accurate double-side (front and back) labeling in a single pass. The machine is required to operate fully in-line with PSO's existing automatic filling equipment, should be capable of receiving containers from an upstream can-handling/debagging arrangement and discharging labeled containers directly onto the existing downstream filling-line conveyor.<br/>The quoted machine shall have a proven record of use for applying double-sided, self-adhesive labels on flat, rigid HDPE containers across the size range required by PSO (0.5 L up to 10 L).</p> <p>3. Key Features Required:<br/>The offered machine must incorporate, at minimum, the following key</p> | <b><u>LMT</u></b> | <b><u>EA</u></b> | 1   |                   |               |



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| S.No. | Description/Specifications                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | Location | Unit | Qty | Unit Price<br>Rs. | Amount<br>Rs. |
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|       | <p>features:</p> <ul style="list-style-type: none"><li># Advanced servo-motor / electric-motor system driving all critical motion axes, for high precision and accuracy of label placement.</li><li># Full synchronization between the conveyor and the labeling head(s) &lt;&gt;&amp;&lt;&gt; electronically linked (servo/encoder-based) rather than mechanically geared, to maintain registration accuracy at varying speeds.</li><li># High-speed, stable performance with minimal vibration or drift at rated line speed, sustainable in continuous, multi-shift production.</li><li># User-friendly control panel with HMI-based operation, recipe/parameter storage, diagnostics, and speed/format adjustment accessible from the touchscreen without PLC-level programming.</li><li># Quick, tool-less or near-tool-less changeover capability for different label sizes and container formats, minimizing downtime between production runs.</li></ul> <p>4. Scope of Supply:</p> <p>The scope of supply shall include, at minimum, on a complete in all respect (design, supply, delivery, installation, integration, testing &lt;&gt;&amp;&lt;&gt; commissioning, training and warranty support) basis:</p> <ol style="list-style-type: none"><li>1. One (01) complete, fully automatic labeling machine, fitted with a full protective canopy/enclosure, fully assembled and factory-tested prior to shipment.</li><li>2. Conveyor system with variable speed control, synchronized with the labeling head(s), sized to suit the LMT line layout and the full 0.5 L#10 L container range, with height-adjustable infeed/outfeed sections as detailed in relevant section.</li><li>3. Servo-driven labeling head(s) capable of applying labels to both sides (front and back) of the container in a single pass.</li><li>4. Control panel with HMI interface for complete machine operation &lt;&gt;&amp;&lt;&gt; format/recipe management, and diagnostics.</li><li>5. Standard tooling, changeover parts, and format parts covering the full declared container and label range.</li></ol> |          |      |     |                   |               |



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| S.No. | Description/Specifications                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | Location | Unit | Qty | Unit Price<br>Rs. | Amount<br>Rs. |
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|       | <p>6. Installation, mechanical/electrical integration with the existing upstream and downstream LMT equipment, commissioning and operator/maintenance training support, delivered through the Bidder's own personnel and/or its authorized local vendor/representative based in Karachi, Pakistan.</p> <p>7. Site Acceptance Test (SAT) support as detailed in relevant Section.</p> <p>8. Operation and maintenance manuals, electrical drawings, and spare-parts catalogue (in English).</p> <p>9. Standard manufacturer's warranty covering parts and labor.</p> <p>10. Export packaging suitable for sea/air/inland transport to Karachi &lt;&gt;&amp;&lt;&gt; including moisture-proof and shock-proof protection.</p> <p>11. Any other value-added options the Bidder considers relevant for smooth and reliable labeling operation across all PSO container sizes run at LMT.</p> <p>5. Minimum Technical &amp; Performance Specifications:<br/>The equipment offered must meet or exceed the following minimum technical and performance requirements over the complete declared 0.5 L#10 L container range. These are stated as requirements; bidders may offer any machine model that fully complies. Bidders must complete the Technical Compliance Sheet against each parameter, confirming compliance or stating the deviation.</p> <p>Container / PSO Range: 0.5 L up to 10 L (flat, rigid HDPE containers, as applicable). Compatibility is at minimum required over PSO's current SKUs run at LMT, i.e. 0.7 L, 1 L, 3 L, 4 L, and 10 L.</p> <p>Labeling Configuration: Double-side (front &amp; back) labeling in a single pass; both labeling heads servo/electric-motor driven.</p> <p>Actuation Type: Fully electric (servo/electric-motor driven) on all motion axes. Pneumatic (compressed-air) actuation is NOT acceptable for any motion axis.</p> <p>Output Capacity: (minimum, per container size # bidder to confirm/state achieved rate for each size)</p> |          |      |     |                   |               |



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|       | 0.5 L: 140 containers/min<br>0.7 L: 120 containers/min<br>1 L: 120 containers/min<br>3 L: 80 containers/min<br>4 L: 80 containers/min<br>5 L: 80 containers/min<br>8 L: 50 containers/min<br>10 L: 40 containers/min<br>Labeling Accuracy / Repeatability: # $\pm$ 1.0 mm (or better) label<br>placement accuracy, repeatable at rated line speed, on both front and<br>back labels.<br>Conveyor System: Variable-speed conveyor, synchronized (servo-linked)<br>with the labeling head(s); speed adjustable from the HMI.<br>Conveying Direction: Right-in / Left-out (as observed from the<br>operator's position at the control panel/HMI).<br>Bottle/Container Positioning: Positive, offset-correcting positioning<br>mechanism (electric/servo-actuated) ensuring firm, accurate, skew-free<br>labeling.<br>Changeover: Tool-less or quick-changeover design enabling rapid format<br>changes across the full container and label range.<br>Applicable Label Type & Size: Self-adhesive labels (transparent/opaque);<br>sizes to suit the full 0.5 L#10 L container range.<br>Reference size, 10 L container label(max): approx. 200 mm (H) x 175 mm<br>(W).<br>Reference size, 0.7 L container label (max): approx. 70 mm (H) x 70 mm<br>(W).<br>Bidder to confirm minimum/maximum label length and height achievable by<br>the offered head(s).<br>Note: label sizes are subject to slight changes per branding<br>requirements; the machine shall be capable of accommodating these<br>variations without mechanical modification.<br>Label Material Conformance: Normal, repeatable, accurate operation<br>across labels of various materials, including paper and all synthetic<br>plastic films (PE, PP, foil, etc.). Bidder should refer catalogues of<br>label materials and types available in market and should ensure that the |          |      |     |                   |               |



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| S.No. | Description/Specifications                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Location | Unit | Qty | Unit Price<br>Rs. | Amount<br>Rs. |
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|       | <p>machine is capable of accurate and repeatable labeling across a range of labeling materials currently being used in market.</p> <p>Suitable operation across a label thickness range of at least 80#110 microns.</p> <p>Max. Container Height Accommodated Suitable for containers up to 10 L nominal capacity.</p> <p>10 L container height reference: approx. 400 mm (H).</p> <p>0.7 L container height reference: approx. 220 mm (H).</p> <p>Bidder to state the maximum container height accommodated by the offered machine.</p> <p>Machine Guarding: Full safety canopy/enclosure over the labeling zone (dust protection, noise reduction, operator safety, machine guarding).</p> <p>Control System: PLC-based control with HMI touchscreen operator interface (recipe storage, diagnostics, speed/parameter adjustment). HMI should be capable of IoT connectivity through appropriate protocols i.e. Ethernet, Wi-fi, IP etc. for remote monitoring of labeling parameters on external devices i.e. PCs, mobile devices.</p> <p>Open, standard communication protocol: the system shall support integration with PSO's existing or future SCADA/DCS/3rd party software via an open industrial protocol e.g. Modbus (RTU/TCP)&lt;&gt; Profibus/Profinet, OPC-UA, or equivalent with the specific protocol(s) supported to be declared by the bidder.</p> <p>Real-time monitoring, locally via HMI and remotely via the above connectivity.</p> <p>Power Supply: AC 220V single phase / 380#415V three phase, 50Hz (bidder to confirm actual connected load/kW rating for the offered machine; site supply to be confirmed at survey).</p> <p>Compressed Air Requirement: None, machine must be all-electric with no pneumatic circuits, cylinders, or air-supply dependency. No compressed air supply will be provided by PSO for this machine.</p> <p>Frame Construction: Corrosion-resistant construction (e.g., stainless steel / treated aluminum alloy) suitable for the intended production environment.</p> <p>Overall Footprint: Bidder to provide a dimensional drawing (L x W x H) and net weight for the offered configuration. Machine size shall be</p> |          |      |     |                   |               |



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| S.No. | Description/Specifications                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Location | Unit | Qty | Unit Price<br>Rs. | Amount<br>Rs. |
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| 2     | suitable for incorporation along the existing upstream and downstream equipment at LMT.<br><br><b><u>Instal, Comm. Test., of Label machine</u></b><br><br><b><u>Overall commissioning of system</u></b><br><br>6. Integration with the Existing Filling Line at LMT:<br>Fully automatic, hands-free integration with PSO's existing upstream and downstream equipment at LMT is a mandatory outcome of this procurement.<br>The offered machine shall receive containers automatically from the upstream can-handling arrangement and discharge labeled containers automatically onto the existing downstream filling-line conveyor<> without manual product transfer at either interface. Bidders shall account for the following site and integration conditions in their proposal, and shall confirm compatibility in the Technical Compliance Sheet:<br>6.1 Mandatory Pre-Bid Site Survey:<br># Bidders shall conduct a pre-bid site visit to LMT to physically verify conveyor heights/widths, upstream/downstream equipment interfaces, available electrical supply, floor loading, space envelope, and label/artwork samples, prior to finalizing their technical and financial proposals. PSO does not warrant the completeness of the indicative data below; final machine sizing and interface design is the bidder's responsibility.<br># Interested bidders may collect sample containers and label artwork from PSO LMT during the site visit for the purpose of preparing a fully compliant, verifiable proposal.<br>6.2 Upstream Interface (Can Infeed):<br># The machine shall be capable of being incorporated directly downstream of a semi-automatic/automatic can-debagging arrangement (planned for future), accepting containers automatically as they are discharged from that equipment.<br>6.3 Downstream Interface (Discharge to Filling Line):<br># The machine's outfeed conveyor shall discharge labeled containers | LMT      | JOB  | 1   |                   |               |



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|       | <p>directly and smoothly onto PSO's existing downstream filling-line conveyor, without manual handling, at a height and alignment that ensures smooth, drop-free, tip-free transfer.</p> <p># Reference dimensions of the existing conveyor at the interface point (to be re-verified by the bidder at site survey):</p> <p>Conveyor height from floor # approximately 37 inches;</p> <p>Conveyor width # approximately 6 inches.</p> <p># The labeling machine's infeed and outfeed conveyor height shall be adjustable (mechanically or via powered height adjustment) to allow precise matching/alignment with the existing upstream and downstream conveyor heights at commissioning, and to accommodate minor future adjustments.</p> <p># Required conveying direction through the machine: Right-in / Left-out &lt;&gt;&amp;&lt;&gt;</p> <p>as observed from the operator's position at the control panel/HMI (consistent with the existing LMT line layout).</p> <p>6.4 Electrical &amp; Control Integration:</p> <p># Available electrical supply at LMT (to be confirmed at site survey): 220#240V, single phase, 50Hz and/or 380#415V, three phase, 50Hz. Bidder to confirm compatibility of the offered machine's electrical requirement with the actual site supply.</p> <p># No compressed air supply will be provided or is expected for this machine, consistent with the mandatory all-electric requirement.</p> <p># The label sensor and registration sensor shall reliably detect containers and labels across the full range of container finishes (opaque HDPE) and label materials run at LMT, without false triggers from upstream/downstream vibration or ambient lighting conditions at the installation site.</p> <p>6.5 Line Speed Synchronization:</p> <p># The labeling machine's conveyor and labeling head(s) shall be servo/encoder-synchronized with the actual, variable speed of the integrated line (as driven by the upstream and/or downstream equipment &lt;&gt;&amp;&lt;&gt;</p> <p>or by the labeling machine itself as the pacing element, bidder to state which element paces the line), so that the output rates of labelling for</p> |          |      |     |                   |               |



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|       | <p>respective sizes are achieved and maintained at commissioning without manual speed "chasing" by operators.</p> <p>6.6 Space, Footprint &amp; Floor Loading:</p> <p># Bidder to confirm, at site survey, that the offered machine's footprint fits within the available space envelope between the existing upstream and downstream equipment at LMT, and that floor loading at the installation location is adequate for the machine's net weight; any civil/foundation work identified as necessary shall be flagged by the bidder in its technical proposal.</p> <p>6.7 Integration Acceptance:</p> <p># Integration shall be verified, not merely asserted: the Site Acceptance Test shall include running the labeling machine together with the actual upstream and downstream LMT equipment, on PSO's actual containers and labels, to confirm true automatic, hands-free , end-to-end operation, standalone testing of the labeling machine alone shall not be accepted as satisfying this requirement.</p> <p>Note: For international bidders, it is recommended to align a visit of a local representative to the site (LMT Korangi) to ascertain the integration requirements clearly. Bidders may also request an on-line survey of the existing filling line by the location Engineer.</p> <p>7. Control System &amp; Component Configuration:</p> <p>Servo Motors &amp; Drives: Established, internationally recognized, and readily serviceable in Pakistan. All motion axes (conveyor, labeling head(s), positioning) must be electric servo/stepper, no pneumatic cylinders.</p> <p>HMI Touch Screen: Established, internationally recognized, and readily serviceable in Pakistan.</p> <p>PLC Controller: Established, internationally recognized, and readily serviceable in Pakistan. Recipe/parameter storage for multiple container &amp; label formats.</p> <p>Label Sensor &amp; Registration Sensor: Established, internationally</p> |          |      |     |                   |               |





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|       | <p>recognized, and readily serviceable in Pakistan. Must reliably detect both opaque labels of a range of materials, including paper and all synthetic plastic films (PE, PP, foil, etc.).</p> <p>Low-Voltage Electrical Components: Established, internationally recognized, and readily serviceable in Pakistan.</p> <p>Frame / Guarding Material: Established, internationally recognized, and readily serviceable in Pakistan. Canopy/enclosure material and finish to be described by the bidder.</p> <p>Actuation Technology: Established, internationally recognized, and readily serviceable in Pakistan. Pneumatic (air-cylinder) actuation is not acceptable. Fully electric (servo motors / electric linear actuators) required on all axes.</p> <p>#</p> <p>8. Documentation to be Supplied with the Equipment:</p> <p># Operation &amp; Maintenance (O&lt;(&gt;&lt;)&gt;M) manual (English) in both hard (paper) and soft (USB) form.</p> <p># Electrical wiring and circuit board diagrams, I/O list, and PLC/HMI program backup for the delivered configuration.</p> <p># Spare parts catalogue (English).</p> <p># Dimensional/layout drawing (L x W x H) of the offered machine and its infeed/outfeed conveyor sections.</p> <p># Conformity/safety certification(s) applicable to the offered machine (e.g., CE or equivalent) for the specific model supplied.</p> <p># Warranty certificate and after-sales service contact details.</p> <p># All licenses for any future integration with PSO's 3rd party softwares, and admin and operator level passwords / key for routine operation and troubleshooting of the machine.</p> <p>9. Installation, Commissioning &amp; Testing</p> <p>Installation, integration, commissioning, and testing of the machine form a mandatory part of the scope of supply and shall be delivered by the Bidder's own personnel and/or its authorized local vendor/representative in Karachi. The Bidder's technical proposal must describe its installation and commissioning methodology in line with the requirements below, including a proposed schedule (in working days) from</p> |          |      |     |                   |               |



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## REQUEST FOR QUOTATION

(THIS IS PRICE ENQUIRY-NOT AN ORDER)

SAP No.6100018003

Company PSO Dummy Vendor  
PAKISTAN

### QUOTATION REQUIRED

ON  
(Date)

28.09.2026

BY  
(Time)

Please quote your best price for all items of following specifications. Please read the instructions attached herewith Rs. \_\_\_\_\_ EARNEST MONEY %  
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**Title:** Supply, Installation, and Commissioning of Automatic, Double-Side (Front <(><)> Back) Labeling Machine for Filling Line at LMT

| S.No. | Description/Specifications                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | Location | Unit | Qty | Unit Price<br>Rs. | Amount<br>Rs. |
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|       | <p>mobilization to final sign-off.</p> <p>9.1 Pre-Installation &amp; Site Preparation:</p> <p># The Bidder shall provide a site-preparation checklist (electrical supply requirements, foundation/floor loading, space envelope, line interface points) at least two (02) weeks prior to the planned installation date, to allow PSO to prepare the site.</p> <p># The Bidder shall confirm, in writing, final agreed dimensions/heights for the upstream and downstream conveyor interfaces, based on its site survey measurements, before mechanical fabrication of infeed/outfeed sections is finalized.</p> <p>9.2 Mechanical Installation:</p> <p># Mechanical installation, positioning, leveling, anchoring (if required), and assembly of the machine, canopy/guarding, and infeed/outfeed conveyor sections shall be carried out by the Bidder's installation team or its authorized local agent, without damage to existing LMT line equipment.</p> <p># Mechanical alignment of the infeed/outfeed conveyors with the existing upstream and downstream equipment (height, width, centerline alignment) shall be verified and adjusted as necessary to ensure smooth, drop-free container transfer at both interfaces.</p> <p>9.3 Electrical Installation &amp; Line Integration:</p> <p># Electrical wiring and termination at the machine, power connection to the confirmed site supply, and all control-signal interfacing with the existing upstream and downstream LMT equipment described shall be carried out by the Bidder's team, in coordination with PSO Engineering/Maintenance.</p> <p># All safety interlocks (canopy/guard doors) shall be installed and function-tested before any dry-run or production trial is conducted.</p> <p>9.4 Dry-Run &amp; Pre-Commissioning Checks:</p> <p># Prior to running product, the Bidder shall conduct a no-load dry run of all motion axes, HMI functions, and safety interlocks, and shall correct any mechanical, electrical, or control deficiencies identified before proceeding to the Site Acceptance Test.</p> |          |      |     |                   |               |



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| S.No. | Description/Specifications                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Location | Unit | Qty | Unit Price<br>Rs. | Amount<br>Rs. |
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|       | <p>9.5 Site Acceptance Test (SAT) / Commissioning:</p> <p># Following successful dry-run, the Bidder shall carry out a Site Acceptance Test at LMT, running the machine together with the actual upstream and downstream LMT equipment, on PSO's actual containers and labels across the declared 0.5 L#10 L range, or a representative sample thereof as agreed with PSO.</p> <p># The SAT shall verify, at minimum, against the values submitted in the Bidder's Technical Compliance Sheet (Annexure A):</p> <p>(a) output rate at each tested container size;</p> <p>(b) double-side labeling accuracy/repeatability (# ±1.0 mm);</p> <p>(c) changeover time between formats;</p> <p>(d) automatic, hands-free integration with upstream and downstream equipment, including correct fault-signal behavior;</p> <p>(e) HMI/control functionality, including recipe storage and retrieval;</p> <p>and</p> <p>(f) safe operation of all guarding/canopy features.</p> <p># Any performance shortfall identified during SAT against the Technical Compliance Statement submitted in the Bidder's technical proposal shall be rectified by the Bidder at its own cost prior to sign-off, and the relevant SAT items shall be re-tested.</p> <p>9.6 Commissioning Sign-Off:</p> <p># Commissioning shall be deemed complete only upon joint sign-off of a Commissioning &amp; SAT Completion Certificate by the Bidder's commissioning engineer and PSO's authorized representative, listing the final tested output rates, accuracy results, and any open punch-list items with closure dates.</p> <p># The commissioning date recorded on the signed Completion Certificate shall serve as the reference start date for the warranty period.</p> <p>9.7 Post-Commissioning Support Period:</p> <p># The Bidder shall provide enhanced on-call support ("hyper-care") for a minimum of two (02) weeks immediately following commissioning sign-off &lt;&gt;</p> <p>during which the Bidder's local representative shall be available to respond to any operational issues on a priority basis, at no additional cost to PSO, as part of the base warranty scope.</p> |          |      |     |                   |               |



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| S.No. | Description/Specifications                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Location | Unit | Qty | Unit Price<br>Rs. | Amount<br>Rs. |
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|       | <p>10. Operator &amp; Maintenance Training:</p> <p>Comprehensive operator and maintenance training is a mandatory part of the scope of supply and shall be included in the base offer. Training shall be conducted on-site at LMT, Karachi, immediately following successful commissioning and SAT sign-off, using the actual installed and integrated machine.</p> <p>10.1 Operator Training</p> <p># Safe start-up and shutdown procedures for the labeling machine and its integrated interfaces with the upstream and downstream LMT equipment.</p> <p># Routine operation and format/changeover via the HMI, including recipe selection, creation, and parameter adjustment for each container/label format run at LMT.</p> <p># Recognition and first-line response to common faults and alarms&lt;&gt; including label-sensor faults.</p> <p># Label-roll changeover, label-web threading, and routine consumable replacement.</p> <p>10.2 Maintenance Training</p> <p># Preventive maintenance schedule and procedures (lubrication, sensor cleaning/adjustment, belt/chain inspection, servo-drive checks) with reference to the O&lt;&gt;M manual.</p> <p># Basic troubleshooting of mechanical, electrical, and control (PLC/HMI/servo) faults, including guidance on when to escalate to the Bidder's local support.</p> <p># Calibration/adjustment procedures for label placement accuracy and registration sensors.</p> <p># Safety and lock-out/tag-out (LOTO) procedures specific to the machine's electric drive systems and integrated E-stop circuit.</p> <p>10.3 Training Format, Duration &amp; Materials:</p> <p># The Bidder shall propose a training curriculum/agenda, minimum training duration (in working days, separately for operator and maintenance tracks), and the maximum number of PSO personnel (operators and maintenance technicians) that can be trained per batch, as part of its technical proposal.</p> <p># Training materials, an operator quick-reference guide, a maintenance checklist, and a troubleshooting guide shall be provided in English, in</p> |          |      |     |                   |               |



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| S.No. | Description/Specifications                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Location | Unit | Qty | Unit Price<br>Rs. | Amount<br>Rs. |
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|       | <p>both hard and soft copy.</p> <p>11. Warranty, Service &amp; Support:</p> <p>11.1 Warranty Period &amp; Coverage:</p> <p># Minimum one (01) year comprehensive warranty (parts and labor) from the date of commissioning recorded on the signed Commissioning &amp; SAT Completion Certificate, covering all mechanical, electrical&lt;&gt; servo/drive, control (PLC/HMI), and sensor components of the offered machine and its infeed/outfeed conveyor sections, unless a longer warranty period is offered by the Bidder.</p> <p># The warranty shall cover both parts replacement and labor (including on-site technician time) for any defect in design, material, or workmanship, and shall exclude only consumables explicitly identified as wear items (e.g., label-applicator pads, sensor lenses subject to normal wear) and damage due to proven operator misuse or force majeure.</p> <p>11.2 Warranty Response &amp; Resolution Commitments:</p> <p># The Bidder shall state, in its technical proposal, its maximum response time (remote diagnostic support and, where required, on-site attendance) for warranty breakdown calls; PSO requires a maximum on-site response time not exceeding 24 hours for critical breakdowns within Pakistan, and remote diagnostic response (phone/video/remote-access support, where available) within 24 hours of a fault being reported.</p> <p># The Bidder shall state its target maximum resolution time for common fault categories (e.g., sensor/servo replacement, HMI/PLC fault) versus faults requiring an imported spare part, so PSO can plan production contingency accordingly.</p> <p>11.3 Post-Warranty Support, Spares &amp; AMC:</p> <p># The Bidder shall confirm the availability of an authorized local service/support presence in Pakistan (own office or authorized service partner) capable of providing spare parts and all necessary technical support including PLC software upgrades for a minimum of seven (07) years from the date of supply.</p> <p># The Bidder shall provide, as part of the technical proposal, a recommended list of critical post-warranty spare parts for PSO's reference/optional procurement;</p> <p># The Bidder shall offer optional Annual Maintenance Contract (AMC)</p> |          |      |     |                   |               |



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| S.No. | Description/Specifications                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Location | Unit | Qty | Unit Price<br>Rs. | Amount<br>Rs. |
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|       | <p>terms for the post-warranty period (for PSO's future reference only; not mandatory to accept at this stage).</p> <p>11.4 Local Service Representation:<br/># Confirmation of the Bidder's local vendor/representative in Karachi who will deliver installation, commissioning, training, and ongoing after-sales/warranty service is mandatory, including their contact details, scope of involvement, and evidence of their technical capability (relevant experience, technician qualifications) to support the offered machine.</p> <p>12. Site &amp; Commercial Reference Information (Summary):<br/>The following summarizes commercial and site parameters referenced elsewhere in this RFQ; bidders shall confirm/re-verify all site-specific figures at the pre-bid site survey.<br/>Installation site: PSO's LMT facility, Karachi, Pakistan<br/>Available electrical supply: 220#240V single phase, 50Hz and/or 380#415V three phase, 50Hz (to be confirmed at site survey)<br/>Compressed air: None provided/expected, all-electric machine required<br/>Conveying direction: Right-in / Left-out (as observed from the operator's position at the control panel/HMI)<br/>Reference conveyor height / width at interface Height from floor # 37 inches; width # 6 inches (to be re-verified at site survey)<br/>Current SKUs run at LMT (minimum compatibility): 0.7 L, 1 L, 3 L, 4 L &lt;(&gt;&lt;) &gt;<br/>10L<br/>Label/artwork samples: Available for collection by bidders from PSO LMT during the site visit</p> <p>13. Delivery, Payment &amp; Performance Security:<br/>Delivery lead time: Within 120 days of Purchase Order/Letter of Acceptance issuance, for delivery to Karachi<br/>Installations and commissioning within 30 days of receipt.<br/>Incoterms for Supply of Labeling Machine: On a C&lt;(&gt;&lt;)&gt;F (Cost &amp; Freight) basis to Karachi, paid within 30 days of Bill of Lading, subject to successful SAT.</p> |          |      |     |                   |               |



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|       | <p>Payment terms for installation, commissioning and training: Installation and commissioning to be carried out by the Bidder's local authorized distributor/representative with cost quoted in PKR. Payment shall be made upon successful installation, commissioning, SAT and training and submission of bills with attached acceptance certificate.</p> <p>Performance security: Successful bidder shall furnish a Performance Guarantee (bank guarantee) equivalent to 10% of the contract value<br/>&lt;&gt;,&lt;&gt;<br/>valid until expiry of the warranty period</p> <p>Liquidated damages (LD): Where the Bidder fails to deliver, install<br/>&lt;&gt;,&lt;&gt;<br/>commission, or complete training within the timeframe agreed in the contract, without a valid and PSO-accepted reason, Liquidated Damages shall apply at 0.1% of the value of the delayed goods/services per day of delay, subject to a maximum of 10% of the value of that good/service , beyond which PSO reserves the right to cancel the order and forfeit the performance guarantee</p> |          |      |     |                   |               |