

Tender No 110/2020– Supply 1 (one) Electro-Hydraulic "Orange Peel" Grab for Gottwald GHMK 3406 mobile crane for Haifa Port Company Ltd.

1 / 49

Haifa, January 14, 2021

Invitation for proposals an automated tender (dynamic automated tender or negotiations – optional)

Tender No 110/2020– Supply one (1) Electro-Hydraulic "Orange Peel" Grab For Gottwald GHMK 3406 mobile crane for Haifa Port Company Ltd.

1. General terms and conditions:

- 1.1. Pursuant to the agreement on government procurement, the tender laws of the state of Israel and its implementing regulations, Haifa port company ltd. ("HPC") hereby requests proposals for:

Supply of one (1) Electro-Hydraulic "Orange Peel" Grab for Gottwald GHMK 3406 mobile crane for Haifa Port Company Ltd., warranty service, training and spare parts, plus an option of HPC to purchase one (1) additional Electro-Hydraulic "Orange Peel" Grab for Gottwald GHMK 3406 mobile crane for Haifa Port Company Ltd during 2021-2022 including spare parts on DAP HAIFA PORT-**Qishon, Eastern Terminal**, Haifa, Israel terms (as defined in incoterms 2020), all as fully specified in the tender's documents.

- 1.2. This tender will be conducted as an automated tender. The bidders are aware that they must act so that their bid will be submitted through the Electronic Tender System (hereinafter: "the automated system") .

HPC on its sole discretion, has an option to conduct a dynamic automated tender in accordance with the provisions of regulations 19c and 19d of the mandatory tenders regulations, (5753-1993).

Without derogating the abovementioned, HPC has the right to conduct negotiation in accordance to the provisions of regulation 7(a) of the mandatory tenders regulations (5753-1993) , and at the sole discretion of Haifa port company.

- 1.3. HPC shall issue during 2021 a purchase order for **one (1) Electro-Hydraulic "Orange Peel" Grab for Gottwald GHMK 3406 mobile crane for Haifa Port Company Ltd** ,warranty service, training, special tools and spare parts including consumable spare parts for 24 months (warranty period) to the bidder, whose proposal will be found the most favorable.

- 1.4. The delivery time of the Grab, shall not exceed **five (5) months** starting from the date HPC will issue a purchase order for the Grab.
- 1.5. HPC shall have an option to purchase **one (1) additional Electro-Hydraulic "Orange Peel" Grab for Gottwald GHMK 3406 mobile crane for Haifa Port Company Ltd** during **2021-2022**.
- 1.6. It is hereby clarified that the execution of this tender and any agreement arising thereof is subject to HPC's receipt of a special budgetary approval. If a budgetary approval will not be received within 6 (six) months from the selection of the winning proposal, this tender shall be expired, and the win of the winning proposal will be canceled. HPC reserves its right to cancel this tender on its sole discretion, and inter alia, due to the lack of budget or budgetary approval.
- 1.7. The manufacture & supply of the Grab, including but not limited to, its price, terms of payments, scope of liability, responsibility and all other general, technical and legal terms for the engagement with the bidder, whose proposal will be found by HPC the most favorable, shall be governed by the terms and conditions of the agreement attached hereto as appendix G. The agreement and its attachments constitute an inseparable part of this tender.
- 1.8. All submitted proposals shall be valid until, **December 31st, 2021** and may not be revoked or changed by the bidder during this period for any reason whatsoever.
- 1.9. The warranty period of the Grab that will be supplied to HPC shall be twenty four (24) months from the issuance date of the acceptance certificate of the Grab (appendix FA to the agreement), all as detailed in the agreement, **appendix G**
- 1.10. Acceptance tests shall be performed by HPC, at Haifa port, Israel, under actual operating conditions, according to the tender's Technical Specifications of the Grab (appendix A to the agreement). The supplier shall provide HPC all necessary installation services in order to perform such tests. For the avoidance of any doubt, the costs of the aforementioned installation services shall be included in the Grab price
- 1.11. The agreement shall commence on the effective date and shall continue in full force and effect until the lapse of the period during which the supplier is committed to make available for purchase by HPC the spare parts and tools under this agreement (i.e. ,a period of two (2) years from the effective date).
- 1.12. The grab, which will be ordered by HPC according to the agreement, will be supplied to Qishon, Eastern Terminal, Haifa port, Israel (hereinafter: "the destination"). The supplier shall inform HPC at least one (1) month in advance of the expected date of the supply to the destination. The Grab shall be considered as delivered only after the acceptance of the Grab at the destination, as

evidenced by a signed acceptance certificate from HPC – **attachment FA** to the agreement.

2. Pre-requisites for participation in the tender:

It is hereby clarified that HPC is interested to receive proposals from well-known and qualified bidders (*inter alia*, in technology progress, backup & service ability), therefore, bidders, which maintain all conditions as follows, will be entitled to participate in this tender. Bidder is to supply any relevant documentation (inter-alia reference list with project manager's name and phone no., projects information, drawings, etc..) In order to prove compliance with the requisites.

2.1. General pre-requisites:

2.1.1. The bidder is a corporation established by law in a foreign country and attached formal certificate's signed with an apostilles stamp, in accordance with the regulations for implementing of the Hague convention – (cancellation of verifying foreign public documents) – 1977 (hereinafter: "the Hague convention") or a corporation established by law in Israel and attached formal certificate's.

2.1.2. The bidder must be a legal entity registered in a country that has full diplomatic relations with the state of Israel, including its managers and directors that hold citizenship of such country or a legal entity registered in Israel.

2.2. Technical pre-requisites:

2.2.1. The bidder must be the manufacturer of the grab proposed by it (the "Manufacturer") or the authorized distributor/ representative of the Manufacturer, a statement from the manufacturer confirming that the bidder is the authorized distributor/representative on behalf of the manufacturer is required.

2.2.2. For the last four (4) years, the Manufacturer had manufactured at least one (1) Electro-Hydraulic "Orange Peel" Grab per year.

2.2.3. The Manufacturer must be certified for a Quality Control in accordance with the ISO-9001 or equivalent QC/QA standard (in case of a doubt, the Israeli Institute of Standards shall approve the equivalent standard).

2.2.4. Compliance with all mandatory requirements (Section III in the excel file).

3. Prohibition of coordinating proposals:

- 3.1. The bidder, a shareholder in it or any other body in which the bidder is an interested party in it, or is an officer in one of them, will not act, directly or indirectly, to coordinate the proposal of the bidder with the proposal of any other bidder. Without derogating from the generality of the aforesaid, the following will be considered, inter alia, coordination of a proposal:
- 3.1.1.A specific signing of an agreement or an understanding of any type whatsoever with a person or any type of body (excluding a person) or a body that is an interested party in the bidder or in which the bidder is an interested party in it, regarding costs, cooperation, financing, prices, transfer of assets, strategy to the proposal, etc.
- 3.1.1.1. Obtaining such information or exchanging it in other ways, its publication or disclosure to any person or body whatsoever, that are interested parties or an officer, agent or employee of another bidder.
- 3.1.1.2. Submission of more than one bid for each bidder or submission of one bid by more than one bidder.

Notwithstanding the previously mentioned in this clause, should the tenders committee be convinced that a coordination of the contents of a proposal or proposals was made, as mentioned above the committee is entitled to disqualify the proposal or proposals.

4. Submission of proposals:

- 4.1. The last date to submit the proposals (Technical and commercial) is **February 10th, 2021** at 12.00 noon (Israel local time).
- 4.2. **Stage a -**
- 4.2.1. **Stage a1 - pre-registration** process for the tender through the automated system.
- 4.2.2. **Stage a2** –technical and commercial proposal submitted through the automated system. For this purpose, it is required from the participants to be registered to the tender in advance.
- 4.2.3. For the purpose of pre-registration of the tender, each bidder must fill out [Appendix K](#) attached to the tender documents, sign it (hereinafter: "means

of identification"), and submit it to the following email: meravb@HaifaPort.co.il (hereinafter: "registration for the tender").

- 4.2.4. Since only a bidder who has registered for the tender and equipped the means of identification as required will be entitled to submit his bid in the tender, it will not be accepted that due to any Technical malfunction, including the unavailability of Technical assistance in carrying out the registration, the bidder refrains from submitting his bid on time.
- 4.2.5. The company recommends the bidders to obtain the means of identification and to execute the registration process for the tender up to 48 hours before the deadline for submission of bids, so as not to delay submitting them due to various delays and malfunctions.
- 4.2.6. For Technical assistance regarding to registration for the tender, please contact Merav Ben Shoa , by phone: +972-4-8518706 on Sunday – Thursday, between 8:00-14:00 (Israel local time).
- 4.2.7. After the tender is registered, the bidder will receive an electronic confirmation from the computerized system for registration. It is recommended that bidders keep this approval for monitoring and control.
- 4.2.8. If the approval of the registration has not been received, the bidder must contact Mrs. Merav Ben Shoa (by phone no. or email as mention above) and ensure that the registration application has been made. It is the responsibility of the bidder to ensure, sufficiently in advance, that the registration for the tender has been performed properly and that he is able to enter the automated system for proper work therein.
- 4.2.9. To the attention of the bidders, only the bidder registered as a contact person in the intended system can make an offer within the framework of the automated system.
- 4.3. The bidders are requested to read carefully all of the documents attached herein and submit the following documents/information/data/certificates which should be included as part of the bidder's proposal, signed, where applicable, by the authorized signatory bodies (please see check list [Appendix N](#) for more detailed list):
- 4.3.1. A signed copy of this Invitation (each page – initials & stamp), including all the Attachments that are enclosed to the Invitation, including the

notification and clarification letters (if there will be any notification) and the agreement (Appendix G of this Invitation, each page – initials & stamp), including the bidder's relevant information in the heading thereof of the contract (excluding the date).

- 4.3.2. A signed and completed bidder's reply ([Appendix C](#) of this invitation). Such reply shall be signed by the person who has the signatory rights on behalf of the bidder with regards to the tender. The signature and confirmation of the aforementioned person's signatory rights on this reply shall be authenticated by a lawyer.
- 4.3.3. Completion with all pre-requisites (paragraph 2.2).
- 4.3.4. Complete data/documents/information & certificates as required in the detailed at paragraph 10 of the Technical specifications.
- 4.3.5. [Appendix A](#) - Technical specification (as describes in paragraph 10.12 in the technical specifications), Mandatory and data sheet (each page – initials & stamp)
- 4.3.6. [Appendix B](#)- declaration of compliance with mandatory items.
- 4.3.7. [Appendix D](#)- price proposal declaration
- 4.3.8. [Appendix F](#) - preferential declaration of origin signed and completed.
- 4.3.9. An approval, signed by the bidder, according to, the form and /or content of all guarantees are approved and accepted. ([Appendix O](#)).
- 4.3.10. [Appendix P](#) - declaration of absence of conflict of interest and absence of personal/business relations.
- 4.3.11. In order to submit proposals to the automated system, the bidders will be required to enter the <https://account.sourcingvision.com> web address and to connect to the automated system and to comply with the instructions detailed therein and in accordance with the contents of [Appendix I](#) to this tender.
- 4.3.12. [Appendix N](#)- check list
- 4.4. For the bidders in the final bidders' group, as defined below, this system will also be used during the dynamic procedure, if such a procedure take place.

- 4.5. The proposal will be final and shall be fixed, final and valid until **December 31st 2021** Each bidder shall undertake in its proposal that during a period of two (2) years commencing on the effective date, as that term is defined in the agreement, he will supply HPC, subject to HPC demand all spare parts and tools necessary for the maintenance and for the repair of the **grab**.

It is hereby clarified that the automated system will be automatically locked at deadline for submission of the commercial proposals, and even if at that time the bidder is logged to the system, he will not be able to submit his bid thereafter.

- 4.6. The proposals may not be revoked or changed by the bidders during this period for any reason whatsoever.

5. Stage b - the stage of bidding - the dynamic competitive procedure- optional.

- 5.1. In accordance to the tender committee's decision to hold phase b of the tender, the bidders whose proposal was found eligible to move to this stage and are included in the final bidder group, as defined below, will be able to submit their financial proposal (as detailed in [appendix I](#)).
- 5.2. Insofar as it is decided to hold a dynamic competitive process, the bidders will participate in this proceeding based on the rules listed in [appendix J](#) of the tender.
- 5.3. The dynamic competitive procedure will take place on a date to be determined by the tenders committee, and will be notified up on announcement in writing and in advance to the bidders included in the final bidders' group.
- 5.4. It should be clarified that the company will be entitled not to approve the participation of a bidder in a dynamic competitive process, if it has not experienced a mock pricing process (illustration).
- 5.5. In addition, it is hereby clarified that the company reserves its right to move at any stage of the dynamic competitive procedure, to any other method of pricing, as detailed in [appendix I](#) to the tender documents.
- 5.6. Without derogating from the foregoing, it is clear that pricing of deficits of certain items and "loading" their pricing on other items (shifting) may be

considered by the tenders committee as improper and lead to the disqualification of the proposal.

6. Selection of winning proposal:

The criteria and the relevant factors to be used by HPC for evaluating and selecting the winning proposal will be:

- Technical and operational evaluation (max. 40 points)
- Commercial (max. 60 points)

HPC has the right to select several winners/suppliers, according to the lowest offer of the Grab.

6.1. Technical & operational evaluation max. 40 points

The evaluation and grading of the Technical proposals will be based on the following weights, (using Delphi method):

Tender No 110/2020– Supply 1 (one) Electro-Hydraulic "Orange Peel" Grab for Gottwald GHMK 340 mobile crane for Haifa Port Company Ltd.

9 / 49

	Criterion	Advantage to	Max. p	Score					
				Offer #1		Offer #2		...	
				value	grade	value	grade	value	grade
1	Previous experience (max. of 10 points out of a total of 100 points)								
1.1	Amount of manufactured Electro-Hydraulic "Orange Peel" Grabs produced by the manufacture during the last 5 years. (Max value gets max points, the rest calculates according Delphi method For example: Manufacturer A produced 10 grabs Manufacturer B produced 15 grabs Manufacturer C produced 7 grabs 'B' will get the full score in this section - 10 points 'A' will be calculated using Delphi $10/15 * 10 = 6.67$ 'C' will be calculated using Delphi $7/15 * 10 = 4.6$)	Max	10						
	Subtotal "Previous experience" section		10		0		0		0
2	technical specification (max. of 45 points out of a total of 100 points)-score is based on manufacturer's technical proposal, drawings, manual and pictures								
2.1	Grab deadweight	min	10						
2.2	Time of closing grab	min	10						
2.3	Time of opening grab	min	10						
2.4	Grab capacity	max	5						
2.4	compliance with technical specification (general impression according to drawings and manuals)	max	10						
	Subtotal "compliance with technical spec." section		45		0.00		0.00		0.00
3	Maintenance Maintainability and structure (max. of 45 points out of a total of 100 points) - score is based on manufacturer's technical proposal & HPC impression of the equipment based on drawings, manual and pictures								
3.1	Grab scoop / claw shape and construction		8						
3.2	Tips shape		7						
3.3	piston and hydraulic protection		10						
3.4	electric components and connection protection		10						
3.5	Operational and maintenance accessibility		10						
	Subtotal "Maintenance Maintainability" section		45		0		0		0
	Total score (minimum passing score=75 points)- This score will be normalized to 40%		100		#REF!		#REF!		#REF!

6.1.1. Only proposals that scored a minimum of **thirty (30) points out of 40 possible points** in Technical evaluation would pass.

6.1.2. The company reserves the option, at its sole and absolute discretion, to reject a proposal that Technical points given to it would be **less than 30 points** (hereinafter: "scoring a professional minor"), but if the company do not get 2 bids at least that get a score of professional minor, at professional evaluation, the company may determine the minimum professional score will be lower, thus, at least two offers will follow to the next step of opening the commercial bids, or accept any other decision, including a decision of canceling the tender, all, according its sole discretion. Commercial proposals that will not be open accordingly will be deleted automatically by the automated tender system. If the automated tender box will contain, at the final deadline to submit the offers, three suggestions or less, the company may decide, in its discretion, notwithstanding the provision regarding the minimum professional points above that these proposals will go to the next level of opening of the financial proposals, or to receive any other decision, including resolution on the cancellation of the tender.

6.2. **Commercial evaluation -max Sixty (60) points**, calculated as follows:

6.2.1. The evaluation and grading of the commercial proposal will be according to the weight as follows:

The grab price as detailed in section 1.3 will obtain max. 50 points.

The optional grab price as detailed in section 1.5 above will obtain 10 points.

6.2.2. The proposal with the lowest **grab's sum total price**, detailed in section 6.2.1 above to be ordered by HPC will obtain maximum grade of - **60 points**, and all other proposals will be graded relatively using Delphi method. For example – first proposal 90, second proposal 100 – the first proposal obtain 60 points, the second obtain 54 points (60x90/100).

6.2.3. In the event that a EUR 1 or USA preferential certificate of origin does not support the Grab, HPC shall add the value of any additional taxes into its calculations under this paragraph. See appendix F for declaration of origin form.

6.3. **The winning proposal:**

Will be the proposal that obtained the highest total grade of the "commercial evaluation" along with the "Technical evaluation" among all valid proposals.

6.3.1. HPC has the right to conduct negotiation in accordance to provisions of regulation 7(a) of the mandatory tenders regulations, (5753-1993) , and at the sole discretion of Haifa port company, according to the company procedures, including a procedure of best & final (as long as HPC will not conduct dynamic competitive procedure s mentioned above), with those bidders that were found to be suitable and is not obligated to purchase the lowest prices which might be offered by any potential bidder.

6.3.2. If HPC decides to conduct negotiations, or best & final, such procedure will be conducted between 2 (two) bidders at least, whose total evaluation score shall be the highest (hereinafter: "**the final bidders group**") following the demands of regulation 7 and/or 17 to mandatory tender regulations-1993 and in the following conditions:

6.3.2.1. The gap between the bidders with the highest total evaluation score and the second one shall not exceed 1 points.

6.3.2.2. The tenders committee has decided that for the interest of HPC it is justified to conduct such a procedure.

6.3.3. If HPC shall decide to conduct a best & final procedure, the final bidders group shall be informed that they are entitled to propose in the date indicated by HPC changed and only improved proposals. HPC is entitled to determine in such procedure any other terms & conditions, provided that such information shall be supplied to the final bidders group. A bidder that has selected not to propose an improved proposal or a bidder whose improved proposal will be disqualified by the committee, its first proposal shall be considered as its valid and final proposal.

7. **Second qualified**

When declaring the winning proposal, HPC will be entitled to announce the bidder that its proposal obtained the second highest evaluation among the valid proposals as "second qualified". A bidder that will be announced as a "second qualified", will be the winner in this tender in the event of one or more of the below mentioned:

- 7.1. The winner retracts his proposal or the contract with the winner was canceled or not signed for any reason.
- 7.2. HPC shall not enter into a contractual relationship with the winning bidder, for any reason whatsoever, and/or the agreement with the winning bidder will be cancelled by any reason, inter alia, due to material breach.
- 7.3. HPC has decided, on its sole discretion, that due to Technical and/or operational and/or engineering considerations the winner's proposal/ the grab do not fit HPC demand.

The terms set forth in this section shall apply, *mutatis mutandis*, following the replacement of the winning proposal or the "second qualified" as aforesaid

8. **Prices proposal, taxes, duties and clearance:**

- 8.1. The proposed price shall be quoted in **Euro** currency only Total DAP (Delivered at Place, **Haifa Port**-Qishon, Eastern Terminal - ,**Haifa**, Israel) (Incoterms 2020) Prices.
- 8.2. Notwithstanding same, Israeli value added tax (vat), duties, and levies imposed in Israel by the Israeli tax authorities, if applicable, shall be born solely by HPC. Without derogating from the aforementioned, **the bidder** shall be responsible to pay all amounts due to its subcontractors in respect of work carried out or supplies, materials, equipment or services, provided in connection with the works and/or warranty to be performed by bidder including, but not only, **Israel value added tax (vat)**.
- 8.3. Without derogating from the aforementioned, the proposed Grab's price include any sum that the Israeli tax authorities require to be withheld at source. The amounts required by the applicable law to be withheld at source by the Israeli tax authorities shall be deducted from all sums set and shall be paid to the Israeli tax authorities.

8.4. HPC shall carry out the clearance from customs, in Israel, of each deliverable under the agreement, either by itself or through agents of HPC 's choice.

8.5. The Grab authorized inspector fee in Israel shall be paid by HPC;

9. Terms of payment:

Payment by HPC to the bidder, whose proposal will be found by HPC the most favorable (in this section- "the supplier"), shall be made on a per order basis as set forth in the agreement (appendix "G" of this invitation).

10. General:

10.1. HPC reserves the right, at its sole and absolute discretion, to request a bidder to submit any documents, clarification or data that was not submitted with the proposal, including any additional details, approvals, recommendations and/or certificates within a given time. HPC has the right to contact with third parties for clarifications and verifications of details in connection with the information that the bidder provided, including, but not only, to the recommenders that the bidder stated in its proposal. HPC has the right to make use of information about the bidder which is in the public domain, and/or with its knowledge, in order to examine the proposal including examining whether the bidder meets the preconditions.

10.2. It is hereby clarified that proposals submitted directly or indirectly by more than one bidder might be disqualified.

10.3. HPC may conduct meetings with each or any bidder that have submitted a proposal in order to clarify any aspects of its proposal that require explanation or clarification. During those meetings, HPC may bring to the attention of the bidder any matters, Technical or otherwise, where for whatever reason, requires amendments or changes to be made in the proposal. The bidder will be notified formally of all such amendments or changes required by HPC. A "meeting" may be held at HPC offices, the bidder's offices, by email or by fax or by any other media. It will be in the HPC 's sole discretion to decide in which manner to conduct such a "meeting", and how to notify the bidders about it.

10.4. Each bidder shall highlight portions of any page of its proposal that he believes contains "commercial secrets". HPC reserves the right, in accordance with the dictates of Israel law, concerning the inspection of a successful bidder's

documentation by others who are entitled to receive such information, to make its own judgment with regard to the nature and extent of any "commercial secrets" contained in any of the documentation. Thus, HPC shall be entitled, in accordance with the provisions of the relevant law, to allow other parties to inspect or/and copy the relevant documentation which, in the opinion of HPC, does not contain "commercial secrets" although the bidder presented them as "commercial secrets" and the bidder shall not present any claim to the presentation of that documentation.

10.5. HPC, in its sole discretion, may decide not to select any of the submitted proposals or may decide to cancel the entire tender at any time. In addition to any other event which entitles HPC by law, to cancel the tender, HPC reserves the right, at its sole discretion, to cancel this tender in the following events:

10.5.1. If only one of the bids is found suitable, according to the pre-requisites and/or other specification requirements according to this tender documents;

10.5.2. If HPC concludes that there was a flaw in the tender process and/or in the evaluation of the bids;

10.5.3. If HPC has found that a critical mistake has been made in the Technical specifications, inter alia, by giving false data, missing data or incomplete data;

10.6. If the circumstances and/or HPC's requirements have been significantly changed, to such extent that requires, the cancellation of the tender.

10.7. If any of the aforesaid occurs, the bidders will not be entitled to any kind of compensation or indemnification, whatsoever.

10.8. All documents submitted in this tender should be in **English only**.

10.9. The **grab** acquired, shall be on a non-exclusive basis and HPC, in its sole discretion, may at any time, obtain **a grab** from any of the bidders, and/or may acquire similar or identical **grab** from any third party.

10.10. HPC, in its sole discretion, may elect, at any time, to inspect the facilities of one or more of the bidders, or any other facilities where components of the **grab** proposed by the bidders are being manufactured.

- 10.11. HPC reserves the right to change the amount of the ordered **Grab** , prior to the signing of the agreement. In such a case, the agreement shall be based upon the proposed price-per- **Grab**.
- 10.12. No change of or addition to or omission from any of the tender documents (including the price proposal and other appendices, the agreement and so forth) shall be made, other than as explicitly required therein and other than changes announced by HPC in a prior and written notice to all the participants.
- 10.13. Whereas a proposal and/or the documents attached thereto, including the agreement or the appendixes attached thereto are restricted, conditioned, reserved (whether by rejection, insertion or amendment to any part of the attached documents), lacking or including any change, addition or omission, HPC shall be entitled, at its sole discretion and without any of the bidders entertaining any claim in connection therewith, to determine any of the following with respect to such proposal:
 - 10.13.1. To disqualify such proposal and terminate the participation of its bidder in the procedure;
 - 10.13.2. To deem such proposal, for all intents and purposes, as having been submitted without the said conditions, changes, restrictions, additions or omissions;
 - 10.13.3. To demand that such proposal's bidder, as a condition to its continued participation in the procedure, complete or amend the proposal by a date determined by HPC.
- 10.14. HPC has the right to postpone, at its sole discretion, on its initiative and/or at the request of any of the bidders the dates or periods stated in this tender, fully or partly.
- 10.15. Inspection by the bidders, of the tender's documents (including tender committee protocols, sub-committees protocols, its correspondences with the bidders, professional opinions prepared for the purpose of the tender, the legal adviser stand and winning proposal, as well as documentation of all actions performed in the automated system, and any electronic message sent to and from it, including the date and identity of the person who performed them (after the determination of the winner,) after determining the winning bidder, will be able according to regulation 21 to mandatory tender regulations, and after a payment of 350 NIS (including vat) for the first 200 pages and 1 NIS for

each additional page. Notwithstanding the above, the inspection will not be able in the following documents: (1) legal opinions prepared within legal consulting to the tenders committee, including the examination of alternatives of decision or act and/or the evaluation of prospects and risks as a result of such decisions. (2) proposals of other bidders that did not win the tender or disqualified/rejected. (3) parts of the proposal and decision that the tenders' committee supposes that inspection in it may discover a commercial or professional secret.

10.16. HPC reserves the right to reject a proposal of a bidder, which does not have the financial strength required for the performance of the agreement, or that it's commercial proposal is significantly lower than HPC estimation.

10.17. HPC reserves the right to reject a proposal of any bidder under the terms & conditions of the "law of struggle against Iran's nuclear plan-2012" or any proposal or bidder which there is any impediment by law for its participation or execution of the tender.

11. Clarifications and question stage:

11.1. Any questions or clarification concerning this tender should be submitted via the automated tender system with the suitable classification. The questions should be submitted no later than **January 26th, 2021, 12:00** (Israel local time).

11.2. Any clarifications regarding the guarantee forms as well as other guarantees in appendix "G" (agreement) including version change request, should be submitted via the automated tender system at the clarifications & questions stage. The clarifications regarding the guarantees may be answered by the final date to submit the offers.

Any request that will be sent after the above mention stage will not be referred to.

All bidders must attach to their proposal an approval, signed by the bidder, according to, the form and /or content of all guarantees are approved and accepted. – [Appendix O](#)–

11.3. The identity of the applicant will not be published and not every question will necessarily be responded. Only answers sent in writing and published in HPC website will bind HPC. No presentation, explanation or any other phrase which was not issued in a document in writing by the tenders committee will be valid. It is hereby clarified that HPC's answers to questions will be an integral part of the documents of the tender and its instructions. HPC reserves the right to make amendments and clarifications to the tenders documents on its behalf, at any time, even after publishing responses to clarifications questions – and this whether on its initiative or whether as a response to applications from bidders.

12. View and download of the tender's documents

12.1. The tender's documents are available for bidders without any payment in the HPC website in <http://www.Haifaport.co.il/tenders/>. Bidder, who wishes to submit a proposal, will download the tender documents from the website.

Each bidder who is intending to submit a proposal and downloaded the tender's documents, will notify the contact person that is purchasing department in HPC, Mrs Merav Ben Shoa, at Haifa port company, ltd., at telephone: +972-4-8518706 or by e-mail at meravb@haifaport.co.il such notice will include full details of the bidder; inter alia, full name and address, contact person, telephone and fax numbers and e-mail address.

12.2. Bidder that is confronting any obstacle or difficulty with downloading the tender's documents from the website, and/or finding any mistake/incompleteness/incompatibility in the tender's document in the website and/or wishes of any reason to receive a hardcopy of tender's documents by email, mail, or fax, should notify the contact person of HPC a reasonable time before the submission date of Technical proposal.

13. Conflict of interest

13.1. The bidder shall have no conflict of interest between the bidder and its obligation according to this proposal, and its other relations, personal, business or professional.

- 13.2. In the event of conflict of interest, the bidder should inform HPC, and follow HPC's instructions.
- 13.3. Without derogating from the generality above, the bidder shall fill [appendix P](#) - declaration of absence of conflict of interest and absence of personal/business relations.
14. By submitting a bid, each bidder (including its members) shall be deemed to represent and warrant to HPC that (i) it is not bound by any contractual or statutory obligations which would preclude the bidder from providing the data and information contained in the bid or any portion thereof, (ii) it has the right to make all disclosures that are made in the bid; (iii) the data and information contained in the bid do not include any confidential information, trade secret or other proprietary information of the bidder and/or to any third party (except as and to the extent that the bidder may otherwise clearly indicate in writing) that HPC is prevented from using it.
15. All rights and titles in and to any and all drawings, sketches, and other Technical documents and information provided by HPC or on its behalf to the bidder as well as to all of the tender documents and the contents thereof, shall be deemed to be the sole and exclusive proprietary of HPC and/or otherwise permitted to HPC by third parties. The tender documents and any and all intellectual property right therein are owned exclusively by the HPC and are supplied to the participants for the sole purpose of participation in this tender process.
16. **Estimation**
- 16.1. An estimation of the total price of the Grabs that is the subject of the tender is made by the professional body authorized by the tenders committee and this estimate will be deposited in the automated tender box before the last date for submission of bids for the tender.
- 16.2. The tenders committee may determine, at its discretion, that the bidders may submit, at a time to be determined by the committee, an improved final price offer in relation to the price of their first bid. A bidder that would not submit any other proposal, its first price proposal shall be considered as its final proposal
- 16.3. If a single bid is submitted in the tender, or if a single proposal remains before the tenders committee at the estimated price of the estimate, the tenders committee will be entitled to inform the bidder and to enable it to submit a price offer under the best conditions.

16.4. On a procedure within the scope of the estimate, as stated above, in which the company will enable the bidders, or a single bidder whose proposal remains as a single proposal for discussion, to submit an improved price offer, the relevant provisions of the tender shall apply.

17. The information supplied to the bidders

17.1. The information supplied to the bidders in this tenders is to the best knowledge of HPC in the publication date. Nevertheless, every quantitative data is only appraisal or evaluation, and is not binding.

17.2. The bidder should verify and check, on its account, independently, all the conditions related to the project subject matter of this tender, including, the site, tender's documents, any Technical demands, and any other legal, commercial, financial, operational data relevant to the tender and the contract.

17.3. The complete and full responsibility to verify and check the information is of the bidder only. Any reliance of the bidder on information / data given by HPC during the tender process is the responsibility of the bidder. HPC shall not bear any responsibility or liability for any loss or damage caused to the bidder due to its reliance on such information/data, and the bidder shall not raise any claim that the information/data supplied was misleading or deficient.

18. Application of Israel law and international authority

All disputes in connection with this tender will be resolved solely under Israeli law, with no regard to its conflict of law provisions, and shall be referred solely and exclusively to the courts of Haifa, Israel.

Yours sincerely,

**Eran Fastman,
Head of purchasing and logistic division
Haifa port company ltd.**

Enclosed:

[Appendix A](#) – Technical specifications- including data sheet and Mandatory.

[Appendix B](#) - declaration of compliance with mandatory items.

[Appendix C](#) - bidder's reply.

[Appendix D](#) - bidder's price proposal.

[Appendix E](#) – spare parts price list example

[Appendix F](#) - preferential declaration of origin.

Appendix G - agreement

Appendix H –Deleted

[Appendix I](#) - guidelines for working with the automated system

[Appendix J](#) - manner of conducting a dynamic competitive process in the system of Automated tenders

[Appendix K](#) - bidder general information

Appendix L- Deleted

Appendix M- Deleted

[Appendix N](#)- documentation check list

[Appendix O](#)- content of all guarantees approval_(for clarifications and questions stage)

[Appendix P](#)- declaration of absence of conflict of interest and absence of Personal/business relations.



Tender No 110/2020– Supply 1 (one) Electro-Hydraulic "Orange Peel" Grab for Gottwald GHMK 340t mobile crane for Haifa Port Company Ltd.

21 / 49

Appendix A-
Section I- Technical specifications
Section II- data sheet
Section III- Mandatory
(In a separate files)

Tender No 110/2020– Supply 1 (one) Electro-Hydraulic "Orange Peel" Grab for Gottwald GHMK 340t mobile crane for Haifa Port Company Ltd.

22 / 49

Appendix B

Declaration of compliance with mandatory items

Date: _____

Bidder's name: _____

Name of contact person: _____

Tel: _____

Fax: _____

E-mail: _____

We hereby declare that the **Grab** which will be supplied to HPC, if HPC will find our proposal the most favorable for her, fully comply with the tender's mandatory items, as specified in the Technical Specifications of the **Grab (appendix "A"** of the invitation for proposals and other tender's documents).

Bidder's signature & stamp

Date

Tender No 110/2020– Supply 1 (one) Electro-Hydraulic "Orange Peel" Grab for Gottwald GHMK 3406 mobile crane for Haifa Port Company Ltd.

23 / 49

Appendix C

Bidder's reply

Date: _____

Bidder's name: _____

Name of contact person: _____

Tel: _____

E-mail: _____

To: Haifa port company ltd. ("HPC")

Sub: Our proposal for supply 1 (one) Electro-Hydraulic "Orange Peel" Grab for Gottwald GHMK 3406 mobile crane for Haifa Port Company Ltd.

Ref: Tender no. 110/2020 (the "tender")

We, the undersigned, hereby submit our proposal for the supply 1 (one) Electro-Hydraulic "Orange Peel" Grab for Gottwald GHMK 3406 mobile crane for Haifa Port Company Ltd, including warranty services, special tools and spare parts for HPC, all as fully specified in the tender's documents.

1. We hereby confirm that we read and understood all the tender's documents.

Date

bidder's signature & stamp

I, the undersigned, legal counsel of _____ ("bidder"), hereby confirm that _____, who have signed this reply, is duly authorized to sign this reply on behalf of the bidder, and that his/her signature shall bind the bidder hereunder for all intents and purpose.

Full name and signature.

Tender No 110/2020– Supply 1 (one) Electro-Hydraulic "Orange Peel" Grab for Gottwald GHMK 3406 mobile crane for Haifa Port Company Ltd.

24 / 49

Appendix D – bidder's price proposal

Subject: Sub: Our proposal for supply 1 (one) Electro-Hydraulic "Orange Peel" Grab for Gottwald GHMK 3406 mobile crane for Haifa Port Company Ltd.

Reference: tender no 110/2020 (the "tender")

Date: _____

Bidder's name: _____

Name of contact person: _____

Tel: _____

Fax: _____

E-mail: _____

To: Haifa port company ltd. ("HPC")

1. We, the undersigned, hereby submit our prices proposal for the manufacture & supply of the Grab, all as specified in the tender's documents.
2. We hereby confirm that we have read and understood all the tender's documents, including, without limitation, the Technical Specifications of the Grab.
3. Our proposal shall be valid until **December 31st, 2021**.
4. We acknowledge and agree that HPC may conduct negotiations with selected bidders.
5. We acknowledge and agree that HPC is under no obligation to accept the most inexpensive proposal, other proposal or any proposal at all.
6. We acknowledge and agree that in the event that our proposal will be selected by HPC, HPC shall be entitled to provide our proposal for the review of those bidders who were not selected, but have submitted their proposals, and we shall not have any claims with respect thereto.
7. The country where the Grab will be manufactured is _____.

Date

bidder's signature & stamp

Tender No 110/2020– Supply 1 (one) Electro-Hydraulic "Orange Peel" Grab for Gottwald GHMK 3406 mobile crane for Haifa Port Company Ltd.

25 / 49

Quotation - will be submitted via the tender automated system

***do not submit any quotation or any other document to the price proposal-you should only fill the suggested final price in the box**

Our proposed prices for supply 1 (one) Electro-Hydraulic "Orange Peel" Grab for Gottwald GHMK 3406 mobile crane for Haifa Port Company Ltd.

8.1 (Section 1.3&1.5 - invitation for proposals) are as follows (in two different lots) :



ID: 43042 Organization: Haifa port company Sealed Bid name: Tender No 110/2020– Supply one (1) Electro-Hydraulic "Orange Peel" G						
ID	Lot Name	Start Time	End Time	Status	Nominal Savings	Factored Saving
150718	Supply one (1) Electro-Hydraulic "Orange Peel" Grab	1/15/2021 8:00:00 AM	2/10/2021 12:00:00 AM	Future	€0 (0%)	€0 (0%)
150719	Option - additional one Electro- Hydraulic "Orange Peel" Grab	1/15/2021 8:00:00 AM	2/10/2021 12:00:00 AM	Future	€0 (0%)	€0 (0%)

*** The price does not include Israel value added tax (vat), if applicable.**

*** the price is final, in total DAP Haifa port -,Qishon, Eastern Terminal, Haifa, Israel) (incoterms 2020) price.**

**** Each proposal must indicate final prices for the Grab, proposals offering only part of those prices may be disqualified by HPC, at its sole discretion.**

Tender No 110/2020– Supply 1 (one) Electro-Hydraulic "Orange Peel" Grab for Gottwald GHMK 3406 mobile crane for Haifa Port Company Ltd.

26 / 49

Appendix E – bidder's spare parts pricelist

Bidder should add an Excel sheet with its pricelist for all of the Grab's catalog spare parts.

Prices will be current prices and **valid for 24 months from date of acceptance** of the Electro-Hydraulic "Orange Peel" Grab for Gottwald GHMK 3406 mobile crane for Haifa Port Company Ltd.

	system	part description	part cat. Number	Drawing (if exists)	OEM name	OEM part No.	Ordering unit	Repairable part (y/n)	Delivery time
1									
2									
3									
4									
...									

The Haifa Port Company reserves the right to purchase spare parts from the winning bidder or from any other supplier all at its sole discretion.

Tender No 110/2020– Supply 1 (one) Electro-Hydraulic "Orange Peel" Grab for Gottwald GHMK 3406 mobile crane for Haifa Port Company Ltd.

27 / 49

Appendix F

Preferential declaration of origin (or EUR 1 to be submitted by supplier with shipment)

We hereby declare that if we are chosen as one of HPC's winning bidders for the manufacturing and supply of Electro-Hydraulic "Orange Peel" Grab for Gottwald GHMK 3406 mobile crane eur1 preferential declaration of origin will be supplied according to the Israeli custom regulations.

Date: _____

Bidder's name: _____

Name of contact person: _____

Tel: _____

Fax: _____

E-mail: _____

Declaration of origin (us certificate of origin for Israel)

We hereby declare that if we are chosen as one of HPC's winning bidders for the manufacturing and supply of Electro-Hydraulic "Orange Peel" Grab for Gottwald GHMK 3406 mobile crane, US certificate of origin for Israel will be supplied with shipment. Goods must meet the conditions for obtaining such certificate.

Date: _____

Bidder's name: _____

Name of contact person: _____

Tel: _____

Fax: _____

E-mail: _____

If not of European Union or us origin, please state origin of goods:

Origin of goods: _____

Bidder's signature & stamp

date



Tender No 110/2020– Supply 1 (one) Electro-Hydraulic "Orange Peel" Grab for Gottwald GHMK 340t mobile crane for Haifa Port Company Ltd.

28 / 49

Appendix G
Agreement

(In a separate file)

Appendix I
Guidelines for working with the automated system

1. As noted, in the framework of stage A of the tender, the bidders must submit their bids to the electronic tender box.
2. The support team will provide guidance to potential bidders in submitting electronic box proposals.

• attention: **the system does not check the content of the document and its suitability to the tender requirements.**

3. **The following are the Technical guidelines for submitting proposals to the electronic tender box:**

- 3.1. Before receiving training and working on the system, the bidder will be required to:
 - 3.1.1. Make sure he has a working internet connection.
 - 3.1.2. To install the software please go to <https://account.sourcingvision.com/>
- 3.2. Entrance to the program will be done by using a user name and password.
- 3.3. The electronic box is entered using the software module that was installed when connected to the internet.
4. The electronic tender box will be open for submission of proposals from **January 15th, 2021** at 8:00 (local Israel time) and will be closed on **February 10th, 2021** at 12 noon (Israel local time).
5. Submission of the quote – see paragraph 4 of the RFP.
 - note: if the computer is damaged or the offer file is deleted, the bidder will be required to re-enter the proposal.

6. After submission, you will be able to choose a directory on your pc in order to save signed (but not encrypted) copy of the submitted proposal. The file name should not be changed. This name is monovalent and will enable use in conjunction with the signed copy as evidence if a problem reading the files would come up in the future.
7. The system seals, encrypts and sends the final proposal submitted to the main computer in an encrypted manner that can't be viewed by any party before the date of opening the box by the tenders committee and / or its authorized signatories.
8. **Multiple bids from the same bidder:** it is hereby clarified that since the system preserves the absolute confidentiality of the bid applicants until the stage of opening the tender box, it does not prevent the submission of several bids by the same bidder. **The proposal that will be taken into account is the last submitted proposal.**
9. **Instruction by means of an internet link and telephone call regarding the manner of submitting bids to the electronic box and a simulated competitive procedure:**
 - 9.1. The guidance regarding the manner of submitting a bid to the electronic box shall be conducted following the registration for the procedure and in coordination with the administrator (paragraph 12.1 of the RFP documents) .
 - 9.2. Guidance on the issue of a illustration competitive procedure will be conducted on the date that will be delivered to the bidders, in writing, by the company.
 - 9.3. The training will be executed through a link on the internet and include going through the format and the procedure rules.
 - 9.4. When participating in the illustration process, the telephone service center is 04-+972-4-8518706.
 - 9.5. It is hereby clarified that participation in the illustration process is mandatory, in order to ensure that the dynamic pricing procedure "in real time" will be correctly conducted.

Supplier representative: _____ phone: _____

Email: _____



Tender No 110/2020– Supply 1 (one) Electro-Hydraulic "Orange Peel" Grab for Gottwald GHMK 340t mobile crane for Haifa Port Company Ltd.

31 / 49

Mobile: _____ fax: _____

The bidder agrees to the policies and rules of conduct set forth above and undertakes to act accordingly.

Date

signature

Names of the signatories: _____

Appendix J

Manner of conducting a dynamic competitive process in the system of automated tenders

Haifa port company ltd. (hereinafter: "the company") decided to hold the price stage of tender no. 110/2020 (hereinafter: the "tender"), in the form of an evolving automated pricing (hereinafter: "the proceeding"), in accordance with the provisions of regulation 19d of the mandatory tenders regulations, 1993.

Please add signature at the bottom of each page and return this document to meravb@haifaort.co.il. In addition please upload it to the SV system in the "upload file" tab under the dynamic automated procedure classification.

The procedure will be conducted in accordingly to the described below:

1. The procedure will be performed through mashik's SV system. All the tender guidelines and conditions published by the Haifa port company shall apply as long as they are not contradictory by explicit guidance contained in this document relates to the information Technically rates only.
2. The nature of the competition between different companies in supplying a service- as part of the process, dynamic negotiations will be conducted, with the bidders offering real-time offers with immediate feedback.
3. **A dynamic automated tender process method**
 - 3.1 the procedure will be implemented in the manner in which the proposers motivate the process by submitting an improved proposal with regard to the offer of their competitors the explanation in this appendix refers to this method.
 - 3.2 the Haifa port company reserves the right to pass at any stage of the dynamic process to another process method, at its sole discretion, or to combine another process method or change the various parameters in the dynamic process.
 - 3.3 each of the proposers must confirm his willingness to supply the goods at the same price as he has offered.

4. **Timetable for the procedure:**

4.1 the dynamic pricing process will take place on _____ at _____ (to be determined below) for the bidder whose bid was found to be eligible.

4.2 **first stage - guidance:**

Each bidder will be given telephone guidance of about 45 minutes before the procedure is performed. The training sessions will be held separately with each bidder on agreed dates.

4.3 **second stage - day of procedure:**

On the day of execution of the procedure, on the date of _____, enter the auction site at www.sourcingvision.com, using the user name and password given to each bidder.

4.4 **mashik technology**

Internet access is required using browser explorer 11 or higher or chrome.

5. **Preparation for participation in the proceedings**

The bidders will be invited to enter mashik's secure website. Participants will be required to practice prior to their participation. The Haifa port company's telephone instruction will include a going through the format, the rules of procedure and participation in a mock process.

6. **Preparing bids for the procedure**

We recommend that the participants participating in the process prepare in advance the lowest price they can offer in the procedure and the strategy they will take.

Any return from the proposal in the proceeding is treated as a return from a quotation submitted to the automated tender box, with all that this implies.

7. Opening price

The opening price shall be the initial bid that was filed within the framework of the proceeding, ie, the first proposal that was submitted in the automated proposal box for each item.

8. Composition of baskets

Pricing baskets, which consist of the items that will be priced in the automated bid box, will be determined after the bidding stage.

9. At all dynamic bidding stages, all bids will be in euros.

10. Initial feedback

The bidder will see that he is online.

11. Feedback during the procedure

The Haifa port company shall determine, at its sole discretion, the details that the bidders may see (in whole or in part or in combination with a number of views), subject to the fact that at least one bid was submitted by the bidder, before or during the exercise, as follows:

11.1 the location of the proposer's proposal in the automated process;

11.2 the level of best bid;

11.3 the low bid (before the proposal of the bidder), after the proposer's proposal;

11.4 any other display, at the sole discretion of the company;

Throughout the proceedings, the bidders will not be able to know the identity of the other bidders participating in the proceeding and their number.

12. Range of changes in the bids (each time the bidder wishes to change the existing price)

12.1 minimum bid changes

The minimum change (difference) in the bids that can be made is _____ (to be determined). A supplier will be able to improve his bid by at least the minimum difference above his current bid.

Note: the system will block the option to compare suggestions.

The response time of the system should be considered when scheduling a proposal.

13. Identical bids in the process

If two identical bids were received in the dynamic automated system, only the first proposal that received will be accepted. Online feedback of the second offer will be sent to the bidder. In addition, the system will block the possibility of comparing offers. The system response times should be considered in the bidding schedule.

The system will enable the submission of identical bids, only if those proposals are not leading. The rating of the identical offers will be in the order in which they were received.

14. Management of the procedure

The director of the proceeding on behalf of the Haifa port company may terminate the proceeding at any time at its discretion, under special circumstances and under any law, including tender law, and he has the right to extend the time of the proceeding.

The procedure manager may transmit messages during the procedure to participants through the computerized system. Submissions will be made equally to all participants.

15. End of the procedure

The procedure will be completed within ____ minutes unless extended as specified below, **excluding extensions.**

Extension rules - if an additional bid has been proposed by one of the bidders during the last ____ minutes to the end of the process, all the bidders will be

entitled to additional ____ minutes from the moment of submission of the bid, in which they will be permitted to make a better offer according to the above rules.

It is recommended to insert a proposal at the latest 60 seconds before the end of the procedure.

16. The decisive clock in the whole process is the clock of the automated system, which is calibrated according to the accepted rules.

17. The system regularly uses reasonable means of protection from intrusion and disruption of its work, which may harm the reliability of its information.

18. The system is backed by protected and secure means, and the backup is maintained separately from the system.

19. Determining the results of the final auction

For the avoidance of doubt, the bidder, whose bid has appeared as the best at the end of the proceeding, shall not be considered as the winning bidder of the tender until a final decision regarding the tender has been made by the competent authorities at Haifa port company.

Without derogating from the aforesaid, it is clarified that if, after the conclusion of the process, the tender committee decides that there is a defect in the proposal that appeared best at the end of the proceeding and / or in any other proposal that participated in the proceeding requiring disqualification, this will not detract from the committee's right to realize the results of the proceeding. The bidders are requested to consider the aforesaid in the pricing of their bid in the proceeding.

20. Technical problems

Applicants who are unable to obtain this technology should contact the contact person of the Haifa port company in order to find an alternative solution for their participation. Haifa port company shall not be responsible for any damage caused to the bidder as a result of Technical failures and / or loss in the tender as a result of failure to receive a proposal for Technical failure and / or lack of attention of the bidder.

A bidder who has encountered a Technical problem during the pricing process of the basket will immediately notify the pricing editor immediately .

21. The Haifa port company will not accept any claim of Technical malfunction and / or failure, which was not known to the Haifa port company via the automated system immediately after the bidder becomes aware of the malfunction and / or Technical failure, and in any event, no later than 10 minutes after the date of completion of the pricing on that basket. The Haifa port company does not undertake to stop or disqualify in retrospect a procedure for malfunction and / or failure in which notice has been given, as long as the source of the fault and / or Technical failure is not in the Haifa port company or in the SV system of "mashik".
22. Haifa port company and / or its employees and / or anyone acting on their behalf are not responsible and shall not be responsible in any manner for the proper operation of the telephone and / or internet network, and all their components and shall not be liable for any interruptions, interruption, shall be caused to the participant in the proceedings, directly and / or indirectly as part of the proceeding and / or as a result thereof. Each participating vendor declares that he is aware that participation in the process is subject to the availability and the orderly of the internet network and therefore will not be entitled to raise any claim and / or demand against Haifa port company and / or its employees and / or any damage caused to it and / or anyone acting on its behalf due to error, malfunction, delay, Technical failure or any other reason relating to the said communications networks.
23. **Contact details for questions and clarifications:**
- Haifa port company ltd
Merav Ben Shoa
Phone: 04-8518706
Email: meravb@haifaport.co.il
24. **Confirmation of guidance by the bidder**



Tender No 110/2020– Supply 1 (one) Electro-Hydraulic "Orange Peel" Grab for Gottwald GHMK 340t mobile crane for Haifa Port Company Ltd.

38 / 49

On _____ at _____ i was instructed and practiced the dynamic automated tender system and i understand the rules of the procedure including the minimum and maximum differences required between bid and bid, the mechanism for extending the times and the risks deriving from the submission of bids at the last minute.

Guided name _____

Position _____

Signature + company stamp _____

Tender No 110/2020– Supply 1 (one) Electro-Hydraulic "Orange Peel" Grab for Gottwald GHMK 340t mobile crane for Haifa Port Company Ltd.

39 / 49

Appendix K

Bidder general information

Bidder's name	
Name of contact person	
Bidder's tel. No. (including mobile)	
Fax no.	
E-mail address	
Bidder's address	



Tender No 110/2020– Supply 1 (one) Electro-Hydraulic "Orange Peel" Grab for Gottwald GHMK 340t mobile crane for Haifa Port Company Ltd.

40 / 49

Appendix L
Deleted



Tender No 110/2020– Supply 1 (one) Electro-Hydraulic "Orange Peel" Grab for Gottwald GHMK 340t mobile crane for Haifa Port Company Ltd.

41 / 49

Appendix M- Deleted

Tender No 110/2020– Supply 1 (one) Electro-Hydraulic "Orange Peel" Grab for Gottwald GHMK 3406 mobile crane for Haifa Port Company Ltd.

42 / 49

Appendix N

Documentation Check list for Tender No. 110/2020– – Supply 1 (one) Electro-Hydraulic "Orange Peel" Grab for Gottwald GHMK 3406 mobile crane for Haifa Port Company Ltd.

Please make sure not to add prices in the technical proposal and appendixes.

	Paragraph/ page no.	Description	Submitted to SV system (mark V)	Comments (if doc is not submitted please explain reason)
Invitation for proposals an automated tender				
Tender documents				
1	2.1.1	Certificate of Incorporation		
2	2.2.1	a statement from the bidder that he is the manufacturer or a statement from the manufacturer confirming that the bidder is the authorized distributor/representative on behalf of the manufacturer		
3	2.2.2	List of total sales of grabs over the last 4 years, sort by years.		
4	2.2.3	List of Electro-Hydraulic "Orange Peel" Grabs sales over the last 4 years.		
5	2.2.4	ISO 9001 or an equivalent standard in the subject field		
	2.2.5	Section III mandatory- filled and signed		
6	4.2.3	Appendix k- Means of Identification		
7	4.3.1	Signed copy of the invitation		
8	4.3.2	Appendix C - A signed and		

Tender No 110/2020– Supply 1 (one) Electro-Hydraulic "Orange Peel" Grab for Gottwald GHMK 340t mobile crane for Haifa Port Company Ltd.

43 / 49

	Paragraph/ page no.	Description	Submitted to SV system (mark V)	Comments (if doc is not submitted please explain reason)
		completed bidder's reply		
9	4.3.5	Appendix A - Technical specification (as describes in paragraph 10.12 in the technical specifications), Mandatory and data sheet (each page – initials & stamp)		
10	4.3.6	APPENDIX B- Declaration of Compliance with Mandatory Items.		
11	4.3.7	Appendix D- price proposal declaration		
12	4.3.8	Appendix F - preferential declaration of origin signed and completed		
	4.3.9	appendix O- content of all guarantees approval (for clarifications and questions stage)		
	4.3.10	Appendix P - Declaration of absence of conflict of interest and absence of personal/business relations.		
	4.3.11	Appendix I		
	4.3.12	Appendix N		
	5.2	Appendix J- manner of conducting a dynamic competitive process in the system of Automated tenders		
	11.1	Questions or clarification should be submitted no later than January		

Tender No 110/2020– Supply 1 (one) Electro-Hydraulic "Orange Peel" Grab for Gottwald GHMK 340 mobile crane for Haifa Port Company Ltd.

44 / 49

	Paragraph/ page no.	Description	Submitted to SV system (mark V)	Comments (if doc is not submitted please explain reason)
		26th 2021, 12:00 (Israel local time).		
14	11.2	Appendix O- an approval, signed by the bidder, according to, the form and /or content of all guarantees are approved and accepted		
15		Appendix E – suggestion of spare parts price list example		
16	Appendix A- Section I	<p>section I- Signed Technical specification (Appendix A) note at the end of each page - complies or not complies with the requirements.</p> <p>2.All the requested documentation in the Technical specification under paragraph "Data to be submitted with the proposal."</p>		
Data Sheet (Appendix A- section II)				
27	Appendix A- Section II	<p>Data Sheet- completely filled and signed. Data Sheet-is to submitted in two forms:</p> <p>1.PDF file filled and signed by the bidder.</p> <p>2. excel sheet completely filled by the bidder</p>		
28	Appendix A- Section II	for items in the data sheet marked with a " \$ "and "&" a relevant drawing/specification/catalogue is		

Tender No 110/2020– Supply 1 (one) Electro-Hydraulic "Orange Peel" Grab for Gottwald GHMK 340t mobile crane for Haifa Port Company Ltd.

45 / 49

	Paragraph/ page no.	Description	Submitted to SV system (mark V)	Comments (if doc is not submitted please explain reason)
		to be enclosed with the technical offer		
Technical Mandatory requirements (Appendix A- section III)				
29	Appendix A- Section III (in the excel file)	<p>Technical Mandatory requirements(TMR) – completely filled and signed</p> <p>TMR-is to submitted in two forms: 1. PDF file filled and signed by the bidder.</p> <p>2. excel sheet completely filled by the bidder</p>		
		for items in the data sheet marked with a " \$ " a relevant drawing/specification/catalogue is to be enclosed with the technical offer .		

Tender No 110/2020– Supply 1 (one) Electro-Hydraulic "Orange Peel" Grab for Gottwald GHMK 3406 mobile crane for Haifa Port Company Ltd.

46 / 49

Appendix O

Content of all guarantees approval

To: Haifa port company ltd. ("HPC")
P.o.b 33539

Haifa 31334

Israel

I, the undersigned, hereby declare that I have read and understood the content of all forms of guarantees (payment guarantee, warranty guarantee) indicated for tender 110/2020– supply – Supply 1 (one) Electro-Hydraulic "Orange Peel" Grab for Gottwald GHMK 3406 mobile crane for Haifa Port Company Ltd .

I hereby confirm that the bank also read and agrees to furnish the guarantees according to the contract wording.

Bidder's signature & stamp

Date

Approval

I, the undersigned, legal counsel of _____ ("bidder"), hereby confirm that _____, who have signed this reply, is duly authorized to sign this reply on behalf of the bidder, and that his/her signature shall bind the bidder hereunder for all intents and purpose.

Appendix P

Declaration of absence of conflict of interest and absence of personal/business relations

I the undersigned _____ i.d. Number _____ / number and type of legal entity _____ hereby declare:

A. Conflict of interest

1. As of today, i and/or the position holders i have proposed for the performance of the services are not in a conflict of interest and/or bound by another agreement, whether business-related, professional or personal, for either wage or any other benefit, that might form a conflict of interest between the duty to perform the services specified in the agreement with the Haifa port company and duties to other organizations with which i have any similar and/or identical agreements. For the purpose of this appendix, conflict of interest shall mean even a serious concern of conflict of interest.

2. I hereby state that throughout the period of the agreement with the Haifa port company, i and/or the position holders i have proposed shall not be bound by any contract or other agreement/provide services that might form a conflict of interest.

3. I hereby agree to inform the Haifa port company in writing of any condition, contract and/or agreement and/or service provision that forms or might form a conflict of interest, and act in conformity the company's instructions.

B. Personal / business relations

Tick (x) the correct option:

1. Self-employed persons / licensed dealer:

48 / 49

☐ i hereby state that i and/or the position holders i have proposed **do not** have any personal or business-related relation to any of the employees of the Haifa port company.

☐ i hereby state that i and/or the position holders i have proposed **do** have a personal or business-related relation to an employee of the Haifa port company.

The relation is to _____ (name and position).

2. Corporation/partnership

☐ i hereby declare that i, the partners, position holders and officers i have proposed and the holders of controlling interest above me **do not** have any personal or business-related relation to any of the employees of the Haifa port company.

☐ i hereby declare that i or any of the partners, position holders and officers i have proposed or any of the holders of controlling interest above me **do** have personal or business-related relation to an employee of the Haifa port company. The relation is to _____ (name and position).

For the purpose of this appendix:

“holder of controlling interest” – holder of the control of the supplier, based on the definition of “control” in the securities law, 5728-1968, apart from any control deriving from a hold of the state of Israel of the supplier;

“personal relation” – first-degree family relations (parent, including adoptive parents and step-parents, spouse, including common-law spouse, child, child of a spouse, including a parent or spouse of either one of them).

“business-related relation” – business relations, including an employer-employee relationship, a shared right to receive profits, vote or appoint a manager, a partnership, an ownership, a shared hold or “control” (as defined in the securities law, 5728-1968) of any corporation.

“HPC” – the Haifa port corporation ltd;

“contract” – any oral or written agreement, arrangement, work order, obligation, decision regarding the grant of rights or other benefits, as formed between HPC and the supplier, regardless of its name and title;

“officer” – as defined in the companies law, 5759-1999.

“the supplier” – the bidder, and anyone with a contract between them and HPC, who have signed this document, regardless of their name and title;

“HPC employee” – including any director, board member and worker;

4. I have affixed my name and signature and the content of my above declaration is correct.

Name and signature

date