

**BID REFERENCE NO. 12**

**Date: 28<sup>th</sup> Aug, 2024**

To,

**Transparency International Pakistan,  
Plot 72F/2, Floor 1, 9th Street, Jami Commercial Street,  
D.H.A. Phase 7, Karachi City, Sindh 75500, Pakistan  
Tel: + (92-21) 35311898  
Email: [ti.pakistan@transparency.org.pk](mailto:ti.pakistan@transparency.org.pk)**

**SUB: GRIEVANCES REGARDING TENDERING PROCESS OF || BID REFERENCE NO. 12 || FUEL MONITORING SYSTEM FOR PAKISTAN RILWAYS LOCOMOTIVES & TRACK MACHINES BY RAILCOP**

Dear Sir,

We are writing to formally bring to your attention our concerns and grievances regarding the aforementioned tender floated for the Fuel Monitoring System for Pakistan Railways Locomotives and Track Machines under Bid Reference No. 12, by Railcop. After thorough examination of the bidding documents and the process followed, we would like to highlight several issues that are inconsistent with the established procurement guidelines and have caused significant challenges for prospective bidders:

**1. Jurisdiction of PPRA in Federally Funded Projects**

The bidding documents (Clause 2 of ITB) explicitly mention that this project is funded by the Federal Government of Pakistan, making it subjected to the regulations of the Public Procurement Regulatory Authority (PPRA). However, despite this clear stipulation, we have observed multiple instances where key PPRA rules have been disregarded, resulting in a lack of transparency and fairness in the procurement process.

**2. Non-Compliance with SRO 296(I)/2023 - EPADS Implementation**

Under SRO 296(I)/2023, all agencies and bidders are required to utilize the Electronic Public Procurement Application and Documentation System (EPADS) for every stage of procurement, from planning through to contract closeout. Unfortunately, this tender process has bypassed the EPADS platform, which violates the rights of those who depend on EPADS for tender notifications and submissions.

**3. Delay in Issuance of Bidding Documents**

PPRA Rule 23(1), along with the PPRA guidelines issued via letter No F. No. 1(9)ATIPPRd2023 dated June 14, 2023, mandates that bidding documents must be made available immediately after the advertisement. However, despite the tender being advertised on August 5, 2024, bidding documents were not made accessible to all interested bidders by the stipulated date, causing undue delays and limiting the preparation time available.

*(Attached are documentary proof of the delayed issuance for reference.)*



Tel: 0313-2422-389

Email:

Address:

Head Office: Office # 408, 9th Floor California Tech Mall

Liberty Commercial Bahria Town, Karachi

Lahore Office: F2 Block Basement PCHS Commercial

Plot no. 1 Near Naeem Surgical Hospital, Lahore

#### 4. Inadequate Handling of Queries and Clarifications

Clause 8.2 of the Bidding Data Sheet (BDS) clearly states that queries are to be submitted by August 16, 2024, and that any clarifications or addenda will be advertised accordingly. Contrary to this, multiple clarifications were issued without public advertisement, with the latest being released just a day before the tender opening (Less than 24 hours to tender opening). Even more concerning is that these clarifications responded to queries submitted after the official deadline as per bidding documents, leading to confusion and putting some bidders at a disadvantage and some at advantage.

*(The response to queries issued by Railcop on August 21, 2024, is attached for reference.)*

#### 5. Modification of Scope Without Adequate Time for Adjustments

On August 20, 2024, Railcop issued responses to queries that significantly altered the scope of the tender by changing key specifications and component quantities. These changes were introduced just two days before the tender opening, without granting bidders sufficient time to adjust their proposals. Such last-minute modifications compromise the principle of equal opportunity and create an uneven playing field.

*(Please refer Sr. #5 & 6 of Response to Queries issued by Railcop, document attached for your reference)*

#### **PLEAD:**

The aforementioned issues raise serious concerns regarding the integrity and fairness of this tender process. The deviations from established guidelines, coupled with inadequate communication and lack of transparency, suggest the potential for favoritism and manipulation, which contradicts the principles of competitive bidding and PPRA guidelines.

We respectfully urge your immediate intervention and immediate seizing this tender being defunct and against the rules of equality. Moreover it is further implored to adoption of corrective measures thorough review of this tendering process wherein manipulation has been done to curtail competition. This will help to restore fairness and ensure that all bidders have an equal opportunity to participate.

We appreciate your attention to this matter and look forward to your prompt response.

Thank you for your consideration.

Best Regards,



**Ovais Iqbal**

**Director Projects**

**Zara Solutions**

**Cell: +92-313-2422389**

**Email: [ovais@zarasolution.com](mailto:ovais@zarasolution.com)**

**CC: CEO RAILCOP**

**Tel: 0313-2422-389**

**Email:**

**Address:**

**Head Office:** Office # 908 9th Floor California Tech Mall  
Liberty Commercial Banna Town Karachi

**Lahore Office:** #2 Block Basement PCHS Commercial  
Plaza no 1 Near Naseem Surgical Hospital Lahore

INVITATION FOR BID

**Tender No. 12**

**FUEL MONITORING SYSTEM FOR PAKISTAN RAILWAYS LOCOMOTIVES & TRACK MACHINES**

1. Railway Constructions Pakistan Limited (RAILCOP) invites sealed bids from eligible firms registered with SECP/Registrar of Firm, Income Tax & Sales Tax Departments and who are on Active Taxpayers List of FBR (as the case maybe) for procurement of **"FUEL MONITORING SYSTEM FOR PAKISTAN RAILWAYS LOCOMOTIVES & TRACK MACHINES"**.
2. The Procurement method shall be **Single Stage – One Envelope Procedure**. Complete set of bidding documents for the above-mentioned Works, containing detailed terms & conditions, method of procurement (Single Stage - One Envelope procedure), submission of Bids, Bid Security, bid validity, opening of Bid, Evaluation Criteria, etc. may be purchased by interested bidders from the address mentioned below on submission of application with Cash amounting to **Rs.5,000/-** (non-refundable) being cost of Bidding Document. Documents will also be uploaded on RAILCOP website for information of bidders only.
3. The Bids in sealed envelope, prepared in accordance with the instructions contained in the Bidding Document, must reach at the address mentioned below on or before **22<sup>nd</sup> August 2024** until **1130 Hours**. Envelope containing "Bid along with Bid Security" will be opened on the same day at **1200 Hours** as specified in the Bidding Document.
4. This advertisement is also available on RAILCOP & PPRA websites at [www.railcop.com.pk](http://www.railcop.com.pk) & [www.ppra.org.pk](http://www.ppra.org.pk).
5. RAILCOP reserves the right to reject all bids in accordance with the PPRA Rule 33(1).



**Director Supply Chain & Special Projects**  
RAILWAY CONSTRUCTIONS PAKISTAN LIMITED  
RAILCOP House, Pakistan Railways Carriage Factory,  
IJP Road, Sector I-11/1, P.O. Box. 1922, Islamabad, Pakistan.  
Tel: (+92-51) 9278131, 9278171 Fax: (+92-51) 9278137  
Email : [railcop@railcop.com.pk](mailto:railcop@railcop.com.pk); [www.railcop.com.pk](http://www.railcop.com.pk)



RAILCOP  
THINK BIG, WE DO.

Railway Constructions Pakistan Ltd. (RAILCOP)  
Islamabad

OFFICIAL RECEIPT

No. 000803 Date: 13/08/24

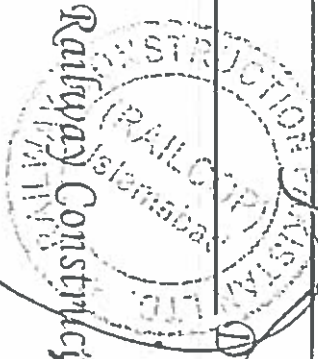
Received from M/S ZARA SOLUTION.

the sum of rupees Five Thousand Only

on account of Sale of Tender H12, Fuel Monitoring

System For Pak Railways

Rs. 5000/- Cash/Cheque No. \_\_\_\_\_

  
for Railway Constructions Pakistan Ltd.



# Railway Constructions Pakistan Limited

A Subsidiary of Ministry of Railways


RCP-2024/FMS/PR/952/13-B

21<sup>st</sup> August, 2024.

## All Prospective Bidders

**Subject: Response to Queries of Bidders for Tender No 12 i.e. Fuel Monitoring System of Railway Locomotives and Track Machines.**

1. With reference to the Response to the queries of Tender No 12 i.e. Fuel Monitoring System of Railway Locomotives and Track Machines uploaded vide File no RCP-2024/FMS/PR/952/13-A dated 21<sup>st</sup> August, 2024, it is to apprise that Description for dimensions at Sr. No 5 has been erroneously written as "ranging from 0.75 Inches to 1.25 Inches (Can vary, so final number shall be done in project initiation phase)" and the same shall be read as "ranging from 0.4 Inches to 1.25 Inches (Can vary, so final number shall be done in project initiation phase)"
2. All other Description and data given vide responses shall remain same.

 21/8/24

Fawad Ahmed  
Deputy Manager Projects  
RAILCOP

### Copy for Information:

1. Director Supply Chain & Special Projects, RAILCOP;
2. Office File.



# Railway Constructions Pakistan Limited

A Subsidiary of Ministry of Railways

RCP-2024/FMS/PR/952/13


20<sup>th</sup> August, 2024.

All prospective Bidders

**Subject: Fuel Monitoring System of Railway Locomotives and Track Machines.**

Please find herewith responses to the queries raised by prospective bidders pertaining to procurement of subject works, please.

2. For your further necessary actions.

 20/8/24

Fawad Ahmed  
Deputy Manager Projects  
RAILCOP

**Copy for Information:**

1. SO to CEO;
2. Manager IT; *(for uploading of the same on RAILCOP website)*
3. Office File.





# Railway Constructions Pakistan Limited

A Subsidiary of Ministry of Railways

RCP-2024/FMS/PR/952/13-A

20<sup>th</sup> August, 2024.

**Subject: Response of Queries for Tender No. 12 "Fuel Monitoring System of Railway Locomotives and Track Machines"**

Sr. No	Queries	RAILCOP Response
1.	Please provide quantity and fuel tank depth of below mentioned vehicles/devices i. Locomotives ii. Track Machines iii. Material Lorries iv. BCM v. Karo Crane vi. Light Weight Tampering Machines vii. Sleeper Exchange viii. Crawler Machine ix. Power Vans + GD Sets	Bidders must only as of now quote the rates for Locomotives, the Additional track machines are not included in current scope of work and same will be added during currency of contract if needed.
2.	Please also provide details of Main Power of each vehicle – to Select Necessary AC/DC Adapter.	Power Supply Details can be found in the Technical Specifications under Hardware Section.
3.	Machinery Bifurcation: All 325 machinery are locomotives, if No, please provide the actual count of different machinery types (locomotives, Track Machines, Lories etc.)	Yes, the quantity mentioned i.e. 325 only consists of Locomotives
4.	Fuel Sensors: The document does not provide information on the quantity, size, or length of the Fuel Sensors required. Could you please specify whether we should propose one or two Fuel Sensors per locomotive? Based on our past demonstration experience, we have used two sensors per locomotive	Bidder can use one or two sensors as per their best practices, goal is to have accuracy upto 97%



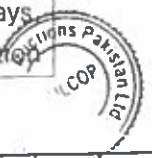
HEAD OFFICE : RAILCOP House, Pakistan Railways Carriage Factory, IJP Road, Sector I-11/1, Islamabad, Pakistan.  
Tel : +92 51-9278131, 9278271 Fax : +92 51-9278137 Email : railcop@railcop.com.pk Website : www.railcop.com.pk  
LAHORE : LARECHS Building, Pakistan Railway Headquarters Office Tel : +92 42-99201710, Fax : +92 42-99201684  
KARACHI : Pakistan Railways Loco Road, Karachi Cantt. Tel : +92 21-99206088 Fax : +92 21-99206083



# Railway Constructions Pakistan Limited

A Subsidiary of Ministry of Railways

5.	<p>Flow Meters: Required some clarity for the purpose of "Flow Meter", also the dimensions and quantity of the Flow Meters are not mentioned in the document. We would appreciate clarification on the required diameter and the total number of Flow Meters needed.</p>	<p>Purpose: To monitor fuel flowing from Engine inlet &amp; outlet to fuel tank.</p> <p>Dimensions: ranging from 0.75 Inches to 1.25 Inches (Can vary, so final number shall be done in project initiation phase)</p> <p>Quantity: 2 (Two) / Locomotive</p>
6.	<p>Software Scope of Work: There appears to be some confusion regarding the software-related scope of work. Specifically, elements such as Predictive/Preventive Maintenance, Destination Pickup and Drop, Driver Score Card, Time to Complete Jobs, Route Optimization, Traffic Management, Order Generation, and Work Orders seem to be related to Fleet Management for vehicles. These aspects may not be applicable to the Locomotive module. Could you please confirm the software functionalities required for the Locomotive module?</p>	<p>Predictive/Preventive Maintenance: To enable the proactive scheduling and prediction of maintenance for Pakistan Railways near real-time and historical data that will be inserted into the system upon the maintenances that will occur on Locomotives.</p> <p>Destination Pickup and Drop: IoT-enabled geofencing will monitor and manage designated pickup and drop-off points across the railway network, with driver management supported through a dedicated app.</p> <p>Driver score card: IoT devices will gather and analyze data to assess driver performance, enhancing safety and efficiency, complemented by a driver management app.</p> <p>Time to complete Job: IoT systems will monitor and log the time required to complete tasks, ensuring timely and efficient operations.</p> <p>Route Optimization: IoT-powered analytics will streamline route planning for Pakistan Railways with respect to fuel consumption</p>







# Railway Constructions Pakistan Limited

A Subsidiary of Ministry of Railways

		<p>trends, time required resulting in reduction in operational cost.</p> <p>Traffic Management: Not mentioned in the RFP.</p> <p>Order Generation &amp; Work Orders: Maintenances work orders workflows are required here.</p>
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*For the further necessary actions of prospective Bidders.*



**RE: REQUEST FOR THE EXTENSION OF TENDER CLOSING DATE OF || BID REFERENCE NO. 12 || FUEL MONITORING SYSTEM FOR PAKISTAN RILWAYS LOCOMOTMS & TRACK MACHINES**

aamir.malik@railcop.com.pk <aamir.malik@railcop.com.pk>

Wed 21/08/2024 14:51

To: ovais@zarasolution.com <ovais@zarasolution.com>

Cc: ceo@railcop.com.pk <ceo@railcop.com.pk>; faizan.ashraf@railcop.com.pk <faizan.ashraf@railcop.com.pk>;

fawad.ahmed@railcop.com.pk <fawad.ahmed@railcop.com.pk>

Dear Faraz Khan,

With reference to your email dated 20<sup>th</sup> August, 2024, it is to apprise that your issue regarding slow internet nation wise is not acceptable as you have already mentioned that the internet problem was nation wise which means that everyone including any other prospective bidder faced the same problem. Regarding your query to not initially informing M/s Zara solution about the bid security requirement, it is stated that company can't inform to any bidder regarding certain requirements prior to the advertisement of the specific tender. Each requirement required by the procuring agency is only mentioned in the bidding documents after the uploading of tender advertisement and issuance of tender documents. Hence, M/s Zara solutions cannot declare it as "Late-Stage Communication" as the time given to submit the tender documents is 15 days that is same for every other potential bidder as per PPRA Rule 13(1).

In light of the above, with all due respect your request for extension of submission of tender documents cannot be entertained as we are under obligation from our parent department for the completion of subject work.



Aamir Malik, CSCP  
Director Supply Chain & Special Projects  
Railway Constructions Pakistan Ltd.  
Ministry of Railways



Phone +92 51 9278076 Mobile +92 300 6097707  
Web www.railcop.com.pk Email  
aamir.malik@railcop.com.pk  
RAILCOP House, Pakistan Railways Carriage Factory,  
11 Principal Road, Sector I-11/1, Islamabad, Pakistan



From: ovais@zarasolution.com <ovais@zarasolution.com>

Sent: Tuesday, August 20, 2024 10:06 AM

To: 'ceo@railcop.com.pk'

Cc: aamir.malik@railcop.com.pk; railcop@railcop.com.pk

Subject: REQUEST FOR THE EXTENSION OF TENDER CLOSING DATE OF || BID REFERENCE NO. 12 || FUEL MONITORING SYSTEM FOR PAKISTAN RILWAYS LOCOMOTMS & TRACK MACHINES

**BID REFERENCE NO. 12**

**Date: 20th Aug, 2024**

To,  
The Chief Executive Officer,  
Railway Construction Pakistan Limited,

**RAILCOP House, Pakistan Railways Carriage Factory,  
IJP Road, Sector I-I 1/1, P.O. Box. 922, Islamabad, Pakistan.**  
Tel: (+92-51) 9278131,9278171 Fax: (+92-51) 9278137  
Email: [railcop@railcop.com.pk](mailto:railcop@railcop.com.pk); [www.railcop.com.pk](http://www.railcop.com.pk)

**SUB: REQUEST FOR THE EXTENSION OF TENDER CLOSING DATE OF || BID REFERENCE NO. 12 || FUEL MONITORING SYSTEM FOR PAKISTAN RILWAYS LOCOMOTMS & TRACK MACHINES**

Dear Mr. Syed Najam shb,

I hope this message finds you well.

Further to our telephonic discussion yesterday, we, **M/s Zara Solutions**, are keenly interested in participating in the bidding process for the above-referenced tender.

As per the tender advertisement, the current submission deadline is **August 22, 2024**. However, due to unforeseen delays, particularly the challenges posed by nationwide slow internet speeds, we are facing difficulties in finalizing our proposal within the stipulated timeframe.

It is pertinent to note that we have successfully installed and have been maintaining two (2) Proof of Concept (POC) units on Pakistan Railways locomotives since **February 2024** on behalf of Railcop. Additionally, we submitted our latest comprehensive proposal, along with our most competitive pricing, on **August 3, 2024**, at the request of **Mr. Amir Malik**, even before the tender was formally announced.

Moreover, we were not initially informed about the significant bid security requirement associated with this project. During the system functionality test phase, neither the bid security nor any tender obligations were communicated by Railcop. It was only after submitting our best rates that we were informed of the requirement to participate in the bidding process. Such a late-stage communication of key requirements is inconsistent with standard tendering practices, which typically prioritize transparency and early communication of all obligations.

In light of the above, we respectfully request an extension of **15 working days**, revising the submission deadline to **September 10, 2024**. This additional time will allow us to meet the bid security and tender requirements and prepare a comprehensive and high-quality proposal.

We appreciate your understanding and consideration of our request and look forward to your favorable response.

Best Regards,

**Faraz Basheer Khan**  
Director  
Zara Solutions  
Cell: +92-334-0020211

From: [ovais@zarasolution.com](mailto:ovais@zarasolution.com) <[ovais@zarasolution.com](mailto:ovais@zarasolution.com)>

Sent: Monday, August 19, 2024 4:41 PM

To: [aamir.malik@railcop.com.pk](mailto:aamir.malik@railcop.com.pk) <[aamir.malik@railcop.com.pk](mailto:aamir.malik@railcop.com.pk)>; [railcop@railcop.com.pk](mailto:railcop@railcop.com.pk) <[railcop@railcop.com.pk](mailto:railcop@railcop.com.pk)>

Cc: [ceo@railcop.com.pk](mailto:ceo@railcop.com.pk) <[ceo@railcop.com.pk](mailto:ceo@railcop.com.pk)>

Subject: REQUEST FOR THE EXTENSION OF TENDER CLOSING DATE OF || BID REFERENCE NO. 12 || FUEL MONITORING SYSTEM FOR PAKISTAN RILWAYS LOCOMOTMS & TRACK MACHINES

**BID REFERENCE NO. 12**

**Date: 19th Aug, 2024**

**Re: FUEL VARIANCE REPORT: IOT Based Locomotive Fuel Management System for Pakistan Railways**

ovais@zarasolution.com &lt;ovais@zarasolution.com&gt;

Sat 03/08/2024 23:16

To: Aamir Malik &lt;aamir.malik@railcop.com.pk&gt;; Ehsan &lt;ehsan@railcop.com.pk&gt;

Cc: ceo &lt;ceo@railcop.com.pk&gt;

 3 attachments (11 MB)

FMS PROJECT PROPOSAL 05 AUG 024.zip; FMS PROJECT PROPOSAL 05 AUG 024.zip; Fuel Variance Report.7z

**Quote Reference# RC002-ZS-2024****Date: 5th Aug, 2024****To:**

**The Director of Supply Chain & Special Projects,  
Railway Constructions Pakistan Limited (RAILCOP),  
RAILCOP House, Pakistan Railways Carriage Factory,  
I.J Principal Road, Sector I-11/1, Islamabad, Pakistan**

**SUBJECT: COST PROPOSAL FOR IOT-BASED LOCOMOTIVE FUEL MONITORING SOLUTION FOR PAKISTAN RAILWAYS**

Dear Sir,

We are delighted to present our comprehensive proposal for equipping 412 locomotives with our advanced IoT Based Fuel Monitoring Solution tailored for Pakistan Railways.

As you required, the attached proposal is comprising of the below listed documents attaching herewith for your kind perusal:

1. FMS Project Cost Proposal
2. Company Details
3. Project Technical Proposal
4. Similar Project Completion Certificates
5. FMS Telematics Components Details
6. Project Action Plan
7. Existing Installed POC Fuel Variance Report

**Note:** Please refer to Annex-A for a detailed overview of the Project Scope of Services and Supplies.

ZARA SOLUTIONS, in collaboration with our sister concern Mega.Tech & Vectracom Pvt. Ltd., is a leading provider of GPS-based tracking and telematics solutions in Pakistan. Our proven expertise and successful deployment of two POC units demonstrate our capability to deliver effective solutions that enhance operational efficiency and reliability.

Our extensive service network spans **seventeen cities across Pakistan**, ensuring prompt support and service availability.

While this proposal focuses on Locomotive Fuel Monitoring and Live Tracking, our Smart IoT Based Fleet Management System offers following depicted additional capabilities that can significantly benefit Pakistan Railways.

## Services we offer



Realtime Tracking (Nationwide)	✓	Tracking mobile application (IOS & Android)	✓
Tracking history	✓	Secure parking (Kill and release engine remotely)	✓
On Call Location	✓	Ignition On/Off notification	✓
Battery tampering alerts	✓	Locate parked vehicle	✓
Geo fence violation alerts	✓	Mileage	✓
Emergency immobilization	✓	Idling time	✓
24/7 vigilance/ monitoring	✓	Parked time	✓
24/7 customer support	✓	Overspeeding alert /report	✓

## Fleet Management Features we offers

 <b>VEHICLE'S MAINTENANCE</b>	 <b>VIDEO MONITORING</b>	 <b>FUEL MONITORING</b>
---	--	--

The following major components will be utilized for the IoT Based Locomotive Fuel Monitoring System:  
*(Technical Documents enclosed herewith for your reference)*

- AT09+ GPS Tracking Device from A-Telematics,
- AS10 Fuel Capacitive Sensor 700mm with
- Liquid Turbine Flow Meter

We are committed to providing superior solutions and are available to address any questions or concerns you may have regarding our proposal.

Thank you for considering our proposal. We eagerly anticipate the opportunity to collaborate on this important project.

**Best Regards,**

**Ovais Iqbal**

Manager Business Development



[www.zarasolution.com](http://www.zarasolution.com)

Head Office # 908, 9th Floor California Tech Mall,

Liberty Commercial, Bahria Town Karachi.

Cell#: 0313242289

ovais@zarasolution.com

From: ovais@zarasolution.com <ovais@zarasolution.com>

Sent: Tuesday, May 14, 2024 11:16 AM

To: Aamir Malik <aamir.malik@railcop.com.pk>; Ehsan <ehsan@railcop.com.pk>

Cc: 'ceo' <ceo@railcop.com.pk>; Faraz Khan <faraz.khan@vectracom.com>

Subject: FUEL VARIANCE REPORT: IOT Based Locomotive Fuel Management System for Pakistan Railways

Date: 14<sup>th</sup> May, 2024

To,

Mr. Ehsan

Procurement Manager,

Railway Constructions Pakistan Limited (RAILCOP),

RAILCOP House, Pakistan Railways Carriage Factory,

I.J Principal Road, Sector I-11/1, Islamabad, Pakistan

**SUBJECT: MANUAL / FMS FUEL VARIANCE REPORT OF LOCOMOTIVE HGMU-30-8200-8214**



Dear Sir,

Hope you are doing well. I am writing this to share with you the Fuel Variance Report of Feb Month that has been compiled by making the comparison between the data collected through our Smart-IoT Based Fuel Monitoring POC Unit installed on the Locomotive HGMU-30-8200-8214 and the Manual Fuel Data Sheets provided by the Pakistan Railways Karachi Diesel Shop.

The attached Fuel Variance Report majorly compares Four attributes of both Manual and Telematics Readings of the Locomotive HGMU-30-8200-8214; which are:

1. **FUEL OPENING BALANCE VARIANCE**
2. **FUEL-FILLED QUANTITY VARIANCE**
3. **AFTER FUEL FILLED LEVEL VARIANCE**
4. **TRIP TRAVELED KM VARIANCE**

Additionally, I would like to emphasize the importance of our telematics accuracy compared to manual data collection methods.

**Inefficiencies of Manual Fuel Data Feeding:**

- The Report highlights that the PR Provided Manual Fuel data sheets comprised various human errors in terms of Fuel Reading Accuracy
- Also, our team found it hard to read or fetch the data from the manual sheets during report compiling
- Various data readings are missing on different points
- Data filled in the wrong attribute or table
- Trip KMs Data noted in Range, however, our Electronic System notes it in accurate number format.

Furthermore, I would like to draw your attention to the accuracy and reliability of the data collected through our telematics system.

**Here are some key advantages of our telematics system over manual data collection methods:**

1. Our IoT-based FMS provides Real-time Fuel Monitoring
2. Prompt intervention in case of anomalies or deviations from expected norms which is not possible via Manual Reading.
3. Provide accurate data collection through a smart sensing system
4. Eliminates the risk of human error
5. Enables to find insights into the wealth of data and analytics to optimize various aspects of the operations.
6. Help to achieve high cost-saving targets by optimizing fuel usage, improving Locomotive efficiency, and cutting operational costs.

In conclusion, the insights provided by our telematics system empower you to make informed decisions, drive operational excellence, and achieve your business objectives more effectively.

If you have any questions or would like to schedule a demonstration of our telematics system, please feel free to contact me at your convenience. I am here to assist you in any way I can.

Thank you for your attention, and I look forward to hearing from you soon.

**Best Regards,**

**Ovais Iqbal**

Manager Business Development

[www.zarasolution.com](http://www.zarasolution.com)

Head Office # 908, 9th Floor California Tech Mall,

Liberty Commercial, Bahria Town Karachi.

Cell#: 0313242289

[ovais@zarasolution.com](mailto:ovais@zarasolution.com)

To,  
The Director Supply Chain & Special Projects,  
Railway Construction Pakistan Limited,  
RAILCOP House, Pakistan Railways Carriage Factory,  
IJP Road, Sector I-I 1/1, P.O. Box. 922, Islamabad, Pakistan.  
Tel: (+92-51) 9278131,9278171 Fax: (+92-51) 9278137  
Email: [railcop@railcop.com.pk](mailto:railcop@railcop.com.pk); [www.railcop.com.pk](http://www.railcop.com.pk)

**SUB: REQUEST FOR THE EXTENSION OF TENDER CLOSING DATE OF || BID REFERENCE NO. 12 || FUEL MONITORING SYSTEM FOR PAKISTAN RILWAYS LOCOMOTMS & TRACK MACHINES**

Dear Sir,

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We appreciate your consideration of our request and look forward to your favorable response.

Best Regards,

**Ovais Iqbal**  
**Manager Business Development**  
**Cell: +92-313-2422389**  
**Email: [ovais@zarasolution.com](mailto:ovais@zarasolution.com)**