

To: Participants of the Tender

Re: Tender No. 11/20 For Examination of the Use of Mass Transportation Electric Vehicles (MTEV) in Israel

Clarification Notice No. 3

Response to Questions and Requests for Clarifications

Ayalon Highways Co. Ltd. (the "Company") is hereby publishing its response to questions and requests for clarifications regarding the Tender in subject (the "Tender").

<u>No.</u>	<u>Section</u>	<u>Question/Answer</u>
General Questions		
1.	General 1	<u>Question:</u> It is hereby requested to postpone the deadline for submission of requests for clarifications and the date for submission of the Proposals.
		<u>Answer:</u> It is hereby clarified that the schedule of the tender process will be updated as follows: The additional deadline for submission of requests for questions, clarifications and interpretations shall be postponed to 26/7/2020, at 12:00 (local Israeli Time). <u>The last date for submission of the Proposals shall be postponed to 20/8/2020, no later than 12:00 (local Israeli time).</u>
Questions regarding Volume A - Tender Conditions and Instructions		
2.	4.2.1	<u>Question:</u> We would like to offer to delete the reference to OECD member states in this Section. It should also be noted that, in our opinion, since the buses that are the object of this section are not those that will be required to be supplied by the Successful Bidders [MTEV] there seems to be some doubt about the necessity of this Threshold Requirement, however if the Tender Committee decides that section 4.2.2 does not suffice to serve as a sole Threshold Requirements – we propose the following amendment to Section 4.2.1:

		<p>"Has at least five (5) years of experience, at the time of submitting the Proposal, during which he manufactured and/or supplied at least one hundred (100) High Capacity, fully electric bus vehicles and/or Bus Rapid Transit (BRT) vehicles in one (1) or more of the OECD member states"</p> <p>Alternatively, in as much as the purpose of this section is to ensure that the offeror has experience in the sale of Transport Equipment in OECD member states the following is suggested:</p> <p>"Has at least five (5) years of experience, at the time of submitting the Proposal, during which he manufactured and/or supplied at least one hundred (100) High Capacity, fully electric bus vehicles and/or Bus Rapid Transit (BRT) vehicles or Transport Vehicles in one (1) or more of the OECD member states.</p> <p>Transport Vehicles shall mean among others LRV, electric bus vehicles and/or Bus Rapid Transit (BRT).</p> <hr/> <p><u>Answer:</u> The request is accepted in part.</p> <p>Section 4.2.1 will be amended as follows:</p> <p>“ 4.2.1. Has at least five (5) years of experience, at the time of submitting the Proposal, during which he manufactured and/or supplied at least <u>fifty (50)</u> High Capacity, fully electric "Transport Vehicles" in at least one (1) of the OECD member states."</p> <p>"Transport Vehicles" shall mean -Bus vehicles and/or Bus Rapid Transit (BRT) and/or LRV.</p>
<p>3.</p>	<p>4.2.2</p>	<p><u>Question:</u> In relation to this section, we propose to amend the requirement for activity in two countries, as set out below:</p> <p>The Participant or the Manufacturer has manufactured at least two (2) MTEV units during the five (5) years preceding the submittal date of the Proposal which have been used commercially in at least two (2) locations, in different countries or alternatively two (2) locations in the same country that are at least 500 KM distance - all for at least six (6) months</p> <hr/> <p><u>Answer:</u> The request is accepted in part.</p> <p>Section 4.2.2 will be amended as follows:</p> <p>"The Participant or the Manufacturer has manufactured at least two (2) MTEV units during the five (5) years preceding the submittal date of the Proposal which have been used commercially".</p>
<p>4.</p>	<p>4.2.1</p>	<p><u>Question:</u> We ask the Company to decrease the limitations to 50 vehicles instead of 100.</p> <hr/> <p><u>Answer:</u> Please see answer to question number 2 above.</p>
<p>5.</p>	<p>4.2.2</p>	<p><u>Question:</u> As MTEV is very new application, and have very rare implementations, we ask the Company to change this section and remove the request.</p>

		<p>We ask the Company to approve either hybrid vehicle or electric minimum 24 meter as well.</p> <p><u>Answer:</u> The request is denied.</p> <p>It is clarified that there is no limitation regarding the length of the vehicle.</p>
6.	4.4.1	<p><u>Question:</u> Please clarify that the reference is to 200 passengers.</p> <p><u>Answer:</u> The reference is indeed to 200 passengers. Section 4.4.1 will be amended accordingly.</p>
7.	1.3.3	<p><u>Question:</u> Does the Company undertake guarantee of the state as part of the contract?</p> <p><u>Answer:</u> The question is unclear. The Company is a governmental company owned by the State of Israel, which operates on behalf of the Ministry of Transportation.</p>
8.	6.1 Table of price offer	<p><u>Question:</u> We will ask to change the section so that company will pay for first MTEV designated for conducting the trial run in Israel.</p> <p><u>Answer:</u> It is clarified that the MTEV will be brought to Israel only for the purpose of conducting the trial run.</p> <p>The Winning Participant shall bear all costs in connection with bringing the MTEV to Israel. At the end of the trial run, the Winning Participant will return the MTEV to its possession at his own expense.</p> <p><u>It should be clarified that at this stage the company is not asking for a price for the purchase of the vehicle. If this option is exercised, the price will be determined through Individual Referral</u></p> <p>Tender documents will remain unchanged.</p>
9.	6.4	<p><u>Question:</u> please clarify whether the prices shall be quoted in US Dollar, or in NIS.</p> <p>We request that the offer be provided in NIS but will subject to the euro exchange rate published by the Bank in Israel on the date of submission, and all payments will be subjected to the exchange rate of the NIS on the date of payment.</p> <p><u>Answer:</u></p> <p>The commercial proposal in the tender will be submitted in NIS s, for the purpose of comparing the bids only. As part of his bid, the bidder will be required to indicate the currency to which his bid will be pegged (\$ or Euro). Payment to the bidder will be made according to the type of currency requested by the bidder as part of the bid</p>
		<p><u>Question:</u></p>

	<p>10.6</p>	<p>1. Section 10.6.8. stated that Framework Suppliers will be requested to provide quotations for these Tasks. Such quotations shall not exceed the in priced offered in the Participant's Commercial Proposal, as submitted for this Tender. How can prices for Referral Tasks could be compared with the framework quotations when these tasks have not been defined in the framework tender?</p> <p>2. The participant is obligated to provide price quotations for any Referral Task that will be required by the company. Since these tasks are not defined in the Framework tender, we would like to suggest that the participant will not be obliged to submit a quotation for such tasks that are not in his field of participant's area of practice</p>
<p><u>Answer:</u></p> <p>1. It is clarified that in case the Company requests to purchase one or more MTEV unit/s, the consideration will be determined in accordance with the prices proposed by the Supplier within the Price Quotation for an Individual Referral, as detailed in Section 10.</p> <p>2. The tasks that the Company will be entitled to request from the Framework Suppliers from time to time is defined in the Tender Documents. In this context, it was determined that an Individual Referral shall include one or more of the specific Tasks as follows :</p> <ul style="list-style-type: none"> • Execution of trial run which will be conducted in the Manufacturer's Production line. • Execution of trial run which will be conducted in Israel, on a site chosen by the Company, in accordance with the provisions set in Volume F of the Tender documents (General Description of the Trial Run Phase.) • Purchase of one or more MTEV unit/s. <p>Tender documents will remain unchanged in this regard.</p>		
<p>Questions regarding Volume B - The Agreement</p>		
<p>10.</p>	<p>7.5</p>	<p><u>Question:</u> We would like to add in the end of this section that any change in relation to the specifications submitted in the tender will be charged an additional fee in accordance with the quotation submitted by the Framework Supplier.</p>

		<p><u>Answer:</u> It is clarified that this section defines the Company's right to engage in negotiation with some or all of the Framework Suppliers, with respect to their proposal for an Individual Referral, all in accordance with applicable law. during the course of negotiations. As part of the negotiation, if conducted, Framework Suppliers may be requested to modify, change or improve their proposals.</p> <p>The Section shall remain unchanged.</p>
<p><u>Questions regarding Volume E - Functional & Technical Requirements</u></p>		
11.	1.3.7	<p><u>Question:</u> Regulation are asking less than 5% slope. The request for 2 degree is equal to 3.5%.</p>
		<p><u>Answer:</u> The request is accepted in part. The slope of the MTEV floor will not exceed 5%.</p>
12.	1.4.2	<p><u>Question:</u> Section is not clear, if total efficiency is only electric motor or entire vehicle.</p>
		<p><u>Answer:</u> The total efficiency will be measured by the electric motor capability.</p>
13.	2.1	<p><u>Question:</u> Self-guided capabilities- this section in unclear. Self-guided can be interpreted in many ways. Please elaborate or provide different scoring for this section.</p>
		<p><u>Answer:</u> The section will be amended. The word "Must" will be deleted.</p>
14.	1.7	<p><u>Question:</u> In accordance with the technical requirements defined in this chapter, the bus will not meet the requirements of the Ministry of Transport specified in this section.</p> <p>We would like to point out that it is the Company's responsibility to obtain an exemption from the Ministry of Transportation regarding all regulations for which there will be a deviation from the regulations.</p>
		<p><u>Answer:</u></p>

		<p>The Company intends to publish a list of standards, which the Ministry of Transportation is examining for the purpose of licensing MTEV.</p> <p>The Participants are requested to follow and be updated on instructions that will be published on the Company's website in this regard.</p>
15.	3	<p><u>Question:</u> In order to provide maintenance to MTEV, it is necessary to get to the supplier workshop. All workshops are located within cities or areas that are not accessible to the MTEV.</p> <p>Therefore, it is required that the company make available to the winner of the tender a place and means with workspace for maintenance.</p> <p><u>Answer:</u></p> <p>Maintenance area will be assigned to the Framework Suppliers in the Trial Run area.</p> <p>Without derogating from the Framework Suppliers full responsibility for this issue, the Company will reasonably assist to coordinate the transportation of the vehicle with the responsible authorities.</p> <p>The Framework Suppliers will supply a vehicle that its maintenance requirements meets the minimum requirements in VOL E and are minimal during the trial run period.</p> <p>It is clarified that the Framework Suppliers shall bear all costs in connection with the maintenance of the vehicle.</p>
16.	4	<p><u>Question:</u></p> <p>1. We ask to clarify who is responsible for the construction and infrastructure, the vehicle's travel routes, parking areas, areas for evacuating the MTEV due to a malfunction while traveling on the route.</p> <p>2. Who is responsible for performing the tests listed in this section? Will the tests be performed by the company or under the responsibility of the Supplier?</p> <p><u>Answer:</u></p> <p>1. Please see answer to question 15 above.</p> <p>The Winning Participant should also be prepared for towing the vehicle, if needed.</p> <p>2. Please see section 3.3.3 to Volume F.</p>

This clarifications document, constitutes an integral part of the Tender Documents, and the Participants are requested to attach a signed copy thereof to their Proposals.

Name of Participant: _____ **Participant's Signature:** _____

Date: _____