



**National HQ /
Logistical Support Branch
Purchases and Sales Dept.
Purchases Section**

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19th Heshvan 5775

November 12, 2014

Re: Tender 78/2014 - Supply of multi-threat body armor for patrol officers

Update no. 2

Further to the tender documents published on October 6, 2014, and in response to clarification questions that have been received, attached please find answers to clarification questions and/or requests, and amendments and clarifications to the tender documents.

1. It is clarified that the form of the questions detailed below is not necessarily identical to that used by those addressing inquiries to us, and that not every question has necessarily been answered.
2. All the clarifications, changes and amendments set out in this letter of clarification will be considered to be part of the tender documents, and the terms used in this letter of clarification will have the same meaning as in the tender documents.
4. Interpretations given verbally, in writing, or in any other way by anyone on behalf of the Client or by INP representatives, insofar as may have been given, in any forum or in any form whatsoever, should not be relied upon. The only changes from that stated in the tender documents, and all the interpretations and clarifications thereof, are exclusively as detailed in this notification and other notifications to be sent out by the author of the tender or on his behalf, insofar as may be issued.
5. That stated in this notification does not change or derogate from that stated in the tender documents unless explicitly stated otherwise.

<u>No.</u>	<u>Question / answer</u>	<u>Form of question</u>	<u>Section in tender / specification</u>
1.	Question:	Request that the date for submitting bids be postponed	Section 3 of tender
	Answer:	The revised last date for submitting bids is: Tuesday, January 6, 2015 at 2 p.m.	
2.	Question:	Those supplying foreign-made body armor need to obtain an import license, a process that takes at least 60 days. It is requested to postpone the date for submitting bids accordingly.	Section 3 of tender



	Answer:	As noted in the update to question 1, the date for submitting bids has been postponed. With regard to obtaining an import license, bidders wishing to do so may apply to the author of the tender at the earliest opportunity with a request in writing for issue of an End User. The application should include details of the product for which the permit is requested, including manufacturer's name and model number.	
3.	Question:	If the ballistic panels are NIJ approved and the textile is not NIJ approved, is the proposed vest considered to meet the NIJ standard?	Section 2.2 of tender
	Answer:	Yes. For the purpose of examining the product in the NIJ-approved track, NIJ certification is required for the ballistic and stabbing panels.	
4.	Question:	With regard to the method of testing, the specification requires that the ballistic test be performed with an IMI bullet. It is requested to allow the use of a 124 grain bullet of equal value, otherwise the test cannot be performed by those who do not have an IMI bullet available.	Section 6.2 of specification
	Answer:	<p>The answer is no. The tender has two tracks, one for NIJ-approved body armor, for which it is not necessary to perform ballistic testing prior to submission of bids, since we rely on the tests carried out in the framework of approval of the armor by the NIJ, tests that give us confidence that the body armor meets the requirements of the INP.</p> <p>The second is for body armor that is not NIJ-approved, where it is necessary to prove compliance with the functional tests of the INP as set out in the specification.</p> <p>The tests carried out on body armor that is not NIJ-approved are performed by the manufacturer itself, and not by the NIJ, and therefore in these tests the INP is looking for sufficient certainty that the proposed armor can withstand the main threat, which is a bullet of IMI manufacture. (See greater detail in this connection in the response to question 12.)</p> <p>In addition, it is also possible to buy IMI ammunition as defined in the technical specification, abroad, at the following places:</p> <p>a. In the USA, the IMI distributor is Widener's.</p> <p>Contact details: Widener's Reloading & Shooting Supply, Inc. 3602 West Market Street Johnson City, TN 37604 Tel: 423-282-8294 423-282-6786 Toll Free Orderline: 1-800-615-3006 Fax: 423-282-6651</p>	

		Email: wideners@wideners.com b. By application to Lahav Co. (Mr. Shaul Derby), the IMI ammunition agent in Israel - with the following documents: Application to purchase ammunition abroad, import permit, and End User document.	
5.	Question:	Section 7.4 - If there is an official Israeli standard as defined in the Tenders Law -1953(5713 Hebrew calendar year) in connection with the subject of the engagement, the supplier shall be required to comply with the standard. Request clarification as to the intention.	Section 7.4 of tender
	Answer:	This section was written in accordance with Regulation 6(a)(2) of the Mandatory Tender Regulations, requiring tenders to relate to Israeli standards, insofar as they may exist, with regard to the subject of the tender.	
6.	Question:	Sections 8.2 and 8.3 with regard to commercial secrets: it is requested to change this that in any event, the INP undertakes not to permit competitors to study it, and not leave it to the discretion of the Tenders Committee	Sections 8.2, 8.3 of the tender
	Answer:	This section was written in accordance with Regulation 21(e)(1)(a) of the Mandatory Tender Regulations, as can be seen from section 8.3 of the tender conditions, and in accordance with the regulations the final decision in any event lies with the Tenders Committee, which will use its discretion in each individual case.	
7.	Question:	Request reconsidering the matter of preference for Israeli made products vis-a-vis GPA agreements, which the INP is entitled not to take into account. This would create equality between local and foreign manufacturers.	Section 9 of tender
	Answer:	See Answer 6 in Update no. 1, which remains in force.	
8.	Question:	If the textile is produced in Israel and the ballistic panels are sewn and adjusted abroad, does the vest / textile still receive Israeli-made product preference?	Section 9 of tender
	Answer:	It will receive preference in so far as the accountant's declaration as presented proves that the product (cover and/or ballistic panels) is Israeli-made, and all in accordance with the Mandatory Tenders Regulations -1995 (5755 Hebrew calendar year) (preference for Israeli-made products).	
9.	Question:	In the case of cooperation between an Israeli textile manufacturer producing the cover in Israel and sending it to a ballistic panels manufacturer overseas, where the final adjustment is made and the above two elements (cover and ballistic panels) are defined as a vest with a sample number, and the above vest passes the NIJ tests (recognized and approved laboratories), and the above final product is	Section 9 of tender

		returned to Israel as a sampled vest, will the foreign manufacturer be entitled to receive Israeli-made product preference for the price of the textile and at a rate of 50%?	
	Answer:	Providing that this is an Israeli bidder as defined in the regulation, it will receive preference insofar as the accountant's declaration as presented proves that the product is Israeli-made, and all in accordance with the Mandatory Tenders Regulations (preference for Israeli-made products)-1995 (5755 Hebrew calendar year). A foreign bidder is not entitled to preference for Israeli-made goods.	
10.	Question:	With regard to foreign currency linkage, request linkage to the higher check exchange rate and not to the representative rate.	Sections 12.1 and 22 of tender
	Answer:	The prices in the price quote under import conditions that are submitted in foreign currency will be weighted and compared with bids for local supply as detailed in section 12 of the tender. With regard to the cost of the product over the life of the tender, it is possible to propose linkage methods as detailed in section 22 of the tender.	
11.	Question:	Is submission of NIJ certification a precondition, or is it possible to attach the manufacturer's undertaking to the submission, that at the time of the win, when it is exercised, it will be submitted by the manufacturer?	Section 14.5 of tender
	Answer:	For the purpose of confirmation of the vest as meeting the NIJ standard, it is necessary for it to have NIJ certification at the stage of submitting the bid.	
12.	Question:	When a bidder is an importer of an NIJ-approved vest, the vest is approved by the NIJ in tests with a bullet that is different from the IMI bullet, with less force, and in addition the NIJ-approved vest is given a 10 point bonus. Request changing the quality weighting system.	Section 18.10 of tender
	Answer:	The weighting system will not be changed. The INP is interested in an off-the-shelf product that has been tested and approved by a professional and national body (the American Department of Justice), on the basis of whose standard the requirements of the specifications have been written, and thus reducing the risk of malfunctions and harming the quality of the product. The NIJ requirements do not rely only on ballistics, but on an entire range of requirements, giving the purchaser confidence in the quality of the product of the specific manufacturer. In the absence of an alternative, there is an option in the tender to allow local manufacturers only to submit products that have completed development which they claim will meet the requirements of the specification,	

		<p>but this claim still needs to be approved by a neutral body. Taking such a risk does not afford the 10 point bonus.</p> <p>With regard to the difference in bullets, NIJ certification requires testing with two types of bullets, which we have not required in the specification; in addition the difference between Remington and IMI bullets is not extreme, and in any event the acceptance tests will be carried out with the IMI bullets as required by the technical specifications.</p>	
13.	Question:	Too much weight is given to trials for comfort testing (22 points) in the quality weighting. The INP has decided on the general format of the vest in advance, committing the manufacturers to this format, which affects the comfort of the vest.	Section 18.10 of tender
	Answer:	There is no change in the quality score. The technical specifications give general dimensions and the general format of the vest required. There is flexibility within the boundaries of shape and dimensions. A supplier that wishes to do so may submit more than one bid, and put forward a vest that in its opinion will be more comfortable than the proposed format.	
14.	Question:	In the quality score, there is a contradiction between the points for lower weight and for higher stab resistance, where as one increases the other decreases, and the reverse, and their weight does not encourage upgrading relative to the additional price obtained. We request that you reconsider the quality score and its breakdown.	Section 18.10 of tender
	Answer:	The answer is no. In our opinion, the two parameters are important and the method of realizing them lies within the authority and ability of each bidder.	
15.	Question:	If a local manufacturer wins the tender, we request allowing performance of the acceptance tests at its laboratory in Israel, accompanied by representatives of the INP.	Section 19.2 of tender
	Answer:	Acceptance tests after determination of the winner will be carried out at a laboratory in Israel that is not the manufacturer's, but is agreed in advance between the bidder and the INP.	
16.	Question:	The number of side panels in the price quote form should be changed to 2000.	Appendix B, Price Quote Form, Table 1, line 10 in the tender
	Answer:	The quantity for weighting of the side panels in the Price Quote Form in Appendix B, Table 1, section 10 will be changed to 2000 panels.	
17.	Question:	In Appendix 9 in the specifications, there is a lack of correlation between the requirements for loops on all the	Appendix 9 of the specification

		MOLLE webbing with regard to the example presented at the conference.	
	Answer:	Attached is a document providing updates in this matter (p. 7 attached).	

Sincerely,

Roe Ikin

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Re: Response to question 17

- 1) Diagram 1, page 35 of the specification, "View with the chest flap closed" - in this diagram all the PALS webbing is with loop (female) fasteners. In other words, the no. 2 indication should be ignored.
- 2) Diagram 1, page 35 of the specification, "View with the chest flap open" - the indication of "intermediate fastener strip (loop)" is missing. In other words, between the first and the second there should be "intermediate fastener strip (loop)" (in the diagram above).
- 3) Diagram 3, p. 37 of the specification, "Back section of the exterior carrier: View from the outside" - inaccurate indication of the PALS webbing with and without loop (female) fastener. Attached is a corrected diagram.

Diagram 3: Back section of the exterior carrier: View from the outside

