

## Tender No. 51/20

# A Framework Tender for Locating, Examining, and Operating an Array of Public Sea Shuttle Ferries in Israel



October 2020

# Tender objectives

As a result of the increasing demand for land transportation infrastructure, Ayalon Highways is examining the construction of an array of marine shuttles as a solution for transporting passengers in the maritime space

In order to implement the service, Ayalon Highways is publishing a framework tender to locate and examine potential operators in Israel

The following are the main objectives of the tender:

-  Establishment of a database of relevant suppliers and operators
-  Obtaining all the data and information needed to operate the array
-  Identify barriers and challenges to the implementation of the array



The winners of the tender will be grouped into a framework of suppliers from which future operators of a marine shuttle array will be selected, insofar as it is decided to operate such an array

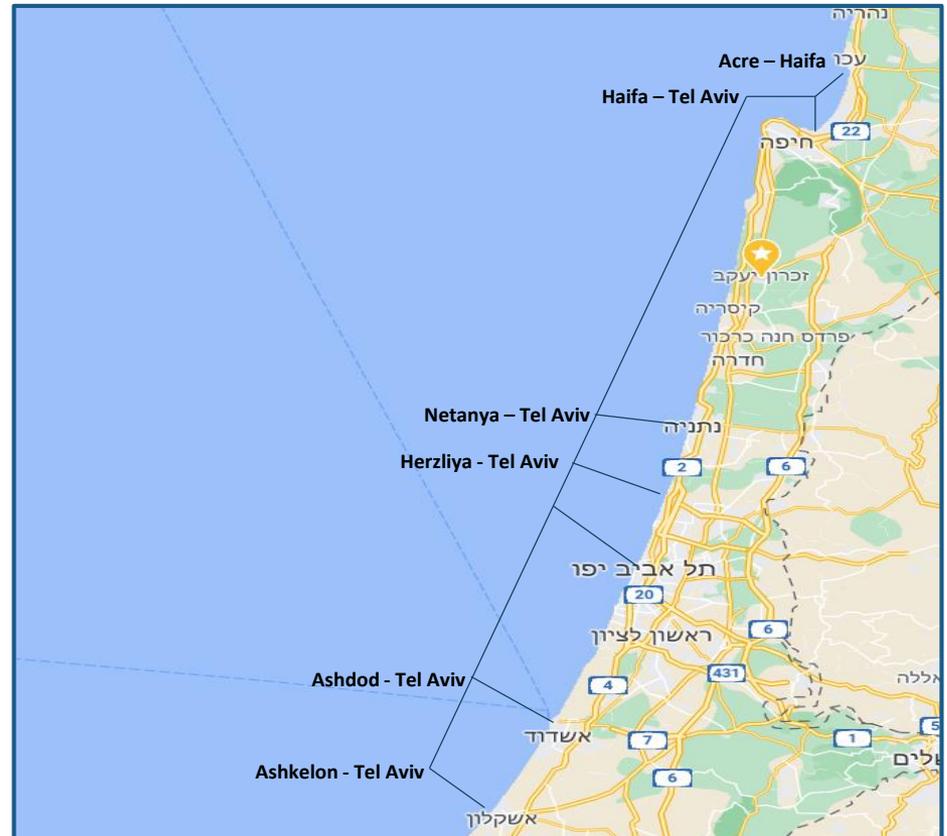
# Potential Routes

In the final configuration of the service it is possible to run a number of services based on an existing infrastructure

In the future ,the operation of a specific array between Israel's coastal cities, which will be found to be suitable for this purpose, will be examined

Route*	Distance (nautical mile)
Acre – Haifa	7
Haifa – Tel Aviv	54
Netanya – Tel Aviv	17
Herzliya - Tel Aviv	6
Ashdod - Tel Aviv	17
Ashkelon - Tel Aviv	30

\*Examples of potential routes



# Stakeholder mapping

Mapping stakeholders in the project - division into categories



- › Possible operators
- › Marinas/Ports
- › Shipyards
- › Maintenance companies
- › Gas rigs



- › Passengers
- › Tourism
- › Cargo
- › Marinas/Ports



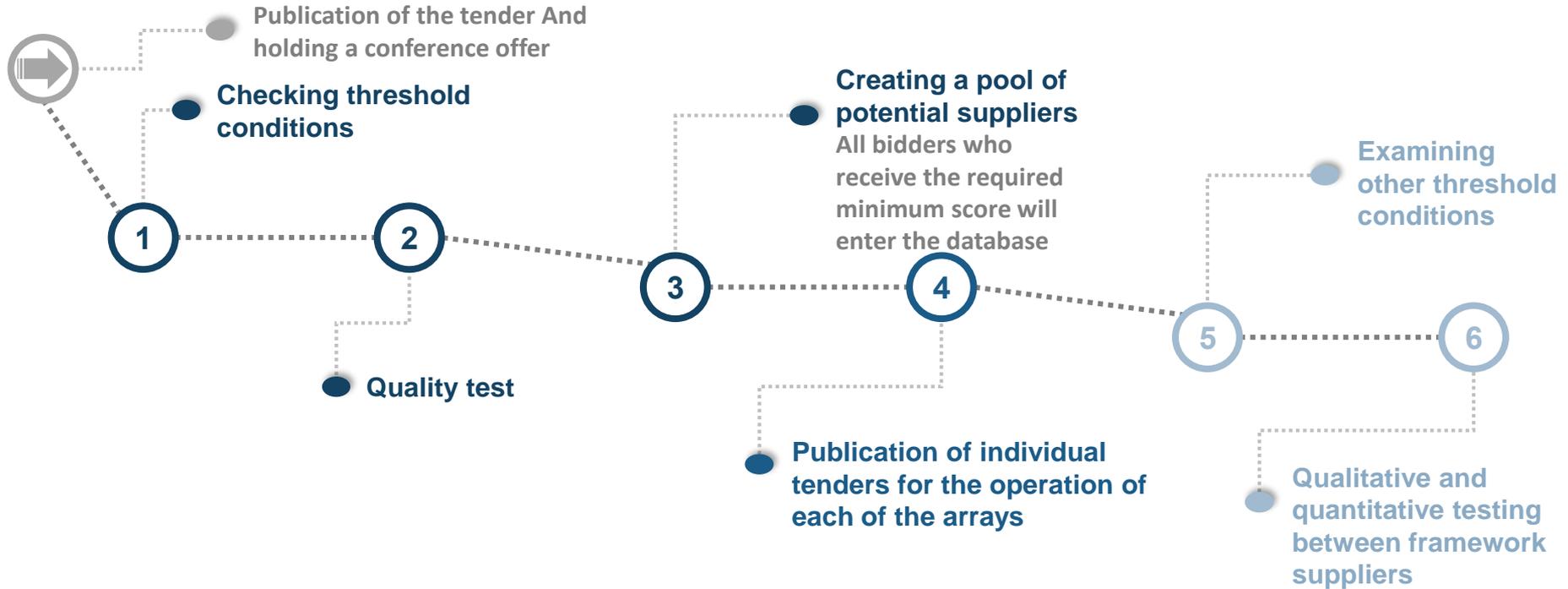
- › Ayalon Highways
- › Bus companies
- › Israeli Port Authority



- › Government offices – Labor, Transportation
- › IDF - Navy
- › Local authorities



# Tender stages



<u>The planned timetables*</u>	<u>Date</u>
Publication of the Tender	15.9.2020
Online Suppliers Meeting (Participation is not compulsory)	27.10.2020 no later than 12:00 (noon)
The final due date for clarifying questions	03.11.2020 no later than 12:00 (noon)
The deadline for the submission of proposals	23.11.2020 no later than 12:00 (noon)

# Required threshold conditions

In the framework tender, the threshold conditions include professional threshold conditions that focus on the bidders' experience in marine activities



In the years 2017-2019 the bidder performed at least one of the following :

- Operated at least 4 vessels each year, each with an operating frequency of at least once a week, with each vessel performing a distance of at least 1,000 km per year
- Has provided coastal array services ,using his own facilities or through a subcontractor, to at least 10 vessels each year, each vessel being at least 24 meters

In the years 2017-2019 ,the bidder employed at least 10 employees associated with him in an employee-employer relationship each year, each one being at least a full time employee

- **"Operation of a vessel"** - the transfer of passengers and / or the carriage of cargo or the performance of marine rescue operations using a marine vessel that weighs more than 1,000 tons and / or is more than 24 meters long
- **"Coastal array services"** - a logistical operational array in which the bidder has provided the crew with at least one of the following: food; Hygiene products; fuel; water

# Quality score of the bidders

As part of the submission, bidders will be required to present the concept proposed by them for operating the service. This will be done by presenting technical specifications and taking into account all the requirements, costs and risks derived from this activity

The quality scoring stage will be based on an examination of the concept proposed by the bidder and the scoring of each section in light of the quality of the bid

The technical specifications submitted by the bidder will be required to include the following



A detailed description of the vessel that the carrier will use to operate maritime shuttles



A detailed description of the operational set-up including required operational equipment



A detailed description of the maintenance system



Estimated costs of the entire array



A detailed description of barriers and risks in operating the system and ways of coping with them



A detailed description of previous experience and scope of activity



Additional information and data beyond the above requirements

For details on Appendix C of the tender, [click here](#)



# Scoring parameters

Subject	The required information and details	The Scoring for the information and details conveyed in the Technical Document
 <p><b>Watercraft</b></p>	<p>List all the technical characteristics of the watercraft - the vessel's dimensions (displacement, length, width), number of passengers, engine and cruising speed, maneuvering capability, age of the watercraft, safety systems (radar, movement sensors, day and night cameras, alerting systems) etc.</p>	<p>Maximum score - 5 points</p>
	<p>Provide a detailed accounting of the watercraft's compatibility to sea conditions in Israel - list the vessel's acceleration rate vis-a-vis forecasted waves in Israel and vis-a-vis sailing comfort, detail the stabilization systems necessary on the vessel to attain maximum sailing comfort, and provide an analysis of the number of possible operational days of the service.</p>	<p>Maximum score - 5 points</p>
	<p>Detail and analyze the time estimates for passenger boarding and disembarking to/from the vessel from the moment the craft is stopped and until such time that it departs the dock.</p>	<p>Maximum score - 3 points</p>
	<p>Detail the personnel necessary for the initiative's supplementary operational alignment - cleaners, security staff, information and ushers, customer service, external consultants (legal, financial), administrative staff (operational and logistical managers, project management, secretarial).</p>	<p>Maximum score - 5 points</p>
	<p>Detail the crew required onboard the watercraft - sailors, attendants/ushers, security, and mechanics.</p>	<p>Maximum score - 5 points</p>
	<p>List all the equipment necessary for the vessel's regular operation - security equipment, technical equipment</p>	<p>Maximum score - 5 points</p>
<p><b>Operations array</b></p>	<p>Detail the required training process for all of the initiative's personnel.</p>	<p>Maximum score - 2 points</p>

# Scoring parameters

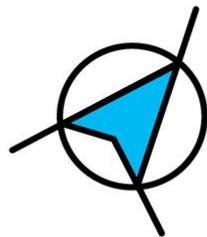
Subject	The required information and details	The Scoring for the information and details conveyed in the Technical Document
<b>Maintenance array</b>	<p>List the personnel required for the watercraft's regular maintenance - mechanics, various subcontractors (shipyard, maintenance companies).</p> <p>Detail all the components of maintenance routine - the preventive and the periodic - of the watercraft and analyze the effects of this routine on the continuity of service.</p> <p>Detail and analyze the longevity of the watercraft's primary components - the electrical system, engines, skeleton, and stabilization systems.</p>	<p>Maximum score - 5 points</p> <p>Maximum score - 5 points</p> <p>Maximum score - 5 points</p>
<b>Array costs</b>	<p>Detail and analyze the initiative's personnel costs - calculate hourly and monthly salaries, according to the method of payment for each position, for all of the personnel, including administrative and service support staff.</p> <p>Detail and analyze vessel operational costs (not including personnel) - fuel costs as per sailing hour, annual anchorage costs, annual shipyard and service costs, annual insurance, licensing and fee costs.</p> <p>Detail and analyze the total service costs as per the proposed number of watercraft and planned sailing routes.</p>	<p>Maximum score - 5 points</p> <p>Maximum score - 5 points</p>

# Scoring parameters

Subject	The required information and details	The Scoring for the information and details conveyed in the Technical Document
<b>Past experience in Israel and abroad</b>	<p>Presenting watercraft operation projects executed by the Bidder around the world - exam the measure of detail in which the Bidder will present the relevant projects.</p> <p>The watercraft's open sea operations, the scope, and frequency of its operation will also be reviewed.</p>	<p>Maximum score - 5 points per project, for up to 4 projects Total maximum score - 20 points</p>
<b>Additional details and general impression</b>	<p>The Bidders are entitled to include in the technical response additional data and information beyond that which is detailed above, to the extent it is relevant to the proposal submitted by the Bidder, the proposed concept, and its implementation. Points will also be given based on the Company's general impression of the Bidder's proposal.</p>	<p>Additional information - up to 5 points General impression - up to 5 points Total maximum score - 10 points</p>
	<b>Total</b>	<b>100 points</b>

\* **Passing Grade – 65 points**

# Thank You



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**HIGHWAYS** ADVANCED  
TRANSPORTATION  
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