

24/11/2020

To: Participants of the Tender

**Re: E-Tender (Online) No. 51/20 For Locating, Examining and Operating
an Array of Public Sea Shuttle Ferries in Israel**

**Response No. 3 – Threshold Update and Response to Questions and Requests for
Clarifications of the Tender Documents**

Ayalon Highways Co. Ltd. (the "Company") is hereby publishing a response to questions and requests for clarifications of the Tender Documents submitted by the participating Bidders.

1. Threshold Update

The Threshold stated in section 6.4 to Document A (the tender conditions) and the definition of "Watercraft Operation" will be updated as follows:

"6.4" "During the years 2017-2019 the Bidder has executed at least one of the following:

a) Has operated at least four watercrafts each year, when each watercraft has sailed a distance of at least 1,000 nautical miles per annum.

And/or

b) Has provided coastal array services to at least 10 watercrafts each year, by himself or by a subcontractor on he's behalf, in ports, docks and jetties.

In addition, the definitions of "Watercraft Operation" and "Coastal Array Services" will be updated under the definition section of this threshold as follows:

"Watercraft Operation" – Sailing of a Ship or a small Ferry longer than 24 meters (as defined by the Port Regulation (sailing safety) - 1982).

"Coastal Array Services" - a logistical and maintenance operational array, in which the Bidder has provided the watercraft crew, in the port or in the jetty, at least one of the following: food, hygiene products, fuel, water, repair and maintenance services.

For the avoidance of any doubt, there are no future changes of the Thresholds of Document A (the tender conditions).

* The Bidders' attention should be directed to the updated Appendices 6 and 6a which are attached to this clarification notice, and need to be attached to the Bidders' proposals instead of the original wording of these Appendices as published in Document A.

2. Response to Questions and Requests for Clarifications

No.	Matter/Section	Question/Answer
1.	General	<p>Question: Will the establishment of an array of public sea shuttle ferries will also include the establishment/adjustment of the docks?</p> <p>Answer: The establishment/adjustment of the docks will be under the company responsibility.</p>
2.	General	<p>Question: Who will be responsible for making the connection between the coastal array and the naval array.</p> <p>Answer: According to the current plan, and without constituting any undertaking by the company, the connection between the coastal array and the naval array will be under the company responsibility.</p>
3.	General	<p>Question: Will the coastal array be connected with other transport arrays like buses/trains/ light trains?</p> <p>Answer: The company is interested in planning a comprehensive transportation array. This array will be examined according to the objective conditions of the area, and is subject to objective limitations.</p>
4.	General	<p>Question: Does a feasibility test for building parking lots around the exit docks is required?</p> <p>Answer: A feasibility test is not required.</p>
5.	General	<p>Question: What is the meaning regarding the contract of the tasks for execution of the array operation?</p> <p>Answer: The contract validity refers to the inclusion of the framework suppliers in the framework suppliers list, which will be established by this tender. At this time, there is no comment regarding the length of the individual referrals.</p>
6.	General	<p>Question: Although there are no individual referrals yet, we would like to receive information regarding the following matters:</p> <p>1) The required ferry lines (In which main roads the reduction of road traffic is needed).</p> <p>2) Preferred exit points.</p> <p>3) Daily sailing frequency.</p> <p>4) Schedule goals.</p>

		<p>5) The quantity of people who will use the shuttles daily.</p> <p>Answer: Without constituting any undertaking by the company, and without this constituting al closed or binding list:</p> <p>The following ports are possible ports to provide the services of the tender:</p> <p>Acre, Haifa (passengers dock), Hadera port, Netanya, Herzeliya, Tel-Aviv (reading), Ashdod, Ashkelon;</p> <p>Possible hours for operating the shuttle lines are from 06:00 (AM) until 08.00 (PM);</p> <p>The Quantity to the passengers using the shuttels may be divided into three different time lines and three different scenarios (the stated numbers are only an unbinding estimation):</p> <p>a. an average of 300 passengers an hour (peak hours), an average of 75 passengers an hour (off peak hours), an average of 150 passengers an hour (midd hours).</p> <p>b. an average of 600 passengers an hour (peak hours), an average of 150 passengers an hour (off peak hours), an average of 300 passengers an hour (midd hours).</p> <p>c. an average of 1200 passengers an hour (peak hours), an average of 300 passengers an hour (off peak hours), an average of 600 passengers an hour (midd hours).</p>
7.	General	<p>Question: Does the first budget for the establishment of the infrastructure and purchasing the vessels will be paid to the winning bidders by the company or will the bidders pay by themselves for the initial establishment of the array?</p> <p>Answer: The question is unclear. As far as the question is whether the future tenders will include interim financing by the winning bidders, different outlines will be examined and at this stage it is impossible to answer the question.</p>
8.	General	<p>Question: Can an Israeli company that proves compliance with the tender threshold, can join to another company and establish an official partnership for the purpose of submitting proposals for the tender, and submit its proposals under the name of the new partnership?</p> <p>Answer: An answer to this question will be published later.</p>
9.	General	<p>Question: What is the requested daily sailing frequency?</p> <p>Answer: Without constituting any undertaking by the company, and as an assessment only, the expected sailing frequency is 2-3 sailing rounds in an hour during peak hours and 1-2 sailing rounds during off peak hours.</p>

10.	General	<p>Question: What is the estimated amount of passengers each shuttle can carry?</p> <p>Answer: Without constituting any undertaking by the company, and as an assessment only, the shuttles should be able to carry 100-450 passengers each sail.</p> <p>It is here by clarified that there are may be different shuttle sizes, according to the sailing destination and the passengers demand.</p> <p>The bidder is requested to state the size of the vessel (regarding the maximum possible quantity of passengers it can carry), as a part of his proposal.</p>
11.	General	<p>Question: What is the desired speed of the vessel?</p> <p>Answer: Without constituting any undertaking by the company, the requested vessel speed has to be at least 30 knots due to the time demands between the passengers stations.</p> <p>Bidders should take into account the time needed for the entering and exiting maneuvers in and out of the ports according to law and to the standards stated by the Administration of Shipping and Ports</p>
12.	General	<p>Question: Are there any noise, vibrations and pollution standards the vessel has to comply to?</p> <p>Answer: Without this constituting al closed or binding list, the vessel has to comply with all the standards stated by the Administration of Shipping and Ports (sailing safety) – 1982 and the Ports Standards (Prevention of Air Pollution from Vessels) – 2016.</p> <p>In addition, regarding the passengers comfort, bidders are required to address their compliance with the standards of passengers comfort DNV Comfort Class (Noise and vibration) and other standards of Germanisher Loyeds , Lloyd Register, regarding stability, noise and vibrations in high speed shuttles.</p>
13.	General	<p>Question: In which sea conditions it is required to operate the shuttle array?</p> <p>Answer: Without constituting any undertaking by the company, at this time there are no limitations regarding that matter. The bidder is requested to state an estimated percentage of days during the year, which in these days it is possible to operate the shuttle array.</p>
14.	General	<p>Question: Will it be possible to sail through closed areas of the Israeli Navy?</p> <p>Answer: As far as known at this stage, It will be required to follow all limitations and transition ranges as stated in the Ministry of Transportation standards and in the warnings to sailors – according to the guiding authority (Administration of Shipping and Ports and Ministry of defense).</p>

15.	General	<p>Question: Dose a Foreign company need to fill out and submit appendix 5 include with document A?</p>
		<p>Answer: A foreign company do not need to fill and submit appendix 5 to Document A (the tender conditions). The bidders are referred to section 6.2 of the tender documents.</p>
16.	General	<p>Question: Does all of the tender documents(Document A) and Document C have to be initialed?</p>
		<p>Answer: The answer is yes.</p>
17.	General	<p>Question: Does one have to sign on both the Hebrew and English versions or is signing and submitting one permissible?</p>
		<p>Answer: It is possible to sign and submit all the tender documents in English or in Hebrew. Yet, Bidders attention is referred that the binding version of the tender documents is the Hebrew version only.</p>
18.	General	<p>Question: Will Document B be issued in English as well?</p>
		<p>Answer: Document B is issued in English and attached to this clarification notice. For the avoidance of ant doubt, the binding version of the tender documents is the Hebrew version.</p>
Document A		
19.	1.3	<p>Question: Since this activity isn't taking place in Israel, the infrastructure facilities (ports/jetties) are not suitable to the nature of the activity. We would like to know regarding each port/jetty what is the size of the dock that will be used and what is the water depth next to each jetty in order to adjust the vessel to the activity.</p>
		<p>Answer: At this stage, bidders should address the jetties that exist along Israel shores. In case there is any limitation, bidders should state these limitations. The company is intended to, if necessary and at its sole discretion, to examine the execution of the needed adjustments of the jetties, in order to allow the establishment of the arrays.</p>
20.	1.3	<p>Question: Sailing in the Mediterranean is very depended on the weather and on the sea conditions. There is great importance to which sailing conditions passengers will be able to endure. Sailing may cause vomiting and ill feeling. Is there a limitation regarding the height of sea waves? What is the maximum sailing speed allowed regarding passengers endurance? Will the speed of the sail be affective compared to road travel?</p>
		<p>Answer: The bidder is requested to state how many days during the year it is possible to operate the shuttle array, taking into consideration the sea condition along the coast of Israel. The bidder has to demonstrate how the watercraft that he chose to propose, handles the different sea conditions, and gives a proper service during possible difficulties and limitations.</p>

21.	1.3	<p>Question: Since the nature of the work is unknown/unclear nor the passengers quantity, it is impossible to propose the right vessels needed for this activity, and since that, the costs of operation cant be stated. In addition, in case the conditions will be published, the right vessels for this activity in Israel could be purchased. We would like to know the maximum amount of passengers in each sail in order to calculate the required vessel size.</p> <p>Answer: The bidders are referred to the answers of questions 6 and 10.</p>
22.	1.4	<p>Question: Regarding the proposed concept, what are your expectations of the answer to this matter and in what detailed level?</p> <p>Answer: The bidders are referred to the definition of "The technical response" in Document A, to Document C and to the other relevant sections of the tender regarding this matter.</p>
23.	1.6	<p>Question: What is the contract period of operating the array after the announcement on the winning bidders? What will be the minimum time of operating the array?</p> <p>Answer: The bidders are referred to the answer of question 5.</p>
24.	6.4	<p>Question: The thresholds do not reflect the needed abilities in order to operate the suitable vessels. We would like to understand why 1,000 KM is a threshold (nautical distance is measured by miles), why the vessel hs to be 1,000 tons (Is it the weight of the vessel or the weight of it when loaded with passengers GRT), why 30 meters vessel is a threshold (30 meters vessel doesn't necessarily suitable the needs of this activity and weighs 200 tons).</p> <p>Answers: The bidders are referred to section 1 of this clarification notice.</p>
25.	6.5(a)	<p>Question: Regarding the definition of "Watercraft Operation", weight of 1000 tons is not equivalent to 30 meters length.</p> <p>Answer: The bidders are referred to section 1 of this clarification notice regarding the updated definition of "Watercraft Operation".</p>
26.	7.2.2.1	<p>Question: The proposed vessels at this stage will be relevant to the proposed concept by the bidder and to this time only. In the future, when the individual referrals will be defined, the proposed vessels will be suitable for the individual referrals parameters. Is it clear and accepted?</p> <p>Answer: Accepted. A distinction must be made between the tender thresholds and the operational commercial model that the shuttles and the vessels will be operated by, as will be defined in the individual referrals, as they will be published.</p> <p>The wording of section 7.2.2.1 to the tender documents will be updated as follows:</p>

		" 7.2.2.1 A conceptual description of the vessels to be utilized by the Supplier to operate the daily sea shuttles (as detailed in Part A of Document C'); Including the cost component."
27.	7.2.2.1	<p>Question: It is impossible to provide a detailed description of the vessels that will be utilized by the supplier to operate the daily sea shuttles since the basic definitions for the activity like passengers quantity, speed, level of cabin, jetty depth etc., weren't defined.</p> <p>Answer: The bidders are referred to the answers of questions 6 and 10.</p>
28.	7.2.2.2	<p>Question: Does the bidder has to describe the operational array that exists today or the one that will be established for this activity?</p> <p>Answer: The bidder is requested to prepare an operational concept to the array proposed by hm. According to the described outline.</p>
29.	7.2.2.3	<p>Question: Does the bidder has to describe the operational array that exists today or the one that will be established for this activity?</p> <p>Answer: The bidder is requested to prepare a maintenance concept to the array that will be proposed by him according to the described outline.</p>
30.	7.2.2.4	<p>Question: It is impossible to give an estimation without full knowledge of the activity requested.</p> <p>Answer: The bidders are referred to the answer of question 6.</p>
31.	9.2.4	<p>Question: We would like to clarify that this section is irrelevant to foreign company.</p> <p>Answer: The answer is yes. This section does not apply on foreign company.</p>
32.	9.2.5	<p>Question: We would like to clarify that this section is irrelevant to foreign company.</p> <p>Answer: The answer is yes. This section does not apply on foreign company.</p>
33.	Appendix 5	<p>Question: We would like to clarify that this section is irrelevant to foreign company.</p> <p>Answer: The bidders are referred to the answer of question 15.</p>
Document B		
34.	General	<p>Question: Does Document B has to be submitted alongside the submission of the tender documents? Section 2.1.2 states that Document B needs to be attached, while section 7.3.1 states that only the winning bidders will be asked to sign Document B after they will be announced as the winners.</p> <p>Answer: Bidders are asked to attach a fully signed copy of Document B to their proposals.</p>

35.	6.5.2	Question: It is unclear why the schedule is mentioned in this section. The schedule for the execution of individual referral should be a part of the Request for Quotation regarding every individual referral. The specific schedule is a part of the considerations that affect the price rate proposed by the supplier. Does the intention is that the company can change the schedule after receiving the quotations for the execution of an individual referral?
		Answer: The request is denied. It is clarified that section 6.5.2 to Document B states that the schedule for the execution of an individual referral will be determined by the company as part of the individual referral documents or in any other document which will be handed to the supplier.
36.	6.5.3	Question: We would like to make sure that the imposition of an individual referral to the supplier, will take place after the supplier has filled the Request for Quotation for the execution of individual referral, as stated in section 5.
		Answer: As stated in Document A, the imposition of an individual referral to a supplier, will take place after the announcement that this supplier is the winner of the individual referral, and the supplier will be bound to execute the individual referral according to the company's instructions and the suppliers proposal.
37.	6.5.3	Question: What is the meaning of this section?
		Answer: The bidders are referred to the answer of question 36 above.

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This clarifications document, constitutes an integral part of the Tender Documents, and the Bidder is requested to attach a signed copy thereof to its Bid.

Name of Bidder: _____ Bidder's Signature: _____

Date: _____