



August 12, 2020

FAO

Tender Participants

E-Tender (online) No. 45/20 for the Provision of Consultative Design Services of 'Transport Hubs/Interchanges' in the Ayalon Region

Clarification Notification No. 2 Postponement of the Proposal Submission Deadline, Updates of the Threshold Conditions, and Quality Score Appendix

Ayalon Highways Co. Ltd. (hereinafter: "**The Company**" or "**Ayalon Highways**") respectfully publishes Clarification Notification No. 2 - Postponement of the Proposal Submission Deadline, Updates of the Threshold Conditions and Quality Score Appendix as part of the Tender in the reference (hereinafter: "**the Tender**"), as follows:

1. Postponement of Proposal Submission Deadline

The final deadline for submitting proposals to the Tender will be at noon on August 24, 2020.

A proposal not submitted in the Tender Box on the date mentioned above and/or submitted at a later date will not be accepted.

2. An Update of Threshold Conditions

The threshold condition outlined in Section 2.3.3 will be amended and replaced as follows:

"An architect proposed to serve as chief designer on the Corporation's behalf holds a degree in architecture or an architectural degree from the period before January 1, 2007, from an

institution recognized by UNESCO (The United Nations Educational, Scientific and Cultural Organization)."

**** The participants' attention is directed to the updated Appendix 10 attached to this notification as Appendix A '****

3. Update to Appendix 8 - The Standards for the Proposal's Quality Score:

3.1. The standard relating to experience in planning and managing complex public projects will be examined solely concerning the Bidder.

3.2. In the framework of the interview with the Bidder and Chief Architect, reference will be required concerning the manner of the project's management with an emphasis on coping with the implications of the Coronavirus pandemic, and its derivative flight limitations.

**** The participants' attention is directed to the updated Appendix 8 attached to this notification as Appendix B '****

4. A Clarification to the Matter of the Threshold Condition Outlined in Section 2.3.2 of the Terms of Tender Volume

It will be clarified to Bidders that for proof of compliance with the threshold conditions outlined in Section 2.3.2, it will be possible to present a team of architects, planners, and engineers related in a contractual agreement with a foreign corporation. It will be emphasized that the standard relates to the hiring of personnel as detailed in Appendix 8 relating solely to personnel engaged in an employee-employer relationship.

5. Attached are the Ayalon Highways hourly work fees

The participants' attention will be directed to the Ayalon Highways fee for contracting with external service providers attached as Appendix C' of this notification.

This document, all of its appendices, constitute an inseparable part of the Tender documents, and the Bidders are requested to attach a signed copy thereof to their bid.

The Bidder's Name: _____

The Bidder's Signature: _____

Date: _____

Appendix A to the Company's Notification No. 2

Appendix 10 - The Foreign Planner's Statement

[The form may be submitted in English]

FAO

Ayalon Highways Co. Ltd

RE: E-Tender (online) No. 45/20 for the Provision of Consultative Design Services of 'Transport Hubs/Interchanges' in the Ayalon Region (hereinafter: "The Tender").

I the Undersigned _____ serve as a signatory on behalf of the _____ Company and hereby declare the following:

1. Our Company is experienced in the construction design and supervision of at least three public structures,¹ in at least two different countries around the world, as detailed below:

<u>No.</u>	<u>The name of the project and name of its chief planner</u>	<u>Public structures that were planned as part of the project</u>	<u>The period of the project's execution</u>	<u>The country in which the project was executed</u>	<u>Details for the contact person at the public entity that ordered the project</u>
1.			<u>Start of Execution:</u> __ [Month] __ [Year] <u>Conclusion</u> ____ <u>of</u> <u>Execution:</u> __ [Month] __ [Year]		Name: _____ Mobile Phone: _____ Email: _____

¹“Public Structure”: A structure used to receive the general public and is not intended for use as a private office or residence, such as, medical centers, transport hubs, cultural center, or government structure (courthouse, municipality and so forth), or any other structure approved in advance and in writing by the Company as a public structure before the bid submission deadline. In this context it is clarified that the participants are entitled to pose queries for clarification of this matter, as detailed below in Section 7.1.

2.			<u>Start of Execution:</u> — [Month] — [Year] <u>Conclusion</u> of <u>Execution:</u> — [Month] — [Year]	Name: _____
3.			<u>Start of Execution:</u> — [Month] — [Year] <u>Conclusion</u> of <u>Execution:</u> — [Month] — [Year]	Mobile Phone: _____
4.			<u>Start of Execution:</u> — [Month] — [Year] <u>Conclusion</u> of <u>Execution:</u> — [Month] — [Year]	Name: _____
5.			<u>Start of Execution:</u> — [Month] — [Year] <u>Conclusion</u> of <u>Execution:</u> — [Month] — [Year]	Mobile Phone: _____
6.			<u>Start of Execution:</u> — [Month] — [Year]	Email: _____

			<u>Conclusion</u> of <u>Execution:</u> — [Month] — [Year]		
--	--	--	--	--	--

2. Our Company employs a team comprised of architects, designers, and engineers.

3. The Chief Architect proposed to serve as Chief Designer on our Company's behalf is _____ [Please fill in the full name] employed by our Company/contracted to provide services with our Company [Please underline the relevant alternative], who holds a degree in architecture or an architectural degree from the period before January 1, 2007, from an institution recognized by UNESCO (The United Nations Educational, Scientific and Cultural Organization) (hereinafter: "The Chief Architect").

Attached are diplomas testifying to the education of the proposed Chief Architect.

4. The Chief Architect proposed on behalf of the Corporation has at least ten years experience, in designing and supervising the construction of at least three construction projects of public structures (as this term is defined in Section 2.2.2 above) throughout the world, where at least one project includes the design of a transport hub,² as detailed below.

<u>No.</u>	<u>The name of the project and name of its chief planner</u>	<u>Public structures designed as part of the project [please note if the project contained the design of a transport hub]</u>	<u>The period of the project's execution</u>	<u>The country in which the project was executed</u>	<u>Details for the contact person at the public entity that ordered the project</u>
7.			<u>Start of Execution:</u> — [Month] — [Year]		Name: _____ Mobile Phone: _____

² "Transport Hub/Interchange": A structure in which there is an integrated connecting point between railroad and bus transport services and is located in the heart of an municipal setting or occupational center.

			<u>Conclusion of Execution:</u> — [Month] — [Year]		Email: _____
8.			<u>Start of Execution:</u> — [Month] — [Year] <u>Conclusion of Execution:</u> — [Month] — [Year]		Name: _____
9.			<u>Start of Execution:</u> — [Month] — [Year] <u>Conclusion of Execution:</u> — [Month] — [Year]		Mobile Phone: _____
10.			<u>Start of Execution:</u> — [Month] — [Year] <u>Conclusion of Execution:</u> — [Month] — [Year]		Name: _____
11.			<u>Start of Execution:</u> — [Month] — [Year] <u>Conclusion of Execution:</u>		Mobile Phone: _____

			__ [Month] __ [Year]		
12.			<u>Start of Execution:</u> __ [Month] __ [Year] <u>Conclusion of</u> <u>Execution:</u> __ [Month] __ [Year]		Email: _____

5. Among the projects above, projects no. _____ **[Please Complete]** are transport projects designed and managed by the Chief Architect, which contains a terminal for multiple means of public transport including railway tracks and passenger traffic that is no less than 80,000 passengers a day and is in the heart of a metropolis with at least one million residents.

6. Our Company is related in a cooperative agreement with the _____ Company, submitting a proposal to the Tender, and the Bidder is entitled to present our Company's experience as part of the Tender.

7. Below is a list of the personnel hired as Company employees and proposed on its behalf:

Serial no.	The name of the staff member	Area of expertise	Professional experience
1.		<input type="checkbox"/> Transportation planner/mobility expert <input type="checkbox"/> Urban planner <input type="checkbox"/> Expert in the field of operations and logistics <input type="checkbox"/> Landscape architect; <input type="checkbox"/> Other relevant field: _____	Experienced in the design and/or construction of _____ [Please Complete] transport hubs serving more than 80,000 passengers a day and is located in a metropolis of at least one million residents
2.		<input type="checkbox"/> Transportation planner/mobility expert <input type="checkbox"/> Urban planner	Experienced in the design and/or construction of _____ [Please Complete] transport hubs serving more than 80,000 passengers a day and is located in a metropolis of at least one million residents

		<input type="checkbox"/> Expert in the field of operations and logistics <input type="checkbox"/> Landscape architect; <input type="checkbox"/> Other relevant field:_____	
3.		<input type="checkbox"/> Transportation planner/mobility expert <input type="checkbox"/> Urban planner <input type="checkbox"/> Expert in the field of operations and logistics <input type="checkbox"/> Landscape architect; <input type="checkbox"/> Other relevant field:_____	Experienced in the design and/or construction of _____ <i>[Please Complete]</i> transport hubs serving more than 80,000 passengers a day and is located in a metropolis of at least one million residents
4.		<input type="checkbox"/> Transportation planner/mobility expert <input type="checkbox"/> Urban planner <input type="checkbox"/> Expert in the field of operations and logistics <input type="checkbox"/> Landscape architect; <input type="checkbox"/> Other relevant field:_____	Experienced in the design and/or construction of _____ <i>[Please Complete]</i> transport hubs serving more than 80,000 passengers a day and is located in a metropolis of at least one million residents
5.		<input type="checkbox"/> Transportation planner/mobility expert <input type="checkbox"/> Urban planner <input type="checkbox"/> Expert in the field of operations and logistics <input type="checkbox"/> Landscape architect; <input type="checkbox"/> Other relevant field:_____	Experienced in the design and/or construction of _____ <i>[Please Complete]</i> transport hubs serving more than 80,000 passengers a day and is located in a metropolis of at least one million residents
6.		<input type="checkbox"/> Transportation planner/mobility expert <input type="checkbox"/> Urban planner	Experienced in the design and/or construction of _____ <i>[Please Complete]</i> transport hubs serving more than 80,000 passengers a day and is located in a metropolis of at least one million residents

		<input type="checkbox"/> Expert in the field of operations and logistics	
		<input type="checkbox"/> Landscape architect;	
		<input type="checkbox"/> Other relevant field: _____	

***** Tables identical to this format may be attached to the extent that there is additional personnel*****

7. To the extent that the Bidder's proposal is the winning proposal, our Company undertakes to supply the required services to Ayalon Highways for the entire duration of the contract and as per its terms (without derogating from the commercial terms agreed upon in the contract between the Bidder and us).

8. We agree that even if the contract between you and the Bidder is terminated, for any reason whatsoever, we will continue to give the Ayalon Highways Company, if it is so interested, the services contained in the Tender, under the consideration outlined in the Tender and without any addition whatsoever (except in the event the options are exercised unless exercised by the Company before the date of termination of the contract with the Bidder).

Sincerely yours,

[The signature of the Foreign
Planner's authorized signatories]

Appendix B to the Company's Notification No. 2

Appendix 8 the Updated Version

Standards for Examining the Bidder's Quality Proposal³

Total	100 points (80% of the overall score)
--------------	--

The Standard	The Manner of Testing	Division of the Standards into Components	Maximum Points
The Bidder's Experience	The experience of the Bidder in planning and managing complex public projects	Projects in which the Bidder served as Chief Planner of a structure used to receive the general public and not intended for use as a private office or residence, such as, medical centers, transport hubs, cultural center, or government structure (courthouse, municipality and so forth), or any other structure approved by the Company before the proposal submission deadline, as per the provisions of the Tender.	For each project, in addition to projects presented for proof of compliance with the threshold conditions, one point, up to a maximum of 5 points, will be given.
Experience of the Bidder or Foreign Planner	The experience of the Bidder or Foreign Planner in transport projects	Projects in which the Bidder or the Foreign Planner executed construction design and supervision of a Transport Hub that combines railway component with	For each project, including projects presented for proof of compliance with the threshold conditions, one point up to a maximum of 5 points

³For the avoidance of doubt, the terms appearing in this Appendix will bear the same meaning given to them in the Terms of the Tender Volume.

		bus services in the heart of a municipal area of occupational center	*It is clarified that the scoring will be given for each such project, whether the Bidder or the Foreign Planner served as the Chief Planner but the same project cannot be presented under both
Experience of the Chief Architect (on behalf of the Foreign Planner)	Experience of the Chief Architect on behalf of the Foreign Planner (as presented in the Bidder's proposal) in designing complex projects in the area of urban transport	Transport project management and planning includes a terminal for multiple means of public transport including railway tracks and passenger traffic that is no less than 80,000 passengers a day and is in the heart of a metropolis with at least one million residents.	For each project, 5 points up to 15 points * It is clarified that the same project can be presented to the extent it has been supervised by the Chief Architect as part of his work in a foreign planning firm - both in this and in previous standards.
Experience of additional personnel employed as workers for the foreign planner (in an employee-employer relationship)	For each proposed additional staff member, as per the list below that has previous design and/or construction experience of a transport hub - transportation planner/mobility expert, an urban planner, an expert in the field of logistics and operations, a landscape architect, and additional relevant expertise.	Previous experience of each additional staff member as stated, in the design and/or construction of a transport hub serving more than 80,000 passengers a day and is located in a metropolis of at least one million residents	For each project for each staff member, 5 points up to 10 points at the most for each staff member, up to 40 points at the most in this section
General impression of the	In the interview framework, the	Personal interview	20 points

<p>Foreign Planner's Chief Architect</p>	<p>subcommittee on behalf of the Tenders Committee will</p>		
<p>General impression of the Bidder and the Foreign Planner's Consultant Staff</p>	<p>provide its opinion as to the complexity of the projects supervised by the Chief Architect, the Bidder, or the staff, as appropriate, adaptation to the tendered project, acquaintance and knowledge concerning the Ayalon Corridor. **It will be clarified that in the framework of the interview with the Bidder and Chief Architect reference will be required concerning the manner of the project's management with an emphasis on coping with the implications of the Coronavirus pandemic, and its derivative flight limitations.</p>	<p>Personal interview</p>	<p>15 points</p>

Appendix C' to the Clarification Notification

Ayalon Highways Price List

Contractual Fees with External Service Providers

Examining Education and the Period of Experience

1. An academic degree will be considered as a degree attained at an academic institution recognized by the Council for Higher Education.
2. A Service Provider with an academic degree from a foreign academic institution will provide certification to confirm the equivalence between the foreign degree and an Israeli academic degree from the Department for Foreign Degree Evaluation of the Education Ministry.
3. Professional experience will be considered as experience in the relevant profession in which the consulting work is given, starting from the date of eligibility for a Bachelors, or engineering degree, or any other recognized professional certification, subject to the submission of documentation and certifications. In extenuating circumstances and discretion of the ministry's comptroller, it will be possible to recognize professional experience before attaining the degree only if it is in the position in which the consultant is filling.
4. In the fields in which specialization is necessary for attaining a license/certification - it should be defined expressly in the Tender Documents; the number of years of specialization is included in the years of professional experience.
5. In verifying the relevant experience, it will be necessary for the Service Provider to declare its previous works.
6. If the appointment of the external Service Provider is by a repository as is defined in the regulations, a fixed 10% discount will be discounted from the Ayalon Highways rates.

Management Consultants (various professions) - Rates for Remuneration		
Type of Consultant	Requirements	Maximum Hourly Rate
Consultant 1	<p>The consultant meets one of the two following alternatives:</p> <ul style="list-style-type: none"> • <u>A consultant complying with the three following conditions, in aggregate:</u> <ul style="list-style-type: none"> ○ Holds a degree as an Engineer or a Masters degree or Ph.D. ○ Has over ten years (10) of professional experience in the relevant field in which the consultancy work is required. ○ Owns or is a partner in a firm that employs at least three (3) consultants (professionals), whom their work is performed in the firm that is under his ownership (or a partner thereof). <p style="text-align: center;">– or –</p> <ul style="list-style-type: none"> • <u>A consultant complying with the two following conditions, in aggregate:</u> <ul style="list-style-type: none"> ○ Holds a Doctor of Medicine (MD) degree. ○ Has over ten years (10) experience in the specialty required. 	NIS 327 per hour
Consultant 2	<p>The consultant meets one of the two following alternatives:</p> <ul style="list-style-type: none"> • <u>A consultant complying with the two following conditions, in aggregate:</u> <ul style="list-style-type: none"> ○ Holds a degree as an Engineer or a Masters degree or Ph.D. 	NIS 290 per hour

Management Consultants (various professions) - Rates for Remuneration		
Type of Consultant	Requirements	Maximum Hourly Rate
	<ul style="list-style-type: none"> ○ Has over seven years (7) of professional experience in the relevant field in which the consultancy work is required. <p style="text-align: center;">– or –</p> <ul style="list-style-type: none"> • <u>A consultant complying with the two following conditions, in aggregate:</u> <ul style="list-style-type: none"> ○ Holds a Bachelors degree. ○ Has over ten years (10) of professional experience in the relevant field in which the consultancy work is required. 	
Consultant 3	<p>A consultant complying with the two following conditions, in aggregate:</p> <ul style="list-style-type: none"> • Holds an academic degree. • Has five to ten years (5-10) of professional experience in the relevant field in which the consultancy work is required. 	NIS 201 per hour

Management Consultants (various professions) - Rates for Remuneration		
Type of Consultant	Requirements	Maximum Hourly Rate
Consultant 4	<p>The consultant meets one of the two following alternatives:</p> <ul style="list-style-type: none"> • <u>A consultant complying with the two following conditions, in aggregate:</u> <ul style="list-style-type: none"> ○ Holds an academic degree. ○ Has five years (5) of professional experience in the relevant field in which the consultancy work is required. <li style="text-align: center;">– or – • <u>A consultant complying with the two following conditions, in aggregate:</u> <ul style="list-style-type: none"> ○ Holds a recognized professional diploma. ○ Has over five years (5) of professional experience in the relevant field in which the consultancy work is required. 	NIS 151 per hour
Consultant 5	<p>A consultant complying with the two following conditions, in aggregate:</p> <ul style="list-style-type: none"> • Holds a recognized professional diploma. • Has up to five years (5) of professional experience in the relevant field in which the consultancy work is required. 	NIS 114 per hour

Construction Planners - Rates for Remuneration*		
Maximum Hourly Rate	Requirements	Type of Planner
NIS 369 per hour This rate is limited to 40 hours per month.	A planner complying with the three following conditions, <u>in aggregate:</u> <ul style="list-style-type: none">• Holds an Engineering or Architecture degree, or a Masters degree or PhD.• Has over twenty years (20) of professional experience in the relevant field in which the consultancy work is required.• Supervises in the framework of the same discipline and in the framework of the same work at least three (3) employees. (An academic employee with the status of a tenured employee, who has been employed for at least two years since the drawing of the contract.)	Expert

Construction Planners - Rates for Remuneration*		
Maximum Hourly Rate	Requirements	Type of Planner
NIS 339 per hour	<p>A planner complying with the three following conditions, <u>in aggregate:</u></p> <ul style="list-style-type: none">• Holds an Engineering or a parallel academic degree, of which its reception is conditional upon at least four (4) years of study.• Has over ten years (10) of professional experience in the relevant field in which the consultancy work is required.• Employs at least three (3) consultants (professionals), whose work is performed in the firm under his ownership.	Planner 1

Construction Planners - Rates for Remuneration*		
Maximum Hourly Rate	Requirements	Type of Planner
NIS 301 per hour	<p>A planner who complies with one of the three following alternatives:</p> <ul style="list-style-type: none"> • <u>A planner complying with the two following conditions, in aggregate:</u> <ul style="list-style-type: none"> ○ Holds an Engineering or another academic degree, of which its reception is conditional upon at least four (4) years of study. ○ Has over ten years (10) of professional experience in the relevant field in which the consultancy work is required. <p style="text-align: center;">– or –</p> • <u>A planner complying with the two following conditions, in aggregate:</u> <ul style="list-style-type: none"> ○ A team leader with an academic degree. ○ Has over five years (5) of professional experience in the relevant field in which the consultancy work is required. <p style="text-align: center;">– or –</p> • <u>A planner complying with the two following conditions, in aggregate:</u> <ul style="list-style-type: none"> ○ A technician/practical engineer team leader. ○ Has over ten years (10) of professional experience in the relevant field in which the consultancy work is required. 	Planner 2
NIS 209 per hour	<u>A planner who complies with one of the two following alternatives:</u>	Planner 3

Construction Planners - Rates for Remuneration*		
Maximum Hourly Rate	Requirements	Type of Planner
	<ul style="list-style-type: none"> • <u>A planner complying with the two following conditions, in aggregate:</u> <ul style="list-style-type: none"> ○ Holds an academic degree. ○ Has five to ten years (5-10) of professional experience in the relevant field in which the consultancy work is required. <p style="text-align: center;">– or –</p> <ul style="list-style-type: none"> • <u>A planner complying with the two following conditions, in aggregate:</u> <ul style="list-style-type: none"> ○ A senior technician/practical engineer. ○ Has over ten years (10) of professional experience in the relevant field in which the consultancy work is required. 	
NIS 157 per hour	<p><u>A planner who complies with one of the two following alternatives:</u></p> <ul style="list-style-type: none"> • <u>A planner complying with the two following conditions, in aggregate:</u> <ul style="list-style-type: none"> ○ Holds an academic degree. ○ Has up to five years (5) of professional experience in the relevant field in which the consultancy work is required. <p style="text-align: center;">– or –</p> <ul style="list-style-type: none"> • <u>A planner complying with the two following conditions, in aggregate:</u> <ul style="list-style-type: none"> ○ A practical engineer/technician or holds a recognized professional diploma. ○ Has over five years (5) of professional experience in the relevant field in which the consultancy work is required. 	Planner 4

Construction Planners - Rates for Remuneration*		
Maximum Hourly Rate	Requirements	Type of Planner
NIS 118 per hour	<p>A planner complying with the two following conditions, <u>in aggregate:</u></p> <ul style="list-style-type: none">• A junior practical engineer/technician or holds a recognized professional diploma.• Has up to five years (5) of professional experience in the relevant field in which the consultancy work is required.	Planner 5

***Notes to the Construction Planner rates:**

An external Service Provider employed as a project manager for construction and design work will be classified solely for the matter of the remuneration rate as "a construction planner" as per the relevant classification, as stated in the table above.