

September 6, 2020

FAO

Tender Participants

E-Tender (Online) No. 21/20 for the Supply of Accessories, Construction, Installation, and Operation of Adaptive Traffic Light Systems for Ayalon Highways Ltd

Clarification Notification No. 2 - an additional due date for the submission of clarification queries, postponement of the proposal submission deadline, an updated price quote form, and responses to questions requiring clarification

Ayalon Highways Co. Ltd. (hereinafter: "The Company" or "Ayalon Highways") respectfully publishes Clarification Notification No. 2 to inform tender participants of updated due dates and authorized responses to questions posed for clarification as part of the referred Tender (see below: "the Tender"), as follows:

1. An additional due date for submitting queries for clarification and postponement of the proposal submission deadline

The Company will enable submission of additional queries for clarification at a subsequent date, as well as postpone the due dates in the Tender as detailed below:

The deadline for submitting queries for clarification: by noon on September 3, 2020.

The deadline for submitting a proposal to the Tender has been postponed until noon on October 15, 2020.

2. Update to the Price Quote Form

Bidders should take note that the price quote form for Service Packages 2 & 3 has been updated. See **Appendix A'** attached to this clarification notification, the updated price quote form, which Bidders are requested to attach as part of their proposals in Service Packages 2 & 3, as per the

guidelines contained in the Terms of Tender Volume, and in the portion dedicated to price quote submission, **exclusively** in the Dekel system.

For the avoidance of any doubt, it should be clarified that there are no changes in any of the remaining price quote forms attached to the Terms of Tender Volume.

3. Answering Questions Posed for Clarification

Ser. No.	Document/Appendix to which the clarification relates	Section and Clause	Page No.	Question	Answer
1	Price Quote - 2.1 - Service Package 1, 2, 3		1	All the pricing clauses as they appear in the price quote forms for Service Packages 1, 2, and 3 relate to the purchase/maintenance per unit. Based on the technical specifications and requirements, there is overhead that does not appear in the Bill of Materials. Loading the overhead on the unit price will distort the item price. We request to add the additional overhead clauses required from the Supplier.	<p>The request is denied.</p> <p>It should be clarified that the price quote that Bidders attach as part of their proposals relate to the system/end-user equipment prices in the quantity of a single unit.</p> <p>The proposed price should contain all of the Bidder's expenses in the price Delivered at Place (DAP) (without installation costs), and as per the relevant service package.</p> <p>The Bidders are directed to the provisions of Sections 16 -17 of the Terms of Tender Volume concerning the referral process of the Individual Referrals.</p>
2	Document A' - Terms of Tender Volume	8 - Timetables	14	We wish to request a ten-day postponement of the submission deadline for clarification queries and proposal bids.	The request is accepted. The Bidders are directed to the provisions of Clause 1 of this notification for clarification.

Ser. No.	Document/Appendix to which the clarification relates	Section and Clause	Page No.	Question	Answer
3	Document A' - Terms of Tender Volume	2.1.1	5	We request to define an accessory family for a camera.	To the extent that the Bidder is interested in presenting any additional accessory family(ies) to those detailed in the Terms of Tender Volume, kindly submit a detailed and reasoned query for clarification as per the provisions of Section 2.1.1 of the Terms of Tender Volume. The Bidders should note that a request to add accessory families can be submitted to the on-line system as well, to the email address Atarim200@ayalonhw.co.il . Of course, no later than the deadline for submitting additional queries for clarification (no later than noon on September 3, 2020).
4	3b	General	General	The methodology document is empty of any content, is there an estimated date when an updated document will be uploaded?	Appendix 3b has been uploaded to the Tender page. For the avoidance of doubt, the methodology attached to the Terms of Tender Volume and classified as a compulsory document in the Dekel system is the basis for submission of a complete methodology document by the Bidders as part of their Tender proposal.
5;	3b	General	General	In the simulation phase - is it required to submit proposals for a centralized or network-based adaptive system? Is it required to interface to the relevant traffic light management system? Is each traffic light a "stand-alone" unit, or is there	In the simulation phase of the Tender (as per the provisions of Section 9.3.3 to the Tender (for Service Package 2) and Section 9.4.3 to the Tender (for Service Package 3)), no connection will be made to any existing traffic light management system, accessories, or communication components of any kind at the intersection in question.

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				communication between the traffic lights?	<p>The simulation (in Service Packages 2 & 3) will be performed in such a way that all the Bidders will be provided with uniform raw information from three intersections in the city of Rishon Le' Zion (as detailed in Appendix 3b), after which they will be required to operate their proposed system and convey the results of the analysis to the Company.</p> <p>Based on the results from the Bidder, the Company will run the simulation and review its results accordingly.</p>
6	3b	General	General	Which program will perform the simulation?	An entity will perform the simulation on behalf of the Ayalon Highways Company in a manner that is equivalent to all the Bidders.
7	The price quote form 2.1 - Service Packages 2 and 3	The price quote form 2.1 - Service Packages 2 and 3	45	In the price quote, there is a reference to an algorithm at a single intersection. There is a different meaning in the pricing of several traffic light intersections, and there is no suitable place for this reference.	<p>In the Tender phase, the Bidders are required to submit a generic price quote for their proposed system on the assumption of installation of at a single intersection and not across an entire network.</p> <p>It is for this that the price quote is comprised of alternate offers of one-time components and annual components for component licensing.</p>
8	Appendix 2.1 Service Package 3	The price quote form in Service Package 3	45	I want a clarification of the formula contained in the "Comments" column.	<p>The comments column contains notes issued by Ayalon Highways for the attention of the Bidders in the relevant areas and locations.</p> <p>The Bidders are not required to fill out anything in the Comments column.</p>
9	Appendix 2.1 Service Packages 2 & 3	The price quote form	45	I want a clarification of the formula contained in the "Comments" column.	The Bidders are directed to Section 2 of this Notification for Clarification above concerning the

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		in Service Package 2			updated price quote form in Service Packages 2 and 3, attached to this notification as Appendix A.
10.1	Appendix 1b	In its entirety	1-21	This question for clarification relates to the possibility of offering equipment different than that which appears in this appendix and concerning Section 2.1.1 in Document A. We would like to submit visual equipment of thermal cameras with dedicated analytics for the field of transportation, which is an alternative to the equipment listed in Appendix 1b. Is this possible, and how can approval for this be obtained from you?	The Bidders are directed to the response contained in Question 3 above.
11	1b	Section 4	7	I want to submit an accessory to the subject of adaptive traffic lights. In the Bidders Meeting, I was told that submissions to the committee might be made through a website. I want to attach a letter of explanation and several certifications for our accessory; however, they cannot be attached through the website. Is there an email that you could provide or another	The Bidders are directed to the response contained in Question 3 above.

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				way to convey our documents?	
12	General	General		A request to receive the list of participants at the meeting for Suppliers as part of E-Tender No. 21/20 after we participated in the Suppliers meeting that took place on August 3, 2020, we would like to request a list of the meeting's participants.	The request is denied.
13	Threshold conditions for providing services from Service Package 4 of the Tender	5.5	9	As part of the threshold requirements of Service Package 4 in the Tender (Appendix 7d), a traffic light contractor is required to hold a Level 2 or higher classification and an unlimited financial scope. The number of contractors in Israel meeting this threshold specification is limited. To ensure competitiveness and enable the entry of additional integrated technology companies through a subcontractor, we request a modification of this threshold specification, such that the financial limitation will apply to the head contractor and not the subcontractor that is a	The request is denied. There is no change in the threshold conditions. The Bidders' attention is directed to Section 5.5 of the Terms of Tender Volume concerning the matter of reliance on a subcontractor for compliance with the requirements of this threshold condition.

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				certified traffic light contractor.	
14	Appendix 1b	General	General	<p>1. Must the equipment installed on the traffic light provide a full solution to its adaptiveness, or can it constitute part of a system?</p> <p>2. The same concerning the algorithm, is it possible to present a partial algorithm for quality scoring that would fulfill a portion, but not all of the functions? Moreover, how is a combined system examined and scored as part of the quality scoring?</p>	<p>All of the proposed accessory equipment proposed in the framework of Package 1 must meet the specifications detailed in Appendix 1b, all of which are mandatory.</p> <p>There is no requirement in the Tender phase that the proposed accessory equipment will interface with the adaptive systems that will be proposed in Package 2 (the algorithm) or the complete systems in Package 3 (AIO).</p> <p>Bidders are entitled to request to offer additional accessory types; see the response to Question 3 above on this matter.</p> <p>Concerning the algorithm, no specific technical specifications were outlined; the algorithm will be reviewed as part of the Package 2 proposal consideration phase, as detailed in Section 9.2 of the Tender.</p>



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: _____