



The State of Israel  
The Inter-Ministerial Tender Committee for PPP Airport Project

## **Request for Information**

### **Consulting and Management Services to the Government of Israel**

#### **With respect to an International Airport Project**

#### **1. Introduction**

- 1.1. The Government of Israel (the “**GoI**”), operating through a joint inter-ministerial tender committee of the Ministry of Treasury and Ministry of Transportation (the “**Tender Committee**”), is issuing this Request for Information (the “**RFI**”) in order to solicit responses to questions presented in this RFI, in connection with the intention of the Tender Committee to engage a Lead Consulting Entity in order to assist and consult the GoI and the Tender Committee in the promotion and execution of a PPP (private public partnership) project for the design, financing, construction and operation and maintenance of an additional international airport in Israel (the “**Airport**” or the “**Project**”).
- 1.2. This RFI is intended to solicit responses from consultants, advisors (including economists and financial advisors specializing in aviation), providers of project management services, supervision, control and verification services, aviation specialists and other consultancy service providers which have relevant experience and expertise (the “**Participant(s)**”).

#### **2. Background**

##### **2.1. International Airports in Israel**

- 2.1.1. Due to its unique geopolitical position, the State of Israel is almost entirely dependent on air traffic for entering and leaving the country.
- 2.1.2. Ben-Gurion International Airport (“**TLV**”) is the main international airport of Israel. It handles the vast majority of international passenger traffic (over 99% of the entire international passenger traffic), to and from Israel.

Pursuant to the aviation policy adopted and implemented by the GoI over the past decade, international air traffic to and from Israel increased rapidly, at a rate of approximately 10% per annum. As such, during 2016 the international passenger traffic in TLV was 17.3 million passengers, as compared with 15.6 million passengers during 2015 and 14.2 million passengers during 2014.

- 2.1.3. Apart from TLV, an additional international airport is located at Ovda nearby the southern resort city Eilat (“**Ovda Airport**”). The international passenger traffic in Ovda Airport is currently estimated at less than 1% of the entire international passenger traffic to and from Israel. It is important to note that although Ovda Airport is a military airport, pursuant to legal



## The State of Israel

### The Inter-Ministerial Tender Committee for PPP Airport Project

orders issued by the Ministers of Defence and Transportation, it also provides civil aviation services.

The civil aviation services provided by the Ovda Airport are expected to terminate by the end of 2017, as the construction of a new international airport is scheduled to be completed. The new international airport is located near the historical site of Timna, in the vicinity of the city Eilat ("**Eilat - Ilan & Assaf Ramon International Airport**"). Notwithstanding the foregoing, since the Eilat - Ilan & Assaf Ramon International Airport is located at the extreme south of Israel, in practice, it is not expected to provide a feasible alternative for the vast majority of international air services of passengers to most parts of Israel.

- 2.1.4. All civil airports in Israel (international and domestic), as well as the Air Navigation Services Provider ("**ANSP**"), in both control towers and the air control in the Israeli Flight Information Region ("**FIR**"), are developed and operated by the Israel Airport Authority. The Israel Airport Authority is a public statutory corporation which was incorporated pursuant to the Israeli Airports Authority Act, 1977 (the "**IAA**"), in order to develop and operate airports in Israel and exclusively controls the main entry gates for passenger traffic to Israel.
- 2.1.5. An additional unique feature of Israel is a significant dominance of the Air Force of the Israel Defense Forces ("**IDF**") in managing the FIR, so that majority of FIR is controlled and operated by the IDF, and only a portion of the FIR is designated in favor of civil aviation. There are several military airports in Israel, some of them in the vicinity of civil aviation infrastructures.

## 2.2. Decision to Promote the Airport

- 2.2.1. In light of the foregoing, it was decided by the GoI that an additional international airport (in this RFI, the "**Airport**") is an urgent national necessity [please refer to decision number 3512 dated 24 July 2011 ("**First Decision**")]. Following the First Decision, an additional decision was reached according to which the Airport is designated to operate as a secondary airport to TLV, and will be built and operated by the private sector pursuant to a PPP scheme [please refer to decision number 2050 dated October 7, 2014].
- 2.2.2. The GoI further decided that, subject to the results of a preliminary statutory alternatives study, the Airport will be located at the Ramat David area, which is in the north of Israel, as indicated in the chart attached to this RFI as **Appendix A**.
- 2.2.3. If the Ramat David area alternative will be approved, it is expected that:
  - 2.2.3.1. the Airport will serve as a joint civil and military airport; and



The State of Israel  
The Inter-Ministerial Tender Committee for PPP Airport Project

2.2.3.2. international passenger traffic is expected to reach 3.5 million international passengers during the Airport's first year of full operation (current preliminary estimation is between 2025 and 2030) and to have an average growth rate of 5% during the next 15 years, with a higher growth rate in the first five years of operation.

These foregoing initial estimations are based on the estimates of the Civil Aviation Authority of Israel, global forecasts and MITRE report; however, such estimates are very preliminary, yet to be verified and will ultimately depend on, *inter alia*, economical situation in Israel and the region during the relevant years, geo-political situation, the applicable regulatory and other statutory requirements, the attractiveness of the Airport as compared with other international airports in Israel and on other factors which have bearings of the industry.

2.2.4. The Planning Authorities of the GoI are currently conducting a preliminary statutory alternatives study, in order to determine the suitable geographical location of the Airport.

2.2.5. Following the selection of the location of the Airport, a preliminary design of the Airport will be carried out in coordination with the Planning Authorities, following which a statutory plan for the Airport will be initiated and approved.

2.2.6. The attention of all Participants is drawn to the fact that the location of the Airport has not yet been determined and eventually it may not be the Ramat David area.

### 2.3. Key Characteristics of the Airport

It is currently expected that:

2.3.1. The Airport will be suitable for short to mid-range flights (i.e. between 5 to 6 hours);

2.3.2. The Airport will be suited to accommodate narrow-body planes (Aerodrome reference code - 4C);

2.3.3. The Airport will be constructed in a manner which will enable short and efficient turnaround time for aircraft on the ground, and a considerable volume of international air traffic;

2.3.4. There will be an emphasis on lowering building and operational costs of the Airport; and

2.3.5. The estimated date for the commencement of the operation of the Airport is currently between 2025 and 2030.



The State of Israel  
The Inter-Ministerial Tender Committee for PPP Airport Project

2.4. **Promoting the Project**

- 2.4.1. The Project is led by both the Tender Committee, which is entrusted with the promotion of the Project and the issuance of the public tender for the execution thereof as a PPP scheme, and a dedicated steering committee nominated by the Minister of Transportation.
- 2.4.2. It is expected that the Tender Committee will be assisted by a professional administration team, which is currently being established by Netivei Israel – the National Transport Infrastructure Company Ltd. – a governmental company experienced in infrastructures projects execution (the "**Administration Team**").
- 2.4.3. In evaluating its options, the Tender Committee is considering to issue a public tender for the selection of an entity which will be required to coordinate the provision to the Tender Committee of the following services: project management, statutory planning and design, consulting services with respect to construction, engineering, aviation economics, co-existence of a civil military airport, safety, security (including security of information), commercial aspects, etc. (the "**Tender**" and the "**Services**", respectively). The exact scope of the Services will be detailed in the Tender, and it is hereby clarified that some of the disciplines detailed in this section may not be included in the Tender and may be provided in house or by a local advisor.

Without derogating from the foregoing, it is expected that the Tender for the Services will be published during 2017.

The Tender Committee considers it an advantage that one legal entity will take charge and assume full responsibility for the integration of the provision of the Services, so that those will be provided to the Tender Committee and the Administration Team as a one-stop-shop (the "**Lead Consulting Entity**").

Notwithstanding the foregoing, the GoI is and will remain entitled to engage additional consultants for the Project, at its sole discretion, at any time, including in the event that the services provided by such additional consultants are provided by the Lead Consulting Entity.

3. **Information Requested**

You are kindly requested to respond to as many of the following questions as you can. To the extent practicable, please support the response with examples from projects in which you have undertaken an active role.

If an entity wishes to provide its response to this RFI even though it does not meet the definition of a Participant (as described above), such entity should address the Tender



The State of Israel  
The Inter-Ministerial Tender Committee for PPP Airpot Project

Committee in accordance with the provisions of Section 5 (Instructions for Submission).

3.1. **Expertise and Past Experience.** Please describe your areas of expertise, past experience and the relevance of your expertise and past experience to the Project and to the Services. Please elaborate and explain if your company has the expertise to offer the complete service package as a "one stop shop"?

3.2. **Organizational Structure**

3.2.1. **Organizational Chart.** Please suggest an organizational structure for the provision of the Services during the various typical phases of a typical project, including proposed functions, responsibilities, authorities and interfaces between the consultants of the various disciplines.

Furthermore, please suggest the relevant experience required to be demonstrated by each of the consultants with respect to each of the disciplines/fields of expertise, and at which stage of the process the consultants of such discipline are required to render their services.

3.2.2. **Local and International Expertise.** Please explain which consultants disciplines/fields of expertise are recommended to be local and which international.

3.2.3. **Key Functions.** Based on your experience, which services/functions are particularly important in order to provide the most beneficial Services with respect to the Project on an ongoing basis?

3.3. **Project Schedule and Consultants Activities.** Based on your experience, what would be the recommended stages and duration of each stage/phase of a project similar to the Project (including for the duration of operation)? In your answer please relate to the scope Services which are required at each such stage/phase.

3.4. **Method of Engagement**

3.4.1. **Contractual Schemes.** Based on your experience, what would be the recommended contractual scheme between the Lead Consulting Entity and the Tender Committee? You are kindly requested to include examples of previous engagements or services which were rendered and, if possible, including references or recommended forms of engagements. To the extent possible, please provide details of the financial scope of each of such projects and the services.

3.4.2. **Consideration and Payment Terms.** Based on your experience, what would be the recommended method for determining the consideration and other payment terms under the recommended contractual schemes between the Lead Consulting Entity and the Tender Committee? In this regard, you are kindly requested to explain whether such consideration



The State of Israel  
The Inter-Ministerial Tender Committee for PPP Airpot Project

should be based on a monthly retainer, upon the achievement of milestones or on an hourly/daily tariff, all with respect to the various stages/phases of the Project. Please explain the advantages and disadvantages of the recommended scheme. Additionally, please explain the disadvantages of any payment scheme which are not recommended by you.

- 3.4.3. **Working Methodology.** Based on your experience, what would be the recommended working methodology for the management of the Project and the provision of the Services?



The State of Israel  
The Inter-Ministerial Tender Committee for PPP Airport Project

4. **Clarifications and Questions**

Questions and clarifications can be directed in writing via the email to the following address: [talic@inbal.co.il](mailto:talic@inbal.co.il) until May 3, 2017.

5. **Instructions for Submission**

5.1. The Tender Committee appreciates the participation of Participants in this RFI process. In order to allow for an effective process, please submit the responses in writing, in English or Hebrew, to the Tender Committee's coordinator, Ms. Tali Carmel-Murphy, to the following address: [talic@inbal.co.il](mailto:talic@inbal.co.il).

5.2. A detailed response to this RFI is required to be submitted, together with the Submission Letter attached hereto as **Appendix B**, on or before May 23, 2017.

5.3. Upon receiving a response, the Tender Committee will initiate a review and may contact the Participants to follow up with additional questions and clarifications.

5.4. In addition, the Tender Committee may hold RFI sessions (meetings), which will be held in Israel and might be able to be held by technological accessories. As part of such RFI sessions, the Participants will have the opportunity to present their detailed responses. Please note that the RFI sessions will be scheduled based on the responses submitted by Participants, and shall be subject to a prior registration by the Participants. Such registration can be facilitates via addressing Ms. Tali Carmel-Murphy through the email address: [talic@inbal.co.il](mailto:talic@inbal.co.il).

5.5. Without derogating from Section 6.13 below or from the discretion granted to the Tender Committee, please mark, in a clear, complete and legible manner, information contained in the response which is considered commercially sensitive or of a secret nature, and the Tender Committee will, to the extent allowed by law, refrain from disclosing such information and shall ensure that any of its consultants shall act accordingly.

5.6. The Tender Committee is not requesting a proposal, detailed plans, marketing material, budgetary information or proprietary information in response to this RFI.

5.7. The Tender Committee looks forward to reviewing the responses and welcomes the participation of Participants in this RFI process.

6. **General**

6.1. This RFI is a preliminary process initiated by the Tender Committee, solely for the purpose of receiving information and its internal evaluation and consideration, and does not constitute a tender, a bid solicitation, a proposal or a request for proposals in any manner whatsoever.

6.2. The Project description as specified in this RFI is general and indicative only. The issuance of this RFI is not intended to give rise to or create any representation,



The State of Israel  
The Inter-Ministerial Tender Committee for PPP Airpot Project

undertaking or warranty on behalf of the GoI, the Tender Committee, the Administration Team or anyone on their behalf with respect to the Project, and the issuance of this RFI is not intended to guarantee the initiation, execution or the implementation of the Project, its scope, its components or any part thereof.

- 6.3. The GoI and the Tender Committee do not represent or warrant that the information contained in this RFI or any other information which it or anyone on its behalf are making available to Participants is either complete, accurate or undergo any independent verification of the GoI and/or the Tender Committee.
- 6.4. It is expressly understood that any reliance of the Participants or anyone on their behalf on any such information and the making of any deductions, interpretations or conclusions from information which is made available by the Tender Committee or anyone on its behalf, is at the Participants' sole responsibility.
- 6.5. Participation in this RFI does not and shall not provide a Participant or any other entity with any advantage, nor will it confer upon a Participant any right with respect to the Project or any future proceedings which will be conducted with respect thereto, if and to the extent conducted (including the pre-qualification process or the tender process). Participating in the RFI does not and shall not constitute or be interpreted as constituting a recognition of a Participant's or any other entity's eligibility, qualification or competence to participate in any such future proceedings, to the extent conducted.
- 6.6. The Tender Committee reserves the right not to proceed with this RFI, and may terminate or cancel this RFI or any other proceedings which are conducted with respect thereto, at any time as it shall deemed appropriate and Participants shall have no right of claim against the GoI, the Tender Committee and anyone on their behalf in respect thereof.
- 6.7. Without derogating from the generality of the above, the Tender Committee may publish a new Request for Information and/or an invitation to pre-qualify or other proceedings with respect to the Project or any part thereof, publish a different project, inviting or not the Participants to take part in such process, or execute the Project in any other way deemed appropriate, all subject to and in accordance with applicable law. Nothing in this RFI shall be deemed as an invitation or a non-invitation to participate in this process.
- 6.8. The Tender Committee reserves the right to request additional information, in writing or otherwise, as it deems necessary, to ask for site visits to facilities erected or operated by the Participant, to carry out professional inquiries regarding any Participant, including by way of contacting third parties, and to invite any of the Participants to meet with Tender Committee representatives.
- 6.9. The Tender Committee may use any information it receives from a Participant or any third party for any purpose it deems fit at its sole discretion, including forming specifications or any other documents, and may transfer any such information to any of its consultants or any person on its behalf.



The State of Israel  
The Inter-Ministerial Tender Committee for PPP Airpot Project

- 6.10. The Participants shall not be entitled to any payment for the information provided by them in this process. All expenses incurred by a Participant or anyone on its behalf shall be borne solely by the Participant. Participants will not be entitled to any reimbursement or compensation for expenses with respect to their participation in this RFI.
- 6.11. The Tender Committee shall not be responsible or liable towards a Participant or anyone on its behalf in connection with the RFI, including for any loss or damage whatsoever suffered by the Participants by reason of any use of information contained in this RFI or provided in connection therewith, or any action or forbearance in reliance thereon.
- 6.12. The Tender Committee reserves the right, at its sole and absolute discretion, to amend this RFI.
- 6.13. This RFI is subject to the Israeli law including the Mandatory Tenders Regulations, 5753-1993, and the obligation to disclose information in accordance with the provisions of Section 14A thereof. The courts of Jerusalem, Israel shall have exclusive jurisdiction in any and all disputes arising out of or relating to this RFI.

7. **Appendices**

- 7.1. **Appendix A** – Airports Distribution Chart of Israel
- 7.2. **Appendix B** – Submission Letter



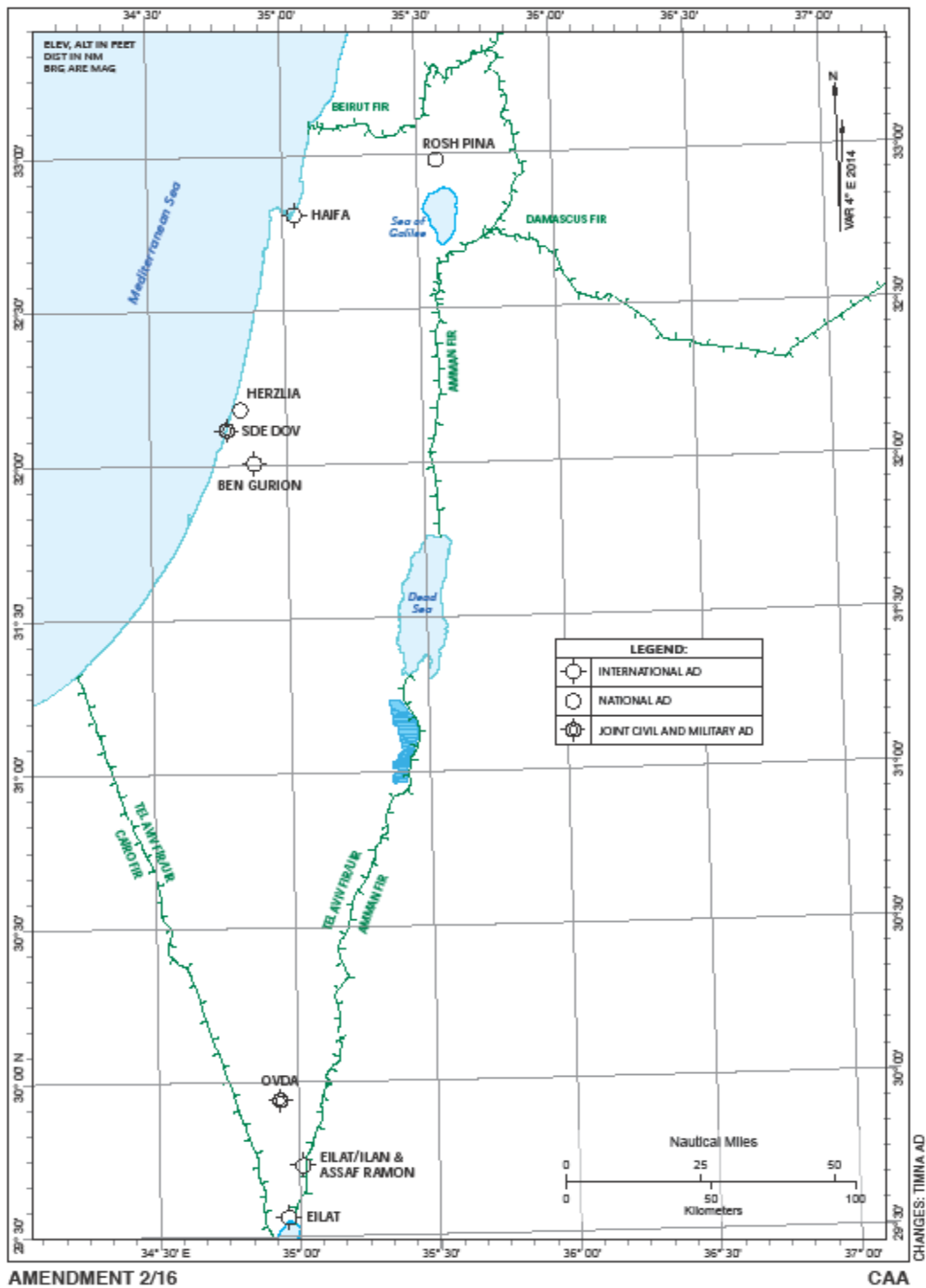
The State of Israel  
The Inter-Ministerial Tender Committee for PPP Airpot Project

**Appendix A - Airports Distribution Chart of Israel**

AD 1.3 - 2  
10 NOV 16

AIP  
ISRAEL

**AERODROMES AND HELIPORTS INDEX - CHART**





The State of Israel  
The Inter-Ministerial Tender Committee for PPP Airpot Project



The State of Israel  
The Inter-Ministerial Tender Committee for PPP Airpot Project

**Appendix B - Submission Letter**

To  
The Tender Committee

Dear Sirs,

**Re: Request for Information Regarding the Engagement of a Consulting and Management Service for a PPP Project for the Construction of an International Airport in Israel**

In response to the RFI issued on \_\_\_\_\_, we, the undersigned, \_\_\_\_\_ (*full name of Participant to be inserted*), are pleased to submit our response to the RFI.

**Name:** \_\_\_\_\_

*Business Address:* \_\_\_\_\_

*Phone:* \_\_\_\_\_

*E-mail:* \_\_\_\_\_

*Facsimile:* \_\_\_\_\_

**Legal Status:** (*check applicable*)

Limited Partnership

Limited Liability Company

General Partnership

Other (*explain*)  \_\_\_\_\_

**Registration Number:** \_\_\_\_\_

Place of Registration: \_\_\_\_\_

Date of Registration: \_\_\_\_\_



The State of Israel  
The Inter-Ministerial Tender Committee for PPP Airport Project

Detailed herein is information which the Participant considers to be of a commercially sensitive or secret nature concerning the RFI submission *[to be completed in accordance with the provisions of Section 5.4 of the RFI]*:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Faithfully yours,

Stamp and Signature of  
Participant

Date

\_\_\_\_\_

\_\_\_\_\_