



## **Request for proposals for the supply of**

### **Digitization Hardware and Software:**

Replies to Questions regarding RFP documents

12.06.11



## Answers to Responders' Questions

### General Notes:

- 1) the NLI Contract committee has decided that all responses shall refer only to the (existing) English version of the documents.
- 2) The last date for submitting proposals is hereby postponed from 09.06.2011 to Thursday, 16.06.2011 on 16:00, Israel Standard Time.
- 3) The following clarifications should be considered an integral and bidding part of the RFP documents and of any proposal delivered to NLI.

#	Questions / Comments	Section in RFP*	Clarification / Answer
1	Can a responder, which is a business representative of another entity (manufacturer, wholesaler, etc.) present such entity's experience to fulfill the preliminary requirements of experience (supply of at least 10 pieces, three years of providing service maintenance and warranty, yearly turnover from the model of at least \$100,000)?	Section 3.4 – <b>Preliminary Requirements</b>	<p>Yes – However, it is required that the responder will provide adequate documentation from the represented entity regarding such entity's experience as required in section 3.4.</p> <p>It is recommended to include from the represented entity a formal support letter backing up the responder's commitments as well as formal description by the represented entity of the nature and duration of relationship with responder (e.g. sales rep or a service provider for maintenance, spare parts, etc.).</p> <p>The support by the represented entity, nature and type of relationship will be taken in consideration in the evaluation criteria.</p>
2	<p>Is it mandatory to have an agent/supplier in Israel?</p> <p>Is having a representative in Israel that is able to provide services (maintenance, spare parts etc.) considered an advantage in evaluating equipment?</p>	Section 4.1 – Evaluation Criteria	<p>No- it is not mandatory to have an agent/supplier in Israel.</p> <p>Yes – see the 4<sup>th</sup> evaluation criteria in the table.</p>
3	Does the country of supply refer to the country of origin, or to the location where the offered product will be delivered at without any extra costs?	Appendix B section 3  (Also 3.3.2 bullet 7)	<p>It refers to the country of origin.</p> <p>Place of supply is in Israel. Terms of supply can be one of the followings (Incoterms 2010):</p> <ol style="list-style-type: none"> <li>1. CIP – Carriage and Insurance Paid To NLI Jerusalem ISRAEL. Seller pays for</li> </ol>



			<p>carriage and insurance to the named destination point, but risk passes when the goods are handed over to the first carrier.</p> <ol style="list-style-type: none"> <li>2. DAT – Delivered at Terminal in Israel. Seller pays for carriage to the terminal, except for costs related to import clearance, and assumes all risks up to the point that the goods are unloaded at the terminal.</li> <li>3. DAP – Delivered at Place (NLI Jerusalem ISRAEL)                  Seller pays for carriage to the named place, except for costs related to import clearance, and assumes all risks prior to the point that the goods are ready for unloading by the buyer.</li> <li>4. DDP – Delivered Duty Paid (NLI Jerusalem ISRAEL). The seller is responsible for delivering the goods to the named place in the country of importation, including all costs and risks in bringing the goods to import destination. This includes duties, taxes and customs formalities</li> </ol> <p>Responder should stipulate clearly in its proposal which of the above is offered. Responder can propose more than one supply method and its equivalent price. In case responder chooses DAT, DAP or DAP, NLI shall calculate, in its best judgment, the additional elements needed to compare to a DDP proposal.</p>
<p>4</p>	<p>What is the difference between "Warranty" and "service"? Does additional service include warranty automatically?</p> <p>Is it acceptable to offer pricing for service without warranty?</p>	<p>Appendix B sections 8,9</p>	<p><b>Warranty</b> is a period during which products are supposed to operate with minimal or no downtime according to our specifications and needs. During this period, <b>supplied by the product manufacturer</b>, any failure of the product will be fixed by the manufacturer or an agent of his behalf, <b>without</b> incurring additional costs save for those agreed upon in the responder's proposal.</p> <p><b>Service</b> is the providing of upgrades,</p>



			<p>maintenance and spare parts which can be done by the manufacturer, an agent on his behalf provided it has the proper experience.</p> <p>Providing additional service periods does not include warranty extension, unless specified. Therefore, it is acceptable to offer pricing for service without warranty.</p>
5	What does the "General Terms Form" refers to?	Section 3.3	It refers to Appendix C, "Terms and Conditions".
6	Do non Israeli responders have to include tax certificates (such as bookkeeping certificates, tax deduction certificates etc.)		NO
7	What do you mean by 2bit, B/W imaging? Does Tiff CCITT T4 stand for Tiff CCITT G4?	Sections 5.1.1, 5.1.2	These are mistakes - please regard the texts as <b>1 bit, B/W scanning and Tiff CCITT G4.</b>
8	Do you require <b>24 bit</b> color imaging?	Sections 5.1.1, 5.1.2	No, 24 bit imaging is not mandatory. However, if the equipment proposed can perform 24bit imaging, please reference this in the technical specifications of the model, including the difference in actual cycle times for 16/24 bit imaging.
9	For offers in foreign currency, delivering payments in that currency is not relevant to the Israeli Standard Exchange rate.  Understanding that price quotes will be translated to NIS (New Israeli Shekels) does not bear any consequences on responders from abroad.	Appendix B section 11	<p>NLI will make payments in 2 foreign currencies only: US Dollars or in Euro (beside Israeli Shekels).</p> <p>The Standard Israeli Exchange Rate will be used only for comparing proposals (all will be translated to –Israeli Shekels).</p>
10	What is the meaning of "additional Service"?	Appendix B section 7	Additional service is any additional period of service besides the first period of service offered by a service provider, which may be priced differently than the first period.
11	Is it true that NLI requires only a PDF proposal and no paper copy?	E Section 3.3	Yes, we only require PDF proposals, but <b>please regard proposals that received a delivery confirmation by the contract committee as delivered.</b>
12	Do you have an estimate of the quantity of items that		No, we cannot provide such an estimate at this time. However, if delivering multiple items can



	should be delivered?		affect price quotes, please describe these effects.
<b>13</b>	There appear to be missing appendices or mis-referenced appendices in the documents.		This is correct and we apologize for this. The Appendices were wrongly referred. Appendix A – is the Technical Specs Appendix B – is the Responder Details form and should include each model details (B1, B2 etc...) Appendix C – is the General Terms & Conditions There is no Appendix D