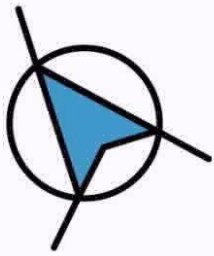


E-Tender (Online) No. 51/20
A Framework Tender for Locating, Examining,
and Operating an Array of Public Sea Shuttles
in Israel

A Listing of Subjects for the Bidders' Technical
Response and the Standards for Grading the
Proposals' Quality Score

The English version of this Document C' is for purposes of assistance and convenience only, and in any case only the Hebrew version of this document and its Appendices shall prevail and oblige.



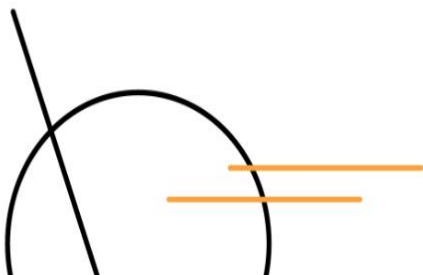
Part A' - A Description of the Watercraft

In this section, the Bidder is required to offer details concerning the optional tools included in its proposal for the benefit of the array's operation, including the reasons for adopting such tools.

The Bidder must address at least the following subjects:

	<u>Subject</u>
1.	Manufacturer
2.	Name of watercraft model
3.	Engine
4.	Fuel consumption data
5.	Maximum speed, cruising speed
6.	Estimated times for passenger boarding and disembarking to/from a vessel at full capacity
7.	Passenger capacity
8.	Displacement
9.	Vessel's dimensions
10.	Watercraft standard and licenses

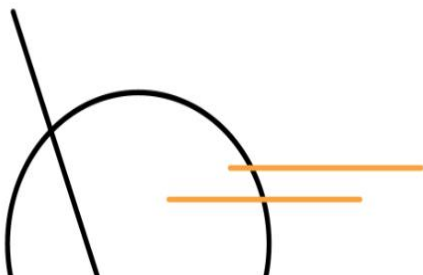
11.	Class (if the watercraft is a classed vessel, it should be added to the threshold condition's description)
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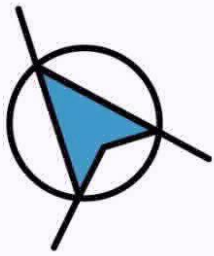


Part B' - Operational Array

In this section, the Bidder is required to describe the operational methodology for the entire operational array, including operations up to the waterline and during sailing, including reference to at least all of the following points:

	<u>Subject</u>
1.	The supplemental operations staff and their functions
2.	Watercraft crew and their functions
3.	The managerial structure and the managing entity of the entire array
4.	A description of the supplementary operational array

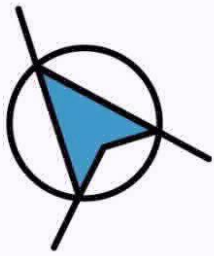




Part C' - Maintenance Array

In this section, the Bidder is required to describe the complete methodology for maintaining the optional watercrafts contained in its proposal while relating to at least the following subjects:

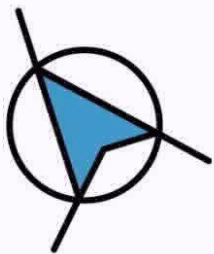
	<u>Subject</u>
1.	Annual supervisory specifications for the array's watercraft
2.	A detailed listing of maintenance contractors
3.	A supporting maintenance alignment
4.	Preventive maintenance routine
5.	The frequency of required maintenance for central parts
6.	The service level for replacement of central spare parts
7.	Required inspections
8.	The longevity of primary components
9.	Annual inspection specifications



Part D' - The Array's Costs

In this section, the Bidder is required to address and list all the cost components included in the array's operation while relating to at least the following subjects:

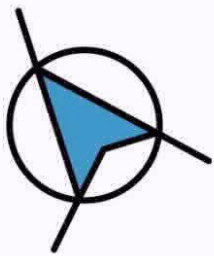
	<u>Subject</u>
1.	Watercraft acquisition costs
2.	Personnel costs
3.	Fuel and lubricant costs
4.	Supervision, licensing, and standardization costs
5.	Insurance costs
6.	Regular maintenance costs, including janitorial services
7.	Technical maintenance costs
8.	Central spare parts costs
9.	Contractor profit rate
10.	Overhead rate



Part E' - Risks and Obstacles

In this section, the Bidder is required to detail the various obstacles and risks involved in operating the array, including its means and approach to coping with these issues. The respondent must address at least the following subjects:

	<u>Subject</u>
1.	Mediterranean Sea conditions
2.	Safety limitations
3.	Security limitations
4.	Standards and regulations
5.	Speed limitations
6.	Passenger comfort when transporting at high speeds
7.	The interface between the marine array and supportive land-based alignments
8.	Costs
9.	Necessary adjustments in marinas and moorings

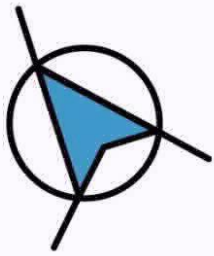


10.	Environmental matters
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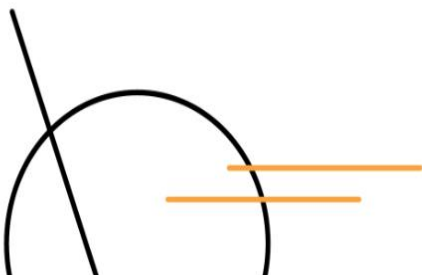
Part F' - Past Experience in Israel and Abroad

In this section, the Bidder is required to describe past experience, inter alia the scope of activity in operating a similar array, including reference to at least all of the following subjects:

	<u>Subject</u>
1.	Project name
2.	The country where the project was implemented
3.	Describe the activity's sea route (its length, open/quiet waters)
4.	The essence of the activity (cargo transport, passenger transit, tourism)
5.	Operations starting date
6.	Watercraft characteristics
7.	Scope of activity
8.	The operational and managerial entity (insofar as this is an external entity)

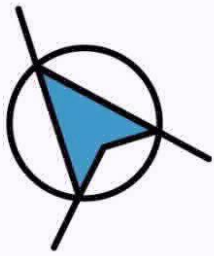


9.	Activity frequency
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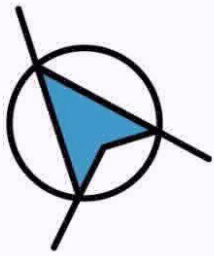


Part G' - Parameters for Grading the Proposals' Quality

Subject	The Required Information and Details	The Scoring for the information and details conveyed in the Technical Document attached by the Bidder to its proposal
	List all the technical characteristics of the watercraft - the vessel's dimensions (displacement, length, width), number of passengers, engine and cruising speed, maneuvering capability, age of the watercraft, safety systems (radar, movement sensors, day and night cameras, alerting systems) etc.	Maximum score - 5 points
Watercraft	Provide a detailed accounting of the watercraft's compatibility to sea conditions in Israel - list the vessel's acceleration rate vis-a-vis forecasted waves in Israel and vis-a-vis sailing comfort, detail the stabilization systems necessary on the vessel to attain maximum sailing comfort, and provide an analysis of the number of possible operational days of the service.	Maximum score - 5 points
	Detail and analyze the time estimates for passenger boarding and disembarking to/from the vessel from the moment the craft is stopped and until such time that it departs the dock.	Maximum score - 3 points



Operations Array	Detail the personnel necessary for the initiative's supplementary operational alignment - cleaners, security staff, information and ushers, customer service, external consultants (legal, financial), administrative staff (operational and logistical managers, project management, secretarial).	Maximum score - 5 points
	Detail the crew required onboard the watercraft - sailors, attendants/ushers, security, and mechanics.	Maximum score - 5 points
	List all the equipment necessary for the vessel's regular operation - security equipment, technical equipment	Maximum score - 5 points
	Detail the required training process for all of the initiative's personnel.	Maximum score - 2 points
Maintenance array	List the personnel required for the watercraft's regular maintenance - mechanics, various subcontractors (shipyard, maintenance companies).	Maximum score - 5 points
	Detail all the components of maintenance routine - the preventive and the periodic - of the watercraft and analyze the effects of this routine on the continuity of service.	Maximum score - 5 points
	Detail and analyze the longevity of the watercraft's primary components - the electrical system, engines, skeleton, and stabilization systems.	Maximum score - 5 points
Array costs	Detail and analyze the initiative's personnel costs - calculate hourly and monthly salaries, according to the method of payment for each position, for all of the personnel, including administrative and service support staff.	Maximum score - 5 points
	Detail and analyze vessel operational costs (not including personnel) - fuel costs as per sailing hour, annual anchorage costs, annual shipyard and service costs, annual insurance, licensing and fee costs.	Maximum score - 5 points



	Detail and analyze the total service costs as per the proposed number of watercraft and planned sailing routes.	Maximum score - 5 points
Risks and Obstacles	Detail and analyze the safety and security risks in the project and their impact on the service - sea limitations, sailing safety, security, and collisions.	Maximum score - 5 points
	Detail and analyze the possible obstacles for the project and their impact on the service - standards and regulations, speed limitations, passenger comfort (speed and sea conditions), the interface between the sea and land alignments, costs, marinas and moorings, the environment.	Maximum score - 5 points
Past experience in Israel and abroad	Presenting watercraft operation projects executed by the Bidder around the world - exam the measure of detail in which the Bidder will present the relevant projects. The watercraft's open sea operations, the scope, and frequency of its operation will also be reviewed.	Maximum score - 5 points per project, for up to 4 projects Total maximum score - 20 points
Additional details and general impression	The Bidders are entitled to include in the technical response additional data and information beyond that which is detailed above, to the extent it is relevant to the proposal submitted by the Bidder, the proposed concept, and its implementation. Points will also be given based on the Company's general impression of the Bidder's proposal.	Additional information - up to 5 points General impression - up to 5 points Total maximum score - 10 points
	Total	100 points
	Maximum score per Bidder is 100 points.	