

Appendix A' Updated Price Quotation Form

FAO
Ayalon Highways Co. Ltd
2 Shderot Nim, Rishon Le'Tzion

Dear Sir/Madam,

RE: The Form for a Price Quotation in Service Package 2 - Algorithm / Traffic Light Management System

We, the Undersigned, after careful reading, examined and understood the provisions of **E-Tender (online) no. 21/20 for the Supply of Accessories, Construction, Installation, and Operation of Adaptive Traffic Light Systems for Ayalon Highways Ltd (“the Tender”)**, hereby propose to grant the services to the Company **in Service Package 2** as per all Company specifications detailed in the Tender Documents and the Agreement, as detailed below:

The licensing alternative proposed by us (please select):

- Purchase Model - a model in which a one-time license is required at the start of the contract period, and annual renewal payments. In this alternative, note the one-time payment in Column D and the annual renewal in Column E
- Rental Model - fixed annual payment for the license. In this alternative, note the annual fee in Column E.
- A combination of the alternatives noted above.

Accordingly, the price quote is as follows (all amounts are in New Israeli Shekels before VAT):

	License Component (Name and Cat. No.)	Manufacturer's Name	Quantity of Licenses Required	One- time Payment	Price for Yearly Service (in NIS)	Comments
	A	B	C	D	E	
1						
2						
3						
4						
5	Total in NIS - ER			ERd	ERe	(Sum of the Lines in Column E & D above)
6	Multiplication Coefficient in Years - Y			1	5	Given. Do not change
7	The amount for a one- time payment					$TP1 = Y * ERe$
8	Year Amount for Payment					$TP2 = Y * ERd$
9	Total Proposal for Algorithm/ Licensing a Traffic Light Management System					$TP = TP1 + TP2$

- Lines may be added to the Price Quotation where relevant. All fo the provisions will be updated accordingly.
- Complete the Price Quotation in full NIS without Agorot.
- Do not complete with negative amounts
- The formula in the price quote form for Service Package 2 is meant to calculate a weighting of the Bidder's proposal for the overall cost to conduct the Tender for five years while weighing the one-time costs (Weight 1) - calculated in Line 7 and the annual costs (Weight 5) - calculated in Line 8.
- The price quote total will be recorded in Line 9 and constitute the sum of the data in Lines 7 & 8.

- In the case of mathematical errors in calculating Lines 5,7,8,9, the Company is entitled to correct the calculation errors according to the data in the lines above for the Price Quotation's calculation without this considered a change in the proposal.

Our proposal above is given after we have examined all of the Tender Documents, including the Framework Agreement and the Agreement for Task Execution; we have understood all of its conditions and specifications, we examined everything requiring prior examination and considered anything which might affect the determination of the proposal, and we waive expressly *a priori*, any claim and/or demand and/or suit, concerning Ayalon Highways and/or in connection therewith.

We know that the consideration offered by us to perform the services as mentioned above, is the maximum consideration for the provision of the services in the relevant Service Packages and the subject of the Tender in its entirety, as we have priced them in response to an Individual Referral and that we will not be remunerated for any addition, of any kind, concerning and/or in connection with our work, beyond the consideration specified in our proposal above or in the Individual Referral, the lower of the two, plus VAT.

The consideration, as stated above, constitutes a final, inclusive consideration for all of our expenses, including price increases, overhead expenses, office expenses, vehicles and telephones, labor costs for workers/employees, including full social expense, as well as any additional and/or other expense, of any type or kind whatsoever.

The consideration will be calculated as per the services ordered by the Company, supplied by the Framework Supplier, and approved by the Company.

We hereby declare that all of the details conveyed by us, as mentioned above, are correct and accurate.

The Bidder's Name (in full): _____

Names of the authorized signers on behalf of the Bidder: _____

Signatures of the authorized signers; _____

The bidder's stamp: _____

Date: _____

(Submit signed in the framework of the Tender Documents. The Price Quotation must be submitted solely through the e-tender system)

FAO
Ayalon Highways Co. Ltd
2 Shderot Nim, Rishon Le'Tzion

Dear Sir/Madam,

RE: The Form for a Price Quotation in Service Package 3 - AIO System

We, the Undersigned, after careful reading, examined and understood the provisions of **E-Tender (online) no. 21/20 for the Supply of Accessories, Construction, Installation, and Operation of Adaptive Traffic Light Systems for Ayalon Highways Ltd (“the Tender”)**, hereby propose to grant the services to the Company in **Service Package 3** as per all Company specifications detailed in the Tender Documents and the Agreement, as detailed below:

The licensing alternative proposed by us (please select):

- Purchase Model - a model in which a one-time license is required at the start of the contract period, and annual renewal payments. In this alternative, note the one-time payment in Column D and the annual renewal in Column E
- Rental Model - fixed annual payment for the license. In this alternative, note the annual fee in Column E.
- A combination of the alternatives noted above.

Accordingly, the price quote is as follows (all amounts are in New Israeli Shekels before VAT):

Part A' - A Price Quotation for the Licensing Component in the AIO System

	License Component (Name and Cat. No.)	Manufacturer's Name	Quantity of Licenses Required	One- time Payment	Service Price per Year	Comments
	A	B	C	D	E	
1						
2						
3						
4						
5	Total in NIS - ER			ERd	ERe	(Sum of the Lines in Column E & D above)
6	Multiplication Coefficient in Years - Y			1	5	Given. Do not change
7	The amount for a one- time payment					$TP1 = Y * ERd$
8	Year Amount for Payment					$TP2 = Y * ERe$
9	The total proposal for the licensing of the AIO system - for transfer to the concentrated table (Part C')					$TP =$ $TP1 + TP2$

- Lines may be added to the Price Quotation where relevant. All for the provisions will be updated accordingly.
- Complete the Price Quotation in full NIS without Agorot.
- Do not complete with negative amounts
- The formula in the price quote form for Service Package 2 is meant to calculate a weighting of the Bidder's proposal for the overall cost to conduct the Tender for five years while weighing the one-time costs (Weight 1) - calculated in Line 7 and the annual costs (Weight 5) - calculated in Line 8.
- The price quote total will be recorded in Line 9 and constitute the sum of the data in Lines 7 & 8.
- In the case of mathematical errors in calculating Lines 5,7,8,9, the Company is entitled to correct the calculation errors according to the data in the lines above for the Price

Quotation's calculation without this considered a change in the proposal.

Part B' - A Price Quotation for Accessories of the AIO System

In this part, detail all the accessories included in the AIO system. The accessories list must match the Technical Proposal.

Ser. No.	Proposed Accessory	Purchase Cost per Unit (NIS VAT, not incl.)	Yearly Maintenance Cost per Unit (NIS VAT, not incl.)	Total Price Quotation
1.	A	B	C	
2.				
3.				
4.	Total for accessories (Sum of Columns C & B)			
5.	Weighting Coefficient	1	5	
6.	Weighted Total = the result of Line 4 * the result of Line 5			

Clarifications and declarations concerning the price quote:

- Complete the Price Quotation in full NIS without Agorot.
- Do not complete with negative amounts
- The data of Line 5 is for solely for the weighting of the Price Quotations, and in no way obligates the Company to purchase services in any scope whatsoever.
- Fill in the purchase and yearly maintenance per unit prices for each proposed end-fitting.
- In Line 6, record the multiplication of the sum of the cost of the accessories (Line 4) in the weighted coefficient in Line 5.
- In the case of mathematical errors in calculating Lines 4 or 6, the Company is entitled to correct the calculation errors according to the data in the lines above for the Price Quotation's calculation without this considered a change in the proposal.

Part C' - Concentrating the Price Quotation

#	Consideration Component	Coefficient for Calculation	The Total Price Quotation (transfer the sum from Parts A and B respectively)
		A	B
1.	The total consideration for licensing the AIO system for five (5) years	70%	
2.	The consideration for licensing the right to use the software in the AIO system for five (5) years	30%	
3.	Price Quotation - Sum Column B - Sum of the Lines 1 & 2 above.	X	

- Complete the Price Quotation in full NIS without Agorot.
- Do not complete with negative amounts
- In the case of mathematical errors in the transfer of data from Part A' or Part B,' the Company is entitled to correct the calculation errors according to the data in the lines above for the Price Quotation's calculation without this considered a change in the proposal.

Our proposal above is given after we have examined all of the Tender Documents, including the Framework Agreement and the Agreement for Task Execution; we have understood all of its conditions and specifications, we examined everything requiring prior examination and considered anything which might affect the determination of the proposal, and we waive expressly *a priori*, any claim and/or demand and/or suit, concerning Ayalon Highways and/or in connection therewith.

We know that the consideration offered by us to perform the services as mentioned above, is the maximum consideration for the provision of the services in the relevant Service Packages and the subject of the Tender in its entirety, as we have priced them in response to an Individual Referral and that we will not be remunerated for any addition, of any kind, concerning and/or in connection with our work, beyond the consideration specified in our proposal above or in the Individual Referral, the lower of the two, plus VAT.

The consideration, as stated above, constitutes a final, inclusive consideration for all of our expenses, including price increases, overhead expenses, office expenses, vehicles and telephones, labor costs for workers/employees, including full social expense, as well as any additional and/or other expense, of any type or kind whatsoever.

The consideration will be calculated as per the services ordered by the Company, supplied by the Framework Supplier, and approved by the Company.

We hereby declare that all of the details conveyed by us as mentioned above, are correct and accurate.

The Bidder's Name (in full): _____

Names of the authorized signers on behalf of the Bidder: _____

Signatures of the authorized signers; _____

The bidder's stamp: _____ Date: _____