

**A response to clarification questions in procurement process no. 1/2018 – for the  
Assignment of Concession and Activity and Lease and Operation of Israel Main  
Hotelier School Ltd. - TADMOR (in voluntary liquidation)**

**Letter of Clarifications - No. 3**

1. Part I – General

Israel Main Hotelier School Ltd. - Tadmor (in voluntary liquidation) (hereinafter: "**Tadmor**") wishes to respond to questions asked by interested parties in the aforementioned procurement proceeding, as detailed below.

The detailed answers, and the changes deriving therefrom, obligate the bidders as if they were written in the original procurement process documents, and they are an integral part of the procurement process documents and the agreements to be signed with the Successful Bidder, respectively.

It is hereby clarified that this notice is updated as of 17.9.18, and contains the questions asked by the interested parties and the responses given to them by that said date, and the attachment must be signed and attached to the Bid documents, as required. This does not exhaust the clarifications questions that were asked or the answers that will be published, if published, under Tadmor's sole discretion.

Beyond the reply herein, there is no change in the conditions of the procurement procedure.

2. Part II - a response to clarification questions

No.	Name of Document	Paragraph in document	Subject	Clarification	Reply
1	Part I + II - Invitation To Bid (ITB)  Part V - Assignment Agreement  Part VI – Renovation and Operation Agreement  Part VII – Lease Agreement			As part of this selection process, in its present format, the winning bidder will be required to operate and to manage the following facilities: 1. The school (both the	The request is not accepted. The very substance of the procurement process is to create a school for vocational training in the tourism, hotel and culinary professions. As part of this training, it is best that, alongside the

			<p>vocational and the high schools);</p> <p>2. The hotel.</p> <p>As is known, the requirements in the selection process under discussion that refer to the refurbishment of the above-mentioned facilities, necessitate wide – scale, significant work both on the school and on the hotel. It seems that this refurbishment work involves heavy financial investment, and that the weight of the investment to which every bidder must commit is given a major part in the examination of the bids. From checks conducted, it appears that the principal part of the refurbishment (and hence the greater part of the financial investment) is <b><u>connected to the hotel</u></b>. It seems that, as a result of the size of the financial investment required in the hotel (and in the hotel alone) as stated, it will not</p>	<p>school, an educational hotel should be operated, in which it will be possible to gain professional experience. In view of the stated above and in light of this concept, the Successful Bidder must operate a school and a hotel.</p>
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				<p>be financially feasible to make a bid in this selection process, as long as the refurbishment work is required for both the above-mentioned facilities, together.</p> <p><b>In view of the above, we request you to set, in the selection process documents, including all the relevant agreements, appropriate instructions that will allow a bidder to submit a proposal, in this selection process, for the school <u>only</u> (both the vocational and the high schools) – without the hotel. Such bids will be examined in their own right in a totally equal manner, so that it will be possible to win the tender with such a bid, for the school only.</b></p>	
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Signature + stamp of the bidder \_\_\_\_\_