

**Annex B – Minutes of Mandatory Tenderers' Conference**

**Kisalon 2 Pumping Station**

**Tender No. R-19/2015**

**Design, Supply, Installation and Commissioning of Electrically Operated  
Pumping Units and Associated Services**

**Minutes of Mandatory Tenderers' Conference - January 26, 2016**

1. **Eng. Micky Elisha** (5<sup>th</sup> Line Project Manager of MWC) welcomed the participants and introduced the MWC Team, Tahal Engineers and external legal advisors.
  - Micky continued to present a general outline of the 5<sup>th</sup> water line project, description of the project (R-19/2015) and the scope of works under the tender, as in the PDF presentation attached to these minutes.
  
2. **Lihi Cohen** (MWC's Tender Committee Coordinator [TCC] of MWC's Procurement Division introduced herself and her contact details.
  - Lihi emphasized that she is the only point of contact for receiving and sending clarifications.
  - Lihi presented the timetable for submitting questions for clarification regarding the tender and the Proposal's preparation and submittal.
  - Lihi requested the participants at the conference to make sure that they document their participation in the conference and write their name and details in the attendance sheet which is being circulated in order to record their participation in this mandatory conference.
  - Lihi continued to present the tender administration issues, as in the PDF presentation attached to these minutes.
  - Lihi handed out her business card and pointed out her contact details as indicated in the RFP.

3. **Shmuel Maoz** (MWC's external legal advisor) introduced himself and the legal team.

- Shmuel continued to present the composition of Tenderers and Threshold Requirements, as in the PDF presentation attached to these minutes, emphasizing the following points:
- Lihi Cohen is the sole point of contact for the purpose of any correspondence between the participants and MWC. Participants are asked to ensure that they correspond with her in writing in accordance with the RFC procedure provided under the RFP.
- Shmuel noted that the following presentation is general, the RFP is more elaborate and includes the full terms and requirements of the tender. In any event of discrepancy, omission or supplement – the RFP shall supersede the PDF Presentation. Participants are asked to ensure that they are familiar with every detail in the RFP. If anything in the presentation or in the RFP is not “crystal clear” Requests for Clarifications are to be raised by the appropriate deadline.
- Participants are asked to ensure that the Proposals comply with the technical specification. Where there are provisions for alternative options, please ensure that the components comply with the alternative options stipulations.
- MWC is aware that not all Pump Manufacturers have decided – at the time being – to participate in the Tender, are acquainted with the Tender or have established their composition of Tenderer and that these may be established by the entities wishing to participate at a later stage. That is why the identity of the Tenderer, Pump Manufacturer and Motor Manufacturer is not required to be indicate at the current stage unless determined. However, the Proposal is to clearly indicate that a certain participant in this conference has participated as a representative of the Tenderer submitting the Proposal.
- Tender Bond – there is no subscribed form of Tender Bond but the RFP includes terms and conditions required for the bond, please read them carefully and ensure your bond fully complies. Deviations and reservations may result in the rejection of the Proposal. Issuing a bond

may take some time and we advise participants to be diligent in obtaining a bond. Any queries are to be raised via the RFC procedure.

- Participants are to ensure that all information provided under their proposal, especially certificates and approvals, are valid as of the Submission Date.
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4. **Alex Wexler** (of Tahal) introduced himself.

- Alex continued to present the Life Cycle Costs Analysis, as in the PDF presentation attached to these minutes.
- Alex noted that any questions in relation to the technical specifications should also be addressed solely to Lihi Cohen and not to Tahal.

## Questions and Answers

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Q1: does the tender include civil works and M&E works associated with the Pumping Station and Pumping Units?

A1: MWC is responsible for the construction of the Pumping Station in accordance with the selected Supplier's final designs and will provide the connection point to the system. The Supplier's scope of works includes, *inter alia*, the erection of the Pumping Units, their installation on the foundations (constructed by MWC or anyone on its behalf), their connection to the system and their commissioning. All is further detailed in **Appendix A** (Scope of Works) to **Volume 2** (Contract).

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Q2: Does MWC require a Tender Bond in Israeli Shekels even if the Tenderer is a Foreign Company?

A2: Yes. The tender bond may only be provided in Israeli Shekels. Read and study carefully all provisions relating to the preparation and terms of the Tender Bond as provided under the RFP including the list of approved Tender Bond Issuers. The Tender Bond shall be issued in the **Hebrew** language<sup>1</sup>.

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Q3: In relation to the Threshold Requirement - Pumps Past Experience, are all demonstrated pumps to be identical pumps?

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<sup>1</sup> Section 10 of the RFP shall be amended to read the Tender Bond submitted shall be in the Hebrew language.

A3: The Pumps (and each word which is underlined this PDF presentation) are defined in the RFP. Please consider the RFP its definitions and terms carefully. The definition of the Pumps which shall comply with the Threshold Requirements is within the RFP.

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Q4: Can a Tenderer replace its representative, which participated at this conference, at a later stage?

A4: As explained, upon opening the Proposals, MWC will check that the Tenderer was represented at this mandatory conference. Until Submission Date, each participant at this conference may explore his options. See the RFP for provisions relating to the representation of a Tenderer (1 representative for a Tenderer or Member unless a Local Representative represents several Pump Manufacturers who are Foreign Companies).

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Q5: What is the extent of the Pump Manufacturer's liability to MWC if represented by a Local Agent?

A5: A Local Agent may represent only a Pump Manufacturer(s) which is a Foreign Company, which complies with all threshold requirements and provides an undertaking as included in the Tender Documents. The extent of the Pump Manufacturer's liability towards MWC is established by such direct undertaking. Note a Pump Manufacturer which is a Local Company shall constitute the Tenderer (whether single company or a Member of a JV) and cannot be presented by a Local Agent.

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Q6: Who designs the Pumping Units' foundations?

A6: MWC or anyone on its behalf will design and build the Pumping Units' foundations based on the information and drawings supplied by the Supplier, including forces/loads to be taken into consideration, details for foundation bolts, etc. The Supplier shall also provide technical assistance including revision and approval of foundation construction drawings (see clause 7c, 9a and b in Appendix A to the Contract).

The Supplier shall be responsible for the erection of the Pumping Units, including baseplate, grouting, etc. (see clause 7a Appendix A to the Contract).

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Please also see in this respect items 2, 3 and 11 in Appendix H to the Contract.

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Q7: Can a Price Proposal be provided in a foreign currency?

A7: No, only Price Proposals which are submitted in Israeli Shekels will be accepted. The Tender Documents include provisions in relation to linkage to indices and exchange rates.

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Q8: May a Pump Manufacturer provide a proposal with alternative Motors?

A8: No.

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Q9: Will MWC coordinate and conduct a visit at Kisalon site?

A9: Participants are welcome to visit Kisalon site making their own arrangements at their own time. At this stage MWC will not coordinate, conduct, arrange or supervise any site visits.

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Q10: In the event the Tenderer is comprised of a Local Agent, who is the entity responsible for furnishing the Tender Bond?

A10: The Tender Bond is to be furnished by the Tenderer, or in the event of a Joint Venture by the Joint Venture or a Member or Members thereof. Accordingly:

- In the event the Local Agent is the single entity comprising the Tenderer, then the Local Agent is to furnish the Tender Bond; or
- In the event the Local Agent is a Member in a Joint Venture, then the Tender Bond is to be furnished by either (a) the Joint Venture, (b) one of the Members which may be the Local Agent or any of the other Members, or (c) a combination of any two or three Members of the Joint Venture in accordance with Section 10.2 of the RFP.

Micky Elisha read out the list of participants who signed the attendance sheet which was circulated at this conference.

MWC wishes to thank the participants for attending the conference.

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