

10 January 2019

Request for Proposal for Logistics – Service RFP – 085/2018

Eurovision Song Contest 2019

Answers to Requests for Clarification – part 3

1. The answers to requests for clarifications attached hereto as **Appendix A** are provided by ESC 2019 pursuant to section D.1 of the above Request for Proposals ("**the RFP**").
2. ESC 2019's responses below shall be deemed for all intents and purposes as part of the RFP and will bind all Respondents thereto but will not alter or derogate from the provisions of the RFP unless expressly stated otherwise.
3. These responses will be provided to all Respondents. Respondents must attach a copy of these responses, duly signed by an authorized signatory to indicate acceptance, to their Proposal.

KAN - the Israeli Broadcasting Corporation

We hereby confirm the contents of these **Answers to Requests for Clarification**, including our acknowledgement of any consequent changes to the RFP.

Respondent's signature

Appendix A – Answers to Clarification inquiries

No	Article	Question	Answer
1		For transit time (pick up time up to arrival at destination) do we have to consider Ocean freight services? Do we have to include any Air and/or Ocean rates?	Ocean rates
2		Transportation to/from Israel should be arranged by trailers or can be also arranged by ocean freight?	Trailers on ships
3	Section D.5.5 – Permits	please advise how it will be charged?	This should be included in the pricing.
4	Section D.6.6. – Schedule	please clarify what do you mean.	This section can be ignored
5		Documentation – all commodity will be covered by ATA Carnet?	For now, yes.
6		Who is responsible for the unloading / loading at Tel Aviv venue?	ESC 2019
7		Consumables goods - Who will be charged for duties and tax charges?	ESC 2019
8		Temporary import under proforma invoice – Bond – who will be charged for the bond?	ESC 2019
9		Handling of empties – do you require this service?	NO
10		Who is in charge of all payments?	ESC 2019
11	Section G 3	Required service is door to door including handling of all documentation and customs procedures at origin? Or supplier will be in charge for the export / import customs clearance at origin and the freight forwarder will be in charge only in Israel?	We do not understand this question.
12	Section H.1.2 – Supplier staff	please specify what kind of staff is required	This section can be ignored

13		As we a logistic company can we ignore sections H mentioned in your RPF?	No, we are still asking for management in this RFP
14	Insurance Amendment	Since at this stage, the location and amount of equipment are still unknown, and only after the closing of the winning tender should a list of locations and equipment be obtained, according to which it is supposed to update the marine policy, we will clarify that the insurance cover will be prepared according to the list.	This is perfectly fine.
15	D.3 - Prior to provision of the Services, the Supplier will be required to present a signed document detailing which standards have been used along with any relevant certification.	We would like to understand what is required for the Standards condition - We are members of the Israeli Chamber of Commerce, is it sufficient to meet the aforementioned threshold conditions?	The Respondent will be required to hold all the necessary permits or approvals required by law for the purpose of supplying the services which are the subject of the RFP.
16	Answer 2 in clarification questions Part 1 - With this amount of cargo, we believe it's wiser to bring it to Tel Aviv by sea. But we are open to alternative suggestions	In light of your response to the question of clarification 2 (in the first file of the answers to the questions), we request your approval to submit the price proposal for the alternative of shipping the equipment at sea, In the usual way and not per trailer	Approved.
17	3.1	The supplier was asked to provide tools on demand. In view of the fact that as of the submission date of the offer, it is not possible to receive the final cargo table, including the quantities and volumes, how is it possible at this stage to evaluate the required tools.	This can be ignored.
18		are the tools needed for unloading the trucks or for dispersing and working on the Eurovision website?	

19		We will ask for approval to present a plan for the supply of the tools, only when there is certainty regarding the cargo table and their measurements and the needs of the tools on the site.	ESC 2019 will provide all tools for loading and unloading of all gods.
20		we can't quote the insurance part without having the value of the goods or approx. value of each destination. How will it works?	You can skip the insurance. This will be provided by the owner of the equipment.
21		Sea freight was required – in that case all goods will arrive in 2*40 containers in order to be similar to 90 cbm. That what you meant or would you like the shipments to arrive only under Trailer combined by sea & road over Europe?	Trailer combined by sea and road.
22		Offloading / loading at the venue – will be done by production team and there is no need to our support at the venue site as ground the containers, workers, forklift etc?	No, this is all taken care of by ESC 2019
23	Item D.6.3	do you mean also for local transportation company?	Yes.
24		Shall we send the tender& documentation to: Michrazim@kan.org.il ?	Yes.
25		For transit time (pick up time up to arrival at destination) do we have to consider Ocean freight services?	Yes.
26		we can't quote the insurance part without having the value of the goods or approx. value of each destination. How will it works?	You can skip the insurance. This will be provided by the owner of the equipment.
27		Sea freight was required – in that case all goods will arrive in 2*40 containers in order to be similar to 90 cbm. That what you meant or would you like the shipments to arrive only under Trailer combined by sea & road over Europe?	Trailer combined by sea and road.

28		Since we have not got answers to our questions yet, can you delay the Bid until 24.1.19?	Due to the tight schedule, it is not possible to postpone the date
29		Do we need to provide the information requested per year in the last 5 years as requested in section C.1,2?	Yes.
30		The RFP requires us to include "The audited company accounts for the last 2 financial years. " This is not a problem, but we do not have these in English. Is this ok?	It is hereby clarified that the audited company accounts for the last 2 financial years may be in Hebrew or English only and if they were originally drawn up in a different language – they must be submitted in translation into Hebrew or English, certified by a notary.
31		What is the Equipment value per pickup location and per trailer it is must in order to calculate the insurance premium?	We cannot tell at this point, since neither the supplier nor the gear has been selected yet.
32	Page 15-16, Chapter H, section H.1.2	please provide more details regarding the request to "supply all the skilled labor required to install, operate, maintain, and remove the supplied equipment"?	This should be ignored and should not have been in the RFP to start with.
33	Page 15, Chapter G, Section G.3	please provide duties and taxes charging & payment mechanism of ESC 2019 \ KAN regarding all shipments customs clearance that will include consumables that will be cleared with CI documents or it is excluded?	The consumables on this show is minimal, so it can be excluded at this point.
34	Page 15, Chapter G, Section G.3	Please provide charging & payment mechanism of ESC 2019 \ KAN regarding handling import permits: wireless equipment (Minister of Communication), SII and more.	Can be excluded.
35	Page 15, Chapter G, Section G.3	If import permits are required for wireless equipment by us, please provide no. of frequencies that ESC 2019 \ KAN going to use \ approved by Minister of Communication, as the permits are per frequency and the payment per permit.	It is required by the supplier, not the shipper.

36		Will ESC 2019 will arrange parking space for all trailers from the date of unloading until Loading date?	ESC 2019 will arrange a holding area for vehicles where they will wait until called on to come and unload and load. But ESC 2019 is not arranging any parking space for trailers from the date of unloading till loading.
37		Please clarify if the responder will handle all trailers shipments as Door to Door shipments including Export and Import Custom clearance including port fees?	Yes.
38		As it is high value equipment, can you provide equipment Suppliers requirements regarding Ratchet straps per trailer and if needed 2 or 3 different height securing points lines on the trailer wall?	No, not at this point. In general, most equipment will be delivered in road cases that can be stacked on their side, with wheels to the back, up to a total height of 2 meters.
39		Can you provide us with the information regarding how many straps we will need to provide for each trailer \ supplier?	No.