



February 27, 2022

To: All Tender Participants

Dear Sir / Madam,

Clarification questions and notes report.

A Framework Tender The Supply of Storage Batteries and Engineering-Procurement-Construction (EPC) Services of Battery Storage Power Stations

Bidders are kindly requested to note that after consideration of circumstances, including feedback received from some bidders, the Submission Deadline for this Tender is extended to March 16, 2022.

Presented below are the clarifying questions / notes about the tender and their correlating answers, with referral to the relevant section within the tender:

1. The answers and notes presented below are binding to all contending vendors, are an inseparable part of the tender documents, and overpower the phrasing of the tender.
2. There shall be no reliance on any interpretation given orally or in writing or in any other format by members of the office or the tender committee, as far as one was given, in any shape or form. All interpretations and clarifications are as specified in this document and the additional clarification documents which will be sent by the tender committee, if such additional documents are published. This document shall be considered as part of the conditions of the tender, and is thus subject to the same rules as all other tender documents.



3. any case of a lack of a response from the committee to any question or remark or any details of a question or remark shall not be considered as an agreement to the asker's instructions or as an alteration of the tender conditions.
4. As far as this document contains notes, questions and answers regarding interpretation of the law, they shall not serve as a substitute for qualified legal counsel, and he who relies on them does so under his own responsibility.
5. It shall be clarified that the phrasing of the questions seen below may not be identical to the phrasing used by those who submitted the questions, and that not every question has necessarily been answered.
6. Unless it is said to be otherwise, all terms and phrases used in this document will have the definitions specified in the tender documents.
7. In addition to the questions and answers detailed below, the company hereby announces an updated phrasing of the following sections of the tender:

Section 6.7.1 - In place of the original wording, the new section is:

The bidder has managed successfully, or is an affiliate of an entity which has managed successfully, at least two (2) projects in the field of energy infrastructure (for example: natural gas facilities, solar energy, biogas, energy storage, hydroelectric pumped storage etc.), the value of each project is no less than US \$ **5** million, during the period of three (3) years preceding the Submission Deadline.

For the purposes of this section, the phrase "managed successfully" shall have the following meaning: preliminary planning including issuance of permits; final planning; construction of a fully operational system, and provision of an initial warranty period for the client.

Section 6.8: The following sentence shall be added: Experience may be presented in accordance with Section 6.5, 6.6 / 6.7 by a subsidiary of the bidder provided that the bidder holds at least 50.1% of the subsidiary.

Annex B Section 9 - In place of the original wording, the new section is:

We understand that our bid comprises a representation that we meet the criteria set forth in Section 6.6/6.7 of the Invitation to Bid, and that all documents submitted with our bid in this Tender (including documents submitted previously and referred to in this bid), including the undertakings, confirmations and acknowledgments made or described therein or herein, are true, valid, and of continued effect in all material ways, unless otherwise indicated in our bid, and are deemed repeated until notification of the award of contract, unless and to the extent updated by written notice as per the Terms of Tender.

מספר סידורי	שאלה/הערה	תשובות – עברית	תשובות - אנגלית
1.	במכרז זה חסר מפרט טכני ובו דרישות כגון: הספק נדרש? משך זמן אגירת האנרגיה? סוג המצברים, הגבלות מקום וכו' נודה לקבלת המפרט הטכני.	כאמור במסמכי המכרז, בשלב זה מבקשת החברה לגבש רשימת ספקי מסגרת. בכוונת החברה לבצע בשנים הקרובות פרויקטים אשר יידרשו סוללות אגירה. לקראת כל פרויקט כזה תפרסם החברה בקרב ספקי המסגרת מפרטי דרישות מלאים וכן תינתן אפשרות למתן שאלות והערות.	As is specified in the tender, at this stage the company is looking to consolidate a List of frame suppliers. It is the company's intention to carry out projects in the following years which will require storage batteries. In preparation of each of these projects the company will publish for the suppliers a requirement specification document. In addition, there will be an option to submit questions and remarks.
2.	לא ברורה לנו מסגרת הציפיות שלכם בתחום - סוג המערכות והיקף הפרוייקטים	ראו מענה לשאלה מס' 1	See answer for question 1.
3.	Invitation General To the best of its ability and if such information is currently available, the Tender Committee is kindly requested to elaborate on the	ראו מענה לשאלה מס' 1	See answer for question 1.

תשובות - אנגלית	תשובות - עברית	שאלה/הערה	מספר סידורי
		expected number of Purchase Orders to be issued, and the expected capacity of such Purchase Order to be installed, in coming years	
<p>Alternative A- declined.</p> <p>Alternative B- declined.</p> <p>See update made to the threshold conditions as described above.</p>	<p>חלופה A – לא מקובל</p> <p>חלופה B – לא מקובל</p> <p>ראו עדכון תנאי הסף כמפורט לעיל</p>	<p>The Tender Committee is kindly requested to allow bidding for the two (2) categories through either :of the following alternatives</p> <p>Alternative A – two (2) entities shall jointly bid for the two (2) categories where the first entity shall meet all of the threshold conditions related to the Storage Batteries Category as set forth in Sections 6.6.1 & 6.6.2, and the second entity shall meet all of the threshold conditions related to the EPC Category as set forth is Section 6.7.1</p> <p>Or</p> <p>Alternative B – a single entity shall bid for the EPC Category where it shall satisfy all of the threshold conditions of that Category while the Threshold Conditions related to the Storage Battery Category shall be satisfied by a Batteries Storage supplier/manufacturer with which the EPC entity shall sign an agreement prior to Submission Deadline</p>	.4

תשובות - אנגלית	תשובות – עברית	שאלה/הערה	מספר סידורי
See update made to the threshold conditions as described above.	ראו עדכון תנאי הסף כמפורט לעיל	EPC Threshold Conditions - The Tender Committee is kindly requested to allow an entity 'A' to satisfy all of the Threshold Conditions through a related entity 'B', on the condition that entity 'A' holds at least 50% of the .shares of entity 'B	.5
See update made to the threshold conditions as described above. It shall be emphasized that only projects where the candidate managed the establishing of the project will be recognized.	ראו עדכון תנאי הסף כמפורט לעיל. יודגש כי יוכרו רק פרויקטים בהם המציע ניהל את הקמת הפרויקט.	The EPC Threshold Conditions - Tender Committee is kindly requested to allow an entity to satisfy the Threshold Conditions by either of the following :alternatives Alternative A – presenting at least two (2) projects in Israel in the field of energy infrastructure where the value of each project is no less that USD\$ 5 million during the three (3) year period prior to the Submission Deadline ;OR Alternative B – presenting projects in the field of energy infrastructure in Israel where the capacity of each presented project is at least 2.5MW and where the total capacity of all presented projects shall be at .least 10MW	.6
See update made to the threshold conditions as described above.	ראו עדכון תנאי הסף כמפורט לעיל	is a multinational power ##### generation and electrical	.7

תשובות - אנגלית	תשובות – עברית	שאלה/הערה	מספר סידורי
		<p>equipment manufacturing company specialized in design, manufacture, supply, installation, construction, operation, maintenance, management & control of power related equipment for power generation, transmission and distribution, including turbines, ancillary equipment, transformers, switchgear, circuit breakers, transport equipment, machine tools, elevators, packaging and print machinery, environmental protection equipment, energy storage equipment, EV charging, and more</p> <p>is exclusively represented ##### by ##### in the Energy Storage segment in Israel and the neighboring region</p> <p>We kindly refer to section no. 6.7.1 and request that the words "in Israel" be removed We note that ##### has vast and extensive experience as a main contractor and in other constellations, in projects in the field of Energy Infrastructure</p>	

תשובות - אנגלית	תשובות – עברית	שאלה/הערה	מספר סידורי
<p>The scheduled time for submission of clarifying questions and proposals has been postponed as specified in the company's website</p>	<p>המועדים להעברת שאלות ולהגשת ההצעות נדחו כפי שפורסם באתר החברה.</p>	<p>we kindly request an extension as to the schedule which appears in section 3.1 to the invitation to bid – namely the final due date for clarifying questions, from Feb. 7th 2022 to Feb. 14th 2022 Similarly, we kindly request that the deadline for the submission of proposals from Feb. 23rd to March 1</p>	.8
<p>See update made to the threshold conditions as described above.</p>	<p>ראו עדכון תנאי הסף כמפורט לעיל</p>	<p>Fulfillment of prior experience through a subsidiary Please clarify if XXXX can satisfy the prior local experience requirement through its subsidiary, XXXX</p>	.9
<p>Yes. See update made to the threshold conditions as described above.</p>	<p>כן. ראו עדכון תנאי הסף כמפורט לעיל</p>	<p>Interpretation of Field of Energy Infrastructure Please clarify if hydroelectric pumped storage is regarded as energy infrastructure</p>	.10
<p>declined.</p>	<p>לא מקובל</p>	<p>Please clarify if completion of milestones, such as, powerhouse vault or shafts, each in the value of more than 10 Mil. USD, can satisfy the term “managed successfully. Thus, according to the Potential Bidder suggestion "The Bidder has managed successfully at least one (1) two (2) projects in Israel, in the field of</p>	.11

תשובות - אנגלית	תשובות – עברית	שאלה/הערה	מספר סידורי
		energy infrastructure (for example: natural gas facilities, solar energy, biogas, energy storage, hydroelectric pumped storage etc.), the value of each the project is no less than US \$ 200 million, and (it has) successfully completed two (2) key milestones each of at least US \$ 10 million, during the three (3) year period prior to the .Submission Deadline"	
See update made to the threshold conditions as described above.	ראו עדכון תנאי הסף כמפורט לעיל	.EPC Experience outside Israel Alternatively, please clarify, if a foreign bidder, incorporated in Israel with commercial presence as EPC contractor in the field of energy infrastructure during the three (3) year period prior to the Submission Deadline can satisfy the requirement specified in Section 6.7.1 through projects .outside Israel	.12
declined.	לא מקובל	We kindly request an additional extension of the "final due date for clarifying questions", from Feb. 14th 2022 to Feb. 21st 2022.	.13
Confirmed.	מקובל.	To facilitate the preparation of the Bid, we kindly request the Company to publish Annex B, Annex C1 and Annex C2 to the	.14

תשובות - אנגלית	תשובות – עברית	שאלה/הערה	מספר סידורי
		Invitation to Bid in MS-Word format	
See update made to the threshold conditions as described above.	ראו עדכון תנאי הסף כמפורט לעיל	We kindly request the Company to amend Section 6.5 of the Invitation to Bid and allow a Bidder, which was incorporated after January 1, 2020, to demonstrate compliance with the requirement stipulated therein by relying on the net shareholder's equity of a parent company, rather than the Bidder's own net shareholder's equity. Accordingly, the Bidder may submit the parent company's financial statements for the year ending 31.12.2020 and an accountant's declaration (Annex C2) regarding the parent company's net shareholder's equity.	.15
declined.	לא מקובל	We kindly request the Company to amend Section 6.6 of the Invitation to Bid and allow the Bidder to demonstrate compliance with the conditions stipulated therein by relying on the experience of a subcontractor of the Bidder.	.16
See update made to the threshold conditions as described above.	ראו עדכון תנאי הסף כמפורט לעיל	We kindly request the Company to allow the Bidder to be incorporated as a single purpose	.17

תשובות - אנגלית	תשובות – עברית	שאלה/הערה	מספר סידורי
		company (SPC) and demonstrate compliance with the requirements and conditions stipulated in Sections 6.5-6.6 by relying on one or more of its shareholder's "net shareholder's equity" and experience (as applicable)	
See update made to the threshold conditions as described above.	ראו עדכון תנאי הסף כמפורט לעיל	As previously requested in our letter dated February 7, 2022, we kindly request that the words in Israel" be removed from " Section 6.7.1 of the Invitation to Bid	.18
Confirmed. Section 15.2 will be removed.	מקובל. סעיף 15.2 יוסר.	We kindly request Section 15.2 to be removed	.19
See update the section as detailed above	ראו עדכון הסעיף כמפורט לעיל	We kindly request the Company to amend Section 9 of Annex B in a manner that only Bidders which submitted a Bid for the supply of Storage Batteries confirm compliance with Section 6.6 of the Invitation to Bid and that only Bidders which submitted a Bid for EPC services of battery storage power stations confirm compliance with Section 6.7 of the Invitation to Bid	.20
Right	נכון	We kindly refer to Section 4.3 of the Invitation to Bid and request the Company to amend the	.21

תשובות - אנגלית	תשובות - עברית	שאלה/הערה	מספר סידורי
		<p>reference from "Annex C" to "Annex D".</p> <p>Capitalized terms used but not otherwise defined herein, shall have the meaning ascribed to them in the Tender Documents</p>	
<p>See update made to the threshold conditions as described above.</p>	<p>ראו עדכון תנאי הסף כמפורט לעיל</p>	<p>We would like to confirm that for the sake of meeting the thresholds requirements in 6.6.1-6.6.2 the bidder can meet the requirement in either one of the following ways ;</p> <p>The bidder is a proven local .1 BESS supplier which either represent a global battery energy integrator or global battery manufacturer or has a proven cooperation in the energy storage business with such companies either off meet the thresholds defined in 6.6.1 and 6.6.2</p> <p>The bidder is an Israeli .2 battery energy storage supplier and or integrator of energy storage systems which has contracted by the submission date at least 10 MWh and installed (1systems of</p>	<p>.22</p>

תשובות - אנגלית	תשובות - עברית	שאלה/הערה	מספר סידורי
		or if needed for the sake of local experience) systems in scale of above 100 MWh to be installed and start operation in 2022) and operate at least 1 BESS system with capacity of least 3 MWh which was certified and operate under local Israeli rules, authorities and international standard	
See update made to the threshold conditions as described above.	ראו עדכון תנאי הסף כמפורט לעיל	We would like to suggest that a will include Israeli bidder that energy innovation in management systems for battery storage systems will be preferred	.23
See update made to the threshold conditions as described above.	ראו עדכון תנאי הסף כמפורט לעיל	We would like to ask that such financial thresholds can be met through the parent company of the bidder	.24
no change	אין שינוי	Please refer to the formula defined in this section	.25
The entire bid that constitutes agreement to the terms of the tender	ההצעה כולה המהווה הסכמה לתנאי המכרז.	Which part of the proposal is valid for 45 days, as no price was submitted. Please elaborate	.26
See answer for question 1.	ראו מענה לשאלה מס' 1	How many sites plan to tendered?	.27
See answer for question 1.	ראו מענה לשאלה מס' 1	What is are the anticipated minimum and maximum site capacities the company is planning	.28

תשובות - אנגלית	תשובות - עברית	שאלה/הערה	מספר סידורי
See answer for question 1.	ראו מענה לשאלה מס' 1	What is the estimated delivery date for those systems	.29
See update made to the threshold conditions as described above.	ראו עדכון תנאי הסף כמפורט לעיל	May the company consider to allow the qualified battery storage supplier by this bid to provide a full turn key EPC when the RFQ will be published based on a JV by the qualified EPC company that was not part of this bid and can be qualified for the company thresholds in section 6.7	.30
See update made to the threshold conditions as described above.	ראו עדכון תנאי הסף כמפורט לעיל	Kindly allow us to admit projects which were "managed successfully", as such term is defined by the Tender documents – outside of Israel; Alternatively, and due to the fact that only one of our Israeli projects complies with the 10 Million USD threshold - Kindly allow us to show our experience and expertise in Israel through the collectible value of our projects in Israel (which materially exceeds the required 20 Million USD). Moreover, if approved	.31

תשובות - אנגלית	תשובות - עברית	שאלה/הערה	מספר סידורי
		<p>by the Tender Committee of Energy Infrastructures Ltd – we can further supplement our 2 experience in Israel through our sister company (fully owned by and Equipment ##### - ##### – which "successfully managed" during the last 3 years approx. MW (PV) in Israel alone, and 200 is about to complete additional installed capacity of around MW (PV) during the year of 150 2022.</p>	
<p>See update made to the threshold conditions as described above.</p>	<p>ראו עדכון תנאי הסף כמפורט לעיל</p>	<p>Kindly allow us to admit projects that were "managed successfully" as of the year 2015; We believe that our experience and expertise worldwide does not fall short from Energy Infrastructures' expectations under the Tender to say the least, and therefore – we would appreciate the acceptance of our aforesaid request</p>	<p>.32</p>

