

**EAPC**

**Procedure  
No. 21002538**

**Goods: Oil Spill Boom**

## **Public Tender No. 21002538**

### **Invitation to Submit Proposals**

Europe Asia Pipeline Ltd. Company (hereinafter: "**the company**") invites bidders to submit proposals for the goods detailed as follows ("**the goods**") subordinate to the conditions specified in the order and its attached appendixes.

#### **Description of goods required**

**Oil Spill Boom according to specification – attached as Appendix B (hereinafter: "Appendix B").**

#### **Preconditions**

1. Bidders who satisfy the following conditions are entitled to participate and submit proposals:
  - 1.1. The goods offered by the Bidder will satisfy all the requirements detailed in Appendix B .
  - 1.2. Bidder shall declare and guarantee that all the goods will be supplied to the company's site in Ashkelon not later than **3 calendar months** after the company sends the order.
2. Bidder shall declare and guarantee that all the goods offered will be DNV Certificated.
3. The proposed manufacturer has manufactured, during a period of 5 years prior to the deadline for submitting proposals, similar oil spill booms which were supplied to Customers In EU or OECD Member Countries, in an aggregate value of not less than 400,000 US \$.
4. For Israeli bidders: The bidder is eligible to participate in the Tender and enter into the Contract In accordance with the relevant provisions of Israeli law concerning transactions with public bodies; and the bidder has a valid approval pursuant to the provisions of the Public Entities Transactions Law, 5736-1976 and it'll sign an appropriate affidavit attached as Appendix C.
5. For non-Israeli bidders: The bidder is not subject to sanctions, investigations, or other restrictions by a governmental authority of its home jurisdiction which would render it ineligible to participate in tenders of governmental corporations or other public bodies in its home jurisdiction.
6. For Israeli bidders: The bidder is registered in any registry as may be required by law.

**It is hereby clarified that proposal which will not satisfy the above preconditions, might be disqualified. Without limiting the foregoing, the company is entitled (but not obliged) to allow the bidder to complete or correct documents that must be submitted or to waive the completion of documents and discuss the proposal as is.**

### **Additional Terms**

- 6.1. Bidder shall attach a detailed and complete description of the goods offered, all in accordance with the technical requirements specified in Appendix B.
- 6.2. For avoidance of any doubt, Bidder will sign a declaration, attached as Appendix A. If the goods offered are "on shelf" the bidder will attach to its offer an official DNV certification for the goods offered. If the goods offered have not been manufactured yet, the bidder will declare and guarantee to supply official DNV certification.
- 6.3. For non-Israeli bidders: For proving Precondition 5 the Bidder will sign the declaration attached as Appendix D.
- 6.4. It is hereby clarified that the company has estimated the value of the goods and has every right to disqualify an offer that exceeds the total estimation by more than 25%, on that basis exclusively.
- 6.5. **Bidder shall specify his payment terms in relation to any goods offered. It is hereby clarified that any proposal which will include a request to get any payment before shipment might be disqualified**
- 6.6. The proposal will include provision, transportation and unloading at the company's site in Ashkelon.
- 6.7. In case that the foreign proposal was issued with DAP terms an estimated cost of unloading at the company's site in Ashkelon will be added separately to the total sum of foreign proposals in order to compare them to the local ones.
- 6.8. In case that the foreign proposal was issued with EW terms (Ex-Works) additional estimated costs of international transportation, sea port charges, inland freight and unloading will be added separately to the total sum of the foreign proposals, in order to compare them to the local ones.
- 6.9. Prices will be compared based upon conversion according to the formal exchange rate to be determined on the final date for submission of proposals, as will be noted below.
- 6.10. The proposal will be submitted only in NIS, USD or Euro. Bidders shall not be allowed to link their proposal to any index or tariff, The payment will be made only in NIS, USD or Euro.
- 6.11. Bidder shall attach all the related documents and appendixes to the order (hereinafter: "**the documents**"), while they are

completed and signed as required by the authorized signatories of the bidder.

#### **Priority for Goods made in Israel**

- 7.1. The Company will give preference to bids for goods made in Israel according to the provisions of Mandatory Tenders Regulations (Preference for Israeli Products and Mandatory Business Cooperation) 5755-1995 (the “**Preference Regulations**”), with regards to bids to supply Israeli goods whose quote price does not exceed the quote price of bids to supply imported goods by more than 15%.
- 7.2. In order to benefit from the preference stated in Section 7.1 above, a bidder is required to attach to its bid the following documents:
  - 7.2.1. A declaration signed by the bidder’s authorized signatories confirming that the value of the Israeli Price Component of the goods in question constitutes at least 35% of the Bid Price of those goods. The meaning of “Israeli Price Component” is as defined in the Preference Regulations: meaning the price of the goods, ex works of the Israeli Manufacturer, net of the costs of any raw materials, parts, consulting, services, planning, manpower and financing that were used in the manufacture of the goods and which originate from outside of Israel.
  - 7.2.2. A certificate that the manufacturer of the goods is an Israeli citizen or a permanent resident of Israel or corporation registered in Israel.
  - 7.2.3. Confirmation from an accountant regarding the percentage reflecting the ratio of the Israeli Price Component to the Bid Price of the relevant goods, as specified in the bidder’s declaration. The confirmation shall be prepared in accordance with the accepted audit standards in Israel, and the bidder’s declaration in Section 7.2.1 above shall be attached thereto, imprinted with the accountant’s stamp for identification purposes only.
- 7.3. The Company reserves the right to investigate each item and determine, solely on the basis of its own professional discretion, whether a particular item is an Israeli Product meeting the Preference Regulations requirements or not.
- 7.4. The Company reserves the right to inspect the Goods at the manufacture's site at any stage during the manufacturing process by itself or by a third party, and/or before its shipment to the Company and to make any necessary examinations before issuing a Purchase of Order to the winning bidder, solely on the basis of its own professional discretion.

#### **Winner's selection process**

8. Proposal will be chosen based upon financial cost and supply date as described below:
  - 8.1. The cheapest proposal will be granted 75%, all other proposals will be graded relatively, according to the formula:  
X – The examined proposal  
Y – The cheapest offer

$$(Y/X) * 75$$

- 8.2. Bidder who has the goods “on shelf” and will undertake to deliver them to a dispatcher on behalf of the company within 4 working days or within two weeks to the company’s site in Ashkelon will be granted 25%, to the quantity offered by him “on shelf”.
- 8.3. Bidders are entitled to submit an offer which includes goods that are “on shelf” and goods that are to be manufactured. In that case, each proposal will be evaluated separately.
- 8.4. The Company reserves the right to choose a proposal, in part or in its entirety, as well as to choose more than one proposal according to the selection process as described below.
- 8.5. The proposal is for per meter. The bidder must list the quantity offered by them that exists “on shelf” and the quantity that requires manufacturing.

**The following is a numerical example (this should not be an indication of the estimated value):**

In the procedure . 3 proposals were received as detailed below:

1. Bidder 1:
  - a. 150 meters “on shelf” to be delivered to a dispatcher on behalf of the company within 4 working days or within two weeks to the company’s site in Ashkelon at a price of 100\$ per meter.
  - b. 1,250 meters to be supplied to the company's site in Ashkelon not later than 3 calendar months after the company sends the order at a price of 115\$ per meter.
2. Bidder 2:
  - a. 100 meters “on shelf” to be delivered to a dispatcher on behalf of the company within 4 working days or within two weeks to the company’s site in Ashkelon at a price of 90\$ per meter.
  - b. 1,000 meters to be supplied to the company's site in Ashkelon not later than 3 calendar months after the company sends the order at a price of 100\$ per meter.
3. Bidder 3:
  - a. 500 meters “on shelf” to be delivered to a dispatcher on behalf of the company within 4 working days or within two weeks to the company’s site in Ashkelon at a price of 80\$ per meter.
  - b. 300 meters to be supplied to the company's site in Ashkelon not later than 3 calendar months after the company sends the order at a price of 160\$ per meter.

Below is a calculation of the bidders’ grades:

Price score (max. Score 75 points):

Bid of bidder 3 is the cheapest and wins a score of 75 points, the other bids will be graded relatively to it:

$$80/100*75=60 :a1$$

$$80/115*75=52 :b1$$

$$80/90*75=67 :a2$$

80/100\*75=60 :b2  
80/80\*75=75 :a3  
80/160\*75=38 :b3

Bids a1, a2 and a3 are "on shelf" bids to be delivered to a dispatcher on behalf of the company within 4 working days or within two weeks to the company's site in Ashkelon and therefore receive an additional score of 25 points:

60+25=85 :a1  
67+25=92 :a2  
75+25=100 :a3

Hence these are the winning bids:

a3 for supplying 500 meters.  
a2 for supplying 100 meters.  
a1 for supplying 150 meters.  
b2 for supplying 650 meters.

In conclusion, each bidder will indicate how many meters are "on shelf" and/or how many meters he should supply to the company's site in Ashkelon not later than 3 calendar months after the company sends the order as detailed in this Tender.

The bidder will specify in Appendix A the price per meter in relation to the two types separately.

The rule of choice – all the best offers or some of them per meter up to the total of 1,400 meters, will win, and all as detailed in this Tender.

### **Various guidelines**

9. The Company reserves the right, at its sole discretion, to hold an additional competitive procedure (Best & Final) in accordance with the Mandatory Tenders Regulations if the total sum of the bids exceeds the total estimation made by the Company or if there are circumstances in which such procedure is needed to the benefit of the Company.
10. This invitation to submit proposals should not be treated as any obligation of the company towards a contractual engagement with the bidder.
11. It is hereby clarified that the company is not obligated to accept the lowest bid or any bid whatsoever, or to explain its selection.
12. The Company reserves the right to choose a proposal, in part or in its entirety, as well as to choose more than one proposal.
13. The Company reserves the right to cancel the engagement procedure in its entirety or in part at any time prior to choosing the winner, thus without providing any explanation.
14. **Bidders shall submit their bids only to the e-mail address named 21002538@eapc.co.il, no later than February 24<sup>th</sup> 2021 on 11:00, Israel time (hereinafter "The deadline for submitting proposals"). Bids shall be signed by an individual authorized to submit the bid on bidder's behalf. Bids that will not be submitted to the aforesaid e-mail address might be disqualified.**

**Please notice, that it's possible to send to the aforementioned e-mail box one file which does not exceed 24 MB. If your file exceeds the limit, please split the files or find another proper solution.**

### **General**

15. At any point of time and according to its exclusive discretion, the company will be entitled to modify and/or cancel the order or to stipulate bidder's participation by ordering modifications or by any other conditions, thus without explaining its decision.
16. **Any reservation, modification, condition or addition that will be made by the bidder in the proposal documents and regarding them, whether in the proposal itself or in its attached documents, might be ignored, accepted or, may disqualify the proposal. The company may make any other decision that the Company may deem appropriate under the circumstances.**
17. All procedure documents are company's property. Bidder must not copy nor use them for any other purpose.
18. Expenses of any kind whatsoever, involved in making the proposal for the engagement procedure or in participation in the procedure, will be carried exclusively by the bidder.
19. According to its exclusive discretion, the company is entitled to postpone any dates noted in this document regarding to replies to clarification requests and / or submission of proposals in the engagement process.
20. Bidders are entitled to offer only one bid. In case that Bidder will offer more than one bid, all his bids might be disqualified.
21. Without derogating from the above, Bidders will be permitted to correct his first bid by submitting a second bid provided that: 1. The Bidder will notify in his new bid that it replaces the first one; 2. The second bid will be submitted no later than the deadline for submitting proposals.

### **Governing Law**

22. This process is subject to the laws of the State of Israel, as they shall be formulated from time to time.
23. Any matter related to this Tender and the Works shall be adjudicated only in the authorized court of the Southern District of Israel.

Sincerely,  
Europe Asia Pipeline Company Ltd.

## Appendix A

Date: \_\_\_\_\_

Supplier's bid for procedure no. \_\_\_\_\_

**I, the undersigned below,**

Name: \_\_\_\_\_ ID / PC: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_ e-mail: \_\_\_\_\_

By the authorized to oblige on behalf of the above - Mr / Ms:

\_\_\_\_\_,

**hereby to declare and promise as follows:**

1. We have read and understood the **Public Tender No. 21002538 Invitation to Submit Proposals** and its appendixes. On the behalf of the bidder, I agree with all the aforementioned there and accept all the terms and conditions without any reservation.

[Bidder shall specify in his proposal price for the goods to be supplied no later than 3 calendar months after the company sends the order and, if relevant, the price for the goods "on shelf" to be supplied within 4 working day or within two weeks to the company's site in Ashkelon].

2. We guarantee that all the goods offered will be DNV Certificated. If the goods offered are "on shelf" the bidder will attach to its offer an official DNV certification for the goods offered. If the goods offered are not been manufactured yet, the bidder will declare and guarantee to supply official DNV certification.

3. The proposed Manufacturer has manufactured, during a period of 5 years prior to the deadline for submitting proposals, similar oil spill booms which were finally supplied to Customers In EU or OECD Member Countries, in an aggregate value of not less than 400,000 US \$.

The proposed manufacturer is: \_\_\_\_\_.

**4. Proposal to be supplied no later than 3 months after the company sends the order:**

I declare and guarantee to supply \_\_\_\_\_ meters, in the price of \_\_\_\_\_ for a meter.

or in words \_\_\_\_\_ for a meter.



Total price for all goods to be supplied no later than 3 calendar months after the company sends the order: \_\_\_\_\_

or in Words: \_\_\_\_\_.

**Proposal to good “on shelf” to be supplied within 4 working day or within two weeks to the company’s site in Ashkelon:**

I declare and guarantee to supply \_\_\_\_\_ meters, in the price of \_\_\_\_\_ for a meter.

or in words \_\_\_\_\_ for a meter.

Total price for all goods “on shelf” to be supplied within 4 working day or within two weeks to the company’s site in Ashkelon:

\_\_\_\_\_

or in Words: \_\_\_\_\_.

5. We offer to provide you with goods in accordance with the conditions specified in the order, under the price specified in paragraph 4 above.

6. Our proposal will be valid at least 20 days following the deadline for submitting proposals.

In witness whereof I have signed,

\_\_\_\_\_  
Bidder's name

\_\_\_\_\_  
Signature of authorized signatories

Bidder's address: \_\_\_\_\_

Authorized signatory's name: \_\_\_\_\_

Date: \_\_\_\_\_

**Appendix B- see attached EAPC Specifications**

## Appendix C

### For Israeli bidders

#### תצהיר לפי חוק עסקאות גופים ציבוריים, התשל"ו-1976

אני החתום מטה, מר/גב' \_\_\_\_\_, נושא/ת ת.ז. \_\_\_\_\_ שמספרה \_\_\_\_\_, לאחר שהוזהרתי כי עלי לומר את האמת וכי אהיה צפוי/ה לעונשים הקבועים בחוק אם לא אעשה כן, מצהיר/ה בכתב כדלקמן:

1. אני הוסמכתי כדין על ידי \_\_\_\_\_ שמספרו \_\_\_\_\_ (להלן: "המציע") לחתום על תצהיר זה בקשר ל- Public Tender No. 21002538.

2. יש לסמן את הסעיף הרלוונטי מבין האמורים להלן:

☐ המציע או בעל זיקה\* אליו לא הורשעו\*\* ביותר משתי עבירות\*\*\*;

☐ המציע או בעל זיקה אליו הורשעו ביותר משתי עבירות, אך במועד האחרון להגשת המסמכים במכרז חלפה שנה אחת לפחות ממועד ההרשעה האחרונה.

\* "בעל זיקה" – כהגדרתו בסעיף 2ב(א) לחוק עסקאות גופים ציבוריים, תשל"ו-1976.

\*\* "הורשע" – הורשע בפסק דין חלוט בעבירה שנעברה לאחר יום 31.10.02.

\*\*\* "עבירה" – עבירה לפי חוק שכר מינימום, התשמ"ז-1987 או עבירה לפי חוק עובדים זרים (איסור העסקה שלא כדין והבטחת תנאים הוגנים), התשנ"א-1991 ולעניין עסקאות לקבלת שירות כהגדרתו בסעיף 2 לחוק להגברת האכיפה של דיני העבודה, התשע"ב – 2011, גם עבירה על הוראות החיקוקים המנויות בתוספת השלישית לאותו חוק.

3. יש לסמן את הסעיף הרלוונטי מבין האמורים להלן:

☐ חלופה א' – הוראות סעיף 9 לחוק שוויון זכויות לאנשים עם מוגבלות, התשנ"ח – 1998 (להלן: "חוק שוויון זכויות") אינן חלות על המציע.

☐ חלופה ב' – הוראות סעיף 9 לחוק שוויון זכויות חלות על המציע והוא מקיים אותן.

4. למציע שסימן את חלופה ב' בסעיף 3 לעיל – יש להמשיך ולסמן בחלופות המשנה הרלוונטיות להלן:

☐ חלופה (1) – המציע מעסיק פחות מ-100 עובדים.

☐ חלופה (2) – המציע מעסיק 100 עובדים לפחות, והוא מתחייב לפנות למנכ"ל משרד העבודה הרווחה והשירותים החברתיים לשם בחינת יישום חובותיו לפי סעיף 9 לחוק שוויון זכויות, ובמידת הצורך לשם קבלת הנחיות בקשר ליישומן.

במקרה שהמציע התחייב בעבר לפנות למנכ"ל משרד העבודה הרווחה והשירותים החברתיים לפי הוראות חלופה (2) לעיל, ונעשתה עמו התקשרות שלגביה הוא התחייב כאמור באותה חלופה (2) – הוא מצהיר כי פנה כנדרש ממנו, ואם קיבל הנחיות ליישום חובותיו לפי סעיף 9 לחוק שוויון זכויות, הוא גם פעל ליישומן.

5. למציע שסימן את חלופה (2) בסעיף 4 לעיל – המציע מתחייב להעביר העתק מתצהיר זה למנכ"ל משרד העבודה הרווחה והשירותים החברתיים בתוך 30 ימים ממועד התקשרותו עם החברה (ככל שתהיה התקשרות כאמור).

6. אני מצהיר/ה כי קראתי היטב הצהרה זו על כל חלקיה, הבנתי את תוכנה, והנני מתחייב/ת לקיים את כל הוראותיה.

7. זה שמי, זו חתימתי ותוכן תצהירי דלעיל אמת.

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חתימת המצהיר

### אישור

הנני מאשר בזה, כי ביום \_\_\_\_\_ הופיע בפני, עו"ד \_\_\_\_\_, במשרדי ברחוב \_\_\_\_\_, מר/גב' \_\_\_\_\_, שזיהה/תה עצמו/ה על ידי תעודת זהות מספר \_\_\_\_\_, המוסמך/ת לחתום על המסמכים למכרז ועל תצהיר זה בשם המציע, ואחרי שהזהרתי/ה כי עליו/ה להצהיר את האמת וכי יהיה/תהיה צפוי/ה לעונשים הקבועים בחוק אם לא יעשה/תעשה כן, אישר/ה את נכונות הצהרתו/ה דלעיל וחתם/ה עליה בפני.

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חתימת עו"ד

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חותמת ומספר רישיון עורך דין

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תאריך

## Appendix D

### **Bidder's Declaration**

To: Europe Asia Pipeline Ltd. Company

We the undersigned: \_\_\_\_\_ (the "Bidder") hereby declare as follows:

The Bidder is not subject to sanctions, investigations, or other restrictions by a governmental authority of its home jurisdiction, which would render it ineligible to participate in tenders of governmental corporations or other public bodies in its home jurisdiction.

\_\_\_\_\_  
Name of Bidder

\_\_\_\_\_  
Bidder's authorized  
representative

\_\_\_\_\_  
Signature & Stamp

## Appendix E

### For Israeli bidders

#### אישור בדבר עסק בשליטת אישה [אם רלוונטי]

אני, ר"ח \_\_\_\_\_, מאשר/ת בזאת כי העסק הינו בשליטת אישה כהגדרתו בסעיף 22 לחוק חובת המכרזים, התשנ"ב-1992, ולא מתקיים בו אף אחד מאלה:

1. אם מכהן בעסק נושא משרה שאינו אישה – הוא אינו קרוב של המחזיקה בשליטה.
2. אם שלישי מהדירקטורים אינם נשים – אין הם קרובים של המחזיקה בשליטה.
3. המחזיקה בשליטה בעסק \_\_\_\_\_ היא \_\_\_\_\_ גב' \_\_\_\_\_, הנושאת ת.ז. מס' \_\_\_\_\_.

#### תצהיר בעלת השליטה

אני, \_\_\_\_\_, נושאת ת.ז. מס' \_\_\_\_\_, מצהירה, בזאת כי התאגיד / העסק \_\_\_\_\_ נמצא בשליטתי בהתאם לסעיף 22 לחוק חובת המכרזים, התשנ"ב-1992.

\_\_\_\_\_  
חתימה + חותמת

\_\_\_\_\_  
שם מלא

\_\_\_\_\_  
תאריך