

15 May 2025

International Public Tender No. 110-2024

For procurement, adjustment, testing, installation, instructing on, deployment and maintenance of LIMS (Laboratory Information Management System) at governmental medical centers

Answering clarification questions

1. The Division of Medical Centers (hereinafter - the "Division") has published public tender No. - 110-2024 for procurement, adjustment, testing, installation, instructing on, deployment and maintenance of LIMS (Laboratory Information Management System) at governmental medical centers (hereinafter the "Tender").
2. In accordance with the provisions of section 8.5 of the tender, clarification questions were submitted.
3. After submitting answers to these questions, it was brought to our attention that two answers were not clear. This document clarifies two of the answers that were sent on 31 March 2025.
4. The tenders committee of the Division discussed the questions, and attached the following documents:
 - a. Appendix A - Answers to the clarification questions, which were forwarded to the Tenders Committee.
 - b. The updated tender documents.
 - The updated Excel file – Appendix D.
5. **It will be clarified that the updated tender documents attached to this document are binding and no reference should be made to the original published tender documents.**
6. Do not rely on any explanation or interpretation given orally or in writing or in any other way by anyone on behalf of the division or by any other party on its behalf, as far as possible, in any forum or form. The only changes from what is stated in the tender documents and all interpretations and clarifications to them are as detailed in this document only.
7. **For the attention of the bidders: more questions were submitted as part of round 2. These questions will be answered separately.**

Regards,

Division of Governmental Medical Centers

#	Part	No.	Question	Answer
1.	Q&A 2 LIMS	answer to question 31	<p>Question 31 addresses the quality scoring criterion for the work plan. However, the clarification response relates to a pricing aspect—Ownership of Cost Total—and even refers to Section 30.2.9.2 of the tender, which does not concern the work plan. The response appears to have been mistakenly copied from earlier answers, such as numbers 6, 14, and so on. Therefore, we kindly request that this error be corrected and that a relevant and substantive response be provided to Question 31.</p>	<p>The updated text is as follows:</p> <p>The work plan will be scored based on its compliance with the following criteria: realistic, complete, logical, and the duration of the plan until the system is in production mode on the air in a third center.</p>
2.	A	answer to questions 32-35	<p>The clarification responses to Questions 32–35 refer to Section 30.2.9.2C, which states:</p> <p>"An existing system that is currently deployed in the Division’s general medical centers does not require new deployment at the medical centers and will operate on a full scale starting from the first year of the engagement."</p> <p>However, not only does this provision fail to answer these questions—it is, in fact, the very basis for raising Questions 32–35 in the first place.</p> <p>Explanation: According to this tender provision, the incumbent vendor is not required to deploy the system, perform data migration, or carry out the other tasks specified</p>	<p>By the nature of tenders, an existing supplier in any existing system may, in certain circumstances, have a built-in advantage due to the necessity of reality. However, in the licensing component, the quantities calculated, for the purpose of comparing the bids, for the existing supplier are initially the maximum quantities and not in a gradual spread over 5 years as calculated for other bidders, in order to simulate, as much as possible, the reality in the event of the existing supplier winning over another bidder.</p> <p>See updated Excel file (appendix D, attached)</p>

		<p>in the questions. As a result, this vendor is in a position to offer a significantly lower price in the tender (even as low as zero), which does not reflect the true cost of the work or the scope of tasks referenced in these questions.</p> <p>This situation grants the incumbent vendor an unfair competitive advantage over other bidders, and may even discourage new participants from submitting proposals—ultimately risking the failure of the tender.</p> <p>In light of this reality, as reflected in Section 30.2.9.2 of the tender, Questions 32–35 were submitted to highlight this concern and even propose possible solutions. However, surprisingly, these questions received no substantive response in the clarification document.</p> <p>We therefore respectfully request that you address these questions.</p>	
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