

<u>ITB Reference</u>	<u>Page No</u>	<u>Clarifications</u>	<u>Excise Department of Sri Lanka Answer</u>
ITB 10.1, 10.5, 10.6; ITB 26.1	45–46	What is the deadline for the submission of Clarification Questions?	14 days prior to the Deadline for Submission of Bids
ITB 10.1, 10.6	45–46	When will the authority response to Clarification Questions?	7 days prior to the Deadline for Submission of Bids
Volume 02 – Section VI, Scope of Requirements	p.2–4 (Volume 02)	Production Line Details - Please provide a complete inventory of all production and packaging lines covered under this project, including each manufacturer's: geographic location; excise product category/s produced; number of production lines; production line speed; packaging formats produced (container type x liquid volume, as detailed in Volume 02 B.2 Items to Which The Stickers Are Required); and existing coding/labeling equipment (OEM x Model Type/Reference and date of installation)	The winning bidder must obtain this as part of the System Study during the PID phase
Volume 02 – Section VI; Price Schedule	p.3–4, 11 (Volume 02)	Volume Forecasts - Please provide the annual and monthly forecast volumes for physical tax stamps and digital codes by product category (Spirits, Beer, Wine, Bottled Toddy) for the entire 5-year contract period.	Refer Addendum 01
Price Schedule Notes	p.4, 23 (Volume 02)	Guaranteed Minimum Volumes - As the project is based on a BOO model with payments linked to actual consumption, does the Excise Department guarantee any minimum annual volume or minimum revenue commitment to the contractor?	There are no minimum Volume
Section III – ITB 3.3, 3.3.1, 3.3.2	51–54	Evaluation Methodology - Please provide the detailed technical and financial evaluation criteria, including scoring methodology, weightings, and minimum qualifying technical score.	Specified IN Section III
Volume 02 – Business Requirements B.16 & B.27	p.15–17 (Volume 02)	Integration Requirements - Please provide detailed interface requirements for integration with existing Excise Department systems, including APIs, databases, reporting systems, and data exchange protocols.	Will be shared to the winning bidder due to confidentiality provision
Volume 02 – B.21, C.8; SoR	p.4, 16, 21 (Volume 02)	Data Hosting & Cybersecurity - Can the Authority clarify the mandatory hosting requirements, disaster recovery requirements, cybersecurity standards, and data residency obligations applicable to the proposed SFSFMS solution?	As per Sri Lanka CERT policy. Bidder go contact SL CERT for any clarification
Volume 02 – Implementation Plan; C.1–C.5	p.5–6, 19–20 (Volume 02)	Acceptance & Go-Live Criteria - Please provide the detailed implementation timeline and acceptance criteria for SAT, UAT, OAT, commissioning, and final Go-Live approval.	Time line is indicated in bid document. Acceptance criteria will be provided to selected bidder
ITB 20.8; Particular Conditions 11.2; Price Schedule Notes	p.46, 173	Commercial Protection Against Inflation & FX Risks - Considering the 5-year BOO contract period, will any mechanism be available for adjustment of pricing due to inflation, foreign exchange fluctuations, or significant increases in material costs?	No Price adjustment
ITB 20.5, 20.6; Particular Conditions 13 & 14	45–47, 174	Taxes, Duties & Exemptions - Please clarify the applicable VAT, withholding tax, customs duties, and whether any exemptions are available for imported equipment, security materials, software, and services under this project.	Price shall be Quote DDP basis . Bidders shall Include all taxes
ITB 4.1 (BDS), ITB 4.7, Section III 3.7	45, 56	Consortium / JV Eligibility - Can foreign bidders participate independently, or is a local partner/JV required? If JVs are permitted, how will experience, turnover, and qualification requirements be evaluated among consortium members?	local JV partner is required. Specified in Section III
ITB 11.3, ITB 26.2, ITB 46.1	16, 27, 48	Given the scope and complexity of the procurement, would the Authority consider extending the tender submission deadline by three weeks to 22 September 2026? We believe additional time would support the development of higher-quality responses and facilitate broader market participation, helping to ensure a robust and competitive procurement process that delivers best value.	If extend, will be publish on Papers and websites, and inform to the bidders who purchased Procurement Document, Refer Addendum 02
ITB 7.1, 7.5 (BDS); Section III 3.9	14, 45, 62	Could the Authority please clarify its definition of subcontracting in the context of this tender? Specifically, does this restriction extend to standard supply agreements with third-party material/equipment suppliers and/or service delivery arrangements with affiliated entities within the same corporate group?	Refer ITB 7.1. Subcontracts are not allowed. Critical items such as printing, hologram manufacturing, numbering, hot stamping, must be done under one roof.
PROCUREMENT DOCUMENT (Volume 2) B.17	4, 5, 16	Is a sample verification device required as part of the bid submission?	No

Volume 2, Section 3: Scope of Services	p4	The specification states that aggregation is required: "Enable item-level and hierarchical supply chain traceability, capturing events from production and aggregation through to dispatch, sale, and destruction." Is this required for the high speed, high volume Beer lines, as provision of aggregation systems is a specification usually only seen for tobacco products at these speeds and volumes. It is also supported by item level plain packaging laws which make this economically feasible	Yes. It is required for all products. Bidders are required to propose their solution. Any suggestions to packaging must be within existing Excise and Health regulations prevailing in Sri Lanka.
Volume 02 – Business Requirements B14 i. Foolproof Sticker Specifications	pdf p14/ pp. 12-13	Can the Foolproof Sticker samples be presented as generic stock designs carrying B 14 i.'s requested security features, supported by equivalent live Excise Stamp samples from the bidder's existing customer programmes in illustration of the proposed printed security and holographic features' performance?	Yes
Volume 02 – Business Requirements B14 i. Foolproof Sticker Specifications	pdf p14/ pp. 12-13	Can bidders' ability to support B 14 i.'s specification be presented across a series of Excise Stamp samples, which when evaluated collectively rather than singularly demonstrate compliance with B 14 i's Technical Requirements ?	No. One stamp must contain all the features required.
Volume 02 – Business Requirements B14 i. Foolproof Sticker Specifications	pdf p14/ pp. 12-13	Can the submitted Excise Stamp samples be presented as both single-cut individual stamps, and reels?	Bidder discretion
Volume 02 – Business Requirements B14 i. Foolproof Sticker Specifications	pdf p14-15 pp. 12	Hologram (i) Must not be made from Aluminum or Gold : please confirm that a bidder's	Internal to EDSL
Volume 02 – Business Requirements B14 ii. Digital Stamp Specifications	pdf p15/ pp. 13	Code Types and Location: please advise more explicitly the requirement for the number of printing units and their respective position for installation on each Beer manufacturer's high-speed bottling line. Is the requirement for: Option 1: the bidder's hardware solution for the direct printing of secure codes to bottles/cans must offer the flexibility to encode in two different locations on the beer receptacle, but only one location will be selected for installation of the print unit after the appointed contractor's audit of each Beer manufacturer's production lines/s i.e. each Beer production line will only require the installation of one print unit in a fixed position, determined during the contractor's audit of each Beer facility . Option 2: the bidder's hardware solution must perpetually accommodate the printing of secure codes in two positions on the Beer receptacle, and consequently each production line must be equipped with two print units. Option 3: a different variant of print unit installations not provided for under Options 1 + 2 here, and to be confirmed by EDSL.	Comply to the original. Bidder shall perform to the SLA
Volume 02 – Business Requirements B14 i. Foolproof Sticker Specifications	pdf p14-15 pp. 12	Foolproof Sticker Dimensions: please advise the dimensions for each of the 4 Stickers that are currently supplied, expressed as length x width, or diameter for circular stickers, in mm : i) Hard Liquor ii) Wine iii) Beer vi) Bottled Toddy	As per Bidders proposed solution
Volume 2 / 3. Scope of Services	p4	Multicoloured caps can prevent the general public consumers from reliably scanning the printed machine-readable code, and even from being able to read the human readable code for manual authentication. Will the authority legislate for plain caps so that consumers can reliably scan or read the printed code.	Any suggestions to packaging must be within existing Excise and Health regulations prevailing in Sri Lanka.
Volume 02 – Business Requirements B14 i. Foolproof Sticker Specifications	pdf p14-15 pp. 12	Hologram (v) Text viewable under flashlight: It is our experience that this feature is not sufficiently reliable enough to be used as a key authentication feature within the hologram. The feature's verification dependability is undermined through the application of the thin layer of the holographic security foil to the variable topography of the Foolproof Sticker paper. The hologram takes on some of the surface texture of the Sticker paper which can affect the legibility of this type of effect, making it difficult to see and routinely verify with confidence. This type of feature is also readily available in the commercial market using equipment that is easily accessed and used by counterfeiters globally, including within Asia. With this exposure to both variable authentication effectiveness and counterfeit, we recommend and request that EDSL withdraws this feature from the hologram specification.	EDSL cannot mandate security features that are proprietary to one vendor. Bidders can suggest equivalent or more advanced features.

Volume 02 – Business Requirements B14 i. Foolproof Sticker Specifications	pdf p14-15 pp. 12	Hologram (v) Text viewable under flashlight: in the event that EDSL withdraws this feature for the reasons identified above, we propose that is replaced with one of the two following options, both offering higher levels of authentication reliability and resistance to counterfeit: 1) a channel switch effect offer 180 degrees, created using sophisticated Electron Beam Lithography equipment that has a restricted presence in the market. The feature can switch between two different graphic images when the Sticker and hologram is tilted by the viewer or can switch from multiple colours to white over a 180-degree viewing angle. 2) Covert Laser Read (CLR) this special secure structure contains an embedded graphic feature that can be retrieved, viewed, and authenticated using a dedicated reading device. We request that EDSL includes one of these two hologram features in a restated specification for bidders to respond to.	EDSL cannot mandate security features that are proprietary to one vendor. Bidders can suggest equivalent or more advanced features.
Volume 2 Requirement - 3. Scope of Services - <u>Advanced Analytics and Traceability</u>	2	To what level of the supply chain is the solution hoping to implement traceability for?	Traceability is required upto Point of Sale and the end consumer sale
Volume 2 Requirement - B.1 - Nature of the requirement, services and payment procedure	6	What does 'Production Monitoring of Control System' mean in practice?	Bidder to propose his solution as per EDSL requirements
Volume 2 Requirement - B.5 - Product verification and tracking process (II)	8	What is the problem statement as to why SMS is preferred, is it due to poor internet connectivity? How is this currently implemented, and does it work well? This can be implemented if needed but would rather push towards smartphone or internet-based solutions, <u>resulting in a more efficient, effective and accessible verification solution.</u>	Bidder to propose his solution as per EDSL requirements
Volume 2 Requirement - B.16 - Authentication and tracking System functionalities overview	13	What is meant by 'facilitate the communication in the most efficient and convenient way' from an implementation perspective?	Bidder to propose his solution as per EDSL requirements
Volume 2 Requirement - C.8 - Information security, integration and access control (b)	19	What SSO platform is in use and what are its specs, or any information to understand what work would be required to integrate it?	Bidder to propose his solution as per EDSL requirements
Volume 2 Requirement - C.8 - Information security, integration and access control (f)	19	Are additional integrations required? And if so, what additional or external systems must be integrated with?	System shall have facility to integrate with other system
Volume 2 / B.5	p10	Do you need a citizen app?	Yes
Product verification and tracking process			
Volume 2 / B.10	p12	Is the vendor required to save the data for the associated QR codes in the backend of the app?	Bidder to propose his solution as per EDSL requirements
Holographic Security Label			
Volume 2 / B.5	p10	Does the enforcement officer need a different interface for the app?	Bidder to propose his solution as per EDSL requirements
Product verification and tracking process			
Volume 2 / B.6	p10	How does a manufacturer or importer request for stamps?	Bidder to propose his solution as per EDSL requirements
Foolproof / Digital Sticker ordering, printing, issuing reimbursement, activation and rejection process			
Volume 2 / B.5	p10	When a consumer requests to authenticate the stamp via SMS where is the data drawn from?	Bidder to propose his solution as per EDSL requirements
Product verification and tracking process			
Volume 2 / Phase 3: Security Clearance and Training	p5	Please supply details of how to obtain compliance requirements and specification for SLCERT as it relates to this project?	Bidder to contact SLCERT for this clarification
PROCUREMENT DOCUMENT (Volume 1 & Volume 3) c)	p4	We request EDSL does not remove the mandatory requirement for ISO 37001 for Anti-Bribery Management Systems compliance. Please confirm this remain as a mandatory requirement?	ISO 37001 (Anti-Bribery Management Systems) is not mandatory qualification requirement. Refer Addendum 01
Quality and Security Requirements:			
PROCUREMENT DOCUMENT (Volume 1 & Volume 3)	p4	ISO 14298 - Please confirm that this compliance requirement is at a government level, as per the global standard?	Any Level
PROCUREMENT DOCUMENT (Volume 1 & Volume 3)	p4	To maintain the integrity of the ITB, please confirm that the manufacturer of both the physical stamps and digital codes has all quality and security requirements (ISO 9001, ISO 14298 or HSSMS, ISO 27001, ISO 37001 for Anti-Bribery Management Systems, the International Optical Technologies Association (IOTA) - formerly known as International Hologram Manufacturers Association (IHMA) and the International Tax Stamp Association (ITSA)) needed to be in effect at the time of bid submission or must be in place before commencement of the contract?	Time of Bid Submission
PROCUREMENT DOCUMENT (Volume 1 & Volume 3) / 3.7.6.	p58	Please confirm that the integrity of the 5-year experience covers the delivery of services in line with the contractual obligations of the relevant contract?	Yes
General Experience			

Printing Technology & Ink Specifications: - Refer Volume 2, Page 7, B.3	p7	Does the EDSL mandate specific printing technologies (e.g., Continuous Inkjet, Thermal Inkjet, Laser) for the direct alphanumeric and machine-readable code application?	Bidder to propose his solution as per EDSL requirements
Printing Technology & Ink Specifications: - Refer Volume 2, Page 7, B.3	p7	Are there specific ink requirements (e.g., food-grade, fast-drying, water-resistant, UV-curable, or bi-fluorescent/covert inks) for dark or condensation-heavy surfaces?	Bidder to propose his solution as per EDSL requirements
Physical Sticker Applicators & Verification Scope- Volume 2	A13 P8	Clause A.13 on page 6 - specifies a maximum allowable equipment footprint of 2m x 2m per site. Does this space restriction apply to the entire inline setup, including applicators, vision systems, and rejection mechanisms? During the site visit the brewery stated they could only give 0.4-meter space.	Comply to the original.
Physical Sticker Applicators & Verification Scope- Volume 2	p7	What are the operating speeds (units per minute) on the automated bottle filling lines where physical sticker applicators will be integrated?	Refer Addendum 01
Line Speeds & Integration Footprint:			
Sticker & Labelling Formats / Volume 2	p7	Will the EDSL provide uniform reel specifications (e.g., core size, outer roll diameter, winding direction) for automated applicators?	Depends on the applicator that will be procured by the Manufacturers
Sticker & Labelling Formats / Volume 2	p7	Clause B.3 on page 7 - notes manufacturers may use existing affixing systems or procure new equipment. Will the contractor be required to retrofit existing application machinery, or supply brand-new standalone inline labellers across all lines?	Bidder to propose his solution as per EDSL requirements
Volume 2 / Machine Vision Systems (MVS) & Inspection Parameters: Clause B.5	p8	Are Machine Vision Systems required on every line (both direct print and physical sticker lines) for 100% inline code/sticker verification and rejection?	Yes
Volume 2 / Machine Vision Systems (MVS) & Inspection Parameters: Clause B.5		What specific rejection criteria must MVS handle (e.g., unreadable 2D/QR codes, misaligned/torn stickers, missing codes, partial prints)?	Bidder to propose his solution as per EDSL requirements
Online Production Counters (OPC) & Line Interfacing: - Volume 2, Clause B.27	p15	What types of existing signals, PLCs, or sensors (e.g., flowmeters, line stoppage interlocks) are installed on manufacturers' lines that our Digital Control Units must integrate with?	Bidder to propose his solution as per EDSL requirements
Aggregation & Level Traceability Scope – Clause B.30 / Volume 2	p16	What aggregation levels are required beyond single units (e.g., Inner Packs, Cartons/Cases, Master Cases, Pallets, or Kegs)?	Bidder to propose his solution as per EDSL requirements in line with international standards to enable Supply Chain Traceability from Manufacturer to Citizen at Point of Sale
Aggregation & Level Traceability Scope – Clause B.30 / Volume 2	p16	Clause B.30 specifies that sticker paper for aggregated codes is borne by manufacturers, but ribbon/ink is borne by the contractor. Is aggregation mandatory for all product lines, or only for specific export/domestic tiers?	Refer Addendum 01. Applicable for Domestic and Export
Aggregation & Level Traceability Scope – Clause B.30 / Volume 3	p16	Is the contractor expected to supply hardware for case aggregation (e.g., handheld scanners, station cameras, case printers/apply labelers) at each production line, or will manual aggregation stations suffice?	Bidder to propose his solution as per EDSL requirements based on analysis during Site Visit
Site Readiness, Utilities & Field Operations- Volume 2	p15	Clause B.24 on page 15 - notes that manufacturers supply power, water, and space. What are the standard electrical specifications (voltage, phase, frequency) and compressed air availability provided at factory lines?	Bidder to obtain this information from readily available sources
Operational Staffing Responsibilities: - Volume 2	p1/2	Clause 3 on page 1 and 2 (Operations) states the contractor must provide field engineers, operators, and line technicians daily at packaging lines. How many operational shifts (e.g., 1, 2, or 3 shifts/day) and working days per year do manufacturers typically run across these facilities?	Bidder to propose his solution as per EDSL requirements
Operational Staffing Responsibilities: - Volume 3	p1/3	Is 24/7 dedicated resident technical support required on-site at every plant, or is a regional rapid-response field support team acceptable under the 99% SLA requirement?	Dedicated Support is required at every plant
Site Visit 5 August 2026		The manufacturers of beer will need to bear the cost of the rejected DTP stamp codes, please confirm this position?	All rejected codes due to printing errors will be borne by the Solution Provider
		ISO 27001 Certification The tender requires bidders to be certified with ISO 27001 (Information Security Management). As this is a specialized IT-related certification, not all consortium/partner companies are likely to hold it, which may unduly restrict participation in this publicly floated tender. While our principal company can meet this requirement, our partner companies may not. We also note that this requirement appears to overlap with a related certification requested elsewhere in the same clause. We kindly request that the ISO 27001 requirement be reconsidered or removed for all bidders to allow wider participation.	Comply to Addendum 01

		<u>ISO 37001 Certification (Anti-Bribery Management)</u> The tender requires ISO 37001 certification for Anti-Bribery Management. Most manufacturers of excise stickers do not hold this certification. We would be pleased to submit a signed declaration/statement affirming our commitment to anti-bribery practices in lieu of this certification. We respectfully request that this requirement be reconsidered or removed, as it may otherwise limit participation.	ISO 37001 (Anti-Bribery Management Systems) is not mandatory qualification requirement. Refer Addendum 01
		<u>Sticker Material - Paper & PET</u> As the tender specifies both Paper Sticker and PET as acceptable material options, we would like to confirm whether we may offer both options for your evaluation and selection, or whether a single material type must be proposed.	Alternative offers are not accepted. Please quote for only for PET or Paper
		<u>Digital Printing - Subcontracting</u> With regard to the Digital Printing requirement, we would like to clarify whether we may engage a subcontractor with proven experience in digital printing to fulfil this specific requirement, while we retain overall responsibility for the contract.	No subcontracting is allowed
		<u>Sticker Specification - 80 GSM Paper with Water Resistance</u> The specification calls for an 80 GSM paper-based sticker with water-resistant properties. We would appreciate clarification on the intended application environment for this sticker - specifically, whether it is intended for use on products such as beer bottles/cans that are stored under refrigerated or high-condensation conditions. This will help us confirm whether the specified paper-based material is suitable, or whether an alternative material should be considered for such applications.	Requirement is self explanatory to anyone in the Industry
		<u>DNA Ink Requirement</u> Why you need DNA Ink, is this for the Paper Sticker and PET. Also for digital printing. DNA ink is very expensive and there are substitutes that can be cheaper. Is it compulsory to use DNA Ink.	Bidder to propose his solution as per EDSL requirements
		<u>Equipment Supply</u> Please inform whether we have to supply Sticker Applicators and Ink Jet Printers, as part of solution.	Bidder to propose his solution as per EDSL requirements
	2	Can the solution be deployed (Primary & DR) using local cloud infrastructures?	Bidder to propose his solution as per EDSL requirements subject to Data Privacy Regulations in force in Sri Lanka

	2	Any specific requirement regarding the data center tiers (Ex: tier 3)?	Bidder to propose his solution as per EDSL requirements keeping in mind the SLA requirements
	4	Can implantation timing be changed, as delivery of specific equipment (such as industrial printer...) will take at least 6 months after placing orders?	Bidder to propose the implementation timeline as per EDSL requirements
	11	Section requires changing "all or few" covert features every 12 months. Please confirm the minimum scope of each refresh, that re-tooling cost sits with the contractor, and that a feature change won't require re-approval that interrupts supply.	Cost shall remain with the Supplier. No changes to the Sticker shall be made without prior approval of GoSL
	11	B.13 and B.12(vii) require covert / forensic security features (e.g. DNA or invisible UV ink) to be embedded in the digital codes, not only the stickers. For direct on-product marking a covert taggant can be carried in the ink where inkjet is used; however, laser marking (which may be needed to reach the higher line speeds) deposits no ink and so cannot carry an ink-based taggant. How does EDSL expect covert / forensic features to be implemented on laser-marked products, and would laser marking without an ink-borne taggant be acceptable, relying on the cryptographic security of the digital code instead?	Bidder to propose his solution as per EDSL requirements
	11	There are compromises to be found between line speed, barcode size and marking technology. Is a proprietary encrypted format acceptable for digital codes on base units, instead of GS1 structure (GTIN).	Bidder to propose his solution as per EDSL requirements keeping in mind the operational requirements
	13	Section requires simultaneous printing of two codes (alphanumeric + machine-readable) at two locations, scannable on multicoloured caps at line speed. We understand that "colourful printed caps must not defeat the phone scan." Obviously, a busy cap design kills the contrast a 2D code needs. In that case, can we assume brand-owner cooperation to create a plain "quiet zone" / print patch on the cap artwork ?	Any proposed solution must be in line with existing regulations. No regulatory change is envisaged for this project
		These sections point to a single model: contractor-owned-and-operated DC and DR equipment co-located at two Employer/government sites in Sri Lanka (DC at EDSL, DR at the Employer site). Please confirm: That the intended model is: contractor hardware at Employer-provided premises rather than the contractor's own or a commercial third-party data centre; Whether a Sri-Lanka-resident private/sovereign (or public) cloud is permitted as an alternative, or whether physical on-premises co-location is mandatory? Who is responsible for facility readiness at the EDSL and DR sites (power, cooling, rack space, physical security, connectivity) and in what state that space is provided? Must all data (primary, DR, backups, analytics/AI and app/SMS backends) reside physically within Sri Lanka? Confirm the data-residency rule (all data physically in Sri Lanka) and whether any component	All data must reside in Sri Lanka. All Compute, storage, Cybersecurity must be provided by the Bidder in Physical Data Centers inside the Country
	6	Please specify what "Product Verification of Foolproof Stickers" means. Is it Online reading of serial numbers of stickers and creating database for activation?	Bidder to propose his solution as per EDSL requirements

	9	Legacy data migration: Clause B.7 states EDSL will provide existing data 'in plain text format'. Please confirm Exactly what this dataset contains: master/reference data only, or the legacy serial numbers / security codes themselves? Whether 'plain text' means unstructured flat files or unencrypted values, and how a dataset of security codes will be protected in transit and at rest given the A.11 confidentiality obligation? Whether the new system must continue to authenticate codes issued by the outgoing system during transition, and if so, whether the original generation keys/algorithm (not just a value list) will be provided, or whether validation is expected against a supplied look-up table of known-valid serials?	Will be provided to the winning bidder
	13	Digital marking on cans will only be on the bottom surface and not on top. Is this correct?	Bidder to propose his solution as per EDSL requirements
	13	This section lists integration with "RASED"; the scope references RAMIS and Sri Lanka Custom. Please provide / answer the queries below: The list of all systems (RAMIS/RASED, Customs/CUSDEC, excise gate-pass) Will API be available (or specs) of each system? Who builds and maintains each interface? Will CUSDEC (customs declaration) data (B.4/B.7) be exposed via a live API, or is manual	This will be finalized with the winning bidder during PID phase
	16	Aggregation (primary→case→pallet, SSCC master codes): Is aggregation mandatory for all products or specific categories? <u>Aggregation required at which supply-chain nodes?</u>	Please refer earlier responses
	20-21	Single availability SLA (≥99% monthly; penalties capped at 25%). Are there any additional performance SLAs (first-pass read/print rate, reject rate, verification-device detection accuracy, code-issuance latency, helpdesk response), or is availability the only measured metric? D.4 measures downtime "from Employer notification". Please confirm the notification/severity/response process, and whether third-party-caused outages (manufacturer power, network, Customs API) are excluded. Confirm the scheduled-maintenance exclusions (D.10) and that the 24×7 requirement (D.2) applies to the verification/ordering platform, not to on-site line operations that follow manufacturers' hours.	Bidder to propose his solution as per EDSL requirements
		Will EDSL require dual-custody sign-off (EDSL officer + contractor) for physical stock movements and non-reversible one-time serial activation?	Bidder to propose his solution as per EDSL requirements
		Will read-only oversight access be granted to external bodies (e.g. COPF, Auditor General), and is quarterly public reconciliation reporting required?	Not currently envisaged
		Will EDSL specify a minimum certified detection rate and annual third-party recalibration of verification devices as acceptance criteria?	Bidder to propose his solution as per EDSL requirements

3 Design and Supply of Security Features:	1	As per our understanding from the pre-bid meeting held on 04 August 2026, the Physical stickers to be supplied are of only one type i.e. Paper based stickers embedded/hot stamped with holographic features. Kindly confirm yes/no. If not, please specify in detail, all types of physical foolproof stickers required and also provide the quantity breakup of each type out of the total 1.5 billion physical stickers.	Bidder can propose Paper or PET based stickers complying to the required security features
		As per our understanding from the pre-bid meeting held on 04 August 2026; Arrack, LMFL, wine and imported products (including both alcoholic beverages and beer) shall be provided with physical stickers (Paper based Stamps). The total quantity of 1.5 billion physical foolproof stickers over a period of five (5) years shall include the requirements for all the above-mentioned products. Kindly confirm yes/no.	Refer Addendum 01
		We request the EDSL Department to kindly specify the annual quantity/volume of physical paper-based foolproof stickers required to be supplied for each of the following product categories considering the total requirement of 1.5 billion stickers over five years. 1) Arrack 2) LMFL 3) Wine 4) Imported products, including both alcoholic beverages & beer	Refer Addendum 01
		As per our understanding, digital codes are required only for beer products (Cans, Bottles and Kegs) manufactured in Sri Lanka and no other category of liquor. Kindly confirm yes/no.	Refer Addendum 01
		Considering that physical Paper based foolproof stickers with embedded/hotstamped holographic foil provide tamper evidence, three-level security (overt, covert, and forensic), smartphone authentication through encrypted QR codes, while also enabling uniform implementation across all liquor categories; we request the department to kindly consider physical foolproof stickers with encrypted QR codes also as an option for using on beer products manufactured in Sri Lanka. This would enable a standardized security solution and simplify operations across manufacturers.	Rejected. Bidder to propose his solution as per EDSL requirements
		As per our understanding from the pre-bid meeting held on 04 August 2026, the proposed software workflow of Security Features Management System (SFSFMS) with respect to Physical stickers is as follows: 1. Distilleries/Importers shall raise indents for physical foolproof stickers with the Excise Department. 2. The Excise Department Head Office shall place the purchase order for the physical foolproof stickers with the successful bidder. 3. The successful bidder shall print and supply the stickers to the Excise Department. 4. The Excise Department shall issue the stickers received from the printer to the respective Distilleries/Importers as per the indent received. 5. Distilleries/Importers shall issue the stickers to the production floor, and the unused/remaining stickers shall be returned after completion of the day's production. Kindly confirm yes/no.	Bidder to propose his solution as per EDSL requirements
		As discussed in the pre-bid meeting held on 04 August 2026, the scope of the Security Features Management System (SFSFMS) software (with respect to Physical stickers) to be	

2 Production Line Infrastructure and Integration	3	provided by the successful bidder is till the issuance of physical stickers up to the production floor at the respective Distilleries/Importers units. The remaining Track & Trace software and related functionalities would be provided by RASED software and the same	Production Control is required for all production lines. Bidder to propose his solution as per EDSL requirements
4 Phase 2: Supply, Installation, and Integration	3	would subsequently be integrated with the Security Features Management System (SFSFMS) system. So "" Integrating Online Production Counters (OPC), Machine Vision Systems (MVS), and control units into production lines to automate the detection of line stoppages, bypass attempts, and stamp misapplications, Production Monitoring of Control System, Aggregation and Supply Chain Traceability Enablement"" would be applicable only for the lines where digital codes (digital stamps) is done.	
6 B.1	5	Kindly confirm yes/no.	
16 B.30	5		
3 Mobile and Public Authentication:	2	As per our understanding from the pre-bid meeting held on 04 August 2026, Smartphone applications for verification of codes should be provided by the bidder which will be installed in all authorised Excise officials' smartphones instead of providing 600/500 handheld verification devices which will be inconvenient to use and also unnecessarily inflate the entire project cost	Rejected. Bidder to propose his solution as per EDSL requirements
5 B.17 Field control tool	13	Kindly confirm yes/ no	
3 Production Line Infrastructure and Integration	2	As confirmed in the pre-bid meeting held on 04 August 2026 and site visit on 05 August 2026, it is the manufacture's discretion and responsibility to continue using their existing sticker applicators or procure a new sticker applicators to facilitate label application on semi-automated and automated lines, at their own cost.	Confirmed
5 B.3 (i)	7	Kindly confirm yes/no.	
3 Operations, Maintenance, and Training	2	We request the ESDL department to kindly provide the required data: 1) total number of breweries (beer) in Sri Lanka. 2) total no of production lines in breweries to be considered for running the systems. 3) total number of distilleries & wineries in Sri Lanka. 4) total no of lines in distilleries to be considered for running the systems	Refer Addendum 01
4 Phase 2: Supply, Installation, and Integration	3	We request the Department to kindly provide the SFSFMS infrastructure sizing requirements in detail, to propose an appropriate, scalable, and adequately sized infrastructure.	Bidder to propose his solution as per EDSL requirements

5 C.7	18	We request the Department to kindly provide the following requirements for data storage, backup and redundancy: 1) Estimated database growth (annually) 2) Expected number of concurrent users	Bidder to propose his solution as per EDSL requirements
4 Implementation and Delivery Plan	3.4	As per our understanding, any delays in obtaining approval for SLCERT will result in an extension of the implementation timeline. Kindly confirm yes/no. If not, Kindly specify the expected SLA/turnaround time for Sri Lanka CERT (SLCERT) approval.	Bidder to propose his solution as per EDSL requirements
5 A.1 A.2	4	As per our understanding, phased implementation (module-wise Go-Live) of Security Features Management System (SFSFMS) for Liquor-Based Products can be done. <u>Kindly confirm yes/no.</u> The processes pertaining to Excise Labels (Paper based foolproof stickers) followed in big countries like India where the foolproof stickers are supplied by security printers to State Government Excise Departments rather than Central Government Department, as Excise is a state subject in those big countries. Considering the volume of stickers consumed by one state can be more than or equal to the volume of stickers mentioned in the RFP, we request the department to consider the same. Kindly confirm yes/no.	Phased implementation is not possible. Bidder is to propose a Big Bang Approach towards migration The scope should cover all features required in this Bid Document
5 A.9	5	As informed during the pre-bid meeting held on 04 August 2026, the physical foolproof stickers may be manufactured at the successful bidder's manufacturing facility outside Sri Lanka also and subsequently supplied to the Excise Department Head Office in Colombo, Sri Lanka. The Excise Department would then distribute the physical stickers to the respective Distilleries/ Importers for affixation on liquor products. Kindly clarify yes/no.	Bidder is required to depute staff and setup the Encoding Center in EDSL HO. Bidder Staff shall be responsible for packing. EDSL will only do the approval and monitoring
6 B.1			
13 B.15			
4 Implementation and Delivery Plan	3	As per our understanding during the pre-bid meeting on 04.08.2026, the successful bidder is required to complete the implementation of the entire project and achieve Go-Live within six (6) months from the date of award/commencement. Kindly confirm yes/no. If not, kindly clarify.	Confirmed.
5 Business, functional, architectural and security requiremen	5		
4 Implementation and Delivery Plan	3		

5 A.13	6	As per RFP, the line speed for digital codes (beer lines) is 45,000 units per hour. But during the site visit we learned that the current line speed is upto 67000 units per hour and would be increased to 80000 units per hour as confirmed by the brewery . Considering this line speed related requirement, the 2-metre space (as mentioned in RFP) provided for installing the equipment (printers, scanners, etc) may not be sufficient for the proper operation of the required equipment. Therefore, our understanding is the department will mandate the manufacturers (breweries) to provide additional space for the installation of equipment if required by the bidder. Kindly confirm yes/no.	Bidder to propose his solution as per EDSL requirements and practical situation at the manufacturer sites. The purpose of the site visit is for the bidder to understand the ground reality and propose an appropriate solution
	6,8	As per our understanding, the APIs for bank payment gateways that are available in Sri Lanka for automated, real-time verification of payments prior to sticker issuance will be provided by EDSL. Kindly confirm yes/no.	Confirmed
	7	We request the EDSL to kindly confirm the process for activation of the physical stickers, including whether the activation will be carried out batch-wise or through any other way.	Bidder to propose his solution as per EDSL requirements
		We request the EDSL to kindly confirm the process for activation of the digital codes.	Bidder to propose his solution as per EDSL requirements
		As per our understanding, 25 distilleries/manufacturing units shall require one login each to access the system and APIs to fetch manufacturer, distilleries, and customs, etc data from existing systems would be provided by the excise department. Kindly confirm yes/no. If not, kindly clarify.	No restriction on User Counts
	7	As per our understanding, the workflow for sticker request approval, sticker collection approval, sticker activation, and rejection by EDSL and Sri Lanka Customs will be defined by the successful bidder as part of the proposed system. Kindly confirm yes/no. If not, kindly clarify.	Bidder to propose his solution as per EDSL requirements
	14		
	7		
	8	As per our understanding, deactivation is only for physical stickers and not for digital codes. Kindly confirm yes/no.	Bidder to propose his solution as per EDSL requirements
		As per our understanding physical stickers may be deactivated due to damaged rolls, damaged bottles, etc. Kindly confirm yes/no.	Bidder to propose his solution as per EDSL requirements
	8	As discussed in the pre-bid meeting held on 04 August 2026,the SMS-based verification functionality can be removed, as it will not provide any additional value and will unnecessarily incur additional costs which inturn increases the total project cost. Also, the smartphone-based verification system can be provided with offline authentication so that it also works when internet connectivity is not available and would be used as the primary mechanism for verification	

13	MECHANISM FOR VERIFICATION. Kindly confirm Yes/No.	Bidder to propose his solution as per EDSL requirements
14		
9	We request the department to kindly provide the format, volume and migration responsibility of the existing data to be migrated into the new system.	Information will be shared with the winning bidder
	As per our understanding, Hard liquor, Beer & alcohol (import), Wine, Arrack and Toddy would be using physical sticker as the specification mentioned in clauses B.9 to B.13. Kindly confirm yes/no.	Refer Addendum 01
	As mentioned in B.12 page 11 of the tender document "The label shall incorporate an encrypted 2D barcode/QR code which can be detected with a smart phone", The foolproof physical sticker shall incorporate an encrypted QR code which can be detected with a smart phone and data matrix would be directly printed on beer products. Kindly confirm yes/no.	Bidder to propose his solution as per EDSL requirements
11		
9	As per our understanding, the length of the serial number will be determined by the selected bidder. Kindly confirm yes/no. If not, kindly clarify the length of the serial number.	Bidder to propose his solution as per EDSL requirements
11	As per our understanding, for three levels of authentication - the overt, covert, and forensic security features to incorporated in the Paper based stickers embedded/hot stamped with holographic feature (for Arrack, LMFL, Wine, Toddy and Imported beer & alcohol) shall be proposed by the successful bidder. Also the security features specified under Clauses B.9 to B.13 are indicative, and the successful bidder may propose appropriate type security features (overt, covert, and forensic) to meet the required three levels of authentication. Kindly confirm yes/no.	Prescribed Security Features are mandatory. Bidder can propose additional Security Features. Refer Addendum 01
	As per our understanding, changing of covert security features every 12 months is strictly subject to requirement and necessary approval from the EDSL. Without the requirement & approval from EDSL, the successful bidder shall print and supply physical stickers with the previously approved covert security features. Kindly confirm yes/no.	Confirmed
	As per our understanding, nano text and/ or symbol incorporated in the hologram of the Paper based stickers embedded/hot stamped with holographic feature shall be only visible with a minimum X100 microscope. Kindly confirm yes/no.	Bidder to propose his solution as per EDSL requirements

5 B.1 to B.4: ,B.3 (i), B.3 (ii), B.4, B.20, B.5, B.15, B.18,B.7,B.8, B.10, B.9 to B.13, B.10,B.13, B.14(i),(i) Foolproof Sticker Specifications, B.14 (ii),B.15		As per our understanding, security features such as DNA Ink, invisible UV Ink, etc. will be printed on Paper based stickers embedded/hot stamped with holographic feature. Features in digital Codes will be decided based on technical feasibility. Kindly confirm yes/no.	Separate Features are prescribed for Physical and Digital
	13	As per our understanding the ten foolproof sticker samples that has to be submitted as part of Bid submission shall be Paper based stickers embedded/hot stamped with holographic feature - either be live stamps supplied by us to other clients or any generic samples as per the requirement of the RFP. Such samples may be submitted either in roll or sheet form for technical evaluation. Kindly confirm yes/no.	Samples shall have the features defined in the BID document
		As observed during the market visit and site visit held on 05 August 2026, we found that there are 3 types of paper based stickers available in the market with dimensions for LMFL is 100 × 20 mm, 80 × 15 mm for Arrack and 20mm round sticker for import beer. But the clause B.14(i) of RFP mentioned the specifications as 100 x 20mm. So as per our understanding of the current RFP all these products (LMFL, Arrack, Import beer & alcohol, wine, etc) except locally manufactured beer will be applied with 100x 20 mm paper based stickers. Kindly confirm yes/no. If not mention the size and feature specifications of each variants separately in detail.	Bidder to propose his solution as per EDSL requirements and Product Market fit
		The codes like manufacturing date, activated date and batch number are dynamic and cannot be accomodated in the physical sticker as it is preprinted. As per our understanding, all the codes mentioned in B.14 (i) clause are not required to be printed on the foolproof sticker also considering the limited size of the Physical sticker. Kindly confirm Yes/No.	Bidder to propose his solution as per EDSL requirements considering technological potential
		We request the department to kindly provide the format and sample values for each of these codes for our understanding.	Information will be shared with the winning bidder
	12	Since the tender requires the hologram to be embedded/hot-stamped on paper, a 19-micron foil can give better feature visibility. This is being used and accepted globally for Holographic features embedded/ hotstamped on paper as it is operationally more viable for embedding/hot-stamping on paper. We request the Department to kindly confirm whether the thickness of the Polyester Film can be specified as 19–36 microns for embedding/hot-stamping on paper. Kindly confirm yes/no.	Bidder to propose his solution as per EDSL requirements

	As discussed in the pre-bid meeting held on 04 August 2026, the security features are expected to be more prominently visible in aluminium-based hologram foils due to which those are widely used in security hologram on stickers (tax stamps) across the Globe. Specialized hologram foils, as mentioned in this clause, have limited market availability, higher in costs and longer procurement lead times due to war which would cause delays in production and delivery. So our understanding is that, as agreed during the pre-bid meeting Hologram made from Aluminium with silver metalization can also be used.	Rejected. Bidder to propose his solution as per EDSL requirements
13	As per our understanding from the pre-bid meeting held on 04 August 2026, Machine Readable code (specialized data matrix) to be printed on the cap of the beer bottle and serial number to be printed on the neck of the bottle. Kindly confirm yes/no.	Bidder to propose his solution as per EDSL requirements
	As per our understanding, the bidder is required to propose the total number of Digital Control Unit required per production line depending on the speed of the line. Kindly confirm yes/no.	Bidder to propose his solution as per EDSL requirements
	As per the standard practice the digital codes should be printed in black ink on a completely white background to be scanned using vision system and smartphones. But, the current digital codes printed on beer caps in Sri Lanka mostly are not properly scannable due to the dark background on multi-coloured bottle caps. So, we would humbly request EDSL to consider this request and take necessary steps and communicate the mandate to the breweries for the successful execution of the project. Kindly confirm yes/no.	Bidder to propose his solution as per EDSL requirements and practical situation at the manufacturer sites. The purpose of the site visit is for the bidder to understand the ground reality and propose an appropriate solution
	As per our understanding either cloud infrastructure which is hosted within Sri Lanka or a physical server with dedicated on-premises/co-location DC and DR infrastructure is acceptable. Kindly confirm yes/no.	Bidder to propose his solution as per EDSL requirements
	As per our understanding from the pre-bid meeting held on 04 August 2026, the database server, application servers, web servers, monitoring servers, and backup infrastructure are required to be hosted within Sri Lanka. Kindly confirm yes/no.	Confirmed
14	We request the department to kindly clarify whether the required system software licenses (OS, database, virtualization, backup, monitoring, etc.) are to be supplied by the selected bidder or whether any existing licenses will be provided by EDSL.	EDSL will not provide any licenses to the winning bidder
15	As per the site visit held on 05 August 2026, all equipment to be installed at the brewery as part of the Digital codes (digital stamps) and Scanning system shall be brand new and not old ones. However, for the application/affixing of physical stickers, the manufacturer may use the existing system or procure new equipment at his cost, as required as mentioned on page 7 of clause B.3 (i). Kindly confirm yes/no.	Confirmed

	General Query	As per the site visit held on 05 August 2026, the physical stickers are currently supplied in reel format, with 20,000 stickers per reel and 3 reels per box. This will be the same requirement as per this RFP also. Kindly confirm yes/ no.	Confirmed.
	15	As per our understanding during site visit on 05 Aug 2026, authentication of the security features of the stickers would be done only post-production by Excise Officials using a smartphone-based authentication application thereby avoiding the need for additional space and infrastructure at the production facility. Kindly confirm yes/no.	Rejected. Production Control is mandatory
	15,16	We request EDSL to kindly provide the expected machine learning frameworks or reporting tools for the AI-powered production reconciliation against existing flow meter readings.	Bidder to propose his solution as per EDSL requirements
	17	As per our understanding, the entire space required for Sticker Testing Center will be provided by EDSL to the successful bidder at the EDSL office in Colombo.	Confirmed
		As per our understanding the equipment required for testing and verification at the Sticker Testing Center at the EDSL office will be proposed by the successful bidder as per specific features. Kindly confirm yes/no.	Confirmed. Equipment will be proposed and supplied by the Bidder including Forensic Lab setup in Colombo
		19	We request the department to kindly clarify the existing systems (including RASED) with which SFSFMS must integrate and whether APIs/documentation will be provided.
	20	As per our understanding the payment of physical stickers would be done based on the physical stickers supplied to EDSL Head office as per Purchase orders placed to the bidder by EDSL.. Kindly confirm yes/no. If not, Kindly clarify the billing milestones.	Confirmed, deductions are subject to wastage and SLA
Localization-UI scope		As per our understanding both the web portal and mobile applications should be in English language. Kindly confirm yes/no.	Multilingual is required
4. Implementation and Delivery Plan 2. Key Implementation 3 To 4		Kindly specify the total number of users who require training under this project. Please provide a role-wise breakdown (e.g., Excise Department officials, Customs officers, Manufacturer personnel, System Administrators, Help Desk personnel, and Technical Support staff).	Bidder to propose his solution as per EDSL requirements
		As per our understanding all user manuals, Standard Operating Procedures (SOPs), installation manuals, troubleshooting guides, training materials, and other documentation required under the contract may be submitted in the English language only. Kindly Confirm yes/no. If No, kindly specify the language(s) in which the above documents are required to be submitted.	Multilingual is required
		As per our understanding, preventive maintenance is required to be carried out annually under the scope of work. Kindly confirm Yes/No. If No, kindly specify the required frequency and schedule for carrying out preventive maintenance.	Bidder to propose his solution as per EDSL requirements. All operations to be run by the Bidder

5. Business, functional, architectural and security requirements	5	Please confirm whether the Operations & Maintenance support services are required on a 24×7×365 basis, during (a) manufacturing shift hours only, or (b) during standard business hours. If 24×7 support is required please specify (a) or (b)	Bidder to propose his solution as per EDSL requirements. All operations to be run by the Bidder
		The RFP specifies support and maintenance obligations but does not clearly define the incident resolution timelines. Kindly provide the required Resolution Time and Response Time for each severity level (Critical, High, Medium, and Low), including the applicable support window (e.g., 24×7 or 8×5), escalation matrix, and SLA penalty mechanism for non-compliance.	Bidder to propose his solution as per EDSL requirements. All operations to be run by the Bidder in line with 99% availability
Section IV – Bidding Forms 4.12.	85	As per our understanding, the payment for physical stickers will start in the same month when the successful bidder starts the supply of Physical Stamps to EDSL head office in Colombo. Kindly confirm yes/no.	yes
3.7. Eligibility and Qualification Requirements of the Bidder	59-60	The direct marking technology was first introduced for products such as cigarettes and FMCG products, and later it was introduced to high-volume products such as cigarettes/tobacco and eventually for liquor. In this regard, we kindly request the Procuring Entity to consider the relevant experience in digital marking/coding for products such as Pharma Products/ tobacco/cigarettes/soft drinks/beverages/ other FMCG products may be considered eligible together with liquor based products. Kindly confirm yes/no.	Only relevant experience in Liquor industry will be accepted
Section II – Bid Data Sheet, ITB 7.1	43	As per our understanding during the pre-bid meeting on 04.08.2026, procurement of equipment and hardware related to this RFP shall not be considered as subcontracting but the bidder should provide a Manufacturer's Authorization letter from the OEMs from whom they are procuring these equipment and hardware. Kindly confirm Yes/No	Confirmed. Classification of subcontracting depends on the nature of the equipment.
3.7. Eligibility and Qualification Requirements of the Bidder, 3.7.8. Quality and Security Requirements:	60	As this project involves high security printing for the Government, we understand that ISO 14298 mentioned in the clause refers to the internationally recognized ISO 14298 INTERGRAF certification for management of security printing processes - Governmental Level Kindly Confirm Yes/No	Comply to Addendum 01
General Query		We kindly request the Procuring Entity to provide an indicative timeline for the completion of the evaluation process, selection of the successful bidder, award of the contract, and issuance of the first Purchase Order after the tender closing date.	Approx 4 months
General Query		For taxation and auditing purposes, we kindly request you to kindly share the applicable HSN code for the subject goods 1. Foolproof Stickers - Paper Based 2. Foolproof Stickers - Digital for Beer products 3. All data center hardware 4. Vision Camera 5. Label Applicator	please contact Customs

General Query	There are several technical and commercial aspects of the tender document that require detailed clarification, and the prospective bidders are in the process of raising queries on these requirements. Upon receipt of the Procuring Entity's responses, additional time will be required to carefully review and understand the clarifications, assess their technical implications, and ensure that the proposed solution fully complies with the tender requirements. In addition, considering the prevailing global situation and ongoing conflicts in certain regions, international security printers are facing logistical challenges relating to international shipments, procurement of specialized raw materials, sample preparation, production planning, and dispatch of samples/documents. These factors may further affect the ability of international bidders to prepare a comprehensive and compliant bid within the existing timeline. To ensure maximum participation from reputed international security printers and to enable all prospective bidders to submit technically sound, complete, and compliant bids, we kindly request the Procuring Entity to extend the bid submission deadline by at least 4–6 weeks from the date of issuance of the final pre-bid clarification, corrigendum, or addendum, whichever is later. This additional time will allow bidders to properly understand the clarified requirements, incorporate the necessary technical and commercial considerations, and submit high-quality bids, thereby ensuring greater competition and better value for the Procuring Entity.	Extention provided in addendum 2
General Query	With reference to the tender requirement, there are 2 major product “Foolproof Stickers – Paper Based” and “Foolproof Stickers – Digital for Beer Products,” we understand that these are two separate items and that the successful bidder is required to raise separate invoices for the Paper-Based Foolproof Stickers and Digital Foolproof Stickers for Beer Products. Kindly Confirm Yes/No	Submit a detail invoice
General Query	As per our understanding during the pre-bid meeting on 04.08.2026, Case Labels (Box Labels) are not required to be supplied bidder for Physical Stamps Kindly Confirm Yes/No	Bid document is clear on this requirement
General Query	As per our understanding during the pre-bid meeting on 04.08.2026, Bidders who are directly or indirectly engage in importing, manufacturing and distribution of Liquor/Spirit shall not be eligible for bidding. Bidders shall submit a declaration complying to this requirement. Kindly Confirm Yes/No	Confirmed. Bidders who are directly or indirectly involved or have plans to be involved in manufacturing, importing or dealing in Liquor business are not allowed to participate in this tender.
Operations, Maintenance, and Training	Page 11 Vol-2 Kindly clarify whether this requirement applies exclusively to the Digital Code Printing System or whether it is also intended to apply to the supply of physical foolproof security stickers If the requirement relates to the Digital Code Printing System, kindly provide the following information for each participating liquor manufacturer to enable bidders to accurately assess the operational scope and associated costs: 1.Number of bottle production lines. 2.Number of can production lines. 3.Production capacity and operating shifts for each line. 4.Number of personnel expected to be deployed at each site, including line engineers, technical operators, maintenance engineers, supervisors and any other support sta required for daily operation and monitoring. 5.Whether the manpower requirement is expected on a 24/7 basis or only during production hours.	Refer addendum 1

B3-II – Digital Codes Printing and Activation	Page 7, Vol-2	To enable bidders to accurately determine the scope of supply and prepare a realistic technical and commercial proposal, kindly provide the following information: 1. Which local liquor manufacturers are required to be equipped with Digital Code Printing units? 2. How many bottle and can production lines are currently operated by each manufacturer? 3. Which production lines have been identified for implementation under this contract? 4. Is one Digital Code Printing unit required for each production line, or can a single unit serve multiple lines? 5. What is the total number of Digital Code Printing units expected to be supplied, installed and commissioned under this tender? 6. Are spare units, standby units or disaster recovery units also required, and if so, in what quantities? 7. What are the required operating speeds (bottles/cans per hour) for each production line where the equipment will be installed?	Bidders to propose their solution as per EDSL requirements. Refer earlier responses to the queries raised here
B.8 – Foolproof Sticker Details – Security, Authentication, Tracking, etc	Page 9, Vol-2	Please clarify whether the requirement is specifically limited to paper-based stickers incorporating hotstamped holograms, or whether polyester (PET)-based security stickers with integrated holographic security features will also be considered compliant. Hotstamped holograms are commonly used on paper substrates. However, in polyester (PET)-based security labels, holographic security elements are typically integrated directly into the security film during manufacture rather than applied as a separate hotstamped foil.	Integrated Hologram is acceptable subject to meeting all the other Security Feature requirements
B.9 – Foolproof Sticker – Recommended Specifications	Page 10, Vol-2	The current specification prescribes a paper-based substrate with a hot-stamped holographic foil, which may unnecessarily restrict the use of alternative security technologies capable of delivering an equivalent or higher level of protection. Modern polyester (PET)-based security labels integrate holographic and optical security features directly into the security film rather than through a separately applied hot-stamped foil.	Bidder can propose Paper or PET substrate subject to meeting all the requirements
B.10 V1 – Holographic Security Label – General Specifications	Page 10 and 11, Vol-2	The specification identifies OVI (Optically Variable Ink) as the preferred optical security feature. While OVI is an internationally recognised security feature, modern high-security polyester (PET)-based excise tax stamps increasingly utilise Optically Variable Devices (OVDs) incorporating holographic, diffractive and micro-optic technologies that provide a significantly higher level of visual authentication and counterfeit resistance.	Bidder can propose Paper or PET substrate subject to meeting all the requirements. OVI is mandatory. OVD is another name for a hologram. Hologram is only one of the Security Features in the Sticker. It cannot be the only feature
B.12 – Covert Security Feature	Page 11 Vol-2	The current specification prescribes a paper-based substrate with a hot-stamped holographic foil, which may unnecessarily restrict the use of alternative security technologies capable of delivering an equivalent or higher level of protection. Modern polyester (PET)-based security labels integrate holographic and optical security features directly into the security film rather than through a separately applied hot-stamped foil	Bidder can provide enhanced security fetures
B.12 – Covert Security Features	Page 11 Vol-2	The specification requires biofluorescent ink, covert security for digital codes, and periodic replacement of security features.	Refer addendum 2
B.13 – Forensic Security Features	Page 11 and 12 Vol-2	The specification requires nano text/symbols, DNA ink, invisible UV ink and similar forensic features.	Refer addendum 2
		The current specification combines the physical characteristics of Paper and Polyester (PET) stickers under a single set of requirements. As these are fundamentally different substrates with different physical and security characteristics, please clarify whether separate technical specifications are intended for each substrate.	

B.14(i) – Foolproof Sticker Specifications	Page 12 Vol-2	Please clarify the intent of the requirement stating that the hologram "must not be made from Aluminium or Gold." Does this refer to the metallic appearance (e.g. silver or gold) or to the substrate/material used in manufacturing? Modern holographic security labels are commonly produced using metallised films in various optical finishes. Restricting metallic appearance may unnecessarily limit internationally accepted security technologies.	Comply to Original
		Please clarify whether this refers to a UV reactive printed feature or to an optical holographic effect visible under a mobile phone flashlight or other white light source	Bidder should Propose
		The specification requires direct printing of digital codes on bottles and cans together with control units and code verification. We respectfully seek clarification on how this approach satisfies the primary objective of the procurement, which is the implementation of a Foolproof Security Sticker for product authentication and anti counterfeit protection. "Why there is requirement of Digital stickers? 1- Has this requirement been introduced because the existing supplier was unable to provide excise security stickers suitable for application on high-speed beer bottle and canning lines? 2-Has the existing paper-based excise security sticker system experienced issues such as counterfeiting, duplication, tampering, or other security failures in the market that necessitate a complete shift to direct digital printing? 3- Is there any statutory or regulatory directive requiring the adoption of direct digital stamping in place of physical excise security labels? As this requirements was not in last tender of 2017 , wherein we participated "	Requirement of the EDSL
		Further clarification is requested on the following: • How many production sites require Digital Control Units? • How many digital printing units are required in total? • Is one printer required for each production line? • When two codes are required at different locations, what are the specified locations for bottles and cans? This information is necessary for bidders to accurately determine equipment quantities, implementation costs and operational support requirements	Refer addendum 1
		We note an inconsistency in the tender documentation. Page 2 (Mobile and Public Authentication) requires the successful bidder to supply 600 handheld verification devices to the Excise Department of Sri Lanka (EDSL) and law enforcement agencies, whereas Clause B.17 specifies 500 handheld security feature verification devices.	600 handheld verification devices
		Digital printing QR code and Numbers/codes on physical Liquor based security Excise stickers Or Digital Printed security QR / codes directly printed on liquor bottles , both has digital print hence experience of any can be considered . • Number of local liquor manufacturers requiring digital code printing. • Number of production facilities for each manufacturer. • Number of bottle, can, wine and bottled toddy production lines at each facility. • Maximum operating speed (bottles/cans per hour) of each production line. • Number of digital printing units required per production line. • Number of handheld and fixed scanners required for bottle-level and carton/case-level verification. • Whether the minimum throughput requirement of 45,000 containers per hour applies uniformly across all product categories (spirits, beer, wine and bottled toddy), or only to selected high-speed production lines.	Comply to Addendum 01
		We respectfully seek clarification on the rationale for making ISO 37001 (Anti Bribery Management Systems) a mandatory qualification requirement for this procurement. Unlike ISO 9001, ISO 14298/HSSMS and ISO 27001, which directly relate to quality management, secure printing operations and information security, ISO 37001 is an organisational governance standard and does not demonstrate technical capability or experience in the manufacture of high-security excise tax stamps or security labels.	Refer Addendum 01

B.12 – Covert Security Feature	Page 11, Vol-2	We respectfully recommend expanding the covert security requirements to include internationally recognised forensic authentication features that provide rapid and reliable field verification while maintaining a technology-neutral specification. Recommended additions include: 1. Taggant-based forensic authentication (or equivalent technology) – The security label should incorporate an embedded (Covert) authentication feature that can be verified using a dedicated handheld reader, providing an immediate "Original/Not Original" or equivalent Pass/Fail (Green/Red) indication for enforcement officers. Taggant readers should be provided by the successful bidder. 2. Tamper-resilient verification – The forensic authentication feature should remain verifiable even where the label has been partially damaged, tampered with or delaminated, thereby preventing counterfeiters from defeating the authentication process through removal or substitution of the surface layer. 3. Advanced covert polarized film based authentication – The label should incorporate covert hidden text/image which can only be authenticated by a polarized identifier film, and simultaneously the background colour of the authentication area shall exhibit a distinct and predefined colour change, thereby providing dual-level authentication. Polarized identifier shall be provided by the successful bidder. 4. Multi-level authentication – The security label should support Level 1 (public), Level 2 (inspection using simple tools), and Level 3 (forensic laboratory) authentication in accordance with international security printing best practices. 5. Field verification equipment – The successful bidder should supply an adequate number of handheld authentication devices for deployment by the Excise Department and provide comprehensive training for enforcement personnel in their operation and maintenance.	1. Taggant is mandatory feature and to be supplied. 2. Tamper evidence is already specified. 3. Listed Features are mandatory - Bidder may propose additional features. 4. This is already specified. 5. This is already specified
B.12 – Covert Security Features	Page 11, Vol-2	We respectfully recommend that the specification be revised to be technology-neutral and performance-based, allowing bidders to propose equivalent or superior covert technologies appropriate to the selected substrate (Paper or Polyester/PET). For modern Polyester (PET)-based excise security labels, internationally recognised covert technologies may include laser-readable authentication features, encrypted machine-readable optical elements, covert microtext, nano-structured optical features, forensic taggants, or equivalent technologies providing the same or higher level of security.	Bidder can propose PET or Paper substrate complying with all the Security Features required by EDSL. The listed Security Features are mandatory, the bidder may propose additional features.
B.13 – Forensic Security Features	Page 11 and 12, Vol-2	We respectfully recommend that the forensic security requirements be updated to reflect current international best practices while remaining technology-neutral. Rather than prescribing specific forensic technologies, the specification should require bidders to provide one or more internationally recognised forensic authentication technologies capable of laboratory verification and supporting evidential authentication where required. Acceptable technologies may include DNA-based authentication, forensic taggants, nano-structured optical features, laser-readable authentication, covert microtext, forensic pigments, or equivalent technologies providing an equivalent or higher level of protection.	Bidder can propose PET or Paper substrate complying with all the Security Features required by EDSL. The listed Security Features are mandatory, the bidder may propose additional features.

B.14(i) – Foolproof Sticker Specifications	Page 12, Vol-2	1. Paper and Polyester (PET) specifications: As these are fundamentally different substrates with different physical and security characteristics, please clarify whether separate technical specifications are intended for each substrate. 2. Water Resistance: Please specify the applicable test standard, environmental conditions, temperature range and acceptance criteria for the "Water Resistant" requirement to enable uniform compliance by all bidders. 3. UV Dull / Textured under Lens: Please clarify whether these requirements are intended specifically for paper-based labels only. Does "UV Dull" describe a special security paper feature added during the papermaking process, a specific dull-effect UV varnish, or a UV dull ink? How many colours of UV fibers are required, and what length of UV fibers in the case of UV Dull paper? Please also confirm whether any embedded logo is required in the UV dull paper. Does this specification apply to polyester-based excise stickers? Please also describe "textured under lens" — does it mean a textured surface? 4. Hologram Material: Please clarify the intent of the requirement stating that the hologram "must not be made from Aluminium or Gold." Does this refer to the metallic appearance (e.g. silver or gold) or to the substrate/material used in manufacturing? Modern holographic security labels are commonly produced using metallised films in various optical finishes; restricting metallic appearance may unnecessarily limit internationally accepted security technologies. 5. Text Viewable Under Flashlight: Please clarify whether this refers to a UV-reactive printed feature or to an optical holographic effect visible under a mobile phone flashlight or other white light source.	Bidder can propose PET or Paper substrate complying with all the Security Features required by EDSL. The listed Security Features are mandatory, the bidder may propose additional features.
B.14(ii) – Digital Stamp Specifications	Page 12, Vol-2	We respectfully seek clarification on how this approach satisfies the primary objective of the procurement, which is the implementation of a Foolproof Security Sticker for product authentication and anti-counterfeit protection. Why is there a requirement for digital stickers? 1. Has this requirement been introduced because the existing supplier was unable to provide excise security stickers suitable for application on high-speed beer bottle and canning lines? 2. Has the existing paper-based excise security sticker system experienced issues such as counterfeiting, duplication, tampering, or other security failures in the market that necessitate a complete shift to direct digital printing? 3. Is there any statutory or regulatory directive requiring the adoption of direct digital stamping in place of physical excise security labels? This requirement was not included in the 2017 tender, in which we participated. Further clarification is requested on the following: • How many production sites require Digital Control Units? • How many digital printing units are required in total? • Is one printer required for each production line? • When two codes are required at different locations, what are the specified locations for bottles and cans? This information is necessary for bidders to accurately determine equipment quantities, implementation costs and operational support requirements.	Bidders to propose their solution as per EDSL requirements. Refer earlier responses to the queries raised here
B.17 – Field Control Tool Supply	Page 14, Vol-2	We note an inconsistency in the tender documentation. Page 2 (Mobile and Public Authentication) requires the successful bidder to supply 600 handheld verification devices to the Excise Department of Sri Lanka (EDSL) and law enforcement agencies, whereas Clause B.17 specifies 500 handheld security feature verification devices. Kindly clarify the correct quantity of handheld verification devices required under the tender.	600 handheld verification devices

Clause 3.7.7 – Specific Experience	Page 57, Vol-1 and 3	Digital printing of QR code and numbers/codes on physical liquor-based security excise stickers, or digitally printed security QR codes/codes directly printed on liquor bottles — both involve digital printing, and hence experience of either should be considered acceptable. Further clarification requested: • Number of local liquor manufacturers requiring digital code printing. • Number of production facilities for each manufacturer. • Number of bottle, can, wine and bottled toddy production lines at each facility. • Maximum operating speed (bottles/cans per hour) of each production line. • Number of digital printing units required per production line. • Number of handheld and fixed scanners required for bottle-level and carton/case-level verification. • Whether the minimum throughput requirement of 45,000 containers per hour applies uniformly across all product categories (spirits, beer, wine and bottled toddy), or only to selected high-speed production lines.	Refer Addendum 01
Clause 3.7.8 – Quality and Security Requirements	Page 58, Vol-1 and 3	We respectfully seek clarification on the rationale for making ISO 37001 (Anti-Bribery Management Systems) a mandatory qualification requirement for this procurement. Unlike ISO 9001, ISO 14298/HSSMS and ISO 27001, which directly relate to quality management, secure printing operations and information security, ISO 37001 is an organisational governance standard and does not demonstrate technical capability or experience in the manufacture of high-security excise tax stamps or security labels.	ISO 37001 (Anti-Bribery Management Systems) is not mandatory qualification requirement. Refer Addendum 01
Design and Supply of Security Features	Page 1, Vol-2	Kindly clarify whether the requirement is for paper-based stickers or polyester (PET)-based stickers, as a single foolproof sticker cannot simultaneously be both paper and polyester (PET). If both types are acceptable, please specify whether bidders may offer either technology, or whether separate lots/specifications are intended.	Bidder can propose PET or Paper substrate complying with all the Security Features required by EDSL. The listed Security Features are mandatory, the bidder may propose additional features.
		We respectfully recommend, that if The Bidder having Experience of at least Five (5) years for using Excise Management System for Liquor Based Products supply to any government department , should also be considered .	Refer Addendum 01
3.7.6 General Experience / 3.7.7 Specific Experience	Page 56 and 57, Vol-1 and 3	Any bidder who has completed or remains operational on at least one project using an Excise Management System/software to supply 600 million high-security liquor-based excise stickers should be considered to meet the Specific Experience criterion.	Refer Addendum 01
B.30 – Aggregation and Supply Chain Traceability Enablement	Page 16, Vol-2	C-The Bidder shall provide the aggregation code printers. Sticker Paper for aggregated code , Ribbon / Ink shall be borne by the respective manufacturers as consumables as to determine exact quantity is not feasible	This is clearly specified in the document
Section IV – Bidding Forms, 4.9.1. Bid Security (Bank Guarantee)	78	The bank will request the full address for the bid bond process; please advise on the full address.	Commissioner General of Excise, Excise Department of Sri Lanka, No. 353, Kotte Road, Rajagiriya, Sri Lanka.
Section IV – Bidding Forms, 4.2.2. Average Annual Turnover	66	Should we use certified payments received amounts to show the average annual turnover, or can we use turnover amounts as per audited accounts?	turnover amounts as per audited accounts
b) Specific Experience, d. Minimum average annual turnover of USD 5.0 million evidenced by audited financial reports, within the last three (3) years	2	Should we use 2022/23, 2023/24 & 2024/25, or 2021/22, 2022/23 & 2023/24?	2022/23, 2023/24 & 2024/25
Section IV – Bidding Forms, 4.12. Price Schedule	85	Is there any confirmed minimum quantity to purchase? Please clarify.	No
Section IV – Bidding Forms, 4.2.3.1. Evidence of Access to or Availability of Credit Facilities	68	Evidence of Access to or Availability of Credit Facilities — format provided (confirmation requested).	Refer 4.2.3 Bidding Forms
Section III – Evaluation and Qualification Criteria, 3.7.7 (i) and (ii)	Vol. 1&3, Page 57	Please confirm whether the physical-sticker and digital-code experience requirements may be demonstrated through two separate reference projects, or whether both must be demonstrated through the same project. Please confirm whether the two specific experience requirements may be satisfied by different IV members, or whether the same IV member must satisfy both requirements.	Comply to Addendum 01

Section III / Section IV, 3.7.7 / Form 4.2.5	Vol. 1&3, Pages 57, 70	Please confirm which project roles are acceptable for satisfying the specific experience criteria, and whether a minimum percentage of participation is required for a JV Partner or <u>Management Contractor reference.</u>	only capacity of a contractor (JV Partner or Management Contractor must meet 100% of the requirement)
Section III / Section IV, 3.7.7 / Form 4.2.5	Vol. 1&3, Pages 57, 70	Please confirm the documentary evidence acceptable for an ongoing operational project where a completion certificate is not available, such as an operational certificate, offer letter, or PO.	Must submit the documents (Completion or operational) evidence to prove the numbers
Section VI, A.2 – Market stability of products offered	Vol. 2, Page 4	Please confirm whether this requirement must be satisfied by the bidder itself, a JV member, <u>the manufacturer, or the technology owner.</u>	Comply to Original
Section III / Section IV, 3.8 / Form 4.5	Vol. 1&3, Pages 59, 74	Please confirm whether two alternative candidates are required for every position, or whether only the exact headcount shown in Section 3.8 is required. (Internal note: Proceed to customer with approval.)	Bidder should provide the names of at least two candidates qualified to meet the specified requirements stated for each position
Section III, 3.8 – Key Personnel and Details	Vol. 1&3, Page 59	Please define 'specific experience' for each role — does it mean working experience in the proposed role, or specific experience required for this tender (e.g. liquor track-and-trace, <u>security printing</u>)?	Comply to the original requirement
Section III, 3.8 – Key Personnel and Details	Vol. 1&3, Page 59	Please provide or confirm the expected responsibilities for each key role. Provide the distinction between Solution Architect and Technical Lead, and between Security <u>Specialist and Security Architect.</u>	Comply to the original requirement
Section III, 3.8 – General Educational and Professional Qualifications	Vol. 1&3, Page 59	Please define the accepted relevant degree fields, recognized university criteria, accepted professional qualifications, and the scoring method for the 20% qualification component.	20% will be given: Degree 80% MSc 90% Msc+Professional 100%
Section IV, Technical Bid Checklist Item 12 / Form 4.5.2	Vol. 1&3, Pages 62, 75	Please confirm whether these are two separate plans, or a simple typo.	Staff Development Plan – Ref 4.5.2 (Provide Staff Development Plan)
Section IV, Form 4.5.1 – Key Personnel Details	Vol. 1&3, Page 75	Please confirm that candidates with less than twenty years of career experience can also participate in the project. Please confirm whether 20 years of experience is a requirement or not.	Yes
Section VI, Implementation Phase 2 / B.17 / Annexure 02	Vol. 2, Pages 3, 14, 23	Please confirm whether the required quantity of handheld verification devices is 500 or 600.	600 handheld verification devices
Section VI, A.13 – Facility installation site	—	During the site visit to Lion Brewery, it was revealed that linear space is currently available only for digital printing, and no inline scanning or print verification is currently being carried out. We kindly request the linear distance available for printing, scanning, and print verification, separately for each production line at each individual manufacturing site.	Refer Addendum 01
Section VI, B.3 (i) – Sticker Pasting Method and <u>Activation</u>	—	We kindly request clarification on whether the supply of pasting machines is included within <u>the scope of this contract.</u>	Refer Addendum 01
Section VI, B.5 – Product Verification and Tracking Process / B.8 – Foolproof Sticker Details	—	We kindly request clarification on whether the requirement is limited to verifying product authenticity, or whether the solution is also required to provide end-to-end traceability of each product throughout its entire logistics journey, covering all relevant points in the supply chain, <u>including distributors.</u>	Refer Addendum 01
Section VI, B.9 – Foolproof Sticker – Recommended Specifications	—	Can the Authority confirm whether a hologram is a mandatory requirement, or whether bidders may propose alternative overt security features providing equivalent or superior security <u>performance?</u>	Comply to Original
Section VI, B.14 (i) – Foolproof Sticker Specifications	—	Although the scope provides options for both paper-based and PET-based approaches, the subsequent specifications appear to be more aligned with the paper-based approach. Request clarification on whether both approaches are equally acceptable under the tender requirements. For a PET-based physical security label, please confirm whether a solution will be acceptable where the entire label incorporates holographic imagery for multi-level anti-counterfeiting protection, together with multi-colour digital printing, overt and covert security features, multiple unique variable micro-codes, serial numbers, and traceable QR codes — provided the proposed solution meets or exceeds the tender's security requirements.	Bidder may propose PET or Paper based Substrate based on their solution. Listed Security Features are the mandatory requirements. Bidder may propose additional
Section VI, B.14 (i) – Foolproof Sticker Specifications	—	Please clarify the intended material and/or metallization technology for the hologram. Specifically, does this requirement mean that a vacuum-metallized copper hologram is required, <u>or are other suitable materials and holographic technologies acceptable?</u>	Bidder to propose their solution as per EDSL requirements.

Section VI, B.24 – Services Provided by Manufacturer	—	(i) Please clarify whether the cost of electricity associated with operation of the proposed solution will be borne by the respective manufacturer or by the Contractor. (ii) Please confirm whether the respective manufacturers will provide adequate space for storing redundant equipment and spare parts, as well as suitable rest areas, changing rooms, and sanitary facilities for the Contractor's operators and technical personnel deployed at the manufacturing sites	Electrical Cost is borne by the Manufacturer. Bidder shall make arrangements for their staff and equipment at their own cost.
Section VI, B.26 – Command and Control Center	—	Please clarify whether the Selected Bidder's scope is limited to providing the IT infrastructure, systems/applications, and related equipment required for the Command and Control Center, or whether the scope also includes provision of physical infrastructure and facilities such as desks, chairs, workstations, air-conditioning, electrical works, cabling, and other necessary office fit-out requirements.	Comply to Original
Section VI, B.30 – Aggregation and Supply Chain Traceability Enablement	—	1. Do Clauses (a)–(c) extend beyond product authentication into full supply-chain traceability, and is this broader end-to-end functionality mandatory? 2. Is item-level traceability required for every individual bottle/unit throughout the supply chain? 3. Is maintaining parent-child relationships across all packaging levels mandatory, or only where aggregation is operationally implemented? 4. Are all listed traceability events (production, packaging, storage, dispatch, transfer, receipt, return, sale, destruction) required to be captured? 5. Is the system expected to track actual product movement and custody throughout the logistics journey, rather than only authenticate at verification points? 6. Up to which level is traceability required — manufacturer, distributor, wholesaler, retailer, or end consumer? 7. Is integration at every custody-transfer point mandatory for real-time/near-real-time visibility? 8. Are aggregation/disaggregation and parent-child relationship maintenance mandatory for all applicable products? 9. Is Master Code generation, printing and affixing required at every aggregation point? 10. Are aggregation code printers required at every production/packaging line and aggregation point, or only at selected locations? 11. What is the estimated number and location of aggregation code printers required at each manufacturing site? 12. Who will physically perform aggregation, scanning and affixing of Master Codes at manufacturing sites — the manufacturer's or the bidder's personnel? 13. Is detection of broken aggregation links mandatory only where aggregation is implemented, or throughout the entire supply chain? 14. Are distributor, wholesaler and retailer systems required to be integrated with the proposed solution? 15. Please clarify "broken aggregation links" with an example. 16. Please clarify "Aggregate Pack" and "Master Code" — do these refer to cartons, cases, or pallets containing individually marked products? 17. Where are aggregation code printers required to be used, what information should the	Full traceability is required from Point of Manufacture to Point of Sale
Section VI, B.31 – Sticker Testing Center	—	Please clarify the intended scope and functional requirements of the Sticker Testing Center, including the specific types of tests and verification activities to be performed and the equipment expected to be provided by the Selected Bidder.	Bidder to propose and supply equipment for Testing Center including Forensic Tools to enable EDSL to perform testing of seized stickers from the Market
Section VI, B.18 – SMS Based Verification	—	Please clarify whether the SMS-based verification requirement is limited to providing system integration capability with an existing SMS gateway, or whether the Selected Bidder is also required to select, procure, and integrate an SMS gateway/service provider. If the SMS gateway/service is within the Bidder's scope, please confirm who will bear the ongoing SMS messaging charges during the contract period	Comply to Original
Section VI, B.27 – Production Line Integration	—	Please elaborate on the expected functionality of the OPC and clarify what is meant by a "bypass attempt" in this context.	Bidder to propose their solution as per EDSL requirements.

Section VI, — (Direct-printing facilities)	—	Please provide the following details regarding direct-printing facilities: 1. Number of manufacturing sites/factories where direct printing is required. 2. Number of direct-printing production lines at each factory. 3. Types and formats of bottles/cans produced on each production line. 4. Available linear distance on each production line for installation of the printing machine and scanning/verification equipment.	Refer Addendum 01
Section VI, — (Product rejection method)	—	Please provide the following details for each production line: 1. The existing product rejection method currently in use (manual or automatic). 2. The required rejection method/interface to be supported by the proposed system for each line. 3. Whether a 24V optocoupler output signal from the proposed system is sufficient to interface with the existing rejection mechanism. During the site visit to Lion Brewery, it was observed that only a 24V optocoupler output signal is required for integration with the existing rejection mechanism. Please confirm whether this same requirement applies to all production lines at all manufacturing sites, or whether different rejection interfaces/mechanisms are required at other locations.	Bidder may propose PET or Paper based Substrate based on their solution. The purpose of the Site Visit was for Bidders to obtain a hands on view on the ground.
Section VI, — (Periodic renewal of security features)	—	Under normal circumstances, annual renewal appears excessively frequent considering product market rotation cycles, the time required to migrate security features, and the fact that security features may remain effective for several years without compromise. Can the Authority clarify whether renewal is mandatory on a fixed annual basis, or whether renewal may instead be triggered by clear evidence that a security feature has been compromised?	Bidder to propose their solution as per EDSL requirements.
Section VI, B.12 – Periodic renewal of security features	—	Under normal circumstances, annual renewal appears excessively frequent considering product market rotation cycles, the time required to migrate security features, and the fact that security features may remain effective for several years without compromise. Can the Authority clarify whether renewal is mandatory on a fixed annual basis, or whether renewal may instead be triggered by clear evidence that a security feature has been compromised?	Bidder to propose their solution as per EDSL requirements.
Section VI, B.12 – Covert securities for digital codes	—	Can the Authority confirm whether this refers to additive material-based security features within/on top of the code, rather than a digital-only technology?	Bidder to propose their solution as per EDSL requirements.
Section VI, B.12 – Security stamp samples	—	Considering the short time frame, can the Authority confirm whether bidders may submit generic demonstration stamps containing the same security features specified in the tender?	Confirmed. All features to be on one stamp
Section VI, — (Volume split)	—	Can the Authority provide the expected volume split between domestically produced products and imported products for each product category?	
Section VI, — (Volume distribution by bottle size)	—	Can the Authority provide the expected volume distribution for the main product formats, such as 750 ml, 375 ml, 180 ml, and any other significant bottle sizes?	
Section VI, B.16 – Authentication and Tracking System Functionalities Overview	—	Please describe the business objectives of each integration/system.	Information will be shared with the winning bidder
Section VI, B.29 – Flow Meter Reconciliation	—	Can the Authority provide interface documentation for the flow-meter systems and systems with which the proposed solution must integrate?	Flow meter systems must be supplied and implemented by the winning bidder.
B3-II – Digital Codes Printing and Activation	Page-7 VL-2	Pls specify- Digital stickers printing by which type of technology---- Ink jet printers OR Fiber laser printers or UV laser printers? 1-How many local liquor manufacturers needed Digital Code Printing units? 2- Total number of Digital Code Printing units bidder to be supplied, installed and commissioned in this this tender? 3 -Required operating speeds (bottles/cans per hour) for each production line where the equipment will be installed? (Please provide data related to - number of manufacturers, production lines, and the capacity of each line to determine the required coding and verification equipment and to ensure fair, comparable, and accurately priced equipment)	The winning bidder is expected to obtain this information during PID

Digital Stamp Specifications	B.14 (ii) Page 13 VL-2	1 How many Digital Control Units (DCUs) will be required across all manufacturing sites and production lines to securely generate, manage, and 1 How many Digital Control Units (DCUs) will be required across all manufacturing sites and production lines to securely generate, manage, and control digital stamp printing? 2- How many coding printers, print heads, and vision inspection systems required per production line. 3- What is the maximum production line speed at which both codes can be printed and verified? 4- How will print quality and scannability be maintained on curved bottles, aluminum cans, and multicolored caps under condensation and wet conditions? 5- What is the contingency plan if one code is unreadable while the second code readable? 6-What disaster recovery mechanisms are provided if a DCU, printer, or vision inspection system fails during production? (1-We strongly recommend removing the requirement for direct digital code printing on bottles and beer cans, as it lacks physical security features, is easier to counterfeit, has durability and readability concerns, and requires additional printing infrastructure, increasing implementation complexity and cost. 2-A physical security sticker with an integrated digital code provides the best balance of visible authentication, tamper evidence, multi-layered security, and end-to-end track-and-trace. It offers stronger protection against counterfeiting, improves tax and excise revenue collection, protects brand value, and ensures consumers receive genuine products. 3- Easy to duplicate: Digital codes Ink jet OR fiber Laser alone have no physical security or tamper-evident feature. They can be cloned and reprinted using low-cost laser or inkjet printers. 4-Direct digital printing on bottles/cans does not provide a visible /OVERT security	The winning bidder is expected to obtain this information during PID. No change to specification or requirement of Digital Printing
Production Line Infrastructure and Integration	page -2 VL-2	Bidder will provide OPC and MVS? If yes How many OPC and MVS- required and share specifications What is expected speed for application of physical stickers and Digital stickers ? (We suggest, Currently, High speed applicators available for excise based physical stickers offer 400 to 550 sticker per minutes which is 25000 per hours therefore 45000 per hour speed is not a practical requirements Not as such speed solutions. in use in distillers in many countries that too produce higher quantity than required this tender.)	The winning bidder is expected to obtain this information during PID. No change to specification or requirement of Digital Printing
B.8- Foolproof Sticker Details - Security, Authentication, Tracking etc.	Page -9VL-2	Please clarify ,is This requirement for paper-based stickers incorporating hot-stamped holograms, OR whether polyester (PET)-based security stickers with embedded holographic security features acceptable ?	Bidder can propose paper based or PET based

	Page -2Volume-2	Kindly clarify requirement only for Digital Code Printing System or supply of physical foolproof security stickers.? If this relates to the Digital Code Printing System, share below information – 1.How many bottle production lines. 2.Production capacity and operating shifts for each line. 3.How many Number of personnel needed each site, , line engineers, technical operators, maintenance and support staff,Shifting / working -12 hours / 24 x 7 hrs ? (We request Balanced specification allowing either paper-based security labels with hot-stamped holograms OR polyester (PET)-based security labels with integrated holographic security features. PET-based stickers offer better durability and security ,also encouraging broader participation without compromising the required protection. For physical security sticker solution, the supplier's involvement at the manufacturer's site is limited to installation, commissioning, periodic maintenance and technical support of the sticker applicators ,as the application equipment is operated by the manufacturer's own production staff .)	Bidder can propose paper based or PET based
		• Number of can production lines. (Digital Code Printing on cans / beer bottle will requires continuous technical oversight, system monitoring, software support and specialised maintenance personnel for generation code, printing, verification and traceability on each line)	The winning bidder is expected to obtain this information during PID. No change to specification or requirement of Digital Printing
	Page-10VL-2	The specification mentioned about paper-based substrate with a hot-stamped holographic foil, which limits the use of polyester (PET)-based security labels capable of providing an equivalent and even higher level of security. Modern PET-based (We request , revising the specification to focus on security performance rather than a specific technology, allowing both paper-based and polyester based high-security labels, as long as meet / exceed the required authentication and anti-counterfeiting features)	Bidder can propose paper based or PET based. No change to specifications
		II. VIII. 4 channel effect at single point (We recommend PET-based advance security stickers such as holographic effects, 3D embossed , Diffractive Animated Guilloche Pattern,,optical effects, 4 channel effect at single point, Letter Lens Effect,Hidden security CLR and Taggant also offer better resistance to moisture, abrasion, chemicals, and tampering, providing higher durability throughout the supply chain. A technology-neutral specification based on security performance will encourage wider participation while ensuring the required level of security for the Excise authentication programme.)	Bidder can propose paper based or PET based. No change to specifications
B.10 -Vi Holographic Security Label – General Specifications	Page 10/11 VL-2	OVI (Optically variable ink) mostly used in paper based security stickers , For polyester (PET)-based excise tax stamps this to consider Optically Variable Devices (OVDs) incorporating holographic and micro-optic features, offering improved visual authentication and stronger protection against counterfeiting.(We request that the specification to permit OVI for paper OR equivalent OVD technologies, particularly for polyester (PET)-based security labels. Modern OVDs provide many advantages over conventional colour-shifting inks, including: Modern OVD technologies offer advantages over conventional OVI, including: 1.Dynamic colour-shifting and 3D visual effects. 2-3D Motion and animated image-switching features for easy authentication. 3- Combined overt, covert, and forensic security features. 4-Higher resistance to wear and environmental damage, durable Compatibility for easy scan /ready QR codes compare to paper /digital tax stamps , automated application)	Bidder can propose paper based or PET based. No change to specifications

a)General Experience. -3.7.6	Page 56 V1 -1 and 3	The Bidder should have at least Five (5) years of experience using Excise Management System to supply Liquor-Based Products prior to the Bid Submission Deadline. (We respectfully recommend that bidders having at least five (5) years of experience in using an Excise Management System for liquor-based products supplied to any government Excise department should also be considered.)	Comply to Addendum 01
3.7.7.Specific Experience	Page 56 V1 -1 and 3	We request to allow any bidder who has completed or has remained operational on at least one project using an Excise Management System/software for the supply and management of 600 million high-security liquor-based excise stickers should also be considered under the Specific Experience requirement. (We recommend, that Bidders who completed or have remained operational at least one project using Excise Management System / software to supply 600 millions high security liquor-based Excise stickers should be considered in Specific Experience)	Comply to Addendum 01
B.12 – Covert Security Features	Page 11VL--2	The specification includes microtext, holographic effects, a verification device, and encrypted 2D barcode/QR code features. However, it does not clearly define advanced covert security features or rapid forensic authentication capabilities used in modern excise tax stamp programmes.(We respectfully recommend expanding the covert security requirements to include internationally recognised Covert authentication features that provide rapid and reliable field verification while maintaining a technology-neutral specification. Recommended additions include: 1. Advanced covert polarized film based authentication in which label should incorporate covert Hidden text/ Image/logo which can be only be authenticated by polarized identifier film(a small card) and simultaneously, the background colour of the authentication area shall shows a distinct and predefined colour change, thereby providing additional authentication. .Polarized identifier shall be provided by successful bidder 2. Concealed animated image/text 3. Raster Text to be seen with specific film These enhancements will improve anti-counterfeiting protection while allowing the use of internationally accepted technologies and maintaining fair competition)	Bidder can propose paper based or PET based. No change to specifications
B.12 – Covert Security Features	Page-11VL-2	The specification requires biofluorescent ink, covert security for digital codes, and periodic replacement of security features. (We suggest specification can be revised to adopt a technology-neutral and performance-based approach, allowing equivalent or superior covert security technologies suitable for the selected substrate (Paper or Polyester/PET). For PET-based security labels, modern security solutions may include laser-readable features, encrypted optical elements, covert microtext, nano-structured optical features, forensic taggants, or equivalent technologies providing the required level of security. While biofluorescent ink is a recognised covert feature, PET-based labels can provide equal or higher forensic protection through embedded optical and machine-verifiable security features with enhanced durability. The bidder also seeks clarification on whether digital codes may be implemented through secure encrypted code generation and backend authentication linked to the physical security label, with the label providing overt, covert, and forensic authentication and the digital code supporting traceability and verification. Regarding annual security feature changes, the bidder seeks clarification on whether periodic rotation of selected covert identifiers, authentication parameters, or algorithms may be considered instead of changing the complete security design every twelve (12) months. This approach maintains security effectiveness while reducing operational complexity, cost, and potential consumer confusion in identifying genuine products.)	Bidder can propose paper based or PET based. No change to specifications

B.13 – Forensic Security Features	Page 11/12 VL-2	DNA ink suitable paper based sticker However DNA ink, required in both the Paper / PET Based and Digital Codes. ? Pls explain (We recommend that the forensic security requirements can be revised to adopt a technology-neutral approach in line with current international best practices. Instead of prescribing a specific forensic technology, the specification may allow bidders to propose recognised forensic authentication solutions, such as DNA-based authentication, forensic taggants, nano-structured text CLR viewable animated covert image / text or equivalent technologies providing the same or higher level of security. DNA-based authentication available from a limited number of specialist suppliers. Allowing equivalent technologies would encourage wider competition, reduce supply-chain risks, The requirement should focus on the authentication performance rather than fixed technical parameters, ensuring that the forensic feature can be independently verified using authorised equipment and provide reliable evidence for enforcement and legal applications. Modern PET-based security labels can integrate multiple overt, covert, and forensic security features within a durable security film, providing robust anti-counterfeiting protection and compatibility with modern excise production systems.)	Bidder can propose paper based or PET based. No change to specifications
	Page -12VL-2	Please clarify whether separate specifications will be provided for Paper and Polyester (PET) stickers, as both substrates have different characteristics.?(We recommend focusing the requirement on security performance rather than specific materials or manufacturing methods, allowing internationally recognised technologies that meet the Excise Department’s objectives. For Polyester (PET)-based security labels, the specification should allow equivalent or advanced security technologies that provide enhanced durability and anti-counterfeit protection, including:)	Bidder can propose paper based or PET based. No change to specifications
		Please specify the applicable test standard, environmental conditions, temperature range and acceptance criteria for the "Water Resistant" requirement to enable uniform compliance by all bidders. (For Polyester (PET)-based security labels, the specification should allow equivalent or advanced security technologies providing enhanced durability and anti-counterfeit protection, including: 1-Dynamic holographic, 3D, or kinetic optical security features. Hidden security elements such as encrypted text, latent images, and micro-optic features. 2-Tamper-evident construction to prevent removal or reuse. 3-Covert authentication features, such as taggants or equivalent technologies, for rapid field verification. 4-Durable security features resistant to moisture, abrasion, and normal handling. Integrated covert authentication technology, such as taggant-based or equivalent machine-verifiable features, enabling rapid field verification using handheld readers.)	Bidder can propose paper based or PET based. No change to specifications
		Please clarify requirements are intended specifically for paper-based labels only? Dull UV describe to special security paper, features added during the paper-production process OR You mean UV Dull means specific Dull effect UV Varnish Or UV Dull ink ? if so, How many colours UV fibers required, what length of UV fibers in case of UV Dull paper paper ? Please also confirm any embedded logo required in dull UV paper? This Specifications does not apply in case polyester based excise stickers Please describe -Textured under lens - Does it means textured surface	Bidder can propose paper based or PET based. No change to specifications

		Please clarify whether the requirement that the hologram "must not be made from Aluminium or Gold" refers to the visual appearance or the actual material used in manufacturing. Modern holographic security labels commonly use Silver / Gold metallised films with various optical effects, and restricting these colour surface may limit internationally accepted security solutions. (We recommend defining the requirement based on the required security outcome rather than specifying individual proprietary features. This approach will allow the successful bidder to provide a combination of internationally recognised overt, covert, and forensic authentication technologies that collectively deliver a higher level of protection against counterfeiting, tampering, and fraudulent reuse, while encouraging innovation and wider participation from qualified suppliers.)	Bidder can propose paper based or PET based. No change to specifications
		Please clarify whether "Text Viewable Under Flashlight" refers to a UV feature or a text/image feature visible under normal flashlight or Mobile phone light.	Bidder can propose paper based or PET based. No change to specifications
Clause 3.7.7 Specific Experience	Page 57VL -1 & 3	Please provide the following information to determine the required solution and equipment requirements:	The winning bidder is expected to obtain this information during PID
		Please clarify whether experience in digital printing of QR codes and serialised numbers/codes on physical liquor excise security labels will be considered equivalent to experience in direct digital printing of security QR codes/codes on liquor bottles. Both applications involve secure digital printing, variable data management, code generation, and verification processes. Therefore, accepting experience from either application would allow qualified suppliers with relevant digital security printing expertise to participate while maintaining the required technical standards. • Maximum operating speed (bottles/cans per hour) of each production line. • Number of digital printing units required per production line. • Whether the minimum throughput requirement of 45,000 containers per hour applies uniformly across all product categories (spirits, beer, wine and bottled toddy), or only to selected high-speed production lines.(Internationally, digital codes are primarily used for track and trace, product serialisation, QR code , and supply-chain monitoring along with high-security physical tax stamps provide visible authentication, tamper evidence, and multi-level overt, covert, and forensic anti-counterfeit protection. These technologies serve different but complementary security functions. We request clarification on whether the digital code is intended only for Track & Trace or also to replace the authentication function of the physical foolproof sticker. This clarification is essential to ensure bidders propose the correct technical solution and system configuration. Most of Physical and Digital stickers High speed applicators can offer 25000 to 30000 per hours therefore 45000 is not practical requirements ,Many countries 250 to 500 per minutes is maximum while this tender needed 750 per minutes)	The winning bidder is expected to obtain this information during PID. No change to specification or requirement of Digital Printing

Clause 3.7.8 – Quality and Security Requirements	Page 58VL-1 & 3	ISO 37001 demonstrates an organisation's commitment to anti-bribery management and ethical practices; however, it does not assess technical capability, security printing expertise, or experience in manufacturing high-security excise tax stamps or security labels. Technical qualifications and relevant industry experience should therefore be evaluated separately to ensure bidders have the required capability to deliver the project successfully. (We request that ISO 37001 be removed as a mandatory eligibility requirement or considered as an optional tender already includes integrity, anti-corruption, and compliance requirements. Bidders can also provide an undertaking to follow anti-bribery practices Limited technical relevance: ISO 37001 covers anti-bribery management systems and does not assess security printing capability, excise tax stamp manufacturing, quality, or technical performance)	Comply to Addendum 01
Design and Supply of Security Features	Page 1 VL-2	Kindly clarify whether the requirement is for Paper-based stickers or Polyester (PET)-based stickers, as a single foolproof sticker cannot simultaneously be both paper and polyester (PET). If both types are acceptable, please specify whether bidders may offer either technology, or whether separate lots/specifications are intended. (specification combines paper-based and PET-based security stickers into a single requirement, which may create ambiguity. As both substrates have different characteristics and security capabilities, For example: Paper-based security stickers rely on specialised print security features such as UV and invisible inks, microtext, guilloches, anti-copy patterns, security fibres., PET-based security stickers use advanced optical security technologies, including OVDs, holographic diffractive light angles and effects, nano-features, concealed images, laser-readable elements, and tamper-evident constructions, providing enhanced durability and counterfeit resistance.)	Bidder can propose paper based or PET based. No change to specifications
Section II, ITB Clause 4.1		Increase the maximum number of JV partners from three (3) to four (4)	Maximum JV members is 3
Section II, ITB Clause 26.1		We respectfully request that the closing date be extended by one (1) month. Such an extension would not only provide all prospective bidders with sufficient time to prepare complete and competitive submissions considering the complex requirements in the tender.	Refer Addendum 02
Section III, Clause 3.7.6		Kindly clarify the term "Security Features Management System" and specify the scope of experience expected under this requirement. In particular, please clarify: (a) the elements that constitute such a system; (b) whether the requirement relates to overall management of the system; and (c) whether the five (5) years' experience refers to continuous experience, implementation experience, operation, or another criterion	Comply to Addendum 01
Section III, Clause 3.7.7 (i)		Kindly clarify whether the requirement for the issuance of a minimum of 600 million foolproof stickers within two years refers to the cumulative output of the referenced project and whether the stickers must have been issued under a single contract or may comprise multiple phases of the same project. Please also clarify the evidence that will be accepted to demonstrate compliance	Comply to Addendum 01
Section III, Clause 3.7.7 (ii)		We respectfully request that EDSL reconsider this requirement, together with the associated conditions, taking into account the reasons and justifications set out in the "Reason / Justification" column.	Comply to Addendum 01
Section III, Clause 3.7.8		Clause 3.7.8 be amended to require ISO 9001 and ISO/IEC 27001 certification only for the Single Entity or a Joint Venture member responsible for the manufacture and implementation of the Digital Security Printing and Track & Trace Solution. Requiring these certifications from all Joint Venture members appears unnecessary and may unduly restrict competition without enhancing the technical capability or security of the proposed solution.	No Change, Comply to Addendum 01

Section III, Clause 3.7.8		Unlike internationally established standards such as ISO 9001, ISO 14298, ISO 27001 has not yet achieved widespread adoption within the global security printing, tax stamp and authentication industry. Consequently, many internationally reputed and technically competent manufacturers and solution providers do not currently hold this certification. Making ISO 37001 a mandatory qualification may therefore unnecessarily restrict competition, reduce the number of qualified bidders, and potentially limit EDSL's ability to obtain the most technically suitable and commercially competitive solution.	Refer Addendum 01
Section III, Clause 3.9		Permit subcontracting for the digital code printing system component and allow the experience of the subcontractor to be considered for compliance with Clause 3.7.7(ii).	Comply to Addendum 01
Section VI, Clause B.3(ii), page 7		1. May we know the technical or operational reason for specifying digital code printing on beer bottles and cans instead of applying a visible foolproof security sticker? 2. Is this requirement due to challenges associated with automating the sticker application process at high-speed bottling operations? 3. Would the Procuring Entity consider adopting a technology-neutral specification that allows bidders to propose either: - o PET-based foolproof security stickers? - o Digital Code printing	The winning bidder is expected to obtain this information during PID. No change to specification or requirement of Digital Printing
	(Section A.10, Page 5.)	Please provide the complete list of manufacturing facilities, together with the number of production lines available at each facility. This information is required to determine the total investment needed for equipment, installation, and manpower. (Annexure 02 is referenced for equipment quantities; however, the number of production lines is not provided. Section A.10, Page 5.)	Refer Addendum 01
		Please provide the geographical location of each manufacturing facility. This information is required for planning the field service organization, spare-parts logistics, and maintenance services.	Refer Addendum 01
	(Sections B.3(i) and B.3(ii), Pages 7-8,	For each production line, please specify whether physical sticker application or digital code printing is required. This information is required for equipment selection and CAPEX calculation. (Sections B.3(i) and B.3(ii), Pages 7-8, describe both methods but do not identify which manufacturers or production lines require each solution.)	Refer Addendum 01
		Please provide the production speed, in BPH/CPH, of each production line. This information is required to select suitable applicators, printers, machine-vision systems, and control units.	Refer Addendum 01
		Please provide details of the equipment currently installed on each production line, including existing applicators, printers, machine-vision systems, PLCs, and interfaces, where available. This includes brand/make and model. This information is required to assess integration requirements and determine whether any existing infrastructure can be reused.	Comply to the Original
	(Section A.8 refers to an SLA, but the applicable KPI values are not provided. Page 5.)	Please provide the detailed Service Level Agreement, including system-availability targets, response times, restoration times, preventive-maintenance requirements, and service-coverage requirements. This information is required to determine the size of the support organization and the associated operational costs. (Section A.8 refers to an SLA, but the applicable KPI values are not provided. Page 5.)	Comply to the Original
	(Section 4 states that SLA penalties will apply after Operational Acceptance; however, the applicable penalty schedule is not included. Page 4.)	Please provide the complete SLA penalty matrix applicable during the operational period. This information is required to quantify the contractual and operational risks associated with the project. (Section 4 states that SLA penalties will apply after Operational Acceptance; however, the applicable penalty schedule is not included. Page 4.)	Comply to the Original
	(Section B.12, Page 11.)	The tender states that security features shall be changed every 12 months. Please specify which security features must be changed periodically, such as paper, hologram, ink, covert features, forensic features, digital security features, QR codes, or Data Matrix codes. This information is required to estimate recurring production costs and plan the required security materials. (Section B.12, Page 11.)	Comply to the Original

	(Sections B.15 and B.21 require servers, Primary Data Centre, and Disaster Recovery facilities within Sri Lanka; however, the applicable hosting policy is not defined. Pages 13-14.)	Please clarify whether the use of Government Cloud services is mandatory, or whether commercial data centres or private-cloud service providers located within Sri Lanka are acceptable. This information is required to determine the appropriate hosting architecture and infrastructure costs. (Sections B.15 and B.21 require servers, Primary Data Centre, and Disaster Recovery facilities within Sri Lanka; however, the applicable hosting policy is not defined. Pages 13-14.)	Government Cloud services or whether commercial data centres or private-cloud service providers located within Sri Lanka are allowed
		Please clarify whether all application data must remain physically within Sri Lanka, and whether any disaster-recovery or backup services may be located outside Sri Lanka. This information is required for infrastructure architecture planning and regulatory compliance.	all application data must remain physically within Sri Lanka, including disaster-recovery or backup services
	Section 3, Page 1	Upon expiry of the BOO contract, what will be the required treatment of the installed equipment? Should the equipment remain with the Contractor, be transferred to the Employer, or be removed? This information is required due to its significant impact on depreciation calculations and financial modelling. (The BOO model is defined; however, the treatment of assets at the end of the contract is not specified. Section 3, Page 1.)	equipment remain with the Contractor, No need to transfer
		If the incumbent supplier is awarded the new contract, may its existing field and production-line equipment continue to be used, or must all equipment be replaced or upgraded to comply with the new tender requirements? This information is required to ensure equal treatment of all bidders and to clearly understand the expected deployment scope.	must provide new equipment
		Please clarify whether the Employer may extend the operational period beyond the initial five-year term, subject to the mutual agreement of both parties.	No
		Please clarify whether delays resulting from site readiness, production schedules, the availability of utilities and network connectivity, or any other activities controlled by the Employer or manufacturers will be excluded when calculating the Contractor's implementation period.	Can be considered
		Please consider removing ISO 37001 as a mandatory eligibility requirement. As ISO 37001 is not as widely adopted as ISO 9001, ISO 27001 or ISO 14298 within the security printing and track-and-trace industry, making it mandatory may unnecessarily restrict participation by otherwise technically qualified international bidders without materially improving the technical outcome of the project.	ISO 37001 (Anti-Bribery Management Systems) is not mandatory qualification requirement. Refer Addendum 01
		Please clarify whether specialised certifications and memberships, including ISO 14298, IOTA and ITSA, may be collectively satisfied by consortium members or specialised subcontractors responsible for the respective work packages, while the Bidder remains fully responsible for overall contractual performance.	Comply to the Original
		Please clarify whether specialised subcontractors may be engaged for hologram production, considering that this activity is typically performed by dedicated security hologram manufacturers, provided that the Bidder remains fully responsible for overall contractual performance and the subcontractor possesses all applicable certifications, memberships and technical qualifications.	Comply to the Original
		Please clarify whether the contract provides an equitable price-adjustment mechanism for exceptional circumstances arising after contract award, including changes in import duties, newly introduced taxes, government-imposed import restrictions, extraordinary increases in international freight costs, or other force majeure events. This clarification is requested in view of the significant commercial risks transferred to the Contractor under the Delivered Duty Paid (DDP) pricing requirement.	Comply to the Original
		What is the Minimum Guaranteed Quantity (MGQ) under this contract? Please clarify whether the quantity mentioned in the bid document is indicative or firm, and how the MGQ will be determined and applied over the contract period.	No minimum guaranteed
		As it is an International Competitive Bidding (ICB) and the Qualification Matrix permits sole bidders to participate, please confirm if a single entity with all qualifications is permitted to participate and submit a bid in this tender?	specified in Section III and addendum 1

		Please confirm that the mandatory certification requirements for security printing is Intergraph ISO 14298 (Management of Security Printing Processes) / INTERGRAF HSSMS (CWA 15374 HSSMS - High Security Supplier Management System). As ISO 14298 is an international standard, we assume that the HSSMS is the Intergraf HSSMS.	Confirmed
		Since this project involves excise tax stamps, we request that ISO 22382:2018 (Guidelines for the content, security, issuance, and examination of physical excise tax stamps) be considered as a relevant certification. Kindly confirm whether compliance with ISO 22382 will be required or <u>evaluated under this tender.</u>	Refer Addendum 01
		Since this project is heavily reliant on software for track and trace, data management, and integration, what software assurance or process maturity certifications are required from the <u>supplier such as CMMi?</u>	Comply to the Original
		Given the risks associated with forged documentation, please confirm that the ISO certifications held with the company must have completed at least one Surveillance Audit prior to bid <u>publication date.</u>	Refer Addendum 01
		Please confirm that the provided security features and specifications are mandatory for both Paper Based and PET Stickers?	Comply to the Original
		Please clarify the production line specifications in terms of speed and automation level to meet the tendered quantity. What is the qty of production lines in terms of Automated, semi automate <u>and Manual?</u>	Refer Addendum 01
		Given the technical nature of this project involving security printing, track and trace systems, and software integration we request that the evaluation criteria be reconsidered. We propose a Technical Weightage of 80% and a Financial Weightage of 20% to ensure that technical capability is given due priority. Kindly confirm if this revision can be considered?	Comply to the Original
		Please confirm the data center hosting requirements. Is the data center required to be hosted within the Excise Department's premises, or can it be hosted at a third-party data center (onshore or offshore) that meets the specified security and compliance standards.	Contractor shall provide DC DR for LGC and other data center providers within Sri Lanka
		Please clarify who will be responsible for providing the connectivity between the production/printing facility and the central system. Is the connectivity to be supplied by the <u>supplier, or will it be provided by the Manufacture?</u>	Contractors responsibility
		Please confirm that any company which has any business interest in the liquor or alcohol manufacturing, distribution or trading business will not be eligible to participate in the tender <u>proceedings.</u>	Comply to Original
Operations, Maintenance, and Training	Page 11 Vol-2	Kindly clarify whether this requirement applies exclusively to the Digital Code Printing System or whether it is also intended to apply to the supply of <u>physical foolproof security stickers</u>	Refer addendum 1
		If the requirement relates to the Digital Code Printing System, kindly provide the following information for each participating liquor manufacturer to enable bidders to accurately assess the operational scope and associated costs: 1.Number of bottle production lines. 2.Number of can production lines. 3.Production capacity and operating shifts for each line. 4.Number of personnel expected to be deployed at each site, including line engineers, technical operators, maintenance engineers, supervisors and any other support sta required for daily operation and monitoring. 5.Whether the manpower requirement is expected on a 24/7 basis or only during <u>production hours.</u>	Refer addendum 1

B3-II – Digital Codes Printing and Activation	Page 7, Vol-2	To enable bidders to accurately determine the scope of supply and prepare a realistic technical and commercial proposal, kindly provide the following information: 1. Which local liquor manufacturers are required to be equipped with Digital Code Printing units? 2. How many bottle and can production lines are currently operated by each manufacturer? 3. Which production lines have been identified for implementation under this contract? 4. Is one Digital Code Printing unit required for each production line, or can a single unit serve multiple lines? 5. What is the total number of Digital Code Printing units expected to be supplied, installed and commissioned under this tender? 6. Are spare units, standby units or disaster recovery units also required, and if so, in what quantities? 7. What are the required operating speeds (bottles/cans per hour) for each production line where the equipment will be installed?	Bidders to propose their solution as per EDSL requirements. Refer earlier responses to the queries raised here
B.8 – Foolproof Sticker Details – Security, Authentication, Tracking, etc	Page 9, Vol-2	Please clarify whether the requirement is specifically limited to paper-based stickers incorporating hotstamped holograms, or whether polyester (PET)-based security stickers with integrated holographic security features will also be considered compliant. Hotstamped holograms are commonly used on paper substrates. However, in polyester (PET)-based security labels, holographic security elements are typically integrated directly into the security film during manufacture rather than applied as a separate hotstamped foil.	Integrated Hologram is acceptable subject to meeting all the other Security Feature requirements
B.9 – Foolproof Sticker – Recommended Specifications	Page 10, Vol-2	The current specification prescribes a paper-based substrate with a hot-stamped holographic foil, which may unnecessarily restrict the use of alternative security technologies capable of delivering an equivalent or higher level of protection. Modern polyester (PET)-based security labels integrate holographic and optical security features directly into the security film rather than through a separately applied hot-stamped foil.	Bidder can propose Paper or PET substrate subject to meeting all the requirements
B.10 V1 – Holographic Security Label – General Specifications	Page 10 and 11, Vol-2	The specification identifies OVI (Optically Variable Ink) as the preferred optical security feature. While OVI is an internationally recognised security feature, modern high-security polyester (PET)-based excise tax stamps increasingly utilise Optically Variable Devices (OVDs) incorporating holographic, diffractive and micro-optic technologies that provide a significantly higher level of visual authentication and counterfeit resistance.	Bidder can propose Paper or PET substrate subject to meeting all the requirements. OVI is mandatory. OVD is another name for a hologram. Hologram is only one of the Security Features in the Sticker. It cannot be the only feature
B.12 – Covert Security Feature	Page 11 Vol-2	The current specification includes microtext, holographic viewing effects, a verification device, and an encrypted 2D barcode/QR code. While these are important security elements, the specification does not clearly define the capability for rapid forensic authentication in the field or advanced covert features used in modern excise tax stamp programmes.	Bidder should provide as per the SLED requirements
B.12 – Covert Security Features	Page 11 Vol-2	The specification requires biofluorescent ink, covert security for digital codes, and periodic replacement of security features.	Refer Addendum 02
B.13 – Forensic Security Features	Page 11 and 12 Vol-2	The specification requires nano text/symbols, DNA ink, invisible UV ink and similar forensic features.	Refer Addendum 02
		The current specification combines the physical characteristics of Paper and Polyester (PET) stickers under a single set of requirements. As these are fundamentally different substrates with different physical and security characteristics, please clarify whether separate technical specifications are intended for each substrate Please specify the applicable test standard, environmental conditions, temperature range and acceptance criteria for the "Water Resistant" requirement to enable uniform compliance by all bidders.	Comply to Original

B.14(i) – Foolproof Sticker Specifications	Page 12 Vol-2	Please clarify whether these requirements are intended specifically for paper-based labels only? Dull UV describe to special security paper, features added during the papermaking process OR You mean UV Dull means specific Dull effect UV Varnish Or UV Dull ink ? How many colours UV fibers required, what length of UV fibers in case of UV Dull paper paper ? Please also confirm any embedded logo required in dull UV paper? This Specifications does not apply in case polyester based excise stickers Please describe Textured under lens Does it means textured surface	Bidder Should Propose
		Please clarify the intent of the requirement stating that the hologram "must not be made from Aluminium or Gold." Does this refer to the metallic appearance (e.g. silver or gold) or to the substrate/material used in manufacturing? Modern holographic security labels are commonly produced using metallised films in various optical finishes. Restricting metallic appearance may unnecessarily limit internationally accepted security technologies.	Comply to Original
		Please clarify whether this refers to a UV reactive printed feature or to an optical holographic effect visible under a mobile phone flashlight or other white light source	Bidder Should Propose
	Page 12 Vol-2	The specification requires direct printing of digital codes on bottles and cans together with control units and code verification. We respectfully seek clarification on how this approach satisfies the primary objective of the procurement, which is the implementation of a Foolproof Security Sticker for product authentication and anticounterfeit protection. "Why there is requirement of Digital stickers? 1- Has this requirement been introduced because the existing supplier was unable to provide excise security stickers suitable for application on high-speed beer bottle and canning lines? 2-Has the existing paper-based excise security sticker system experienced issues such as counterfeiting, duplication, tampering, or other security failures in the market that necessitate a complete shift to direct digital printing? 3- Is there any statutory or regulatory directive requiring the adoption of direct digital stamping in place of physical excise security labels? As this requirements was not in last tender of 2017 , wherein we participated	Requirement of the EDSL
		Further clarification is requested on the following: • How many production sites require Digital Control Units? • How many digital printing units are required in total? • Is one printer required for each production line? • When two codes are required at different locations, what are the specified locations for bottles and cans? This information is necessary for bidders to accurately determine equipment quantities, implementation costs and operational support requirements	Refer addendum 1
B.17 – Field Control Tool Supply of 500 handheld security feature verification devices.	Page 14 Vol-2	We note an inconsistency in the tender documentation. Page 2 (Mobile and Public Authentication) requires the successful bidder to supply 600 handheld verification devices to the Excise Department of Sri Lanka (EDSL) and law enforcement agencies, whereas Clause B.17 specifies 500 handheld security feature verification devices.	600 handheld verification devices
Page 57 – Clause 3.7.7 Specific Experience	Page 57 Vol-1 and 3	Digital printing QR code and Numbers/codes on physical Liquor based security Excise stickers Or Digital Printed security QR / codes directly printed on liquor bottles , both has digital print hence experience of any can be considered . • Number of local liquor manufacturers requiring digital code printing. • Number of production facilities for each manufacturer. • Number of bottle, can, wine and bottled toddy production lines at each facility. • Maximum operating speed (bottles/cans per hour) of each production line. • Number of digital printing units required per production line. • Number of handheld and fixed scanners required for bottle-level and carton/case-level verification. • Whether the minimum throughput requirement of 45,000 containers per hour applies uniformly across all product categories (spirits, beer, wine and bottled toddy), or only to selected high-speed production lines.	Comply to Addendum 01

Page 58 – Clause 3.7.8 – Quality and Security Requirements	Page 58 Vol-1 and 3	We respectfully seek clarification on the rationale for making ISO 37001 (Anti-Bribery Management Systems) a mandatory qualification requirement for this procurement. Unlike ISO 9001, ISO 14298/HSSMS and ISO 27001, which directly relate to quality management, secure printing operations and information security, ISO 37001 is an organisational governance standard and does not demonstrate technical capability or experience in the manufacture of <u>high-security excise tax stamps or security labels</u> .	ISO 37001 (Anti-Bribery Management Systems) is not mandatory qualification requirement. Refer Addendum 01
Design and Supply of Security Features	Page 1 , Vol 2	Kindly clarify whether the requirement is for Paper based stickers or Polyester (PET) based stickers, as a single foolproof sticker cannot simultaneously be both paper and polyester (PET). If both types are acceptable, please specify whether bidders may opt for either technology, or <u>whether separate lots/specifications are intended</u> .	Bidders can proposed only Paper based stickers or Polyester (PET) based stickers
a) General Experience. 3.7.6	Page 56 Vol 1 and 3	We respectfully recommend, that if The Bidder having Experience of at least Five (5) years for using Excise Management System for Liquor Based Products supply to any government department , <u>should also be considered</u>	Comply to Addendum 01
3.7.7. Specific Experience	Page 57 Vol 1 and 3	Any Bidder who completed or have remained operational at least one project using Excise Management System / software to supply 600 millions high security liquor based Excise stickers <u>should be considered in Specific Experience</u>	Comply to Addendum 01
B. 30 Aggregation and Supply Chain Traceability Enablement	Page 16 Vol-2	C-The Bidder shall provide the aggregation code printers. Sticker Paper for aggregated code , Ribbon / Ink shall be borne by the respective manufacturers as consumables as to determine exact quantity is not feasible	Comply to Addendum 01
	Page-7 VL-2- B3-I	Pls specify- 1- Digital stickers printing by which type of technology---- Ink jet printers OR Fiber laser printers or UV laser printers? 2- Total number of Digital Code Printing units bidder to be supplied, installed and commissioned in this this tender? 3--Required operating speeds (bottles/cans per hour) for each production line where the equipment will be installed?	The winning bidder is expected to obtain this information during PID
	B.14 (ii) Page 13 VL-2	1 How many Digital Control Units (DCUs) required across all manufacturing sites and production lines to securely generate, manage, and control digital stamp printing? 2-How many coding printers, print heads, and vision inspection systems required per production line . 3- What is the contingency plan if one code is unreadable while the second code readable? 4-6-What disaster recovery mechanisms are provided if a DCU, printer, or vision inspection system fails during production?	Comply to the Original
	page -2 VL-2	1-Bidder will provide OPC and MVS? If yes How many OPC and MVS- required and share specifications 2-What is expected speed for application of physical stickers and Digital stickers ?	Comply to Addendum 01
	B.8	In order to facilitate secure and reliable implementation of the track and trace solution, the solution should have a high secure paper-based sticker with embedded / hot stamped hologram with the following features adhering to international standards	Comply to the Original
	Page -2 VL-2	1-Kindly clarify requirement only for Digital Code Printing System or supply of physical foolproof security stickers.? 2-If this relates to the Digital Code Printing System, share below information – a-How many bottle production lines. b-.Production capacity and operating shifts for each line. c.How many Number of personnel needed each site , line engineers, technical operators, maintenance and support staff.Shifting / working -12 hours / 24 x 7 hrs	Refer Addendum 02

	Page-10 VL-2- B.9	The specification mentioned only about paper-based substrate with a hot-stamped holographic foil, which limits the use of polyester (PET)-based security labels capable of providing even higher level of security using holographic foil.	Bidder can provide enhanced security fetures
	Page 10/11 VL-2	OVI (Optically Variable Ink) mostly used in paper based security stickers , For polyester (PET)-based excise tax stamps this to consider Optically Variable Devices (OVDs) incorporating holographic and micro-optic features, offering improved visual authentication and stronger protection against counterfeiting.	Bidder can propose paper based or PET based. No change to specifications
	Page 11 VL—2	We suggest specification can be revised to adopt a technology-neutral and performance-based approach, allowing equivalent or superior covert security technologies suitable for the selected substrate (Paper or Polyester/PET).	
	Page 11/12 VL-2- B.13	1-DNA ink required in digital code? UV ink required in Digital code? 2-DNA ink suitable paper based sticker	Comply to the original.
	Page -12 VL-2- B.14(i)	1-Please clarify whether separate specifications will be provided for Paper and Polyester (PET) stickers, as both substrates have different characteristics.? 2.Water Resistance- Please specify the applicable test standard, environmental conditions, temperature range and acceptance criteria for the "Water Resistant" 3-UV Dull and Textured under Lens- Please clarify requirements are intended specifically for paper-based labels only? 4-Dull UV describe to special security paper, features added during the paper-production process OR You mean UV Dull means specific Dull effect UV Varnish Or UV Dull ink ? if so, How many colours UV fibers required, 5-Hologram Material Must not be made from Aluminium or Gold	Comply to the original.
		We request clarification on whether the digital code is intended only for Track & Trace or also to replace the authentication function of the physical foolproof sticker. This clarification is essential to ensure bidders propose the correct technical solution and system configuration.	Comply to the Original
	Page 1 VL-2	Requirement is for Paper-based stickers and Polyester (PET)-based stickers both if Yes, , as a single foolproof sticker cannot simultaneously be both paper and polyester (PET). If not, Please mention bidders may offer Paper OR pet based either technology.	Either Polyester or Paper
Section III, Clause 3.7.6		Kindly clarify the term "Security Features Management System" and specify the scope of experience expected under this requirement. In particular, please clarify: (a) the elements that constitute such a system; (b) whether the requirement relates to cover Physical Stamps, Digital Marketing for overall management of the system; and (c) whether the five (5) years' experience refers to continuous experience, project with implementation experience, or another criterion.	Comply to Addendum 01
Section III, Clause 3.7.7 (i)		Kindly clarify whether the requirement for the issuance of a minimum of 600 million foolproof stickers within two years refers to the cumulative output of the referenced project and whether the stickers must have been issued under a single contract or may comprise multiple phases of the same project. Please also clarify the evidence that will be accepted to demonstrate compliance.	Comply to Addendum 01

3.7. Eligibility and Qualification Requirements of the Bidder, 3.7.8. Quality and Security Requirements:		As this project involves high security printing for the Government, we understand that ISO 14298 mentioned in the clause refers to the internationally recognized ISO 14298 INTERGRAF certification for management of security printing processes - Governmental Level. Kindly Confirm Yes/No	Any Level
3.7. Eligibility and Qualification Requirements of the Bidder, 3.7.8. Quality and Security Requirements:		Please confirm that the mandatory certification requirements for security printing is Intergraph ISO 14298 (Management of Security Printing Processes) / INTERGRAF HSSMS (CWA 15374 HSSMS - High Security Supplier Management System). As ISO 14298 is an international standard, we assume that the HSSMS is the Intergraf HSSMS.	Refer Addendum 01
New Requirement		Since this project involves excise tax stamps, we request that ISO 22382:2018 (Guidelines for the content, security, issuance, and examination of physical excise tax stamps) be considered as a relevant certification. Kindly confirm whether compliance with ISO 22382 will be required or evaluated under this tender.	Not Required
A.2	Volume 2 Page 4	Bidder must provide documentary evidence to prove that the products it is proposing are being used by a Government Revenue Authority at National Level for a period of more than 5 years.	Comply to Addendum 01
B.30	Volume 2 Page 4	The system shall support item-level and hierarchical traceability, including aggregation and disaggregation of single units into consignments, while maintaining secure parent child relationships at all packaging levels.	Comply to the original.
		Any clarifications regarding Addendum 01 must be submitted by bidders on or before September 21, 2026. All clarifications must be addressed to the contact information provided in the Procurement Document. Any questions or clarifications submitted after September 21, 2026, will not be addressed by the Excise Department of Sri Lanka.	Comply to Addendum 02
Annex 3	Page 20	“Details of Liquor production and volumes”	Refer Addendum 01.
Row 6 of the Page 4	Page 4 of the Pdf	Clarification Sought from the Committee ISO 14298 - Please confirm that this compliance requirement is at a government level, as per the global standard? Committee's response Any Level	Any Level
Row 4 of the page 17	Page 17 of the pdf	Clarification Sought from the Committee As this project involves high security printing for the Government, we understand that ISO 14298 mentioned in the clause refers to the internationally recognized ISO 14298 INTERGRAF certification for management of security printing processes - Governmental Level Kindly Confirm Yes/No Committee's response Confirmed	Refer Addendum 01.
N/A	Page 32 of the pdf	Clarification Sought from the Committee Please confirm that the mandatory certification requirements for security printing is Intergraph ISO 14298 (Management of Security Printing Processes) / INTERGRAF HSSMS (CWA 15374 HSSMS - High Security Supplier Management System). As ISO 14298 is an international standard, we assume that the HSSMS is the Intergraph HSSMS. Committee's response Confirmed	Refer Addendum 01
Row 8 of the page 32	Page 32 of the pdf	Clarification Sought from the Committee Since this project involves excise tax stamps, we request that ISO 22382:2018 (Guidelines for the content, security, issuance, and examination of physical excise tax stamps) be considered as a relevant certification. Kindly confirm whether compliance with ISO 22382 will be required or evaluated under this tender. Committee's response Proposed solution must be compliant to ISO 22382	Not Required
SOR Vol. 2, B.14(i) – Foolproof Sticker Specifications, Hologram sub-clause (i): “(i) Must not be made from	(Page 12, Vol-2, as cited in	Three separate clarification requests on this exact point have not resolved the ambiguity. We respectfully request EDSL to: (a) State the specific technical or security rationale for excluding Aluminium and Gold as hologram materials, noting that aluminium-based hologram foils are widely used internationally for excise/tax-stamp security holograms precisely because they offer superior feature visibility and prominence; and	Comply to the original.

Hologram, sub-clause (1). (1) must not be made from Aluminium or Gold"	Clarifications V.2)	(b) Confirm definitively whether the restriction applies to the finished hologram's visual/metallic appearance (i.e., a silver- or gold-coloured finish) or to the underlying substrate/metallization material used in manufacturing.	Comply to the original.
		This distinction materially affects hologram supplier selection, cost and procurement lead time, and a definitive answer will allow bidders to propose a compliant solution with confidence.	Comply to the original.
SOR Vol. 2, B.27 "Production Line Integration" (Machine Vision Systems (MVS) listed as item (c)), cross-referenced with the clarification reference:	"Volume 2 / Machine Vision Systems (MVS) & Inspection Parameters: Clause B.5", page 8	We respectfully request EDSL to confirm whether a full inline Machine Vision System for 100% verification is mandated uniformly on every production line regardless of speed or volume, or whether a minimum line-speed/volume threshold may be defined below which an alternative verification approach (e.g., manual or statistical spot-check online verification) would be acceptable.	Comply to the original.
Bidding Document, Section III, Clause 3.7.7(ii) (Specific Experience – digital code printing reference project), and its Clarifications V.2 response; cross-referenced with:		Read literally, the clarification response to Clause 3.7.7(ii) ("in one project") would require a single reference project demonstrating both the 600-million foolproof-sticker experience and the 45,000 bottles/cans-per-hour digital-code-printing experience simultaneously — a combination very few, if any, organisations can evidence from one project, which would effectively exclude Joint Venture consortia from bidding.	Comply to Addendum 01
Addendum 01, Annex 02 – Revised Eligibility and Qualification Requirements of the Bidder, Clause 4.1.7 "Specific Experience" (JV compliance matrix)		This appears inconsistent with Addendum 01's own eligibility matrix, which permits a different Joint Venture member to individually satisfy each of the two experience criteria ("At least one member" per criterion).	Comply to Addendum 01
		We respectfully request EDSL to confirm whether a Joint Venture bidder may submit two separate reference projects — one evidencing the physical foolproof-sticker experience under Clause 3.7.7(i), and a separate project evidencing the digital-code-printing experience under Clause 3.7.7(ii), each contributed by a different JV member — consistent with the "At least one member" basis set out in Addendum 01, Annex 02, Clause 4.1.7.	Comply to Addendum 01
Refer Addendum 01		ISO 22382 is a guidance/framework-level standard for excise tax stamp programmes. International Tax Stamp Association (ITSA) membership — already a mandatory qualification criterion under Clause 3.7.8 — inherently requires adherence to equivalent industry best-practice guidance for excise tax stamp content, security, issuance and examination.	Not Required
		We respectfully request EDSL to clarify whether a bidder's existing ITSA membership/accreditation (already mandated under Clause 3.7.8) is sufficient evidence of ISO 22382 alignment.	
Table 2.0 Amendments to the original Procurement Document Index number 11 - Clause No - Volume 02 Section VI	(Page 4) A.2	in the Original RFP Document - Volume 02	
		Section VI (Page 4) A.2 Refers to Market stability of products offered, which is not relevant to PET specifications.	
		We understand this is an error in addendum 01.	
		Clarifications needed.	
		1.1 specifications in Page 7 of the addendum is not clear and some text is missing. Please provide a clear table, indicating all specifications.	PET specification indicated in Addendum 01.
		1.2. Please specify what is the correct ITB section; these given PET specifications are applicable.	paper specification indicated in the original bidding document (Section VI)
		1.3. Please confirm that these PET related specifications do not override the existing specifications given in the RFP, and it's an addition to the existing Specifications only.	No it's not
		1.4. If it overrides the existing specifications, which sections are deleted from the original specifications?	PET specification indicated in Addendum 01. paper specification indicated in the original bidding document (Section VI)
		1.5. If it overrides the existing specifications, we request a clarification on why this drastic change done at this point of time as it takes much time to contact suppliers, get quotations, negotiate and arrive at a competitive quotation and can provide Undue time advantage to some suppliers.	
		1.6. If it does not override the current specifications, and is only an addition to the current specifications, we request a clear communication from EDSL that it is only and additional specifications and no original specifications are changed, as addendum 01 has made confusion among our suppliers.	

Table 2.0 Amendments to the original Procurement Document Index number 9 - Volume 01 Section IV	(Page 84 to 85)	According to this production quantity change, only 13% of the foolproof stickers will be Paper based printed material and 87% will be digital. Hence we firmly believe strong guideline is needed to be explicitly defined to ensure the Security features of the Digital code & Printing process.	
		2.1. for the digital printing there are no specifications or standards defined. We request to define these standards and specifications such as minimum print quality grade according to international ISO standards, error correction capability/percentage, offline authentication, preventing unauthorized duplication or cloning, etc. for Digital code printing, so it will be <u>similar evaluation as the physical paper based sticker evaluation.</u>	Refer Addendum 01
		2.2. for the Digital Code marking, there is no covert or Forensic requirements defined. For avoidance of doubt, Please specify;	Comply to the original.
		A. Printer types (ex. Laser, Inkjet, etc.)	Comply to the original.
		B. Security ink specifications for forensic and covert signatures to be used for enabling covert and Forensic options.	Comply to the original.
		2.3. ITB B14 ii defined -Digital code should be able to be scanned using Smartphone app on multicolored caps - During the site visit, it was agreed that a digital code marking on a dark color caps is not a suitable solution for scan and reading. Please confirm whether the caps will be <u>made light colored for Digital marketing.</u>	Comply to the original.
Sticker Issuance Workflow Maps		Clarifications needed : 3.1. for the given steps of Commissioning and Aggregation, 2 scanning steps is an essential part, for faulty rejection and aggregation. Please specify who will be providing the scanners for these steps.(Whether it is the manufacturer or whether the bidder is supposed to provide the scanners for all locations.)	Refer Addendum 01
Table 2.0 Amendments to the original Procurement Document Index number 9 -		Is having a tamper proof physical Sticker on the liquor bottle considered as an important factor from Consumer protection perspective? If not mandatory, please specify the requirement of the annual 72 Million foolproof physical sticker quantity, and where will it be used.	Refer Addendum 01
11	5,6,7	Under Volume 02- Section VI, Clause A.2 (Page 4 of the Addendum 01, mentions PET specifications and include certain security features such as text/image on demetalized area partially aluminum de-metalized effect and hidden text on colour-changing background which cannot be incorporated and are not technically feasible on paper-based stickers. However, in the original procurement document (volume 02 Section VI: Schedule of Requirements), Clause B.8, B.9 and B.14 specifies that the Foolproof Sticker shall be a Paperbased foolproof sticker with an embedded/hot-stamped hologram. Also, the Revised Price Schedule (Annex 03 of Addendum 01) continues to specify the physical product as "Foolproof Stickers - Paper Based." Therefore, as per our understanding, the physical foolproof sticker to be supplied is paper-based foolproof sticker with an embedded/hot-stamped hologram. Kindly confirm Yes/No.	Comply to the original.
11	5,6,7	As per our understanding the security features (overt, covert, and forensic security features) listed under Clauses B.9 to B.13 of procurement document (volume 02 Section VI: Schedule of Requirements) and Volume 02-Section VI, Clause A.2 (Page 4 onwards of Addendum 01) are indicative requirements, and the bidder may propose appropriate type security features (overt, covert, and forensic) to meet the required three levels of Kindly authentication. confirm Yes/No.	Comply to the original.
Addendum 01 Sep 16_Edited.pdf	7	Since number of foolproof stickers have been reduced to 360 million , we requested you to reduce this 600 Million figure that you expected under specific experience. Because the expected 600 Million value in specific experience is way higher than what EDSL is forecasting for 5 years in the project. In that case there is a tendency that large players who has 600 million or above references will not participate to the tender.	Comply to Addendum 01
manufacture line speeds.PDF	N/A	Kindly share Line Application details Can Line: • Conveyor Linear Speed • Can Diameter • Gap between bottles	Refer Original documents along with Addendums. Linear Speed provided. Others will be informed with the selected bidder

		Bottle Line: • Conveyor Linear Speed • Bottle Diameter • Gap between bottles	Refer Original documents along with Addendums. Linear Speed provided. Others will be informed with the selected bidder
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